



# Ingleburn Market Update

## 1st Half 2022



### OVERVIEW

In Q4 2021, Ingleburn\* recorded a median house price of \$910,000, and a median unit price of \$501,000. This represents annual (Q4 2020 – Q4 2021) median price growth of 34.1% for houses and 10.7% for units. Between Q4 2020 – Q4 2021 total sales slowed down, by -32.3% for houses (to 329 sales) and increased by 53.8% for units (to 140 sales). There is strong demand in Ingleburn\* with high absorption rates of new listings. There are real returns to capital investment in the house market and an undersupplied unit market. This makes now an ideal time to sell your home at a premium in Ingleburn\*.

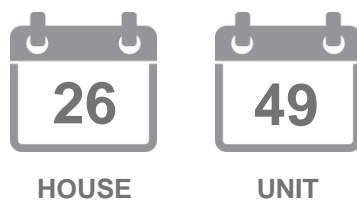
	CHANGE FROM LAST	YEAR	HALF YEAR
	House Sales	↓	↓
	House Median Price	↑	↑
	House Rental Price	↑	↑
	Unit Sales	↑	↓
	Unit Median Price	↑	↑
	Unit Rental Price	↑	↑

### MARKET CONDITIONS

#### SALES MEDIAN PRICE Q4 2021



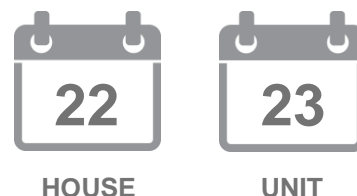
#### SALES AVERAGE DAYS ON MARKET Q4 2021



#### RENTAL MEDIAN PRICE Q4 2021

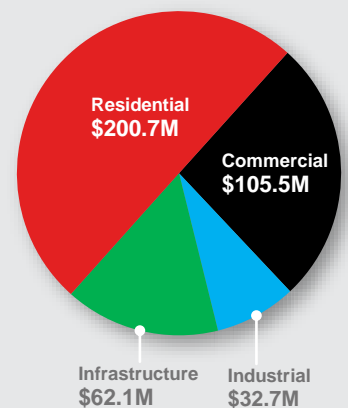


#### RENTAL AVERAGE DAYS ON MARKET Q4 2021



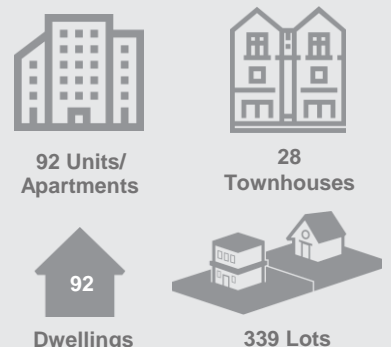
### FUTURE DEVELOPMENTS

Ingleburn\* is set to see approximately **\$401.1M** worth of new projects commencing in the 1st half of 2022.



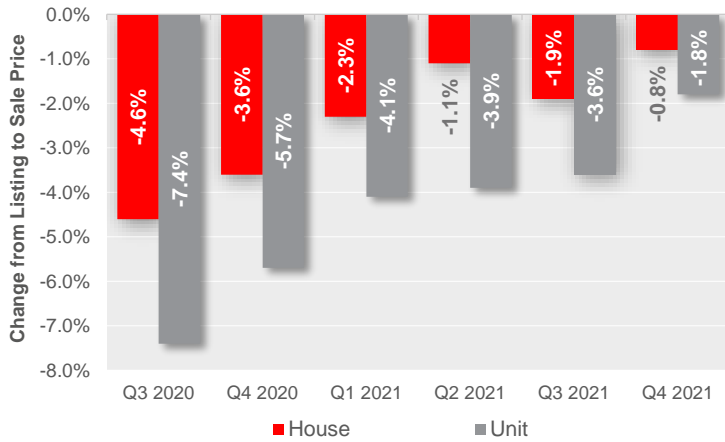
There are a vast number of projects coming to Ingleburn\* in the first half of 2022 with a strong emphasis on residential and commercial. This will create large employment opportunities and have a positive impact on real estate.

