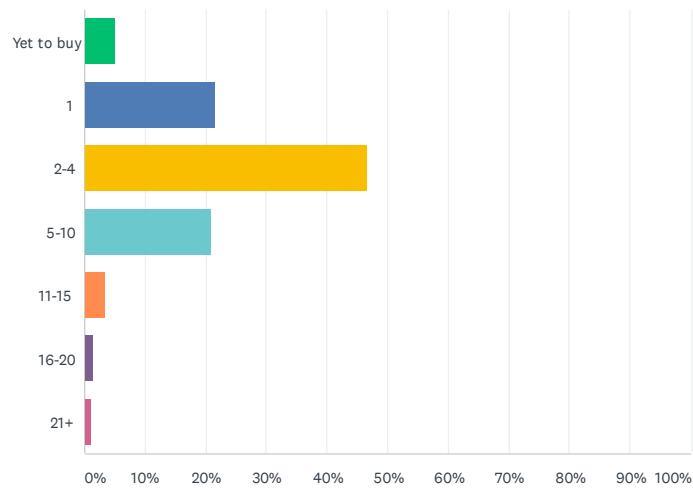


Q1 How many properties are in your investment portfolio?

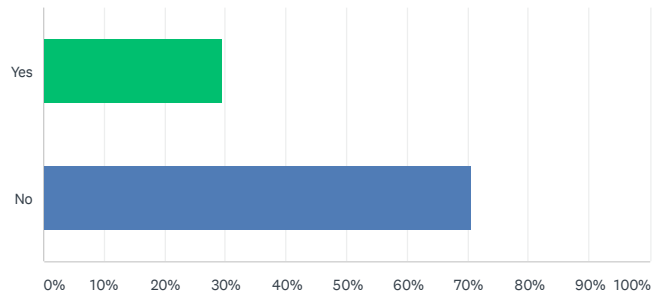
Answered: 786 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yet to buy	5.09%	40
1	21.63%	170
2-4	46.56%	366
5-10	20.87%	164
11-15	3.44%	27
16-20	1.40%	11
21+	1.02%	8
TOTAL		786

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

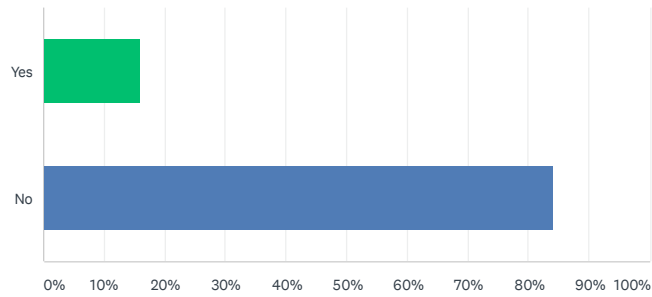
Answered: 786 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	29.52%	232
No	70.48%	554
TOTAL		786

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

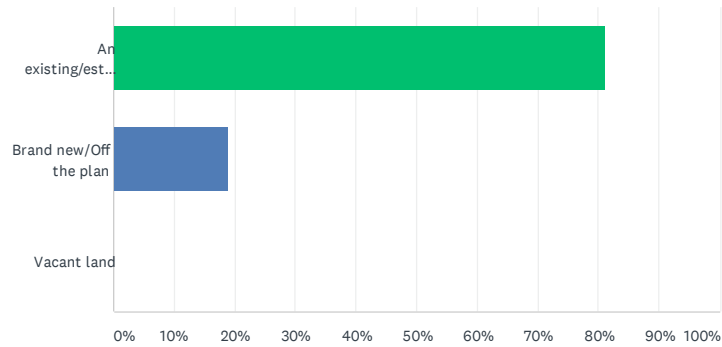
Answered: 232 Skipped: 554



ANSWER CHOICES	RESPONSES	
Yes	15.95%	37
No	84.05%	195
TOTAL		232

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

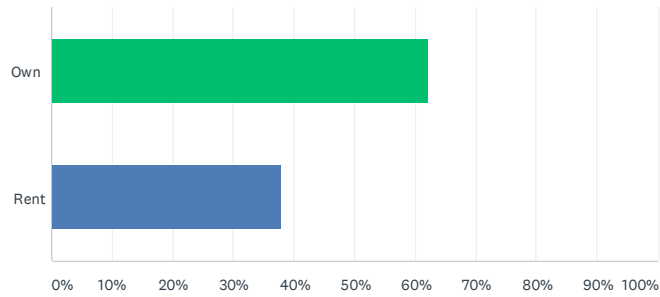
Answered: 37 Skipped: 749



ANSWER CHOICES	RESPONSES	
An existing/established property	81.08%	30
Brand new/Off the plan	18.92%	7
Vacant land	0.00%	0
TOTAL		37

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

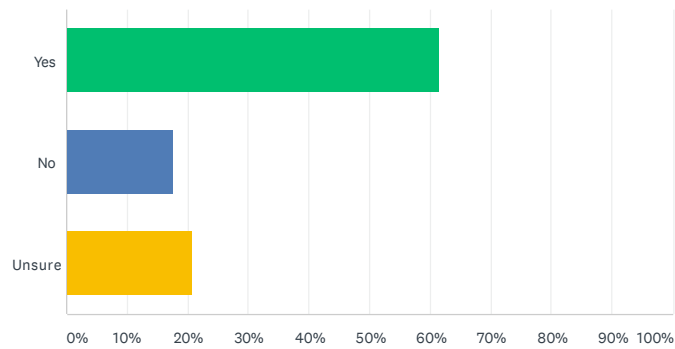
Answered: 37 Skipped: 749



ANSWER CHOICES	RESPONSES	
Own	62.16%	23
Rent	37.84%	14
TOTAL		37

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

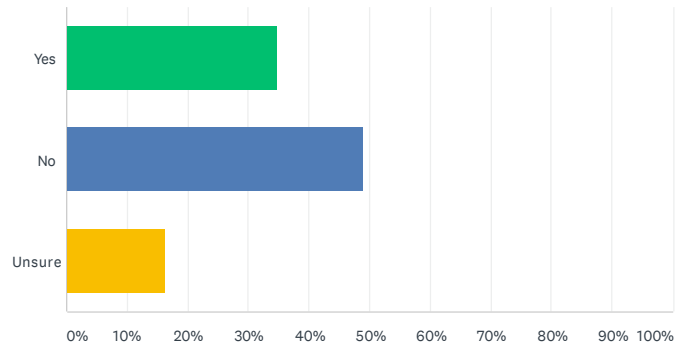
Answered: 781 Skipped: 5



ANSWER CHOICES	RESPONSES	
Yes	61.59%	481
No	17.67%	138
Unsure	20.74%	162
TOTAL		781

