

MARKET OUTLOOK

GLEDSWOOD HILLS

Gledswood Hills is located within the rapidly expanding South West Growth Centre of Sydney and is attracting new affluent residents benefitting from infrastructure investment and affordable housing.

01
Location & Accessibility

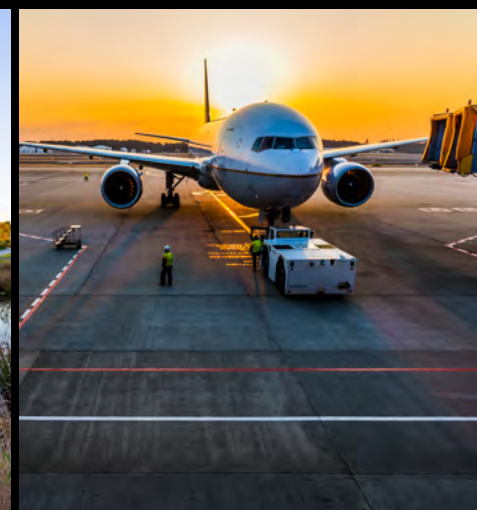
04
Infrastructure & Employment

05
Population & Demographics

06
Residential Market

07
Rental Market

Prepared exclusively for
Sekisui House
January 2023



LOCATION & ACCESSIBILITY

Gledswood Hills is located approximately 50 km south-west of the Sydney CBD and 11km west of Campbelltown in the South West Growth Centre. Gledswood Hills forms part of the rapidly expanding South West Growth Centre with the NSW Government facilitating new homes that are close to jobs, parks, schools and amenities.

There are several primary and secondary schools located in the area including Gledswood Hills Public School, St Paul's Catholic Primary School, Camden South Public School and Elderslie High School. Residents also have access to tertiary institutions including Western Sydney University, The University of Sydney and Campbelltown TAFE, all of which are within a 20-minute drive.

New town centres are being developed in the area to support the growing population. The Yards is a future mixed-use retail, commercial, residential, entertainment and leisure precinct. The Narellan Town Centre recently underwent a redevelopment and is a vibrant centre. Other nearby retail centres include the Oran Park Town Centre with major regional shopping centres at Macarthur Square Shopping Centre and Westfield Liverpool. The 74 bed Camden Hospital is located within Camden, with a further two hospitals located in Campbelltown providing additional health services to residents. The SOMA health precinct is also expanding with a 78-bed hospital currently under construction.

Gledswood Hills residents benefit from extensive open space and recreation facilities with multiple parks including the Gledswood Hills Reserve, smaller pocket parks and cycleways, Australian Botanic Garden and William Howe Regional Park. There are also several golf clubs in the area including the Camden Golf Club, Lakeside Golf Club and the Greg Norman designed and constructed premier 9 hole championship course.

Gledswood Hills is serviced by multiple bus routes, with Leppington train station only 8km away. Residents are well placed to travel by car on the nearby Camden Valley Way and Hume Motorway. These transport linkages significantly enhance Gledswood Hills' connectivity.

Gledswood Hills is located within the South West Sydney Growth Area and boasts high amenity including open space, parklands, retail and recreation.



RETAIL AND ENTERTAINMENT

- 01 Gregory Hills Town Centre
- 02 Emerald Hills Shopping Centre
- 03 Narellan Town Centre
- 04 Macarthur Square Shopping Centre
- 05 Campbelltown Shopping Centre
- 06 Oran Park Podium
- 07 Country Club Gledswood Hills
- 08 Gregory Hills Hotel

- 09 The Yards (Future)
- 10 Leppington Town Centre (Future)

EDUCATION

- 11 Gledswood Hills Public School
- 12 St Justin's Primary School Oran Park
- 13 Spring Farm Public School
- 14 Leppington Primary School
- 15 Elderslie High School
- 16 Elizabeth Macarthur High School

- 17 Oran Park Anglican College
- 18 St Gregory's Catholic Primary School
- 19 St Benedict's College
- 20 Oran Park High School and Primary School
- 21 Barramurra Public School
- 22 University of Sydney Camden Campus
- 23 Western Sydney University Campbelltown Campus
- 24 Campbelltown TAFE

HEALTH

- 25 Camden Hospital
- 26 Campbelltown Hospital
- 27 Campbelltown Private Hospital
- 28 Sydney Southwest Private Hospital
- 29 SOMA Wellness
- 30 SOMA Camden Medical Campus (Future)
- 31 Hermitage Health Care Gledswood Hills (Future)
- 32 Gregory Hills Health and Business Centre