A main Infrastructure project over the 1st half of 2022 is the construction of the Oran Park Leisure Centre (\$55.7M) which will see a new indoor aquatic hall, indoor courts, gym and other associated facilities. The King St Hotel (\$17.3M) is a new commercial project that will see a brand new 9-storey, 100 room hotel to Campbelltown. Residential projects including Oran Park Town Centre (\$23.0M, 92 Units) and Willowdale – Stage 13 (\$9.7M, 188 Lots) will provide essential new ready-to-sell supply to answer the large demand in Ingleburn\*.



# AVERAGE VENDOR DISCOUNT\* KEY COMMENTS

Average vendor discount reflects the average percentage difference between the first list price and final sold price. A lower percentage difference (closer to 0.0%) suggests that buyers are willing to purchase close to the first asking price of a property.

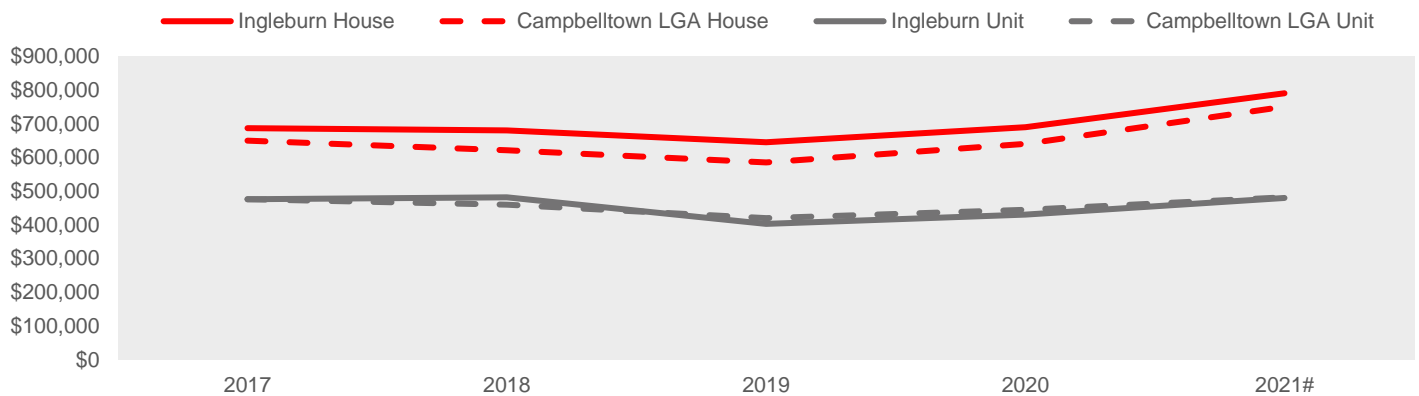


Average vendor discounts between Q4 2020 and Q4 2021 have tightened for both property types, to -0.8% for houses and -1.8% for units. Market conditions in Ingleburn\* are shifting toward sellers, where buyers have less power to negotiate below the initial listing price. There is still time to enter the market before vendor discounts reach premium levels in Ingleburn\*.

The suburb of Ingleburn has historically performed closely to the wider Campbelltown Local Government Area (LGA) in both house and unit median prices, with houses slightly outperforming the LGA. This continued to be the case throughout 2021#.

The dominant proportion of homes sold in Ingleburn\* across 2021^ were in the premium price bracket of above \$900,000 (34.3%). Units also recorded a dominant premium price point of above \$550,000 (28.3%). Despite dominant premium price points, there is still affordably priced stock available in Ingleburn\*.