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

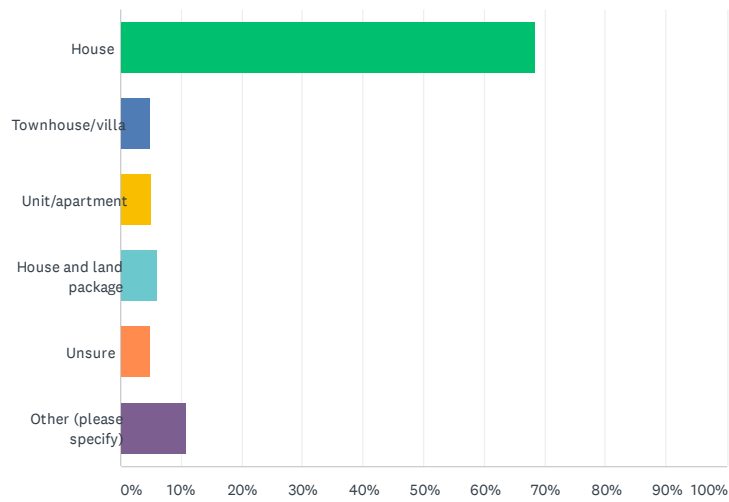
Answered: 781 Skipped: 5



ANSWER CHOICES	RESPONSES	
Yes	34.83%	272
No	48.91%	382
Unsure	16.26%	127
TOTAL		781

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

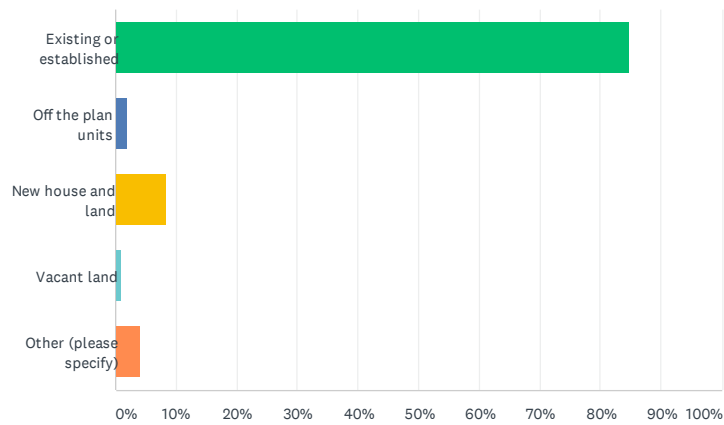
Answered: 357 Skipped: 429



ANSWER CHOICES	RESPONSES	
House	68.35%	244
Townhouse/villa	4.76%	17
Unit/apartment	5.04%	18
House and land package	6.16%	22
Unsure	4.76%	17
Other (please specify)	10.92%	39
TOTAL		357

Q9 Would you buy:

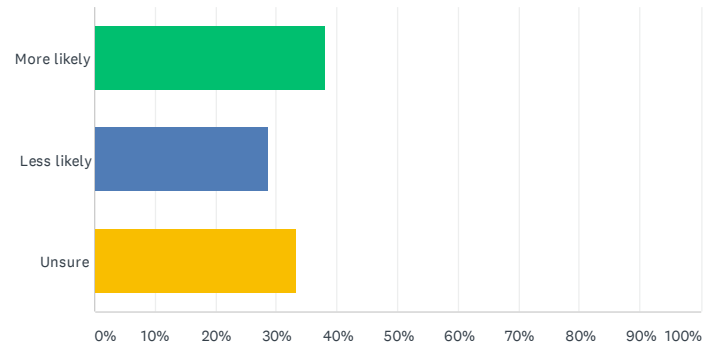
Answered: 356 Skipped: 430



ANSWER CHOICES	RESPONSES	
Existing or established	84.83%	302
Off the plan units	1.97%	7
New house and land	8.43%	30
Vacant land	0.84%	3
Other (please specify)	3.93%	14
TOTAL		356

Q10 Has COVID-19 and strong market conditions made it more or less likely that you will buy property within the next 12 months?

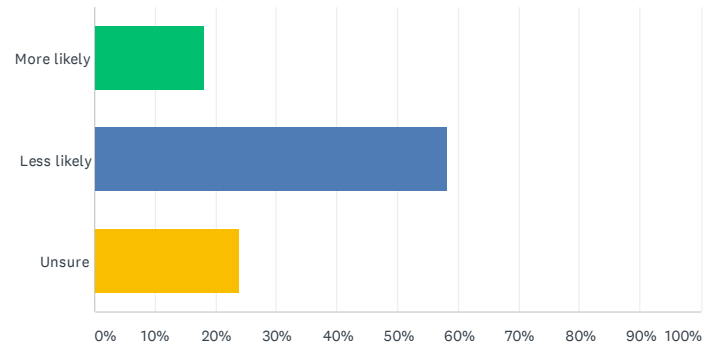
Answered: 357 Skipped: 429



ANSWER CHOICES	RESPONSES	
More likely	38.10%	136
Less likely	28.57%	102
Unsure	33.33%	119
TOTAL		357

Q11 Has COVID-19 and strong market conditions made it more or less likely that you will sell property within the next 12 months?

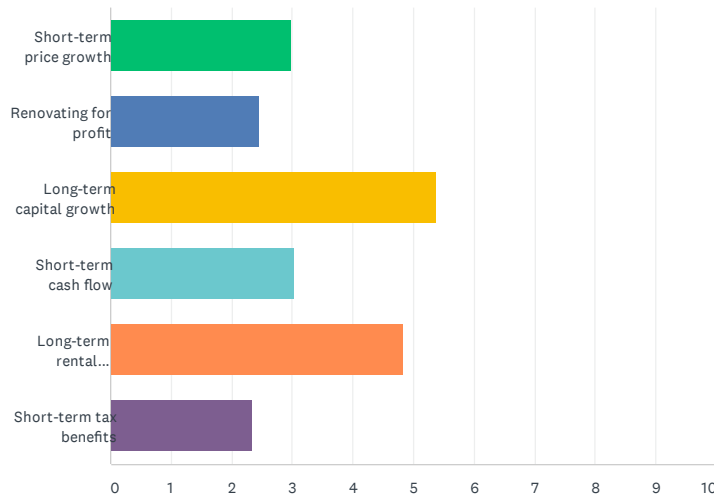
Answered: 357 Skipped: 429



ANSWER CHOICES	RESPONSES	
More likely	17.93%	64
Less likely	58.26%	208
Unsure	23.81%	85
TOTAL		357