PARKS AND RECREATION

- 33 Gledswood Hills Reserve
- 34 Greg Norman Designed Golf Course
- 35 Hill Top Park
- 36 Kirkham Park
- 37 Kooringa Reserve
- 38 William Howe Reserve
- 39 Australian Botanic Gardens
- 40 Lakeside Golf Club
- 41 Camden Golf Club
- 42 Macarthur Grange Country Club
- 43 Oran Park Water Park
- 44 Oran Park Skate Park
- 45 Gledswood Homestead & Winery

INFRASTRUCTURE & EMPLOYMENT

Gledswood Hills will benefit from significant infrastructure investment over the next decade with major projects across transport, health, education and recreation.

INFRASTRUCTURE

01 WESTERN SYDNEY AIRPORT (EXPECTED COMPLETION 2026) \$11b

Sydney's second major airport to service Western Sydney will be a major catalyst for economic growth in South West Sydney by connecting the region globally and opening up freight and export opportunities. The airport is expected to deliver almost 28,000 new jobs by 2031 and encourage new business investment in the surrounding area.

02 CAMPBELLTOWN HOSPITAL UPGRADE (COMPLETED IN 2022) \$632m

Stage 2 of was recently completed, and includes a new clinical services building, enhanced medical and surgical children's services, modern mental health units, state of the art operating theatres and intensive care unit and emergency department.

03 M12 MOTORWAY (EXPECTED COMPLETION 2025) \$2b

Construction of a new 16km east-west motorway between the M7 Motorway near Cecil Hills and The Northern Road at Luddenham that will serve as the major access route to the Western Sydney Airport and connect to Sydney's motorway network.

04 NORTH SOUTH RAIL AND SOUTH WEST RAIL EXTENSION (EXPECTED COMPLETION 2026) \$11b

Construction of a railway line between St Marys and Macarthur via the new Western Sydney Airport. Residents will be able to take advantage of this new connection to the future airport and the additional train services expected.

EMPLOYMENT

Employment growth is an important driver of residential demand with workers looking to live near where they work. Employment growth in nearby employment centres has the potential to drive residential demand from new workers.

The Gledswood Hills area will continue to grow as a major employment centre supported by new office, health and education development. Gledswood Hills residents also have considerable employment opportunities within nearby major commercial centres such as the Campbelltown City Centre, Ingleburn Industrial Estate, Smeaton Grange Industrial Area and Liverpool CBD.

The NSW Government estimates the Western Sydney Airport will deliver approximately 28,000 new jobs both directly and indirectly, making it a major catalyst for employment growth. Of these jobs, 7,720 will be in the new Aerotropolis precinct. Future infrastructure projects including the North-South Rail Link will connect directly to the new Aerotropolis and create more jobs.

05 CAMDEN MEDICAL CAMPUS PRECINCT (STAGE 1 COMPLETION EXPECTED IN 2023) \$500m

Development of a private hospital and medical precinct as part of the SOMA Wellness and Lifestyle precinct. The completed hospital would be the biggest private hospital in NSW once fully built with 473 beds. Stage 1 is under construction and comprises a 78-bed private maternity and paediatric health facility.

06 GLEDWOOD HILLS PUBLIC SCHOOL (EXPECTED COMPLETION 2024)

The new public school opened in 2020 and will grow to cater for up to 1,000 students. Stage 2 comprises 20 new innovative and flexible learning spaces and extension of the carpark.

07 NARELLAN SPORTS HUB STAGE 2 (COMPLETED IN 2022) \$17.3m

Expansion of the precinct comprising a new athletics facility, 14 new netball courts, an extended rugby league field, floodlighting and 1.5km walking track.

08 ORAN PARK LEISURE CENTRE (EXPECTED COMPLETION 2024) \$63.3m

The new leisure centre will contribute to the recreation offerings of the area, incorporating areas for health and fitness, aquatic and indoor sports.

09 LEPPINGTON OVAL PRECINCT (EXPECTED COMPLETION 2025) \$27.7m

The development will create a new open space precinct, extending from the existing Leppington Oval. The precinct will include three full playing fields, three tennis courts, one multi-purpose court and outdoor fitness stations.

