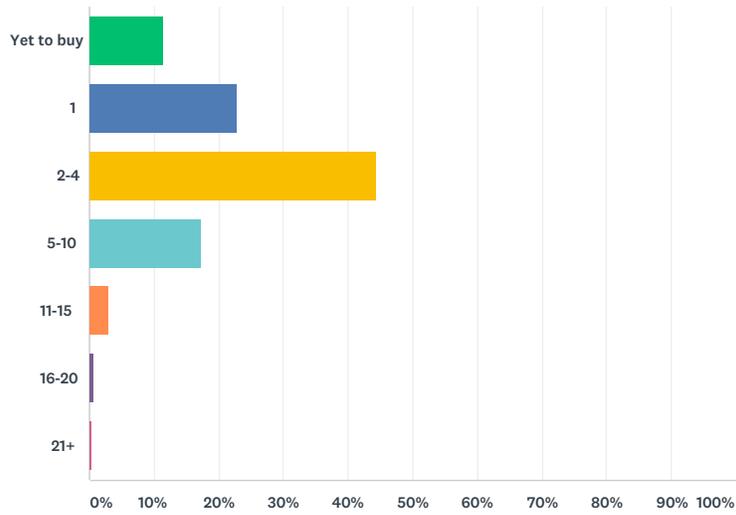


2019 PIPA Annual Investor Sentiment Survey

Q1 How many properties are in your investment portfolio?

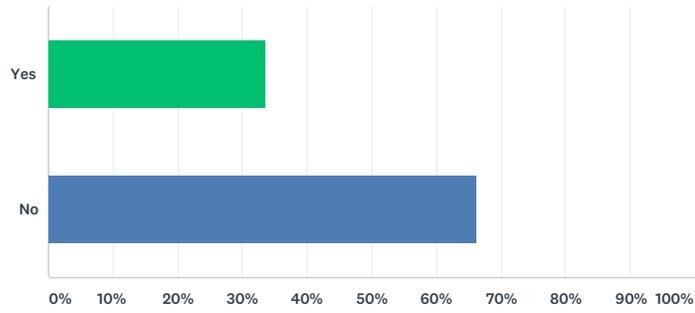
Answered: 1,192 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yet to buy	11.49%	137
1	22.90%	273
2-4	44.38%	529
5-10	17.37%	207
11-15	2.85%	34
16-20	0.67%	8
21+	0.34%	4
TOTAL		1,192

Q2 Have you purchased an investment property in the past 12 months?

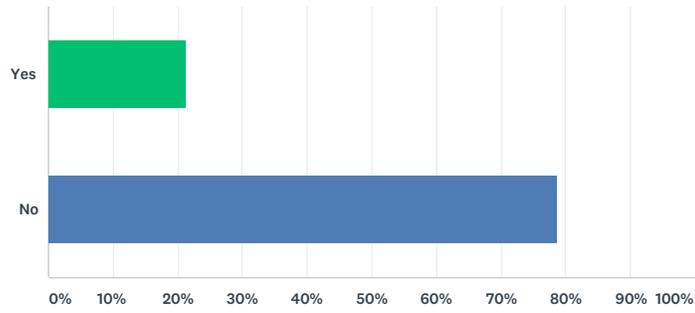
Answered: 1,192 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	33.64%	401
No	66.36%	791
TOTAL		1,192

Q3 If so, was this the first investment property you've ever purchased?

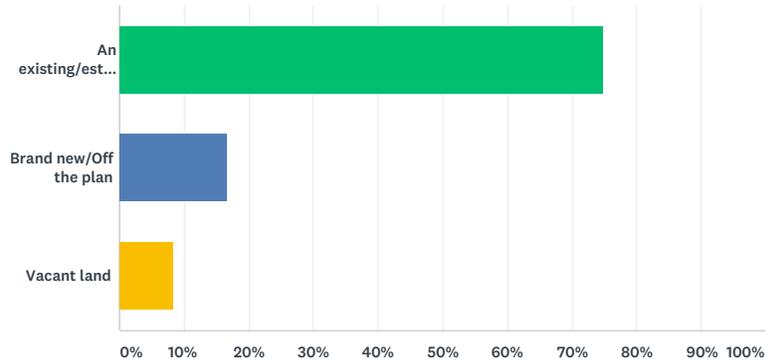
Answered: 400 Skipped: 792



ANSWER CHOICES	RESPONSES	
Yes	21.25%	85
No	78.75%	315
TOTAL		400

Q4 If this was the first investment property you've ever purchased, what did you buy?

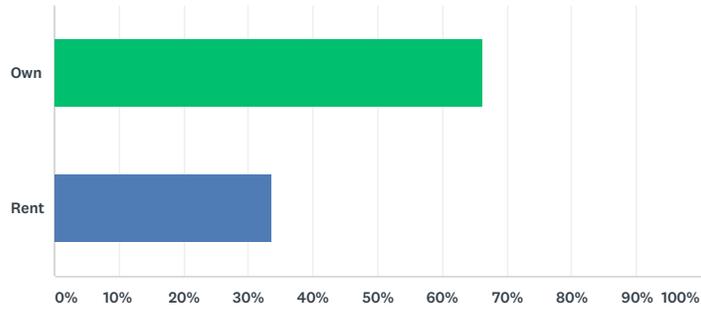
Answered: 84 Skipped: 1,108



ANSWER CHOICES	RESPONSES	
An existing/established property	75.00%	63
Brand new/Off the plan	16.67%	14
Vacant land	8.33%	7
TOTAL		84

Q5 Also, if this was your first investment property purchase, do you own the property you live in or do you rent it?

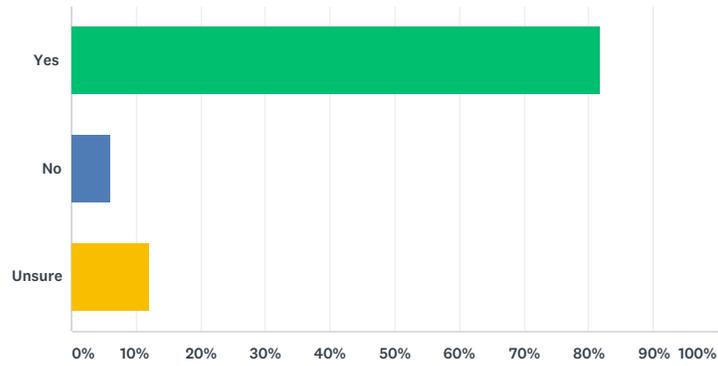
Answered: 83 Skipped: 1,109



ANSWER CHOICES	RESPONSES	
Own	66.27%	55
Rent	33.73%	28
TOTAL		83

Q6 Do you believe now is a good time to invest in residential property?

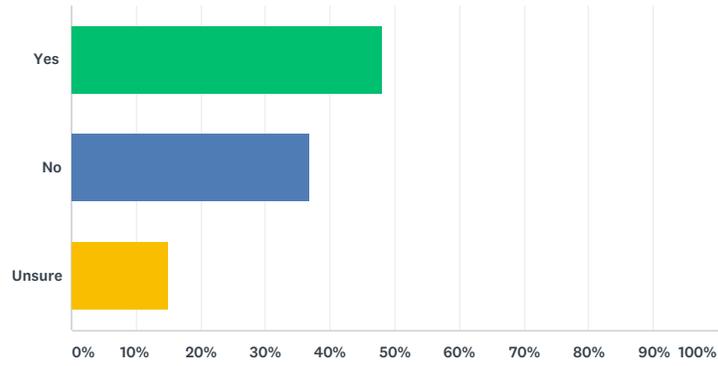
Answered: 1,188 Skipped: 4



ANSWER CHOICES	RESPONSES	
Yes	81.82%	972
No	5.98%	71
Unsure	12.21%	145
TOTAL		1,188

Q7 Are you looking to purchase an investment property in the next 6-12 months?

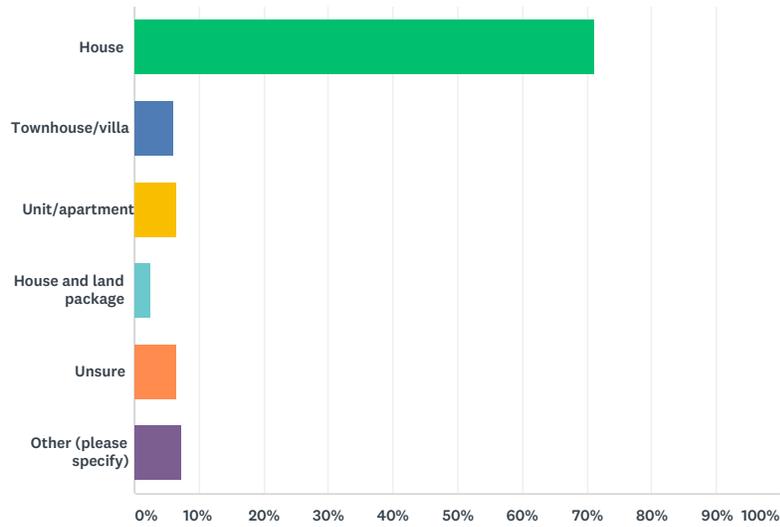
Answered: 1,188 Skipped: 4



ANSWER CHOICES	RESPONSES	
Yes	48.06%	571
No	36.87%	438
Unsure	15.07%	179
TOTAL		1,188

Q8 If so, what type of property would you buy?

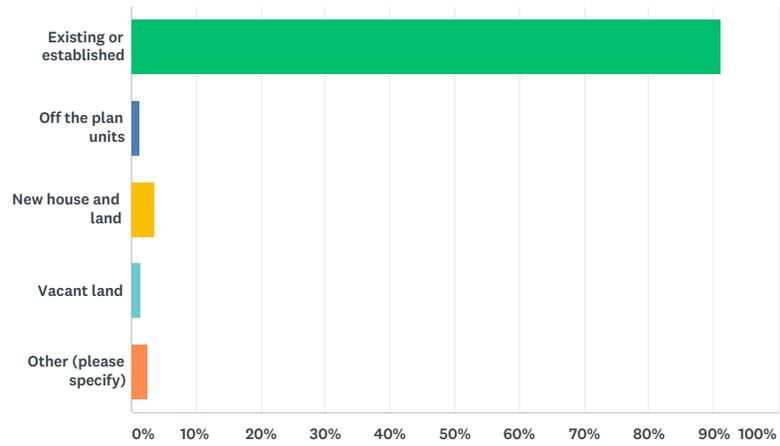
Answered: 656 Skipped: 536



ANSWER CHOICES	RESPONSES	
House	71.19%	467
Townhouse/villa	6.10%	40
Unit/apartment	6.40%	42
House and land package	2.44%	16
Unsure	6.55%	43
Other (please specify)	7.32%	48
TOTAL		656

Q9 Would you buy:

Answered: 656 Skipped: 536

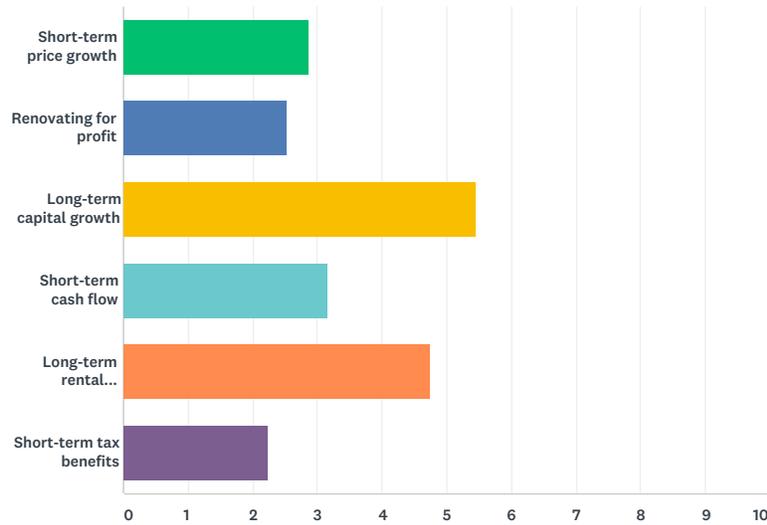


ANSWER CHOICES	RESPONSES	
Existing or established	91.31%	599
Off the plan units	1.22%	8
New house and land	3.51%	23
Vacant land	1.52%	10
Other (please specify)	2.44%	16
TOTAL		656

2019 PIPA Annual Investor Sentiment Survey

Q10 In terms of return on invest with property, can you rank the most important to least important drivers? (1 being most important, 6 being least important)

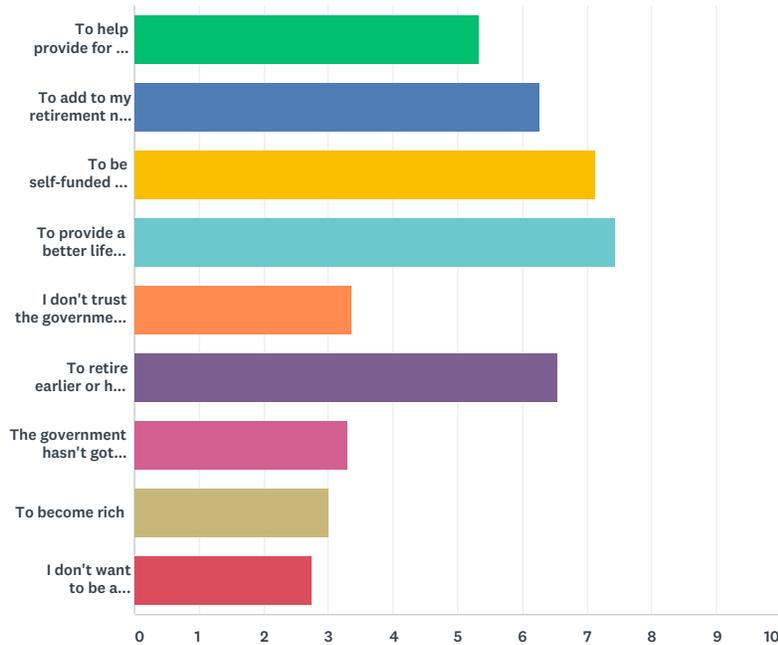
Answered: 1,038 Skipped: 154



	1	2	3	4	5	6	TOTAL	SCORE
Short-term price growth	4.72% 49	6.07% 63	20.62% 214	25.72% 267	26.11% 271	16.76% 174	1,038	2.87
Renovating for profit	3.76% 39	6.65% 69	16.76% 174	16.47% 171	25.14% 261	31.21% 324	1,038	2.54
Long-term capital growth	67.24% 698	19.46% 202	7.61% 79	3.66% 38	1.25% 13	0.77% 8	1,038	5.45
Short-term cash flow	3.37% 35	11.66% 121	24.66% 256	28.13% 292	22.74% 236	9.44% 98	1,038	3.16
Long-term rental (passive) income	20.23% 210	52.22% 542	14.64% 152	7.90% 82	4.14% 43	0.87% 9	1,038	4.74
Short-term tax benefits	0.67% 7	3.95% 41	15.70% 163	18.11% 188	20.62% 214	40.94% 425	1,038	2.23

Q11 In order of importance, why do you, or why are you, planning to invest in property? (1 being most important, 9 being least important)

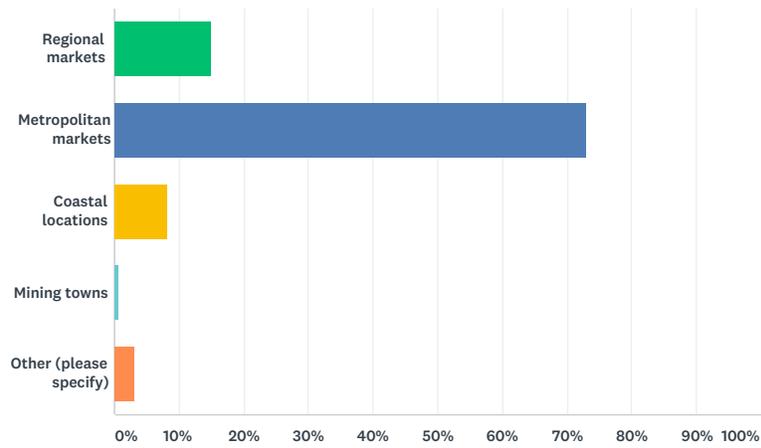
Answered: 1,034 Skipped: 158



	1	2	3	4	5	6	7	8	9	TOTAL	SCORE
To help provide for my child/children	6.22% 63	11.75% 119	14.12% 143	19.35% 196	18.56% 188	10.07% 102	5.53% 56	4.64% 47	9.77% 99	1,013	5.34
To add to my retirement nest egg	10.39% 106	16.67% 170	18.73% 191	20.69% 211	19.51% 199	8.53% 87	3.24% 33	1.96% 20	0.29% 3	1,020	6.28
To be self-funded in retirement	26.24% 269	21.07% 216	20.29% 208	15.51% 159	9.76% 100	4.98% 51	1.37% 14	0.39% 4	0.39% 4	1,025	7.14
To provide a better life financially for myself (and my family)	31.42% 323	23.93% 246	20.14% 207	14.30% 147	5.54% 57	2.92% 30	0.88% 9	0.49% 5	0.39% 4	1,028	7.44
I don't trust the government with my superannuation	1.58% 16	2.37% 24	3.65% 37	4.54% 46	13.31% 135	17.06% 173	20.71% 210	17.36% 176	19.43% 197	1,014	3.37
To retire earlier or have the option to work less	21.04% 215	19.37% 198	14.87% 152	12.92% 132	11.94% 122	12.23% 125	4.40% 45	2.74% 28	0.49% 5	1,022	6.54
The government hasn't got enough money to pay a reasonable pension to me in retirement	0.88% 9	1.67% 17	2.84% 29	3.82% 39	7.94% 81	17.16% 175	33.43% 341	24.71% 252	7.55% 77	1,020	3.30
To become rich	2.35% 24	2.55% 26	2.94% 30	4.11% 42	6.86% 70	16.36% 167	11.95% 122	25.47% 260	27.42% 280	1,021	3.01
I don't want to be a financial burden on the government when I/we retire. I want to pay my own way	0.88% 9	1.47% 15	3.03% 31	4.89% 50	6.46% 66	10.08% 103	18.20% 186	21.33% 218	33.66% 344	1,022	2.74

Q12 Where is the most appealing place to buy right now?

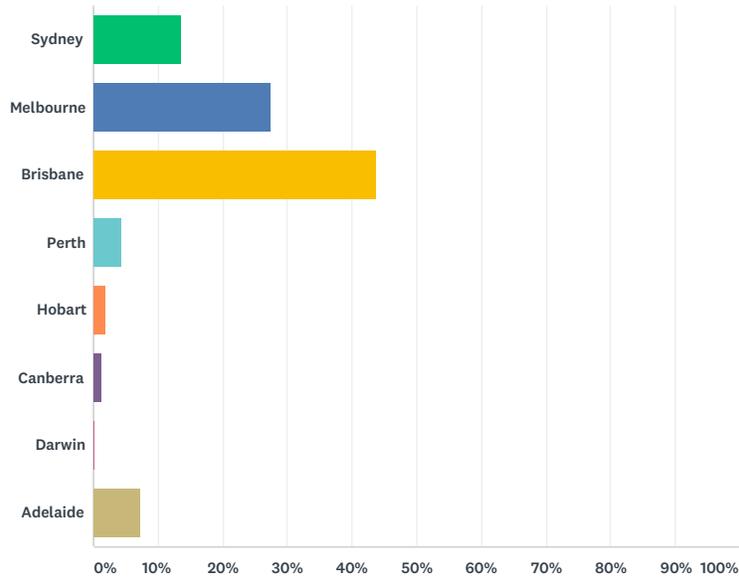
Answered: 1,038 Skipped: 154



ANSWER CHOICES	RESPONSES	
Regional markets	15.13%	157
Metropolitan markets	72.93%	757
Coastal locations	8.19%	85
Mining towns	0.67%	7
Other (please specify)	3.08%	32
TOTAL		1,038

Q13 Which state capital do you believe currently offers the best investment prospects?

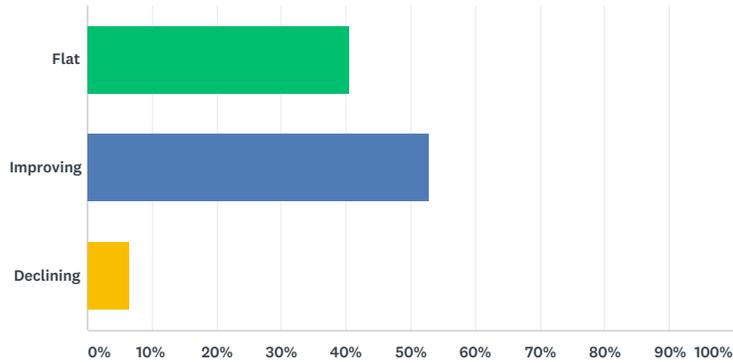
Answered: 1,038 Skipped: 154



ANSWER CHOICES	RESPONSES	
Sydney	13.68%	142
Melbourne	27.46%	285
Brisbane	43.74%	454
Perth	4.43%	46
Hobart	1.93%	20
Canberra	1.16%	12
Darwin	0.29%	3
Adelaide	7.32%	76
TOTAL		1,038

Q14 In your opinion is the property market in your State or Territory flat, improving or declining?