Q12 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: 679 Skipped: 107

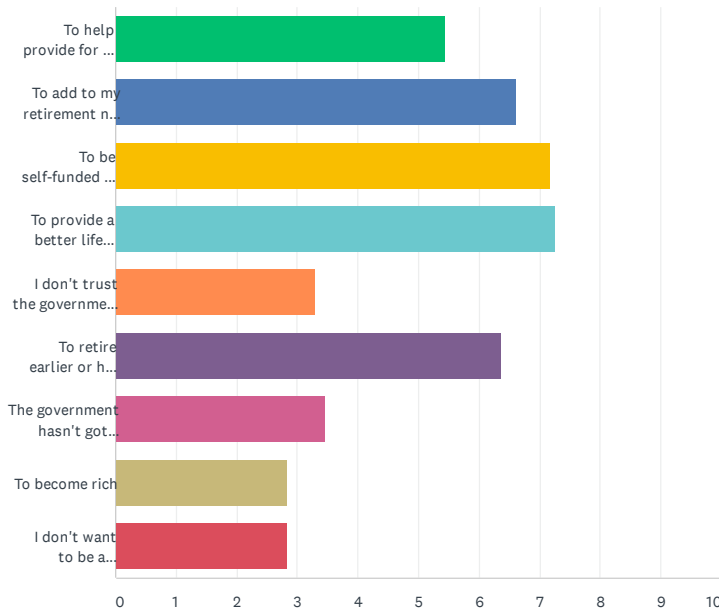


	1	2	3	4	5	6	TOTAL	SCORE
Short-term price growth	4.27% 29	6.77% 46	24.15% 164	26.22% 178	24.59% 167	13.99% 95	679	2.98
Renovating for profit	2.65% 18	5.74% 39	17.53% 119	15.61% 106	23.86% 162	34.61% 235	679	2.44
Long-term capital growth	59.65% 405	26.36% 179	8.25% 56	3.68% 25	1.33% 9	0.74% 5	679	5.37
Short-term cash flow	2.95% 20	9.43% 64	22.68% 154	28.57% 194	25.33% 172	11.05% 75	679	3.03
Long-term rental (passive) income	28.28% 192	47.28% 321	11.49% 78	6.63% 45	5.15% 35	1.18% 8	679	4.83
Short-term tax benefits	2.21% 15	4.42% 30	15.91% 108	19.29% 131	19.73% 134	38.44% 261	679	2.35

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Q13 In order of importance, why do you, or why are you, planning to invest in property? (1 being most important, 9 being least important)

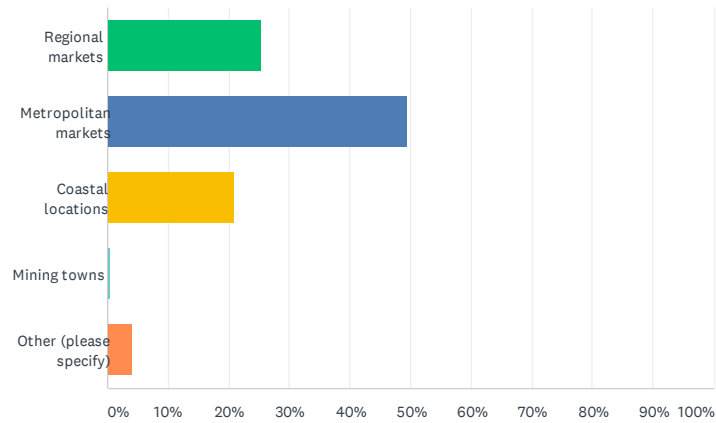
Answered: 676 Skipped: 110



	1	2	3	4	5	6	7	8	9	TOTAL	SCORE
To help provide for my child/children	8.77% 58	11.35% 75	14.07% 93	18.76% 124	17.55% 116	9.83% 65	5.75% 38	4.24% 28	9.68% 64	661	5.43
To add to my retirement nest egg	18.29% 122	19.49% 130	15.59% 104	18.29% 122	16.34% 109	7.35% 49	2.40% 16	1.80% 12	0.45% 3	667	6.62
To be self-funded in retirement	26.36% 175	23.19% 154	20.63% 137	12.35% 82	10.99% 73	4.07% 27	1.36% 9	0.45% 3	0.60% 4	664	7.18
To provide a better life financially for myself (and my family)	23.19% 154	24.70% 164	23.80% 158	17.77% 118	6.17% 41	2.71% 18	0.75% 5	0.45% 3	0.45% 3	664	7.25
I don't trust the government with my superannuation	1.83% 12	1.68% 11	2.90% 19	4.12% 27	12.37% 81	16.95% 111	21.68% 142	19.54% 128	18.93% 124	655	3.28
To retire earlier or have the option to work less	19.31% 128	15.69% 104	15.54% 103	14.78% 98	15.23% 101	9.95% 66	4.68% 31	3.32% 22	1.51% 10	663	6.35
The government hasn't got enough money to pay a reasonable pension to me in retirement	1.36% 9	2.27% 15	3.02% 20	4.83% 32	7.85% 52	19.64% 130	32.78% 217	21.45% 142	6.80% 45	662	3.46
To become rich	1.97% 13	1.06% 7	2.88% 19	4.55% 30	5.76% 38	14.39% 95	14.39% 95	24.09% 159	30.91% 204	660	2.82
I don't want to be a financial burden on the government when I/we retire. I want to pay my own way	0.76% 5	1.67% 11	2.58% 17	4.86% 32	7.14% 47	13.98% 92	15.05% 99	24.16% 159	29.79% 196	658	2.82

Q14 Where is the most appealing place to buy right now?

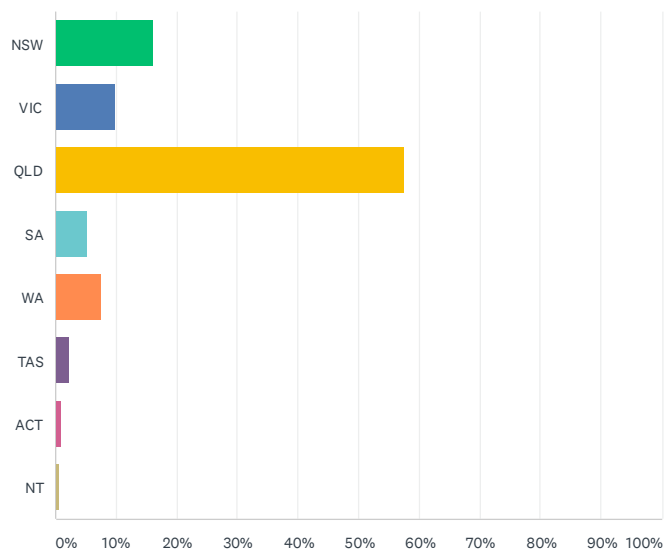
Answered: 679 Skipped: 107



ANSWER CHOICES	RESPONSES	
Regional markets	25.33%	172
Metropolitan markets	49.34%	335
Coastal locations	20.91%	142
Mining towns	0.44%	3
Other (please specify)	3.98%	27
TOTAL		679

Q15 Thinking about your answer to the previous question, which State or Territory do you believe offers the best investment prospects over the next 12 months?