EMPLOYMENT GROWTH WITHIN KEY SURROUNDING CENTRES 2021 to 2036

TOWN CENTRE/PRECINCT	NEW JOBS
Campbelltown City Centre	+ 3,442
Ingleburn Industrial Estate	+ 1,713
Liverpool CBD	+ 3,090
Smeaton Grange Industrial Area	+ 608
Western Sydney Airport	+28,000

Source: TfNSW 2022; Prepared by Urbis

POPULATION & DEMOGRAPHICS

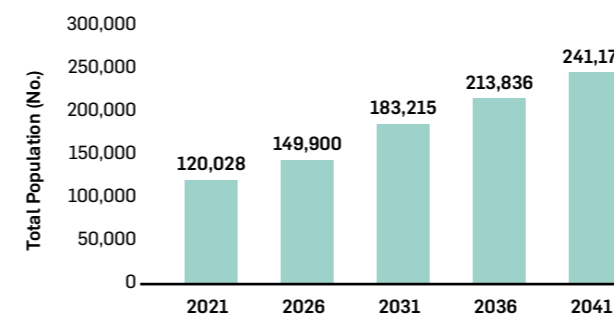
Significant population growth and increasing affluence within the Gledswood Hills area are key demand drivers for new dwellings.

POPULATION

For the purpose of this profile, a study area for the analysis has been defined as the Camden LGA. The study area has been created to effectively assess the area's population growth, demographic characteristics and property market which is likely to shape the suburb of Gledswood Hills.

The Camden LGA population increased by 6.1% per annum over the last 5 years, well above the Sydney average of 1.9%. Population forecasts developed by .id project the Camden LGA population to grow by around 121,000 new residents between 2021 and to 2041. The projected growth equates to an average of around 6,000 new residents per year at a growth rate of 3.6% per annum. The significant population growth is supporting the absorption of new housing.

CAMDEN LGA POPULATION GROWTH



Source NSW DPE; Prepared by Urbis

DEMOGRAPHICS

The Camden LGA is attracting a large number of families supported by affordable housing and new amenity. Couple families with children account for 49% of households in the Camden LGA, above the Sydney average of 36%. This is reflected in the relatively younger average age of residents of 33 years, as opposed to 38 years. The growth in families is supported by infrastructure investment in schools, health and open space, which is making the area an attractive destination for young families.

The Camden LGA is attracting more affluent residents with aspirational people moving to the area. The average household income in the Camden LGA has recorded average annual growth of 5.2% over the last five years, to around \$145,800 in 2021. Average household income in the Camden LGA is higher than the Greater Sydney average. Additionally, the rate at which income has grown in Camden LGA has surpassed Greater Sydney.

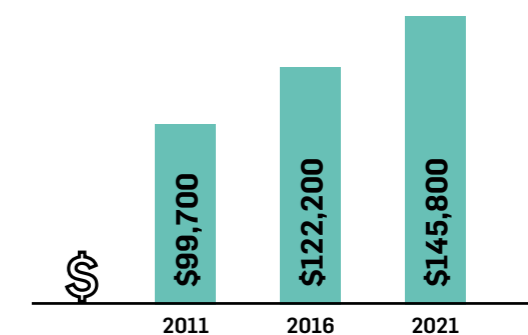
The Camden LGA has traditionally attracted people looking to enter the property market, which is reflected in almost 75% owning or purchasing their home. The proportion of renters in the Camden LGA (25%) is well below the Sydney average of 37%, however, this proportion has grown since 2016. The high ownership rate has resulted in a lot of owner occupiers in the area building a strong community and a relatively lower vacancy rate for 2022 in the region below 2%, indicating rental properties are being absorbed by the market.

Almost 70% of residents in the region in 2021 were employed in white collar jobs reflected by growth in key employment centres such as the Campbelltown City Centre and Liverpool CBD. The proportion of white collar workers has slightly increased from 69% in 2016.

WHO LIVES IN THE CAMDEN LGA?	2016	2021
Average Age of Residents	33.5	33.4
Bachelor Degree or Higher	16%	35%
Family Households	85%	85%
Couple Families with Children	55%	49%
Average Household Size	3.1	3.1
Average Household Income	\$122,200	\$145,800
White Collar Workers	69%	70%
Household Income Above \$130,000	36%	46%

Source: ABS Census 2021; Prepared by Urbis

CAMDEN LGA AVERAGE HOUSEHOLD INCOME 2011 - 2021



ABS Census 2021; Prepared by Urbis

RESIDENTIAL MARKET ANALYSIS

Gledswood Hills is an emerging residential market providing affordable housing to the market.