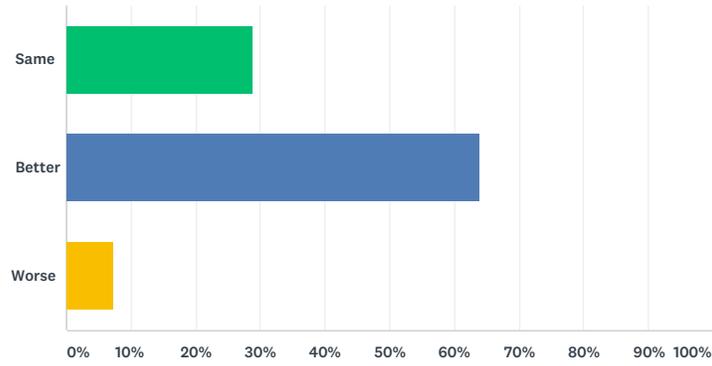
Answered: 1,038 Skipped: 154



ANSWER CHOICES	RESPONSES	
Flat	40.56%	421
Improving	52.89%	549
Declining	6.55%	68
TOTAL		1,038

Q15 Do you see property prices in your State staying the same, better or worse in 12 months' time?

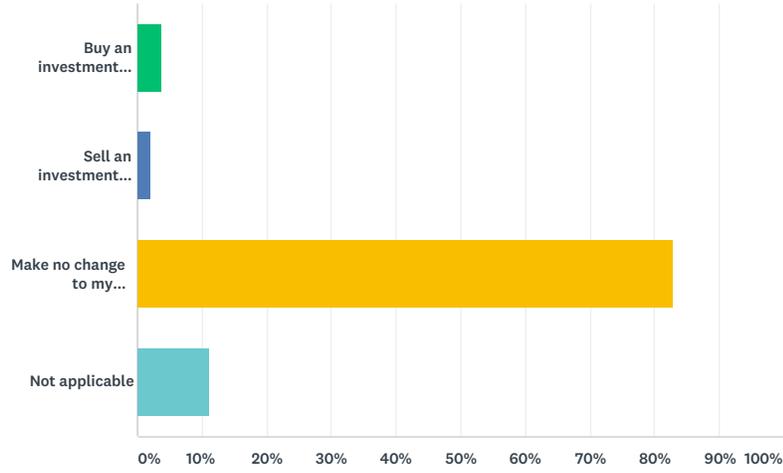
Answered: 1,038 Skipped: 154



ANSWER CHOICES	RESPONSES	
Same	28.81%	299
Better	63.97%	664
Worse	7.23%	75
TOTAL		1,038

Q16 In some States, changes to residential tenancies legislation have been proposed or introduced. Does this mean you will:

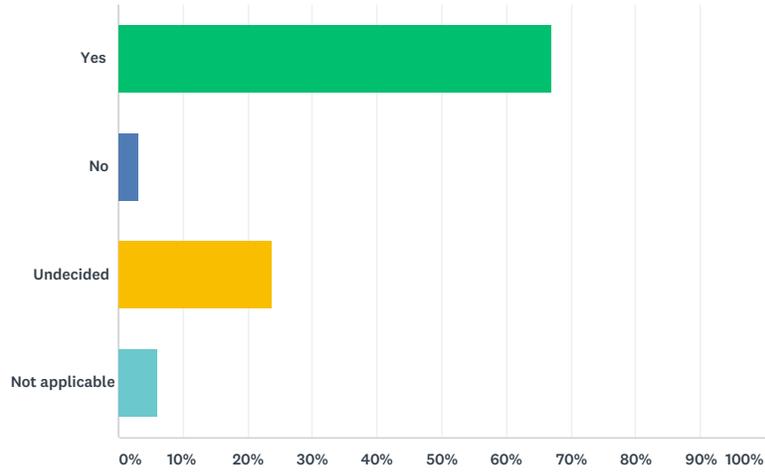
Answered: 1,038 Skipped: 154



ANSWER CHOICES	RESPONSES	
Buy an investment property?	3.85%	40
Sell an investment property?	2.02%	21
Make no change to my investment strategy	82.95%	861
Not applicable	11.18%	116
TOTAL		1,038

Q17 If these changes to tenancy legislation increase your costs of holding your investment property, will you consider passing some of these costs onto the tenant for cost recovery reasons?

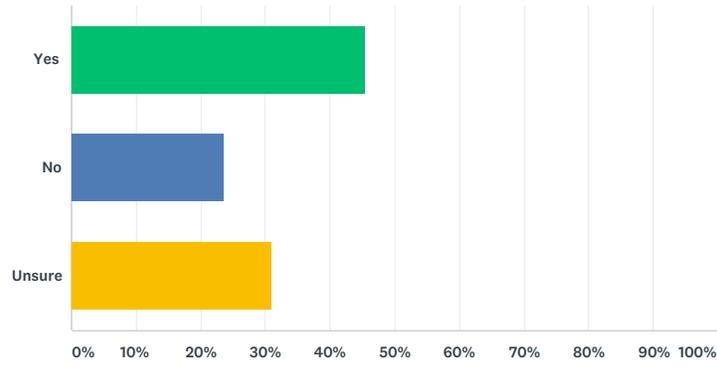
Answered: 1,038 Skipped: 154



ANSWER CHOICES	RESPONSES	
Yes	66.96%	695
No	3.18%	33
Undecided	23.89%	248
Not applicable	5.97%	62
TOTAL		1,038

Q18 Do you intend to buy your next investment property in a different State than the one you live in?

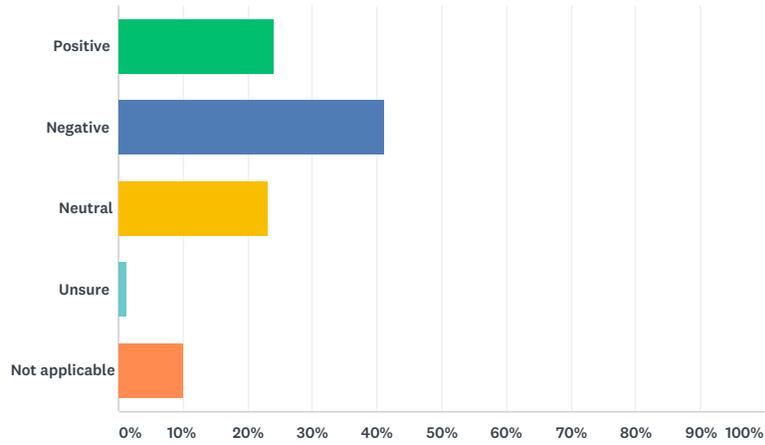
Answered: 1,037 Skipped: 155



ANSWER CHOICES	RESPONSES	
Yes	45.32%	470
No	23.63%	245
Unsure	31.05%	322
TOTAL		1,037

Q19 Does your property investment or your combined portfolio generate positive income or negative cash flow right now?

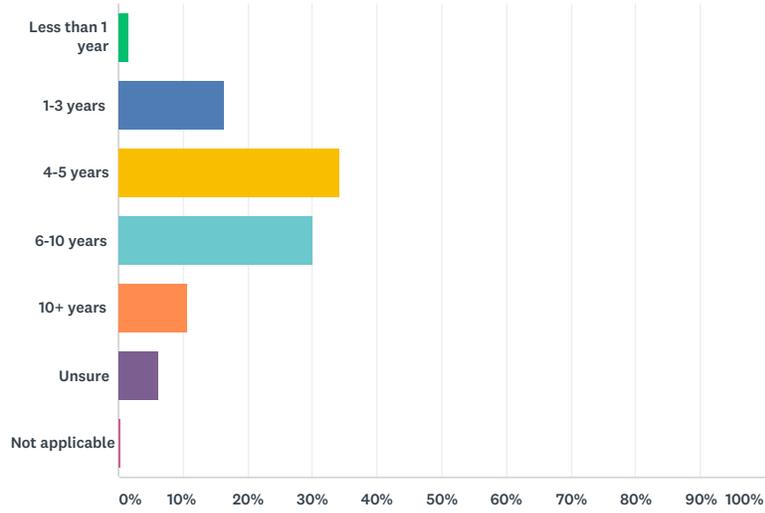
Answered: 1,037 Skipped: 155



ANSWER CHOICES	RESPONSES	
Positive	24.01%	249
Negative	41.27%	428
Neutral	23.24%	241
Unsure	1.35%	14
Not applicable	10.13%	105
TOTAL		1,037

Q20 If negative, how long until you expect it will turn positively geared to generate passive income for you?

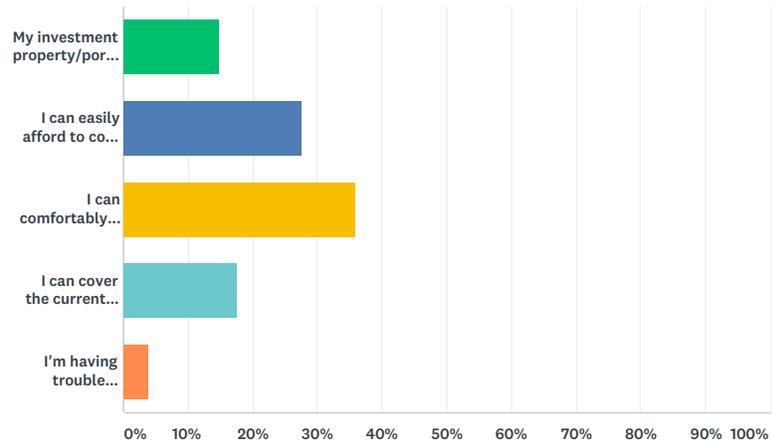
Answered: 411 Skipped: 781



ANSWER CHOICES	RESPONSES	
Less than 1 year	1.70%	7
1-3 years	16.30%	67
4-5 years	34.31%	141
6-10 years	30.17%	124
10+ years	10.71%	44
Unsure	6.33%	26
Not applicable	0.49%	2
TOTAL		411

Q21 Which one of these statements best describes your situation?

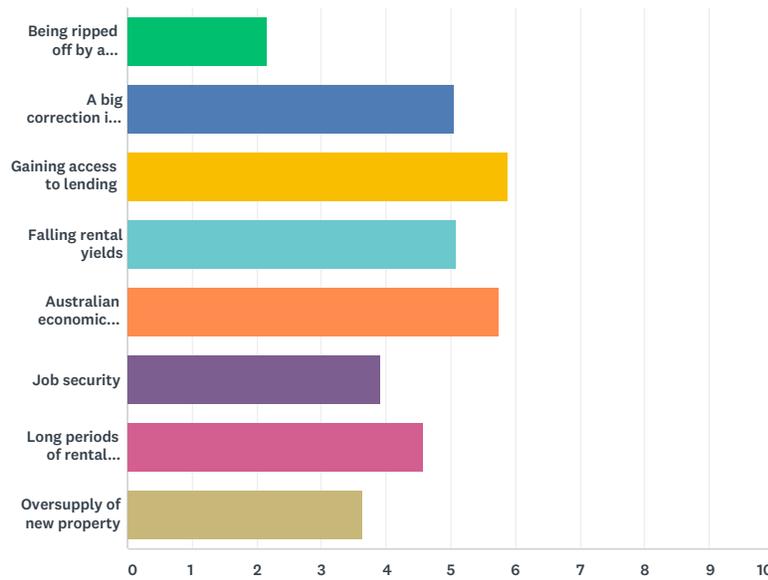
Answered: 940 Skipped: 252



ANSWER CHOICES	RESPONSES	
My investment property/portfolio of properties generates a passive income	14.79%	139
I can easily afford to cover any cashflow shortfall at the moment	27.66%	260
I can comfortably cover any cashflow shortfall at the moment	35.96%	338
I can cover the current cashflow shortfall, but my cashflows are tight	17.55%	165
I'm having trouble covering the cashflow shortfall at the moment	4.04%	38
TOTAL		940