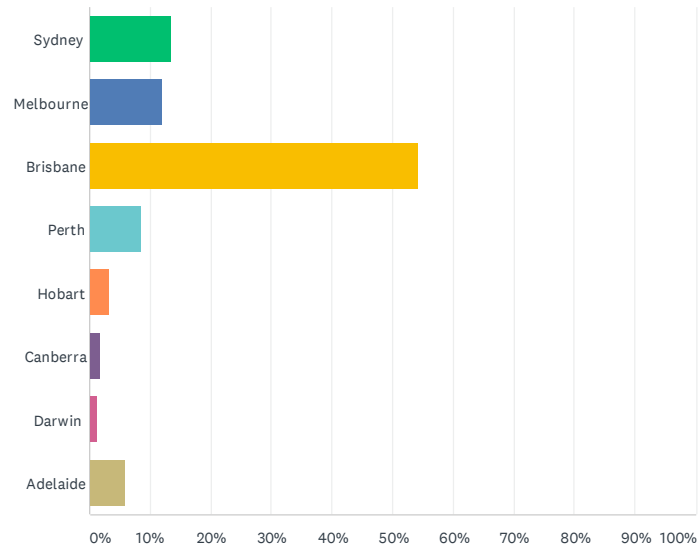
Answered: 679 Skipped: 107



ANSWER CHOICES	RESPONSES	
NSW	16.20%	110
VIC	9.87%	67
QLD	57.58%	391
SA	5.15%	35
WA	7.51%	51
TAS	2.21%	15
ACT	0.88%	6
NT	0.59%	4
TOTAL		679

Q16 Which state capital do you believe currently offers the best investment prospects?

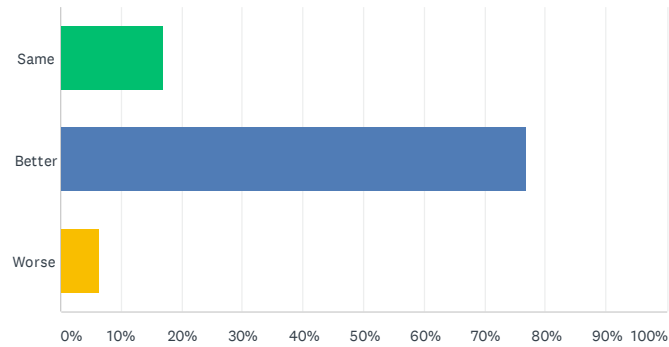
Answered: 679 Skipped: 107



ANSWER CHOICES	RESPONSES	
Sydney	13.40%	91
Melbourne	11.93%	81
Brisbane	54.20%	368
Perth	8.54%	58
Hobart	3.09%	21
Canberra	1.77%	12
Darwin	1.18%	8
Adelaide	5.89%	40
TOTAL		679

Q17 Do you see property prices in your State staying the same, better or worse in 12 months' time?

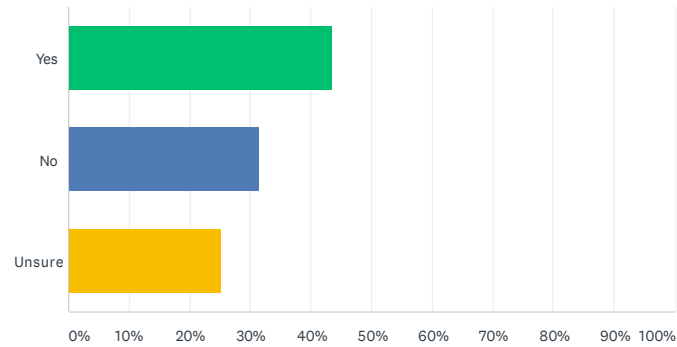
Answered: 679 Skipped: 107



ANSWER CHOICES	RESPONSES	
Same	16.94%	115
Better	76.73%	521
Worse	6.33%	43
TOTAL		679

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

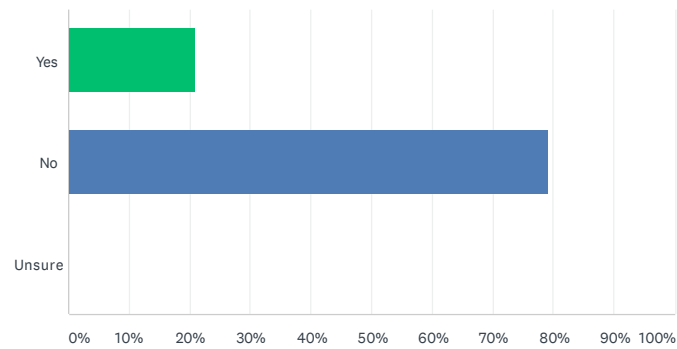
Answered: 677 Skipped: 109



ANSWER CHOICES	RESPONSES	
Yes	43.57%	295
No	31.31%	212
Unsure	25.11%	170
TOTAL		677

Q19 Has the pandemic made you consider moving to another location?

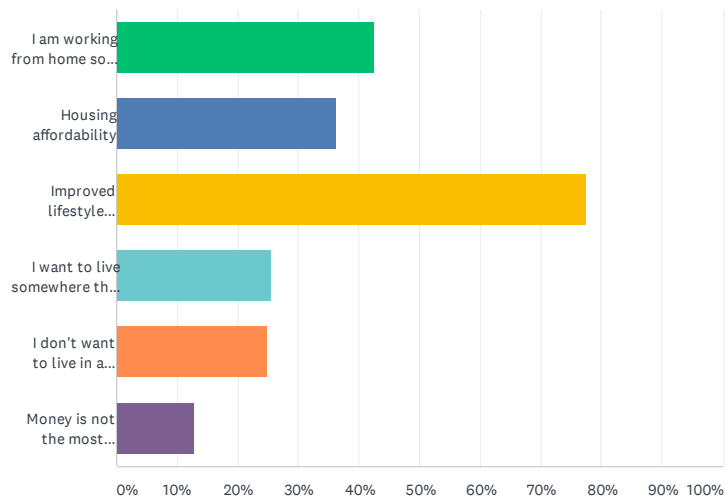
Answered: 679 Skipped: 107



ANSWER CHOICES	RESPONSES	
Yes	20.91%	142
No	79.09%	537
Unsure	0.00%	0
TOTAL		679

Q20 What are some of the reasons why you may relocate?