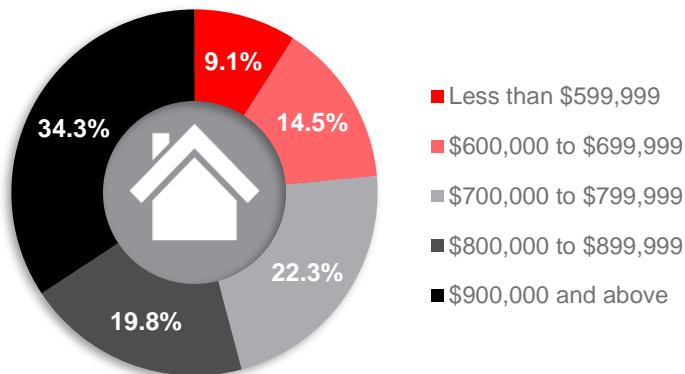
## MARKET COMPARISON



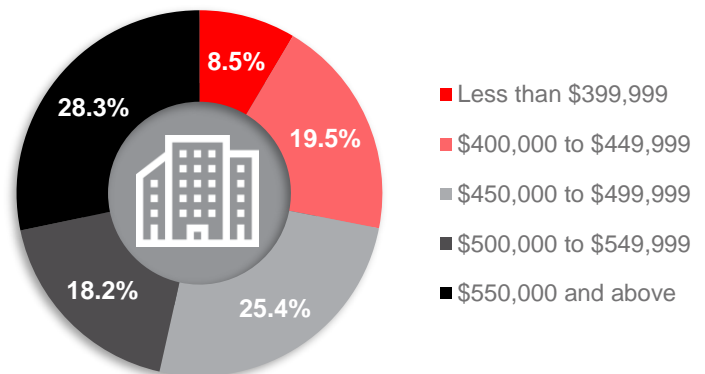
The market comparison graph provides a comparative trend for the median price of houses and units over the past 5 years. The main LGA profiled was chosen based on their proximity to the main suburb analysed, which is Ingleburn.