Q22 What is currently the biggest concern for you as a property investor?
Rank in order of most concerning (1) to least concerning (8):

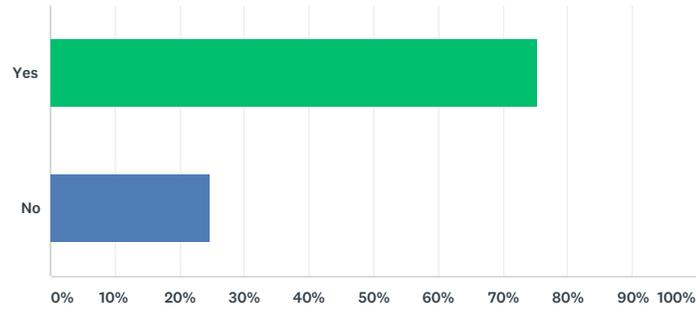
Answered: 952 Skipped: 240



	1	2	3	4	5	6	7	8	TOTAL	SCORE
Being ripped off by a property spruiker	5.56% 52	2.99% 28	2.14% 20	3.21% 30	3.74% 35	5.35% 50	12.73% 119	64.28% 601	935	2.15
A big correction in property prices	12.13% 114	16.06% 151	15.53% 146	17.02% 160	14.26% 134	13.19% 124	9.89% 93	1.91% 18	940	5.06
Gaining access to lending	36.02% 340	14.51% 137	11.44% 108	10.49% 99	8.90% 84	7.63% 72	8.16% 77	2.86% 27	944	5.88
Falling rental yields	7.01% 66	15.50% 146	21.13% 199	19.85% 187	17.30% 163	12.21% 115	5.84% 55	1.17% 11	942	5.09
Australian economic conditions	19.60% 185	22.25% 210	17.27% 163	14.30% 135	13.77% 130	7.84% 74	3.71% 35	1.27% 12	944	5.75
Job security	6.52% 61	9.30% 87	10.80% 101	9.20% 86	13.16% 123	19.89% 186	20.32% 190	10.80% 101	935	3.92
Long periods of rental vacancy	9.02% 85	11.89% 112	13.38% 126	14.97% 141	16.45% 155	17.73% 167	13.06% 123	3.50% 33	942	4.59
Oversupply of new property	4.99% 47	7.86% 74	8.92% 84	11.25% 106	11.89% 112	15.61% 147	25.58% 241	13.91% 131	942	3.64

Q23 Did the proposed changes to Negative Gearing and Capital Gains Tax influence who you decided to vote for in the recent Federal Election?

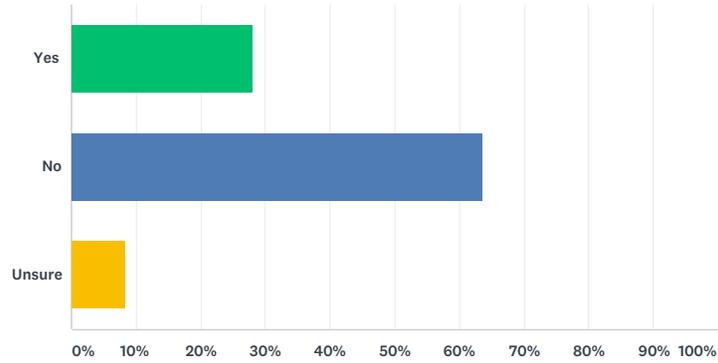
Answered: 959 Skipped: 233



ANSWER CHOICES	RESPONSES	
Yes	75.29%	722
No	24.71%	237
TOTAL		959

Q24 Given the negative sentiment portrayed by some political parties and media outlets about "greedy" property investors, does this result in you being less open about your property investment activity to others?

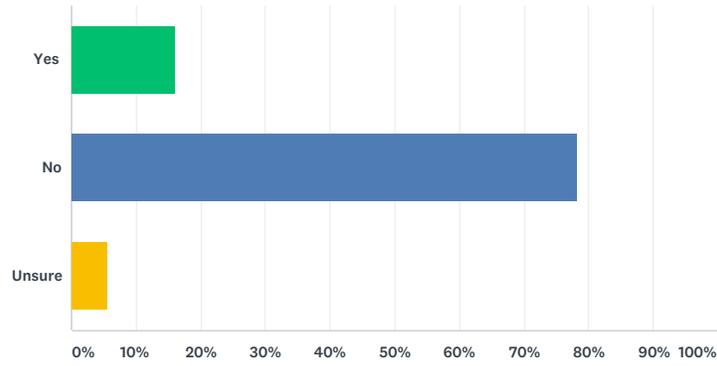
Answered: 959 Skipped: 233



ANSWER CHOICES	RESPONSES	
Yes	27.95%	268
No	63.61%	610
Unsure	8.45%	81
TOTAL		959

Q25 Has concern about falling property prices caused you to put investment plans on hold?

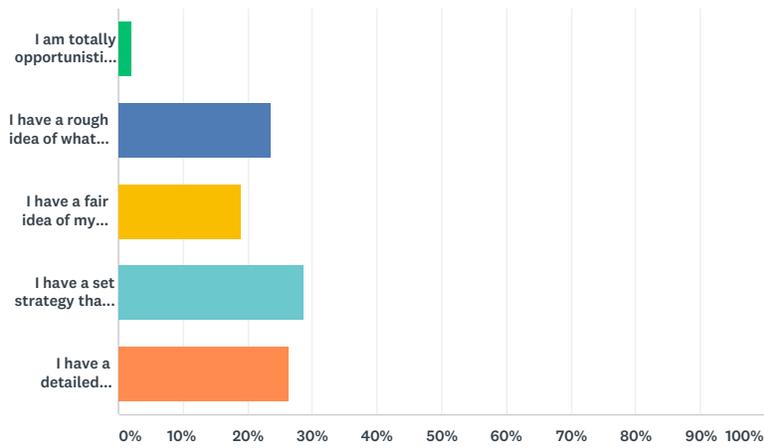
Answered: 959 Skipped: 233



ANSWER CHOICES	RESPONSES	
Yes	16.16%	155
No	78.21%	750
Unsure	5.63%	54
TOTAL		959

Q26 Which of the following best describes you as a property investor?

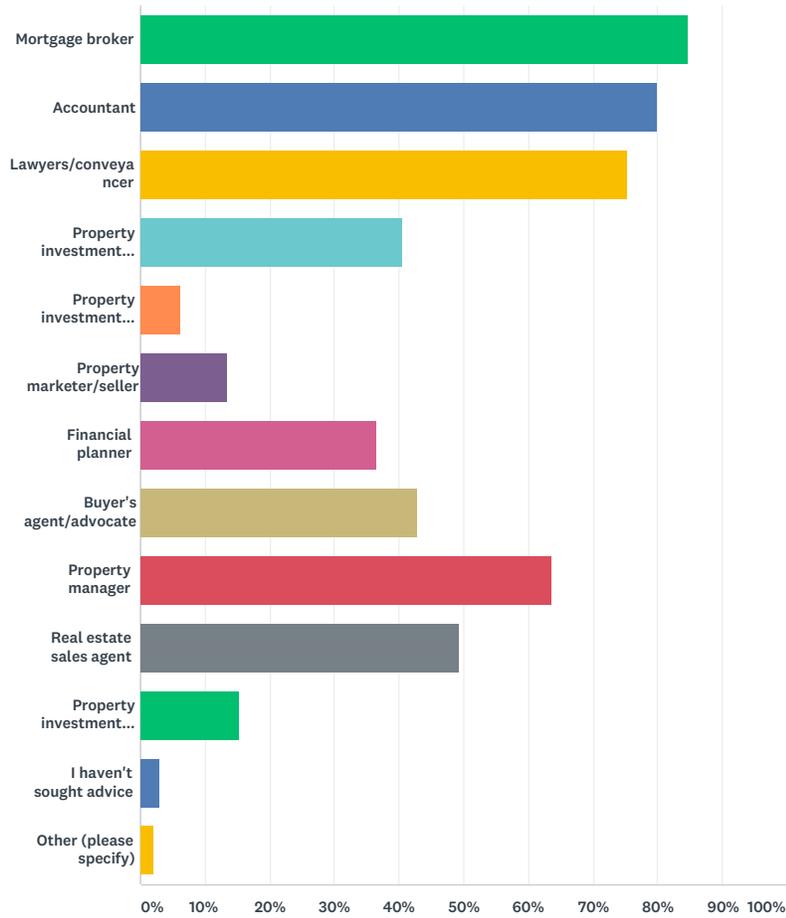
Answered: 957 Skipped: 235



ANSWER CHOICES	RESPONSES	
I am totally opportunistic and don't work to an investment plan	2.09%	20
I have a rough idea of what I want to achieve, but I don't have a set investment plan	23.72%	227
I have a fair idea of my investment plans for the next five years or so	19.12%	183
I have a set strategy that I am working towards for the long-term but I don't have it fully modelled or in a detailed written plan	28.74%	275
I have a detailed modelled plan in writing to match my long-term property investment goals	26.33%	252
TOTAL		957

Q27 Which professionals have you sought services from in the past?
(Please select all that apply)

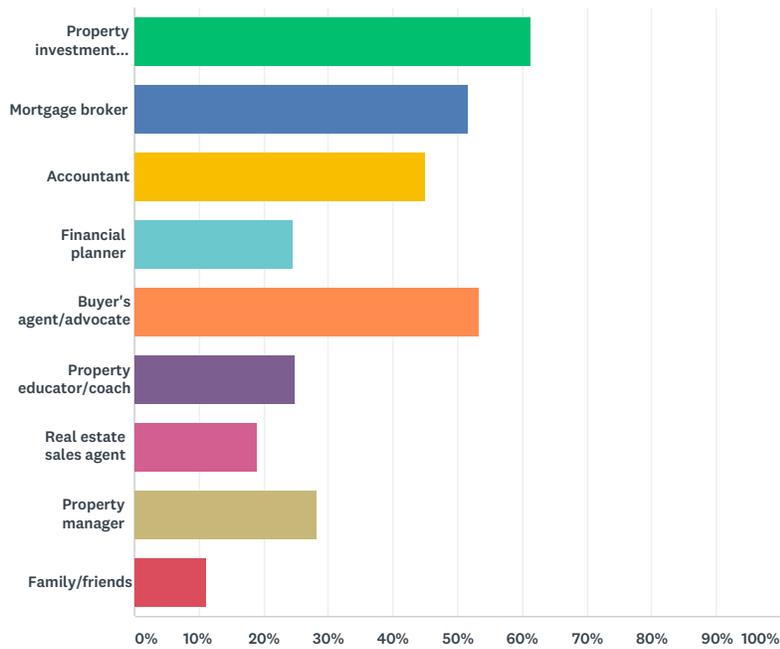
Answered: 958 Skipped: 234



ANSWER CHOICES	RESPONSES
Mortgage broker	84.76% 812
Accountant	79.85% 765
Lawyers/conveyancer	75.37% 722
Property investment adviser (QPIA - Qualified Property Investment Adviser)	40.50% 388
Property investment adviser (but not a QPIA - Qualified Property Investment Adviser)	6.37% 61
Property marketer/seller	13.47% 129
Financial planner	36.53% 350
Buyer's agent/advocate	42.90% 411
Property manager	63.57% 609
Real estate sales agent	49.27% 472
Property investment coach	15.24% 146
I haven't sought advice	2.92% 28
Other (please specify)	2.09% 20
Total Respondents: 958	