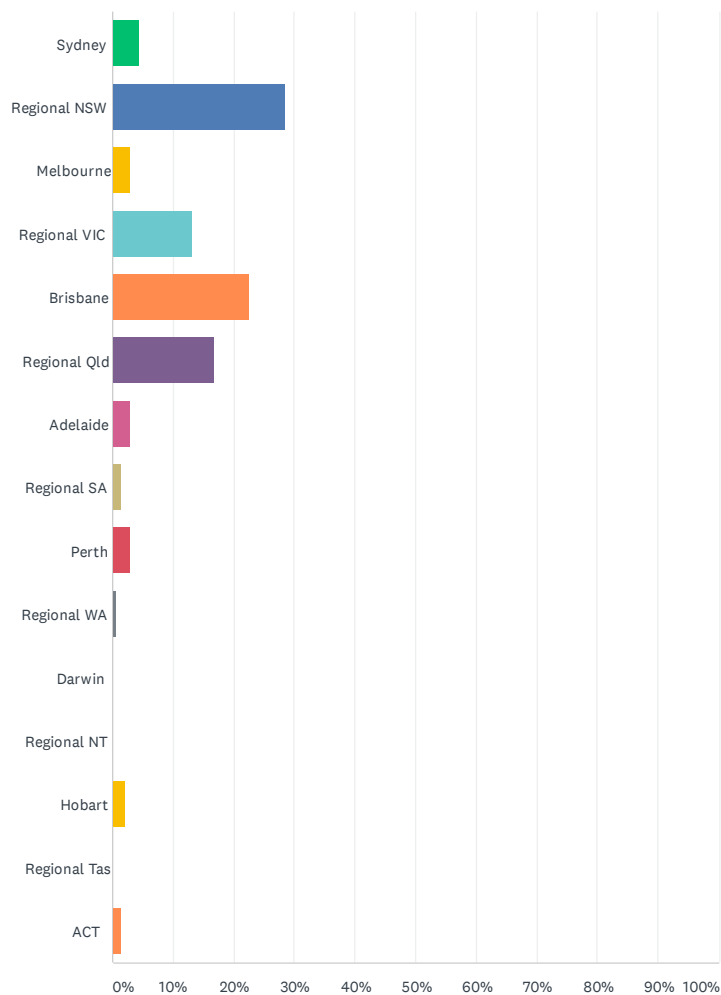
Answered: 141 Skipped: 645



ANSWER CHOICES	RESPONSES	
I am working from home so can live anywhere	42.55%	60
Housing affordability	36.17%	51
Improved lifestyle factors	77.30%	109
I want to live somewhere that had fewer coronavirus cases and lockdowns	25.53%	36
I don't want to live in a crowded city anymore	24.82%	35
Money is not the most important thing to me anymore	12.77%	18
Total Respondents: 141		

Q21 Where are you considering locating?

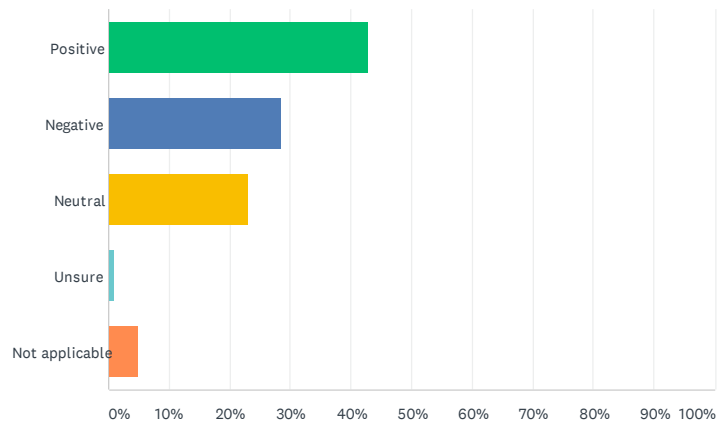
Answered: 137 Skipped: 649



ANSWER CHOICES	RESPONSES	
Sydney	4.38%	6
Regional NSW	28.47%	39
Melbourne	2.92%	4
Regional VIC	13.14%	18
Brisbane	22.63%	31
Regional Qld	16.79%	23
Adelaide	2.92%	4
Regional SA	1.46%	2
Perth	2.92%	4
Regional WA	0.73%	1
Darwin	0.00%	0
Regional NT	0.00%	0
Hobart	2.19%	3
Regional Tas	0.00%	0
ACT	1.46%	2
TOTAL		137

Q22 Does your property investment or your combined portfolio generate positive income or negative cash flow right now?

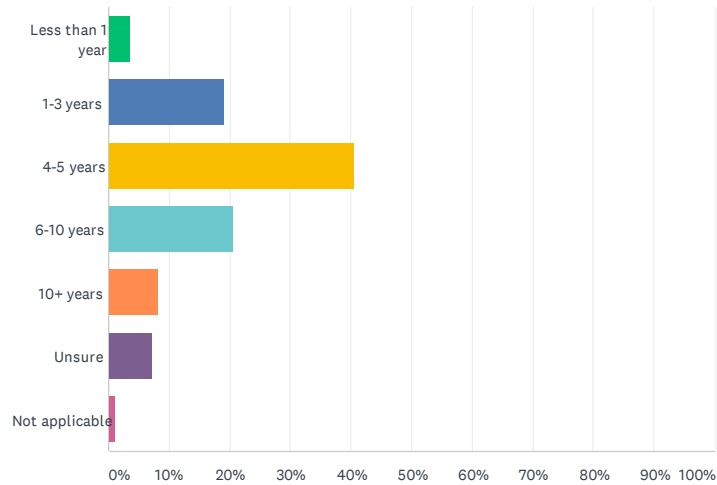
Answered: 676 Skipped: 110



ANSWER CHOICES	RESPONSES	
Positive	42.90%	290
Negative	28.55%	193
Neutral	22.93%	155
Unsure	0.89%	6
Not applicable	4.73%	32
TOTAL		676

Q23 If negative, how long until you expect it will turn positively geared to generate passive income for you?

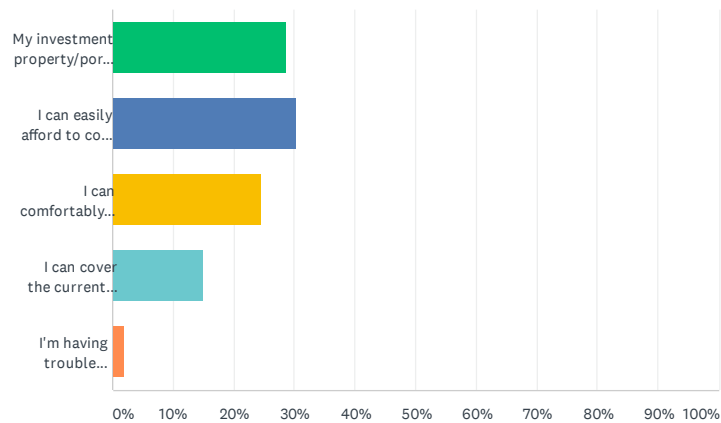
Answered: 195 Skipped: 591



ANSWER CHOICES	RESPONSES	
Less than 1 year	3.59%	7
1-3 years	18.97%	37
4-5 years	40.51%	79
6-10 years	20.51%	40
10+ years	8.21%	16
Unsure	7.18%	14
Not applicable	1.03%	2
TOTAL		195

Q24 Which one of these statements best describes your situation?

Answered: 663 Skipped: 123

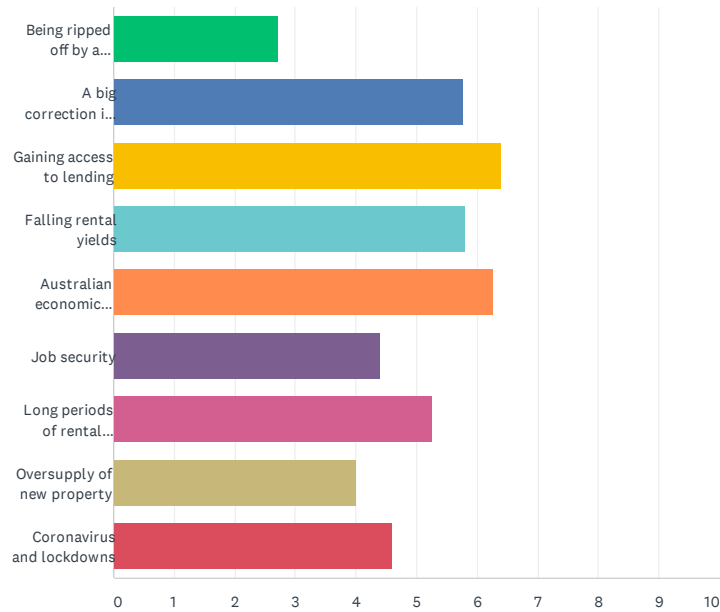


ANSWER CHOICES	RESPONSES	
My investment property/portfolio of properties generates a passive income	28.66%	190
I can easily afford to cover any cashflow shortfall at the moment	30.32%	201
I can comfortably cover any cashflow shortfall at the moment	24.43%	162
I can cover the current cashflow shortfall, but my cashflows are tight	14.78%	98
I'm having trouble covering the cashflow shortfall at the moment	1.81%	12
TOTAL		663