## PRICE BREAKDOWN 2021^

### HOUSES SOLD



### UNITS SOLD

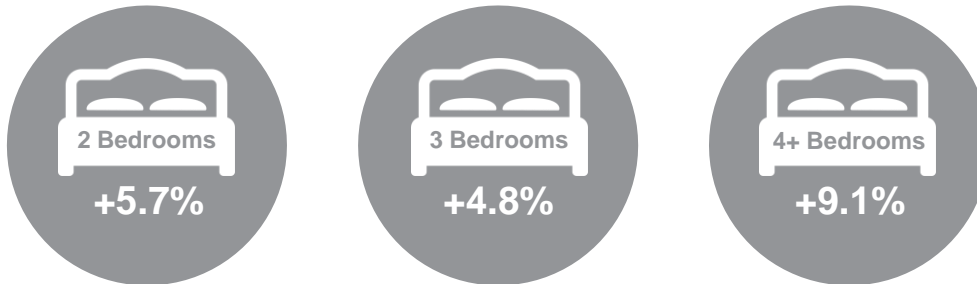


## RENTAL GROWTH 2021€

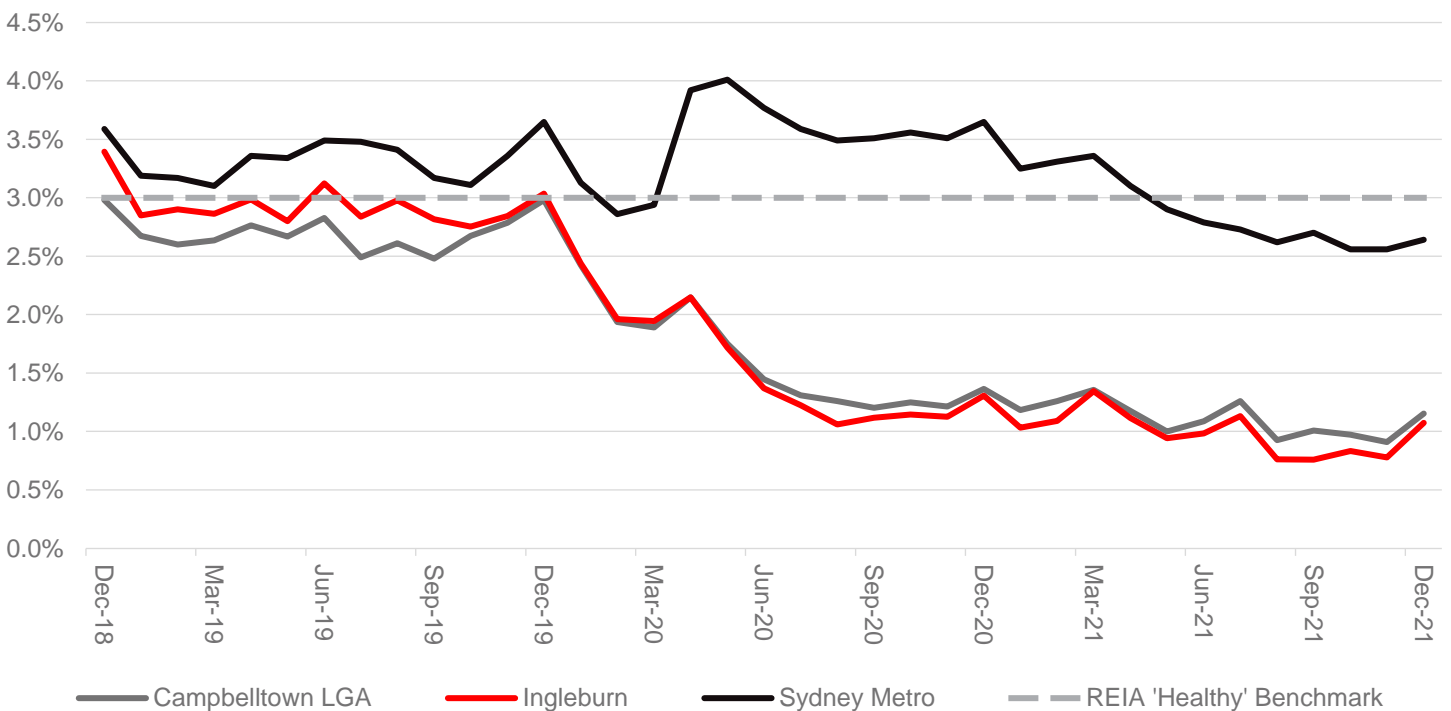
In December 2021, house rental yields in Ingleburn\* were recorded at 3.0%. In the 12 months to Q4 2021, the median house rental price increased by 5.3% to reach \$500 per week, while average days on the market declined by -4.3% (to 22 days). Ingleburn presents rental yields greater than the Campbelltown LGA and Sydney Metro for both houses and units, along with increasing rental growth and decreasing days on the market. Overall this indicates a strong rental market.

4+ bedroom houses have provided investors with +9.1% rental growth annually€, with a median rent of \$600 per week.

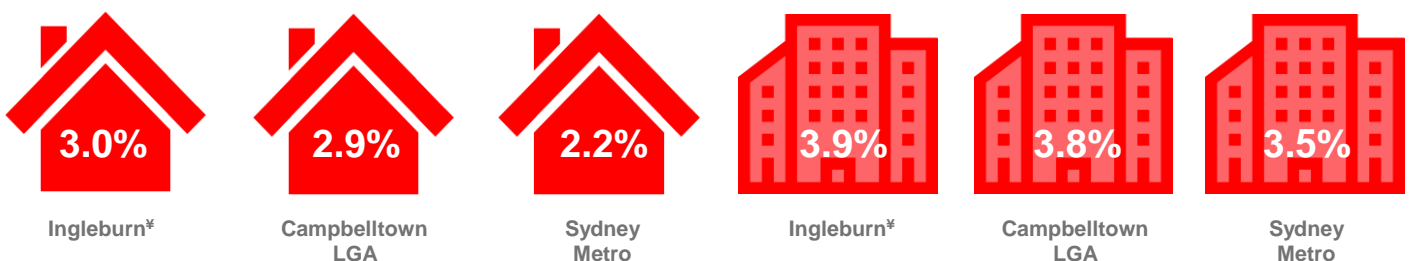
Also in December 2021, Ingleburn\* recorded a vacancy rate of 1.1%, below that of Campbelltown LGA (1.2%) and Sydney Metro (2.6%). Vacancy rates in Ingleburn\* have remained below the Real Estate Institute of Australia's healthy benchmark of 3.0% since December of 2019 and trended under 1.5% for the past 18 months. This confirms there is a healthy level of rental demand and investors can be confident of a conducive investment environment in Ingleburn\*.