Q28 Where have you sought/where do you plan to seek property investment advice from? (Please select all that apply)

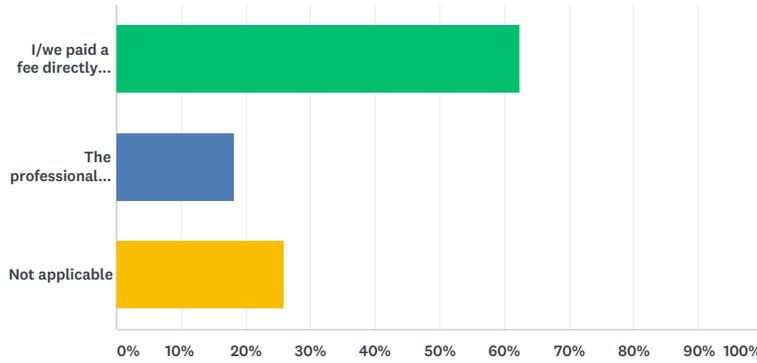
Answered: 934 Skipped: 258



ANSWER CHOICES	RESPONSES	
Property investment adviser	61.35%	573
Mortgage broker	51.71%	483
Accountant	44.97%	420
Financial planner	24.52%	229
Buyer's agent/advocate	53.32%	498
Property educator/coach	24.84%	232
Real estate sales agent	19.06%	178
Property manager	28.16%	263
Family/friends	11.13%	104
Total Respondents: 934		

Q29 If you sought property investment advice from a professional - did you pay a fee to the professional directly for this advice or was the professional paid in some other way, via a commission, referral fee, etc?

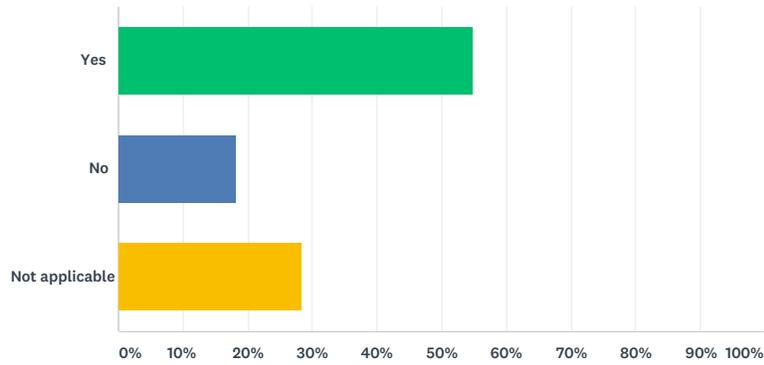
Answered: 956 Skipped: 236



ANSWER CHOICES	RESPONSES	
I/we paid a fee directly to the professional	62.34%	596
The professional didn't charge us directly	18.31%	175
Not applicable	25.94%	248
Total Respondents: 956		

Q30 Again, if you sought property investment advice from a professional - did they provide you with a written report or plan documenting their advice?

Answered: 953 Skipped: 239

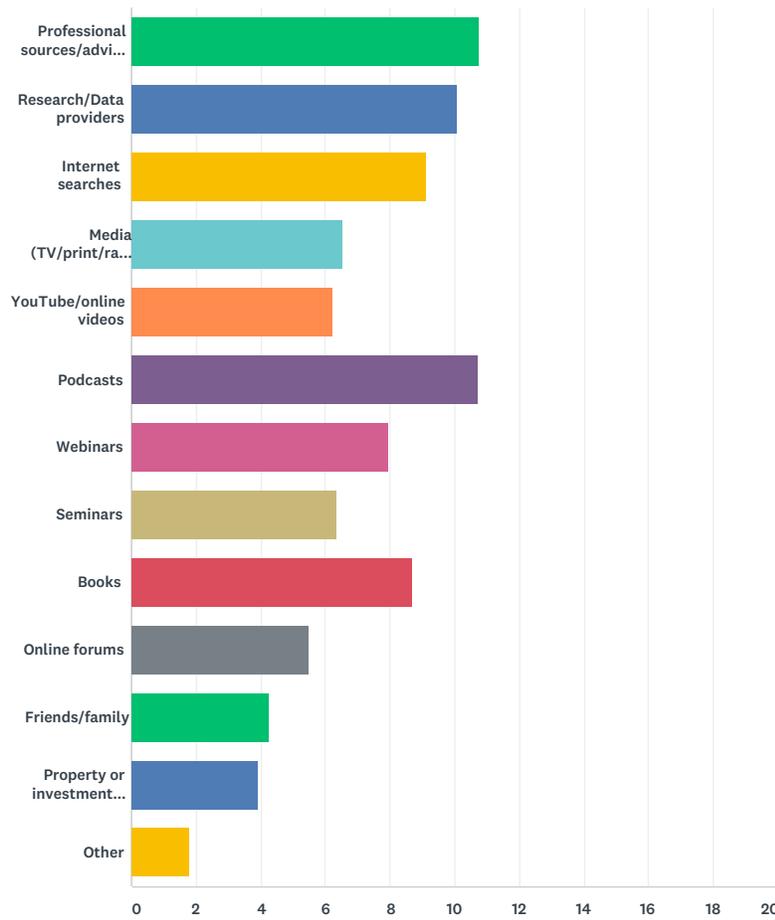


ANSWER CHOICES	RESPONSES	
Yes	54.88%	523
No	18.26%	174
Not applicable	28.44%	271
Total Respondents: 953		

2019 PIPA Annual Investor Sentiment Survey

Q31 Where do you get your property investment knowledge/education from? (Rank in order of most important (1) to least important (13))

Answered: 942 Skipped: 250



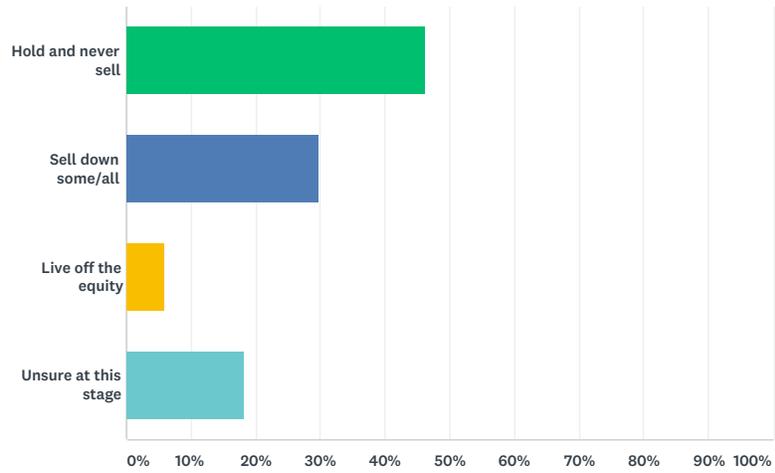
	1	2	3	4	5	6	7	8	9	10	11	12	13
Professional sources/advisors	38.96% 351	15.54% 140	10.65% 96	8.32% 75	6.66% 60	6.66% 60	4.33% 39	2.66% 24	2.66% 24	1.33% 12	0.78% 7	1.33% 12	0.11% 1
Research/Data providers	11.58% 104	25.17% 226	16.48% 148	13.47% 121	10.69% 96	7.91% 71	5.79% 52	4.23% 38	1.45% 13	0.89% 8	1.22% 11	0.67% 6	0.45% 4
Internet searches	6.49% 58	9.40% 84	19.13% 171	13.53% 121	14.09% 126	12.64% 113	9.96% 89	5.59% 50	5.48% 49	1.45% 13	1.23% 11	0.89% 8	0.11% 1
Media (TV/print/radio/online)	1.95% 17	2.63% 23	6.41% 56	8.35% 73	9.73% 85	10.41% 91	11.33% 99	10.53% 92	9.27% 81	10.07% 88	6.29% 55	8.58% 75	4.46% 39
YouTube/online videos	0.81% 7	2.31% 20	2.89% 25	6.71% 58	11.34% 98	9.26% 80	12.38% 107	11.81% 102	13.08% 113	10.76% 93	8.45% 73	7.52% 65	2.66% 23
Podcasts	34.25% 311	20.70% 188	12.33% 112	7.71% 70	4.07% 37	8.04% 73	2.97% 27	2.75% 25	1.87% 17	1.98% 18	1.65% 15	1.32% 12	0.33% 3
Webinars	1.02% 9	8.41% 74	8.52% 75	12.16% 107	12.95% 114	11.82% 104	15.91% 140	12.61% 111	7.95% 70	4.20% 37	3.07% 27	1.02% 9	0.34% 3
Seminars	1.73% 15	3.34% 29	4.26% 37	5.52% 48	7.71% 67	6.79% 59	8.86% 77	20.02% 174	18.07% 157	11.28% 98	7.59% 66	3.80% 33	1.04% 9
Books	4.12% 37	12.03% 108	15.70% 141	16.48% 148	9.58% 86	10.02% 90	7.46% 67	5.90% 53	11.02% 99	4.23% 38	2.12% 19	0.78% 7	0.56% 5
Online forums	0.93% 8	1.74% 15	2.67% 23	4.18% 36	5.80% 50	5.80% 50	8.24% 71	9.40% 81	13.46% 116	29.47% 254	12.65% 109	4.52% 39	1.16% 10
Friends/family	1.15% 10	1.49% 13	2.30% 20	2.87% 25	3.79% 33	4.02% 35	4.13% 36	5.05% 44	5.86% 51	9.87% 86	31.23% 272	21.58% 188	6.66% 58
Property or investment exhibitions	0.35% 3	0.58% 5	1.50% 13	1.61% 14	3.69% 32	4.27% 37	6.00% 52	6.34% 55	6.23% 54	9.34% 81	17.65% 153	39.33% 341	3.11% 27

2019 PIPA Annual Investor Sentiment Survey

Other	1.33%	0.73%	0.24%	0.73%	0.85%	0.73%	0.60%	1.09%	1.09%	2.66%	3.63%	6.65%	79.69%
	11	6	2	6	7	6	5	9	9	22	30	55	659

Q32 What is your property investment exit strategy?