2021 PIPA Annual Investor Sentiment Survey

Q25 What is currently the biggest concern for you as a property investor?
Rank in order of most concerning (1) to least concerning (9):

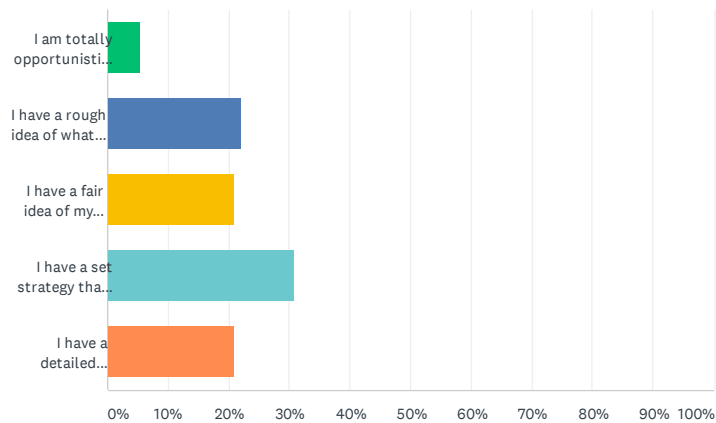
Answered: 664 Skipped: 122



	1	2	3	4	5	6	7	8	9	TOTAL	SCORE
Being ripped off by a property spruiker	6.86% 44	4.52% 29	4.06% 26	2.96% 19	2.96% 19	4.21% 27	5.30% 34	12.01% 77	57.10% 366	641	2.73
A big correction in property prices	14.53% 94	13.29% 86	14.37% 93	13.76% 89	14.37% 93	9.43% 61	8.81% 57	9.27% 60	2.16% 14	647	5.77
Gaining access to lending	33.54% 219	13.32% 87	10.11% 66	8.27% 54	7.96% 52	6.43% 42	8.42% 55	8.58% 56	3.37% 22	653	6.40
Falling rental yields	8.33% 54	15.43% 100	13.58% 88	20.99% 136	14.97% 97	11.27% 73	9.57% 62	4.94% 32	0.93% 6	648	5.79
Australian economic conditions	12.27% 80	19.94% 130	17.64% 115	15.18% 99	14.26% 93	11.04% 72	6.29% 41	2.45% 16	0.92% 6	652	6.25
Job security	6.05% 39	6.05% 39	8.06% 52	9.92% 64	12.71% 82	17.83% 115	15.50% 100	14.88% 96	8.99% 58	645	4.39
Long periods of rental vacancy	6.94% 45	12.35% 80	14.04% 91	12.35% 80	12.81% 83	15.90% 103	15.12% 98	8.64% 56	1.85% 12	648	5.26
Oversupply of new property	4.16% 27	5.86% 38	8.01% 52	7.09% 46	9.40% 61	12.63% 82	21.88% 142	22.80% 148	8.17% 53	649	4.00
Coronavirus and lockdowns	8.90% 58	10.28% 67	10.74% 70	9.20% 60	10.28% 67	10.74% 70	8.28% 54	16.10% 105	15.49% 101	652	4.60

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

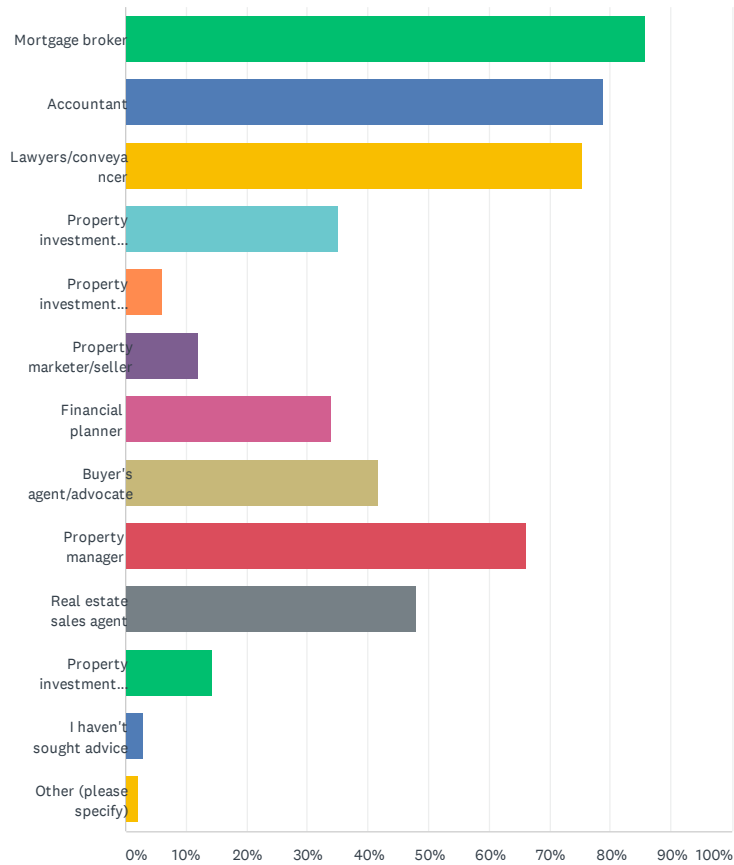
Answered: 639 Skipped: 147



ANSWER CHOICES	RESPONSES	
I am totally opportunistic and don't work to an investment plan	5.48%	35
I have a rough idea of what I want to achieve, but I don't have a set investment plan	21.91%	140
I have a fair idea of my investment plans for the next five years or so	20.97%	134
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	30.67%	196
I have a detailed modelled plan in writing to match my long-term property investment goals	20.97%	134
TOTAL		639