The Camden LGA has historically been a house and land residential market though the NSW Government is promoting increased density in the South West Growth Centre including medium density and apartments. In the 2021 Census, separate houses accounted for 93% of dwellings in the Camden LGA compared to 56% of households in Greater Sydney.

Camden is set to transform significantly over the next decade as apartment developments emerge in proximity to new town centres. Multi-unit development approvals in the Camden LGA comprised around 16% of all dwelling approvals in FY2022.

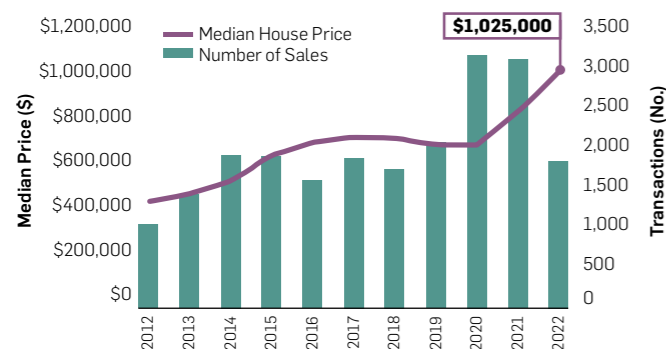
DWELLING STRUCTURE

Type	Camden LGA	Greater Sydney
Separate Houses	93%	56%
Semi-detached	6%	13%
Flat, Unit or Apartment	1%	31%

ABS Census 2021; Prepared by Urbis

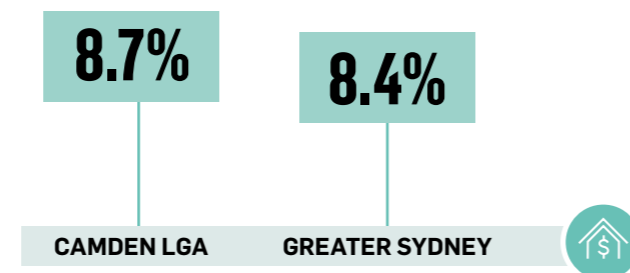
According to Pricefinder, the median sales price in the Camden LGA was \$1,025,000 in 2022. The median sales price for houses in the Camden LGA grew strongly at 8.7% per annum over the past ten years based on an average of around 2,000 transactions per annum. House price growth in Camden LGA has slightly outperformed Greater Sydney (8.4%) over the last decade, which reflects the strength of suburban markets in the last two years. The past two years have seen strong increases in house prices as a result of preferences towards housing and reduced availability of new lots.

CAMDEN LGA HOUSE SALES 2012 to 2022



Source: Pricefinder; Prepared by Urbis

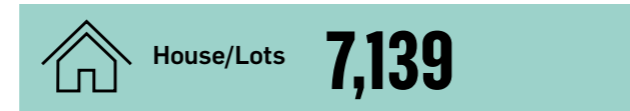
MEDIAN PRICE GROWTH PER ANNUM – HOUSES 2012 to 2022



Source: Pricefinder; Prepared by Urbis

Data from Cordell Connect indicates that around 7,139 dwellings and residential lots are proposed to be completed in the Camden LGA. However, a proportion of these projects are unlikely to occur in this period due to challenges for developers in sourcing construction financing.

PROPOSED RESIDENTIAL DEVELOPMENT IN CAMDEN LGA



Source: Cordell Connect; Prepared by Urbis

While housing affordability in Sydney has deteriorated significantly in the last five years, the Camden LGA represents one of the most affordable locations in Sydney. The median apartment price to household income of 4.8 in the Camden LGA is significantly lower than the Metropolitan Sydney ratio of 5.4, however, the gap is decreasing. Likewise, the median house price to household income of 7.0 is significantly lower than the Metropolitan Sydney ratio of 9.3. This will continue to be an important driver of housing demand in the Camden LGA as aspirational households look to move to the area.

HOUSING AFFORDABILITY 2022

Affordability	Camden LGA	Metropolitan Sydney
Median Apartment Price	\$700,000	\$758,000
Median House Price	\$1,025,000	\$1,300,000
Estimated Household Income	\$145,800	\$140,500
Price to Income Ratio (Apartment)	4.8	5.4
Price to Income Ratio (House)	7.0	9.3

Source: Pricefinder; ABS; Urbis

RENTAL MARKET

Gledswood Hills represents a strong rental market with higher rental yields and lower vacancy rates than the Sydney average.