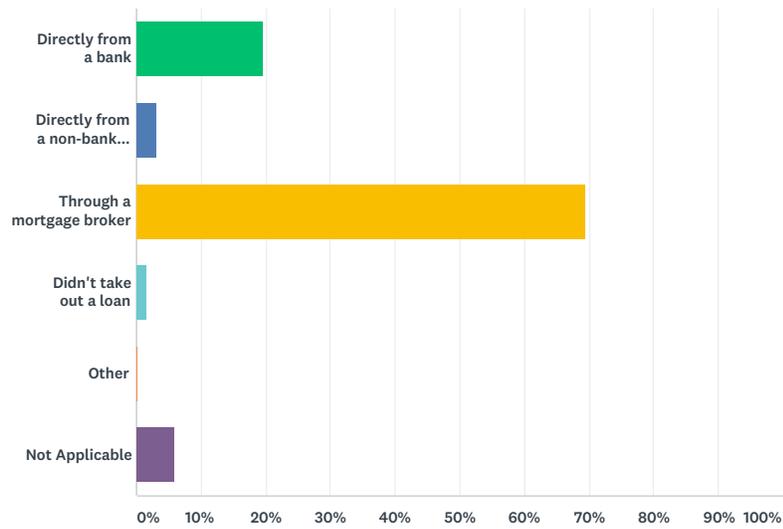
Answered: 954 Skipped: 238



ANSWER CHOICES	RESPONSES	
Hold and never sell	46.33%	442
Sell down some/all	29.77%	284
Live off the equity	5.77%	55
Unsure at this stage	18.13%	173
TOTAL		954

Q33 How did you secure your last investment loan?

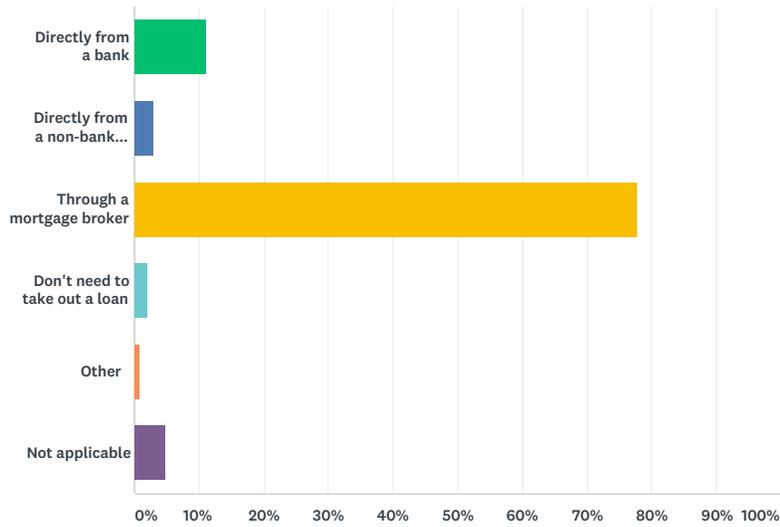
Answered: 952 Skipped: 240



ANSWER CHOICES	RESPONSES	
Directly from a bank	19.75%	188
Directly from a non-bank lender such as credit union, building society, specialist lender etc	3.05%	29
Through a mortgage broker	69.54%	662
Didn't take out a loan	1.68%	16
Other	0.11%	1
Not Applicable	5.88%	56
TOTAL		952

Q34 How do you intend to secure finance for your next investment loan?

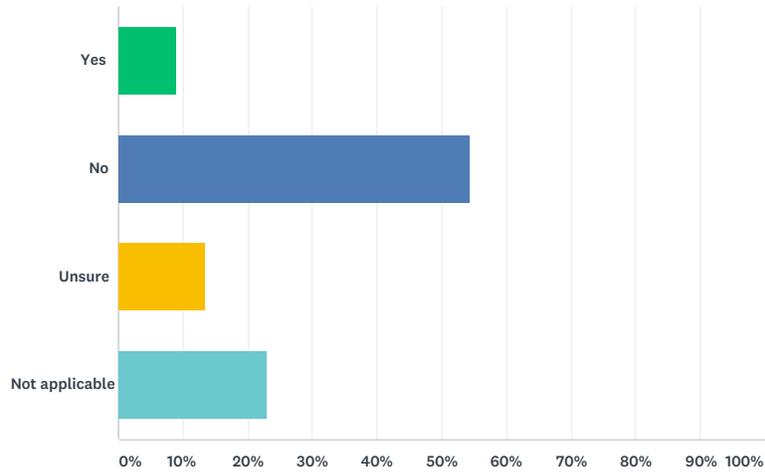
Answered: 956 Skipped: 236



ANSWER CHOICES	RESPONSES	
Directly from a bank	11.09%	106
Directly from a non-bank lender such as credit union, building society, specialist lender etc	3.03%	29
Through a mortgage broker	77.82%	744
Don't need to take out a loan	2.20%	21
Other	0.94%	9
Not applicable	4.92%	47
TOTAL		956

Q35 If you have an interest-only loan/s, will you struggle to meet the new principal and interest repayments once the current interest-only period expires?

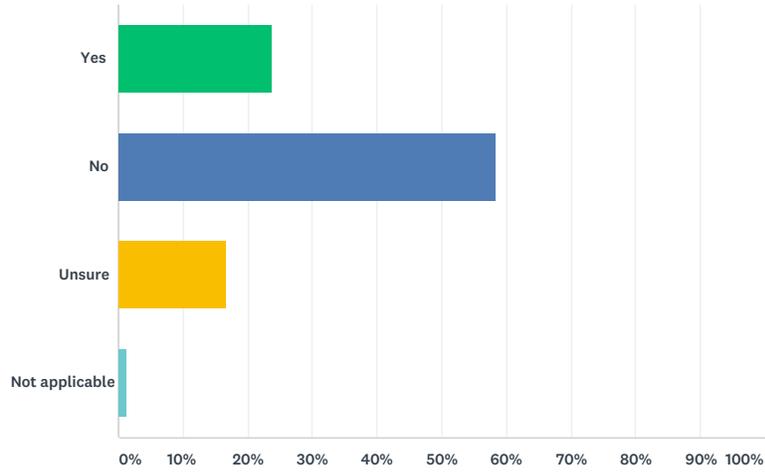
Answered: 956 Skipped: 236



ANSWER CHOICES	RESPONSES	
Yes	9.00%	86
No	54.50%	521
Unsure	13.49%	129
Not applicable	23.01%	220
TOTAL		956

Q36 If yes to the previous question, will you have to sell in the next 12 months - or have you sold one or more investment properties in the past 12 months - to be able to meet your lending commitments?

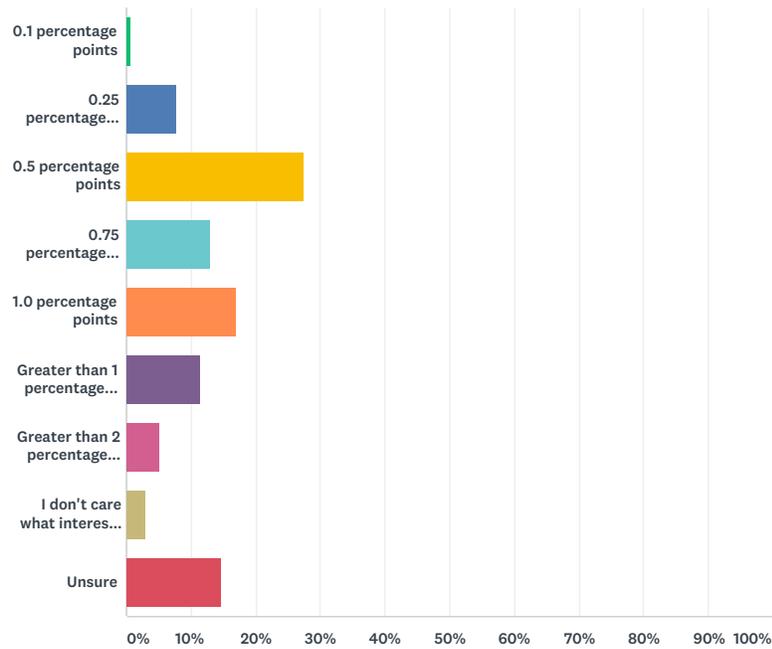
Answered: 84 Skipped: 1,108



ANSWER CHOICES	RESPONSES	
Yes	23.81%	20
No	58.33%	49
Unsure	16.67%	14
Not applicable	1.19%	1
TOTAL		84

Q37 Given the current interest rate you are paying, at what interest rate differential would you consider refinancing your loan/s?

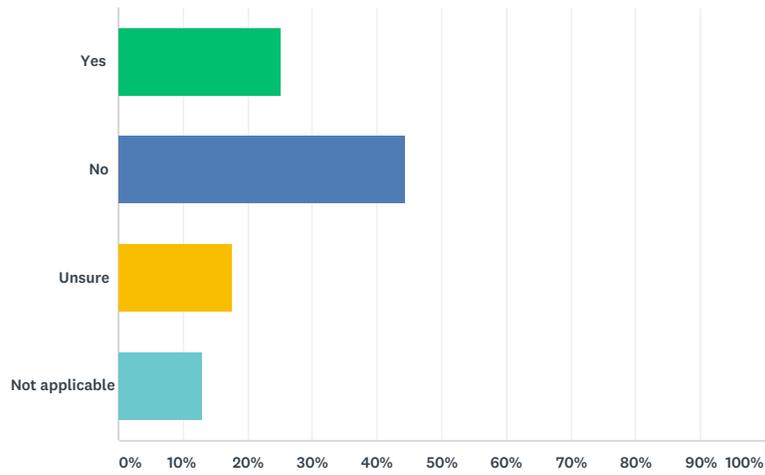
Answered: 924 Skipped: 268



ANSWER CHOICES	RESPONSES	
0.1 percentage points	0.54%	5
0.25 percentage points	7.79%	72
0.5 percentage points	27.49%	254
0.75 percentage points	12.88%	119
1.0 percentage points	16.88%	156
Greater than 1 percentage point	11.47%	106
Greater than 2 percentage points	5.19%	48
I don't care what interest rate I pay	3.03%	28
Unsure	14.72%	136
TOTAL		924

Q38 Do you currently find yourself in a position where you are unable to refinance an amount which you were able to borrow previously?

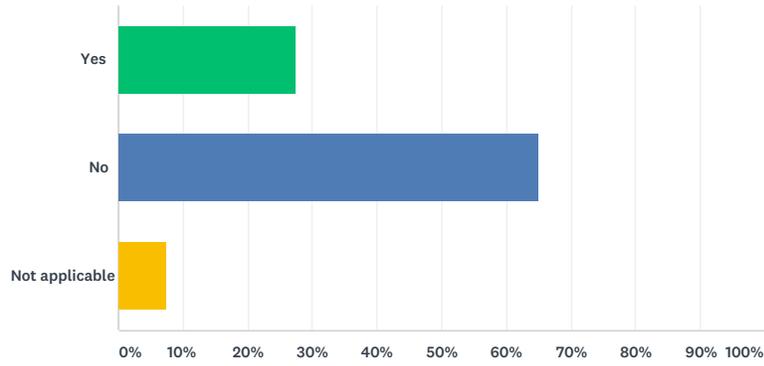
Answered: 926 Skipped: 266



ANSWER CHOICES	RESPONSES	
Yes	25.05%	232
No	44.28%	410
Unsure	17.60%	163
Not applicable	13.07%	121
TOTAL		926

Q39 Have you secured a property loan from a non-major bank lender in the past 12 months?