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

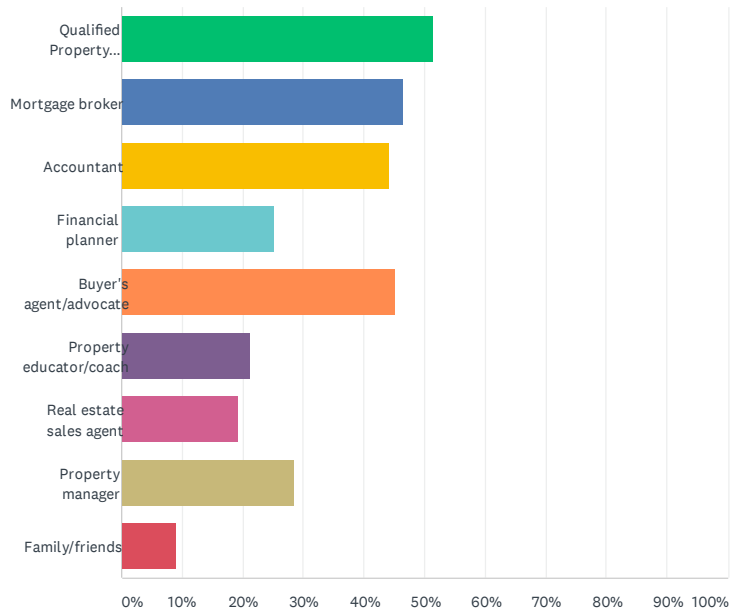
Answered: 642 Skipped: 144



ANSWER CHOICES	RESPONSES	
Mortgage broker	85.83%	551
Accountant	78.82%	506
Lawyers/conveyancer	75.39%	484
Property investment adviser (QPIA - Qualified Property Investment Adviser)	35.05%	225
Property investment adviser (but not a QPIA - Qualified Property Investment Adviser)	6.07%	39
Property marketer/seller	11.99%	77
Financial planner	33.80%	217
Buyer's agent/advocate	41.59%	267
Property manager	66.20%	425
Real estate sales agent	47.98%	308
Property investment coach	14.17%	91
I haven't sought advice	2.96%	19
Other (please specify)	2.02%	13
Total Respondents: 642		

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

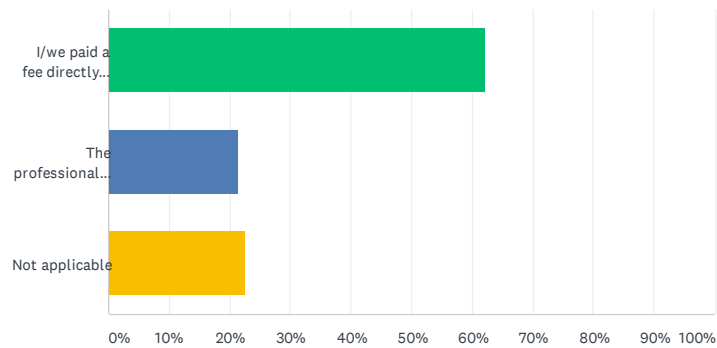
Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
Qualified Property Investment Adviser	51.40%	311
Mortgage broker	46.45%	281
Accountant	44.13%	267
Financial planner	25.12%	152
Buyer's agent/advocate	45.12%	273
Property educator/coach	21.16%	128
Real estate sales agent	19.34%	117
Property manager	28.43%	172
Family/friends	9.09%	55
Total Respondents: 605		

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?

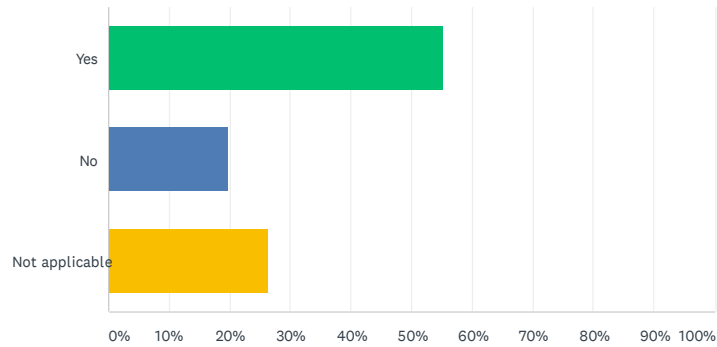
Answered: 639 Skipped: 147



ANSWER CHOICES	RESPONSES	
I/we paid a fee directly to the professional	62.13%	397
The professional didn't charge us directly	21.44%	137
Not applicable	22.69%	145
Total Respondents: 639		

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

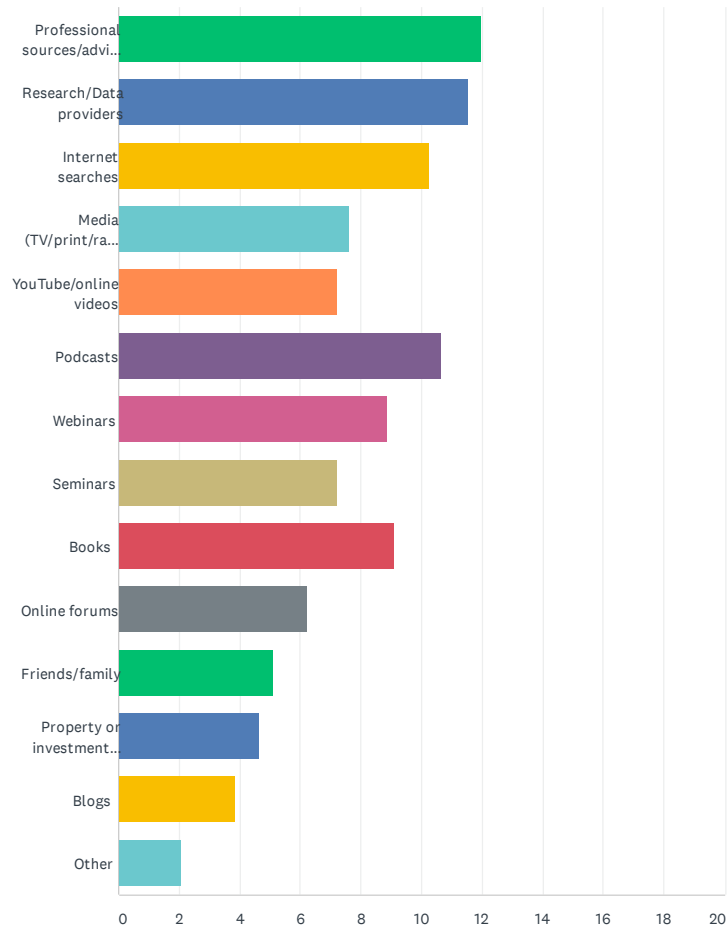
Answered: 635 Skipped: 151



ANSWER CHOICES	RESPONSES	
Yes	55.28%	351
No	19.69%	125
Not applicable	26.46%	168
Total Respondents: 635		

Q31 Where do you get your property investment knowledge/education from? (Rank in order of most important (1) to least important (14))