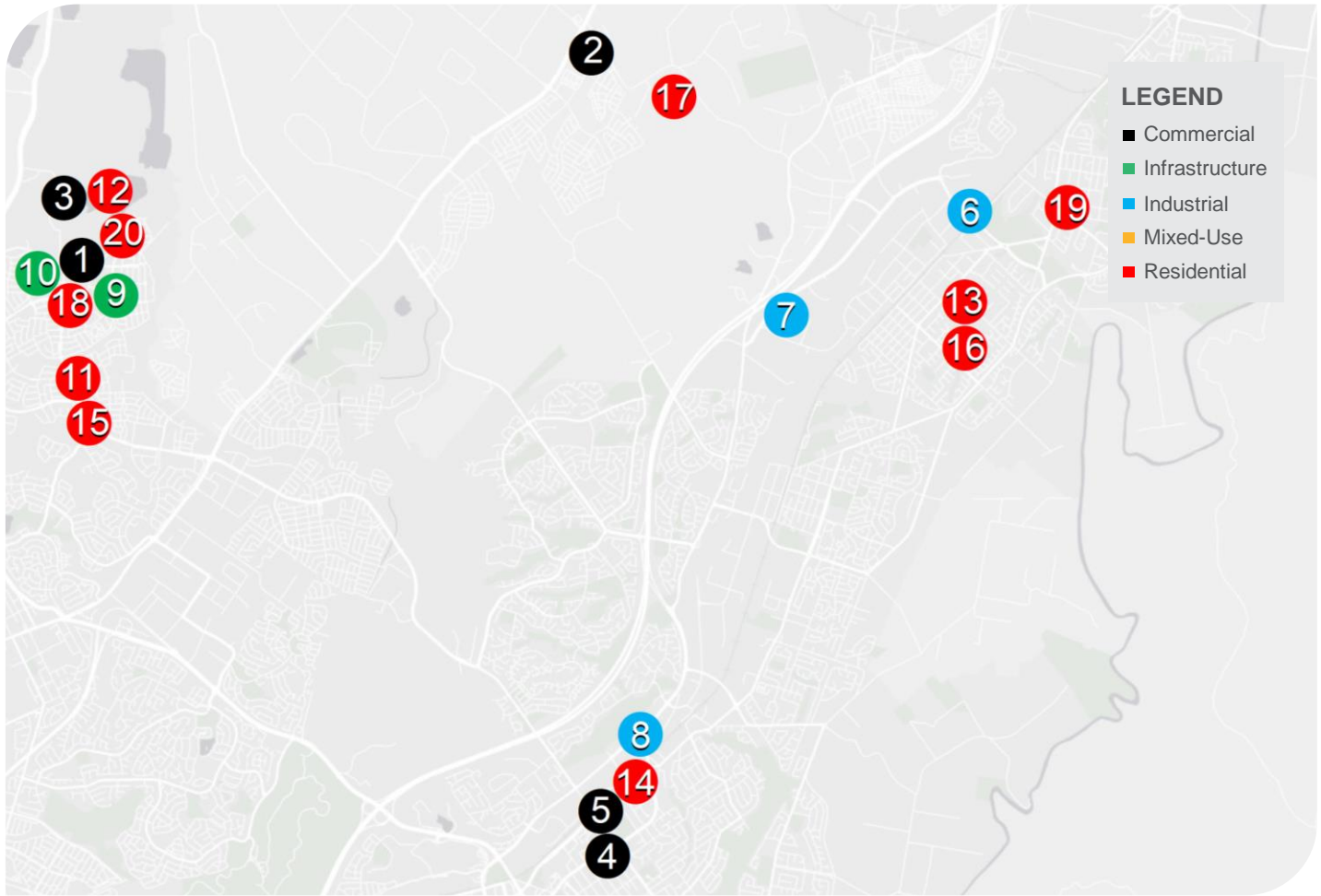
## RENTAL VACANCY RATES 2021



## RENTAL YIELD 2021\$



# TOP DEVELOPMENTS MAP 1st HALF 2022<sup>A</sup>



Location	Project <sup>£</sup>	Type	Estimated Value <sup>µ</sup>	Commence Date <sup>ψ</sup>
1	Oran Park - Leisure Centre	Commercial	\$2,000,000	20/02/2022
2	Jamboree Avenue Aged Care Facility - Willowdale	Commercial	\$39,051,000	13/05/2022
3	Oran Park Tavern	Commercial	\$37,004,000	16/05/2022
4	Reddall Street Seniors Living Units	Commercial	\$2,400,000	08/06/2022
5	King St Hotel	Commercial	\$17,348,000	14/03/2022
6	Thompson Roller Shutters	Industrial	\$15,000,000	10/03/2022
7	Lynch Group Industrial Development	Industrial	\$11,616,000	31/01/2022
8	Kialba Road Industrial Units	Industrial	\$4,000,000	28/04/2022
9	Oran Park Leisure Centre	Infrastructure	\$55,700,000	17/06/2022
10	Oran Park Fire Station	Infrastructure	\$6,000,000	26/04/2022
11	Loveday Street & Richmond Road Dwellings (11 Dwellings)	Residential	\$2,750,000	25/06/2022
12	Oran Park Town Tranche 28 (67 Lots)	Residential	\$3,000,000	26/03/2022
13	Matthews Square Dwellings (16 Dwellings)	Residential	\$3,000,000	08/05/2022
14	Queen Street Mixed Use Development	Residential	\$133,572,000	07/06/2022
15	Ryder Avenue & Richmond Road Dwellings (13 Dwellings)	Residential	\$3,250,000	25/06/2022
16	Oxford Road Dwellings (8 Dwellings)	Residential	\$2,400,000	18/04/2022
17	Willowdale - Stage 13 (188 Lots)	Residential	\$9,745,000	14/04/2022
18	Oran Park Town Centre (92 Units)	Residential	\$23,000,000	21/03/2022
19	Linum & Lantana Streets Dwellings (12 Dwellings)	Residential	\$3,200,000	07/01/2022
20	Grassbird Avenue Dwellings & Residential Subdivision (22 Dwellings, 22 Lots)	Residential	\$6,000,000	05/06/2022

## OUR SERVICES INCLUDE

- Advisory and consultancy
- Market analysis including profiling and trends
- Primary qualitative and quantitative research
- Demographic and target market analysis
- Geographic information mapping
- Project analysis including product and pricing recommendations
- Rental and investment return analysis