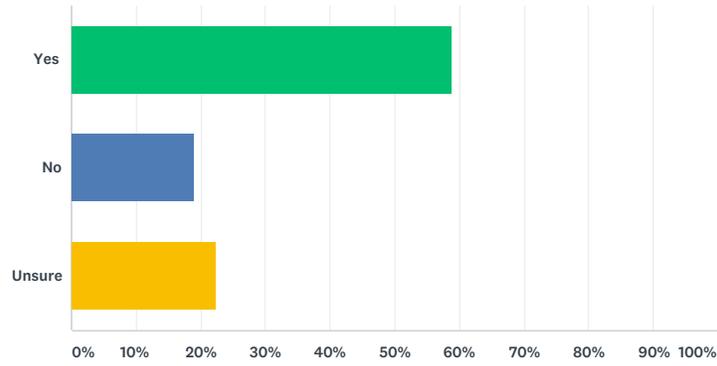
Answered: 924 Skipped: 268



ANSWER CHOICES	RESPONSES	
Yes	27.49%	254
No	65.04%	601
Not applicable	7.47%	69
TOTAL		924

Q40 Thinking about last year's banking royal commission, are you now more likely to consider non-major bank lenders for your next mortgage?

Answered: 923 Skipped: 269

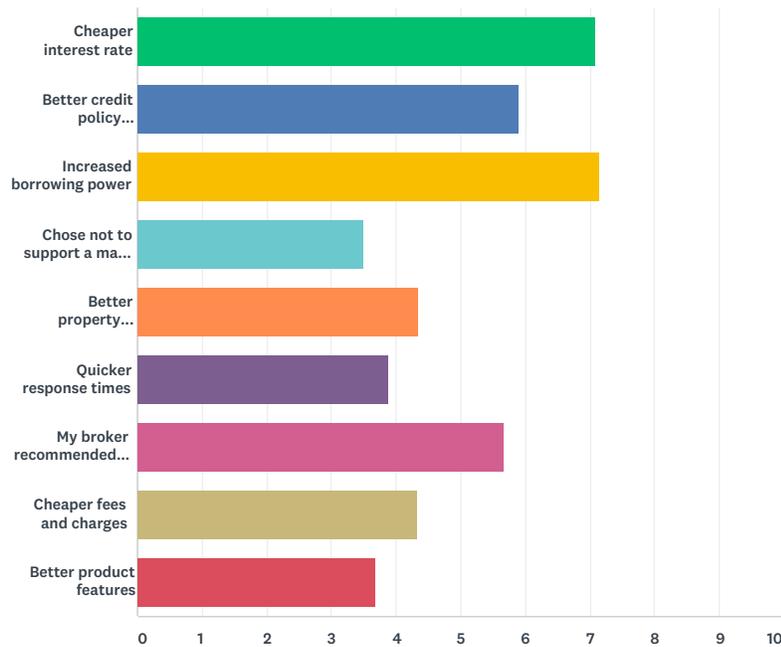


ANSWER CHOICES	RESPONSES	
Yes	58.72%	542
No	18.96%	175
Unsure	22.32%	206
TOTAL		923

2019 PIPA Annual Investor Sentiment Survey

Q41 What was the main reason for choosing a non-major bank lender? (1 being most important and 9 being least important)?

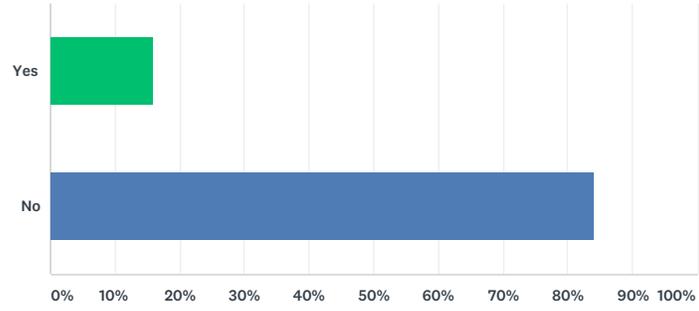
Answered: 771 Skipped: 421



	1	2	3	4	5	6	7	8	9	TOTAL	SCORE
Cheaper interest rate	35.53% 259	18.93% 138	15.36% 112	10.01% 73	6.31% 46	5.76% 42	2.33% 17	2.61% 19	3.16% 23	729	7.09
Better credit policy conditions	6.93% 49	21.36% 151	19.24% 136	12.87% 91	12.59% 89	12.02% 85	7.78% 55	4.38% 31	2.83% 20	707	5.91
Increased borrowing power	26.98% 198	24.25% 178	22.07% 162	10.90% 80	5.99% 44	3.81% 28	2.72% 20	2.18% 16	1.09% 8	734	7.16
Chose not to support a major bank	3.38% 24	3.80% 27	4.37% 31	15.77% 112	9.72% 69	8.73% 62	7.75% 55	10.99% 78	35.49% 252	710	3.50
Better property valuation	1.85% 13	4.55% 32	7.67% 54	9.52% 67	24.72% 174	17.19% 121	16.90% 119	11.79% 83	5.82% 41	704	4.36
Quicker response times	1.57% 11	3.13% 22	6.27% 44	7.55% 53	10.97% 77	24.64% 173	22.22% 156	18.23% 128	5.41% 38	702	3.90
My broker recommended them	23.77% 174	13.93% 102	9.56% 70	7.79% 57	6.69% 49	4.78% 35	16.94% 124	6.83% 50	9.70% 71	732	5.66
Cheaper fees and charges	2.38% 17	7.97% 57	8.81% 63	14.55% 104	11.47% 82	12.03% 86	12.17% 87	26.15% 187	4.48% 32	715	4.33
Better product features	3.40% 24	5.53% 39	7.80% 55	10.78% 76	10.07% 71	9.50% 67	9.08% 64	14.47% 102	29.36% 207	705	3.68

Q42 Have you invested in property via a self-managed super fund (SMSF)?

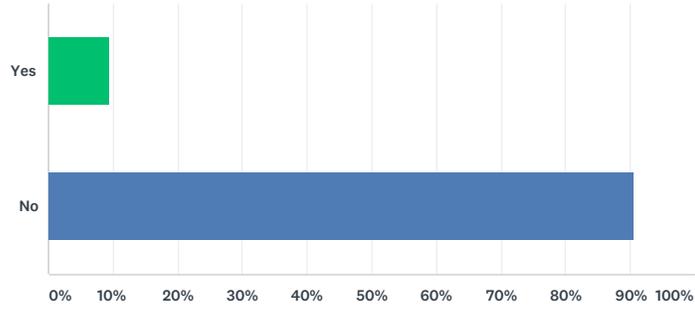
Answered: 928 Skipped: 264



ANSWER CHOICES	RESPONSES	
Yes	15.84%	147
No	84.16%	781
TOTAL		928

Q43 Are you planning to invest in a property via your SMSF within the next 12 months?

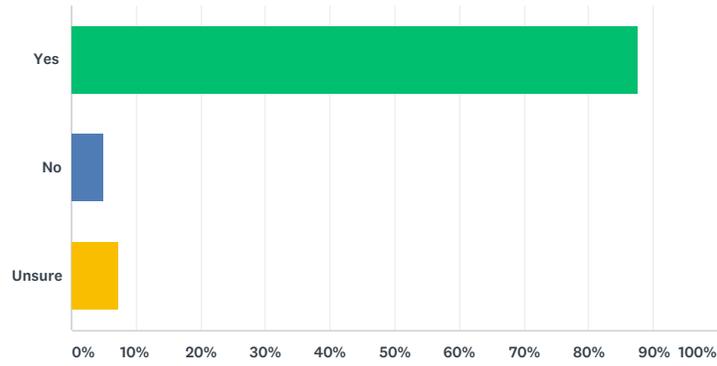
Answered: 928 Skipped: 264



ANSWER CHOICES	RESPONSES	
Yes	9.38%	87
No	90.63%	841
TOTAL		928

Q44 In general, do you think property investors need more investment education about the risks and potential benefits of investing in property?

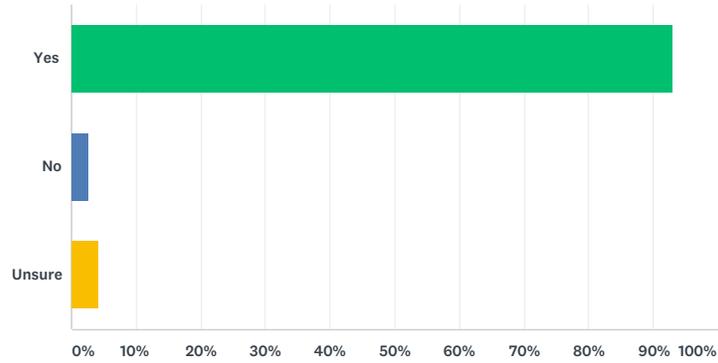
Answered: 928 Skipped: 264



ANSWER CHOICES	RESPONSES	
Yes	87.72%	814
No	5.06%	47
Unsure	7.22%	67
TOTAL		928

Q45 Do you think any person providing information or advice on investing in property should at the very least have some level of formal property investment education or training?

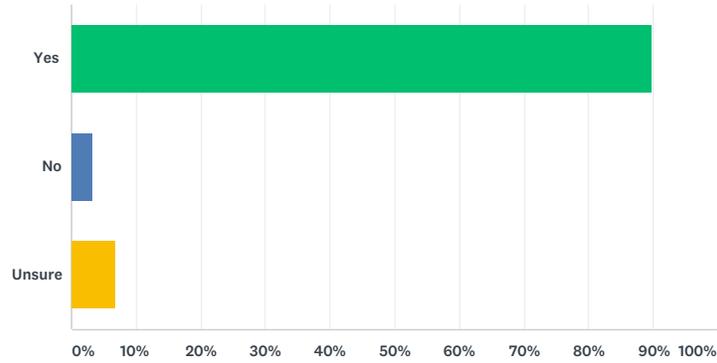
Answered: 928 Skipped: 264



ANSWER CHOICES	RESPONSES	
Yes	93.00%	863
No	2.80%	26
Unsure	4.20%	39
TOTAL		928

Q46 Do you believe the property investment industry should be regulated and licensed the same way financial planners, mortgage brokers and real estate agents are?

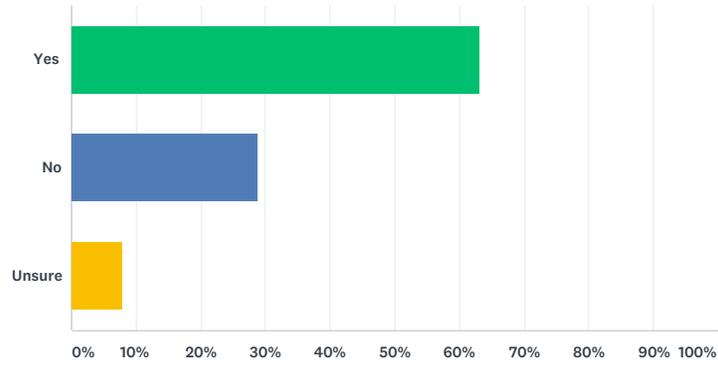
Answered: 928 Skipped: 264



ANSWER CHOICES	RESPONSES	
Yes	89.66%	832
No	3.34%	31
Unsure	7.00%	65
TOTAL		928

Q47 Would you consider rentvesting as a property investment strategy (rentvesting means renting in one location and investing in another)?