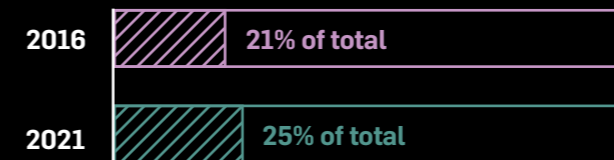
The Camden LGA has a growing proportion of renting households which accounted for 21% of dwellings in 2016 and grew to 25% in 2021 (ABS Census), which reflects a growing rental market within the Camden LGA.

According to the NSW Department of Housing, median weekly rent for four-bedroom houses in the Camden LGA was \$660 in the September Quarter 2022. Rents in the Camden LGA have grown steadily in the last two years, as suburban living has become more attractive during the pandemic.

Houses in the Camden LGA achieved an indicative gross yield of 3.3% in the year to September 2022, which is higher than the Greater Sydney average of 2.5% over the same period.

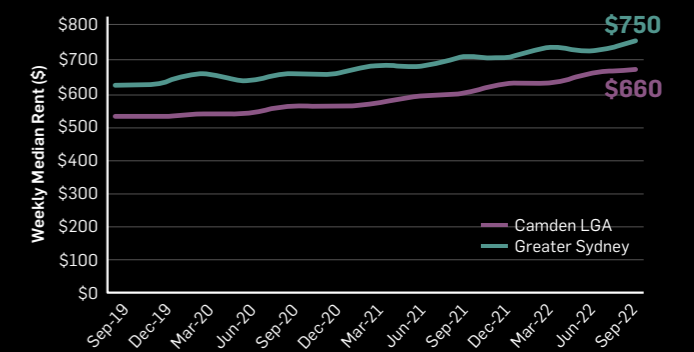
Camden LGA recorded an average vacancy rate of around 1.6% in 2022. The vacancy rate was below the Metropolitan Sydney average of 1.7% throughout 2022. The low vacancy trend however represents strong demand throughout the LGA, in the face of a growing renter population.

PROPORTION OF RENTING HOUSEHOLDS Camden LGA



ABS Census 2021; Prepared by Urbis

MEDIAN RENTAL GROWTH - 4 BED HOUSES September 2019 to September 2022



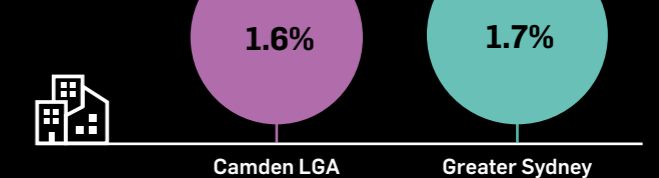
Source: NSW Department of Housing Rent Data; Prepared by Urbis

INDICATIVE GROSS HOUSE RENTAL YIELD September 2022



Source: Pricefinder; Prepared by Urbis

VACANCY RATE 2022



Source: SQM Research; Urbis

SUMMARY

Urbis has investigated the trends that will deliver a sustainable residential market comprising of sustained and confident growth now and into the future. This involves recognising the key fundamentals that investors seek to secure returns, as well as identifying regions that will be the most desirable to live, work and play. Urbis has concluded that the most desirable locations are those that deliver "P.I.E" – Population, Investment and Employment growth.

P – Population Growth:

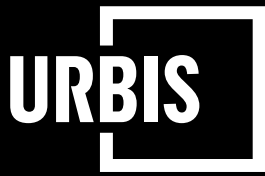
The Camden LGA is projected to grow by an additional 121,000 new residents by 2041. The strong demand for new housing will be met with new developments including 4,783 proposed residential lots over the next five years.

I – Investment & Infrastructure:

Gledswood Hills will benefit from significant infrastructure projects including transport, education, health and recreation. This includes the Western Sydney Airport, which will be a major catalyst for economic growth in the region.

E – Employment Opportunities:

Proximity to employment nodes and centres is an essential fundamental for residential growth. New jobs lead to new residents as people seek to minimise travel times and improve work/life balance. Gledswood Hills is close to multiple employment hubs such as Campbelltown and the future Western Sydney Airport, which will drive employment growth in the region.



Agency at work:-

www.mpinvestment.com.au

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