## OUR KNOWLEDGE

Access to accurate and objective research is the foundation of all good property decisions.

## OUR PEOPLE

Our research team is made up of highly qualified researchers who focus solely on property analysis.

## OUR SERVICES

Our research services span over every suburb, LGA, and state within Australia; captured in a variety of standard and customised products.



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# REFERENCES

\* Ingleburn market data and key indicators encapsulates aggregate property market conditions within the suburbs of Bardia, Ingleburn, Denham Court, Macquarie Fields, Minto, Campbelltown, and Oran Park.

\*\* Estimated values are based on construction value provided by the relevant data authority and does not reflect commercial and/or re-sale value.

# 2021 encapsulates sales transactions for 2021 (01/01/2021 – 31/12/2021) only.

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€ Annual rental growth is a comparison between 2020 (01/01/2020 – 31/12/2020) and 2021 (01/01/2021 – 31/12/2021) house median rent figures.

¥ Ingleburn market data encapsulates aggregate property conditions within the postcodes of 2560, 2564, 2565, 2566, and 2570.

§ Rental yields shown are as reported as of December 2021.

⌘ Project development map showcases a sample of upcoming projects only, due to accuracy of addresses provided by the data provider for geocoding purposes.

£ Projects refers to the top developments within the suburbs of Bardia, Ingleburn, Denham Court, Macquarie Fields, Minto, Campbelltown, and Oran Park.

μ Estimated value is the value of construction costs provided by relevant data authority, it does not reflect the project's sale/commercial value.

ψ Commencement date quoted for each project is an approximate only, as provided by the relevant data authority, PRD does not hold any liability to the exact date.

Source: APM Pricerfinder, Cordell Connect database, SQM Research, Esri ArcGIS.

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