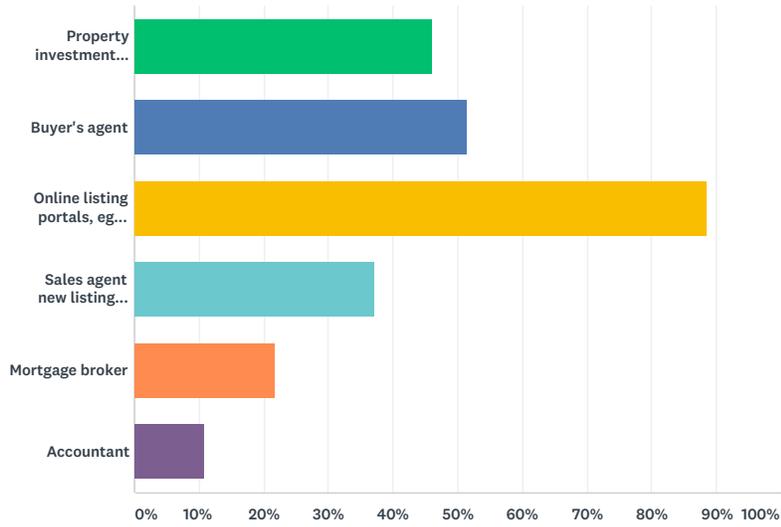
Answered: 927 Skipped: 265



ANSWER CHOICES	RESPONSES	
Yes	63.21%	586
No	28.91%	268
Unsure	7.87%	73
TOTAL		927

Q48 Which resources do you use when searching for property? (you can tick more than one)

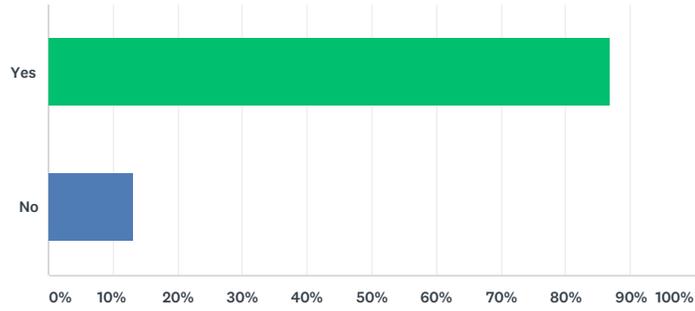
Answered: 922 Skipped: 270



ANSWER CHOICES	RESPONSES
Property investment advisers	45.99% 424
Buyer's agent	51.41% 474
Online listing portals, eg realestate.com.au	88.39% 815
Sales agent new listing emails	37.20% 343
Mortgage broker	21.80% 201
Accountant	10.85% 100
Total Respondents: 922	

Q49 Are you aware there is a peak not-for-profit professional association for those working in the property investment industry called the Property Investment Professionals of Australia (PIPA)?

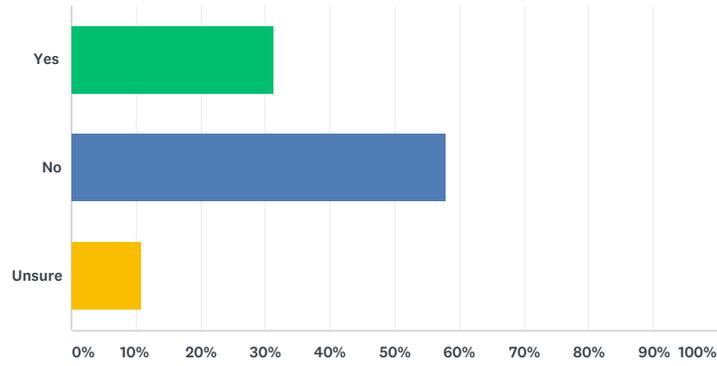
Answered: 928 Skipped: 264



ANSWER CHOICES	RESPONSES	
Yes	86.75%	805
No	13.25%	123
TOTAL		928

Q50 Did PIPA membership influence your decision to select a certain professional to work with?

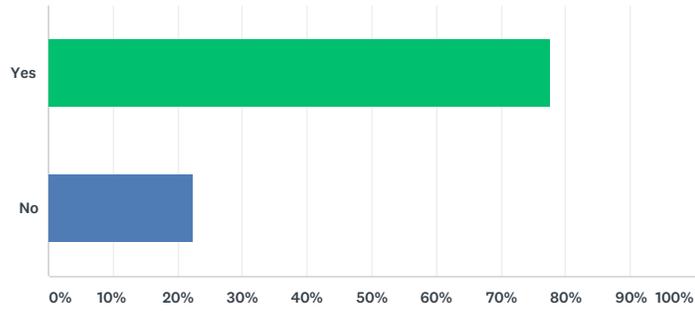
Answered: 928 Skipped: 264



ANSWER CHOICES	RESPONSES	
Yes	31.36%	291
No	57.87%	537
Unsure	10.78%	100
TOTAL		928

Q51 Are you aware of the Property Investors Council of Australia or PICA which is the not-for-profit association representing property investors?

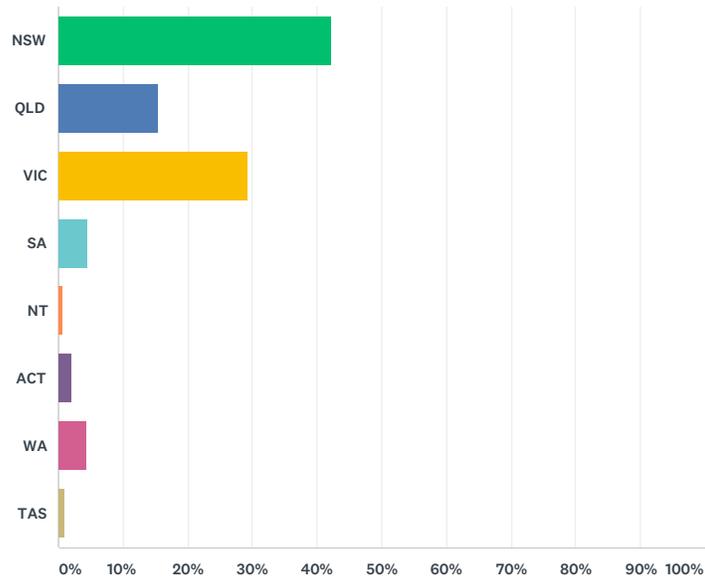
Answered: 928 Skipped: 264



ANSWER CHOICES	RESPONSES	
Yes	77.69%	721
No	22.31%	207
TOTAL		928

Q52 What is your home state/territory?

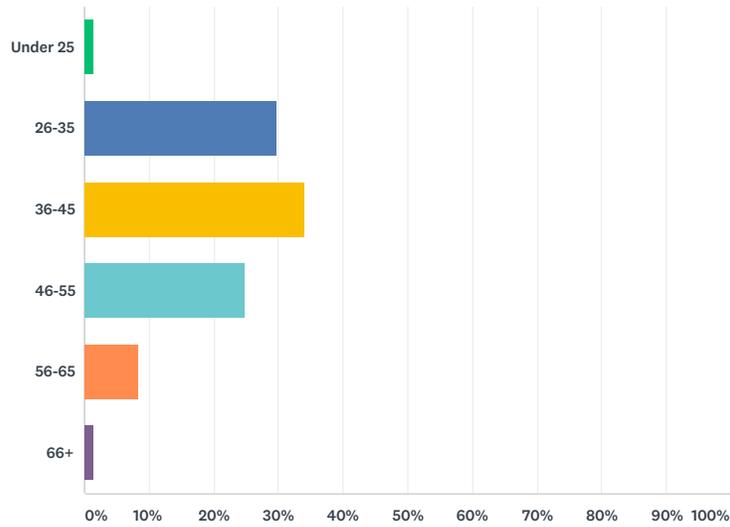
Answered: 928 Skipped: 264



ANSWER CHOICES	RESPONSES	
NSW	42.35%	393
QLD	15.52%	144
VIC	29.20%	271
SA	4.63%	43
NT	0.65%	6
ACT	2.16%	20
WA	4.42%	41
TAS	1.08%	10
TOTAL		928

Q53 What is your age?

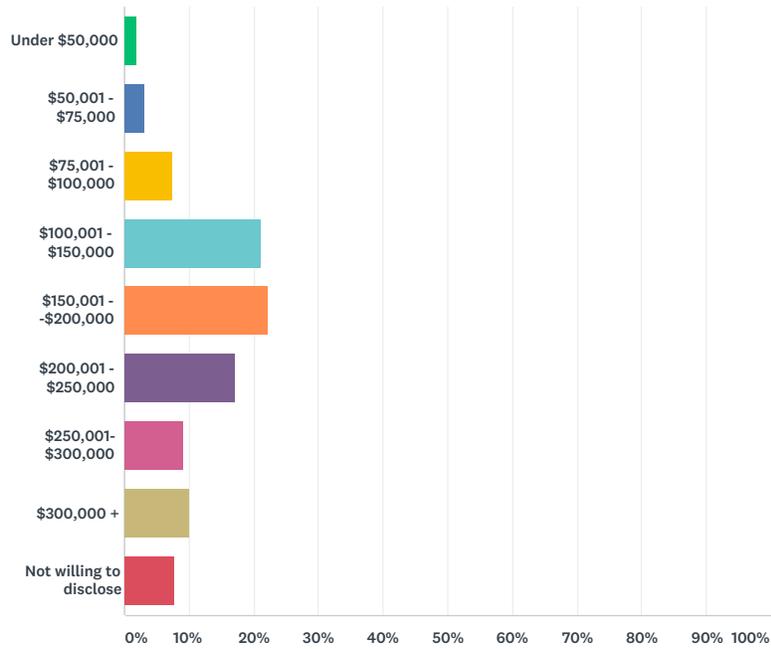
Answered: 928 Skipped: 264



ANSWER CHOICES	RESPONSES	
Under 25	1.40%	13
26-35	29.63%	275
36-45	34.16%	317
46-55	25.00%	232
56-65	8.41%	78
66+	1.40%	13
TOTAL		928

Q54 What is your annual household income?

Answered: 928 Skipped: 264



ANSWER CHOICES	RESPONSES	
Under \$50,000	1.83%	17
\$50,001 - \$75,000	3.13%	29
\$75,001 - \$100,000	7.54%	70
\$100,001 - \$150,000	21.12%	196
\$150,001 - \$200,000	22.20%	206
\$200,001 - \$250,000	17.13%	159
\$250,001 - \$300,000	9.27%	86
\$300,000 +	10.13%	94
Not willing to disclose	7.65%	71
TOTAL		928