Answered: 613 Skipped: 173

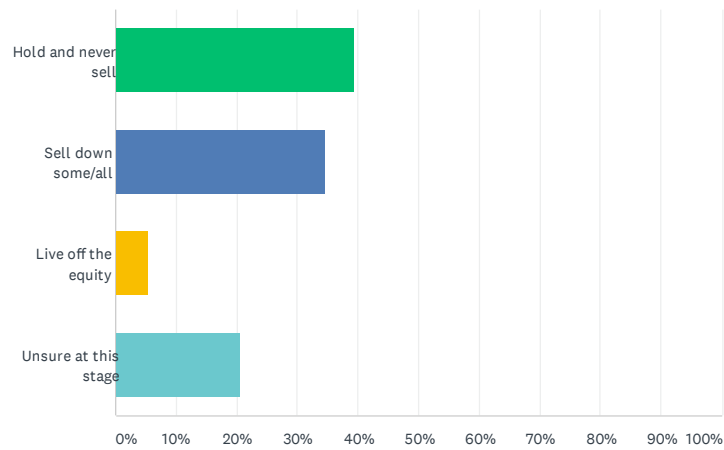


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	1	2	3	4	5	6	7	8	9	10	11	12	13
Professional sources/advisors	42.91% 251	15.90% 93	12.48% 73	6.67% 39	6.32% 37	4.10% 24	3.42% 20	2.22% 13	2.39% 14	0.34% 2	0.68% 4	0.85% 5	1.03% 6
Research/Data providers	14.11% 81	31.71% 182	17.42% 100	12.54% 72	7.84% 45	5.92% 34	2.96% 17	2.44% 14	2.61% 15	0.70% 4	0.52% 3	0.52% 3	0.00% 0
Internet searches	6.26% 36	11.13% 64	23.48% 135	14.26% 82	11.83% 68	8.87% 51	9.22% 53	6.61% 38	3.30% 19	1.57% 9	1.22% 7	0.87% 5	1.04% 6
Media (TV/print/radio/online)	1.80% 10	3.06% 17	5.05% 28	12.97% 72	10.99% 61	11.35% 63	11.53% 64	8.11% 45	8.29% 46	5.41% 30	5.95% 33	5.59% 31	6.13% 34
YouTube/online videos	0.73% 4	2.91% 16	2.55% 14	5.28% 29	12.93% 71	11.48% 63	14.94% 82	9.47% 52	9.11% 50	10.02% 55	7.65% 42	6.01% 33	4.74% 26
Podcasts	26.78% 154	14.26% 82	10.96% 63	6.26% 36	4.70% 27	11.83% 68	6.26% 36	5.57% 32	3.83% 22	3.30% 19	2.26% 13	1.91% 11	1.39% 8
Webinars	2.14% 12	6.60% 37	8.73% 49	12.30% 69	11.94% 67	10.34% 58	16.22% 91	16.40% 92	6.95% 39	2.67% 15	3.21% 18	1.43% 8	1.07% 6
Seminars	2.01% 11	2.19% 12	3.83% 21	6.02% 33	8.76% 48	7.85% 43	6.75% 37	16.97% 93	19.34% 106	12.77% 70	6.02% 33	3.47% 19	2.19% 12
Books	4.41% 25	10.76% 61	12.52% 71	14.11% 80	9.52% 54	7.23% 41	7.05% 40	5.47% 31	14.64% 83	7.58% 43	3.00% 17	1.94% 11	0.88% 5
Online forums	0.37% 2	1.28% 7	3.11% 17	3.66% 20	6.22% 34	6.76% 37	6.95% 38	7.68% 42	10.42% 57	30.71% 168	13.16% 72	6.03% 33	3.29% 18
Friends/family	1.80% 10	3.78% 21	1.62% 9	2.16% 12	3.24% 18	4.32% 24	3.42% 19	5.41% 30	5.05% 28	8.65% 48	27.57% 153	14.95% 83	9.91% 55
Property or investment exhibitions	0.37% 2	0.74% 4	1.29% 7	2.76% 15	2.94% 16	4.78% 26	3.86% 21	4.78% 26	5.70% 31	8.09% 44	14.89% 81	36.40% 198	10.85% 59
Blogs	0.00% 0	0.74% 4	0.92% 5	2.39% 13	2.21% 12	3.68% 20	4.05% 22	4.42% 24	3.50% 19	5.34% 29	8.84% 48	13.44% 73	45.86% 249
Other	1.90% 10	0.19% 1	0.19% 1	0.57% 3	0.95% 5	0.76% 4	0.38% 2	1.71% 9	1.71% 9	0.95% 5	2.67% 14	4.95% 26	9.90% 52

Q32 What is your property investment exit strategy?

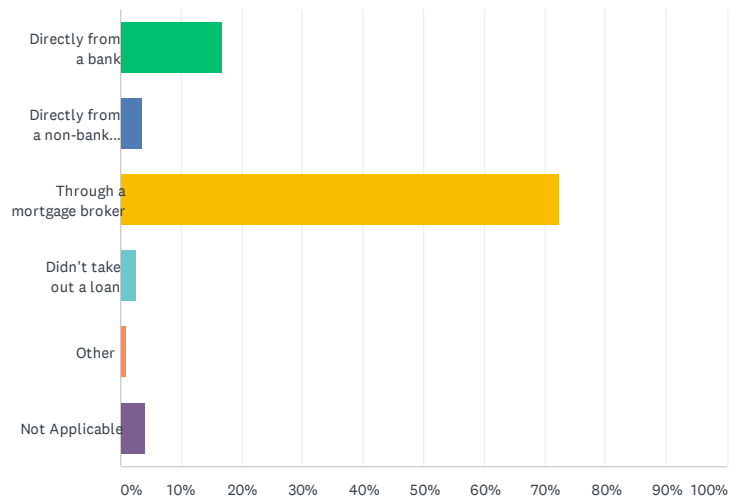
Answered: 633 Skipped: 153



ANSWER CHOICES	RESPONSES	
Hold and never sell	39.34%	249
Sell down some/all	34.60%	219
Live off the equity	5.53%	35
Unsure at this stage	20.54%	130
TOTAL		633

Q33 How did you secure your last investment loan?

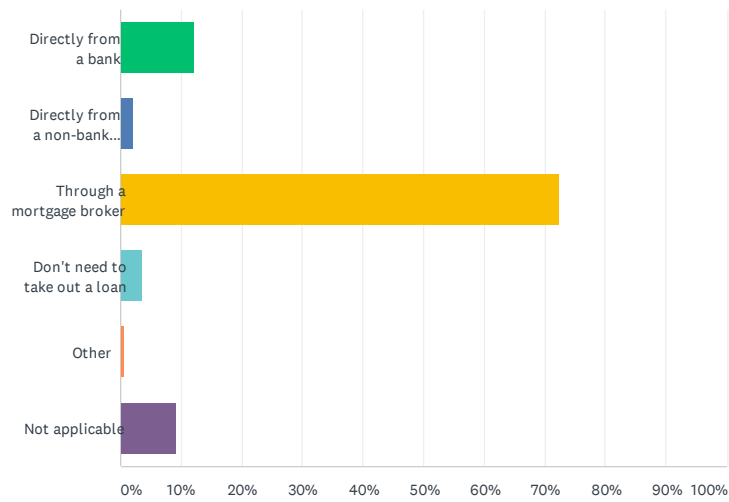
Answered: 635 Skipped: 151



ANSWER CHOICES	RESPONSES	
Directly from a bank	16.69%	106
Directly from a non-bank lender such as credit union, building society, specialist lender etc	3.62%	23
Through a mortgage broker	72.44%	460
Didn't take out a loan	2.52%	16
Other	0.79%	5
Not Applicable	3.94%	25
TOTAL		635

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

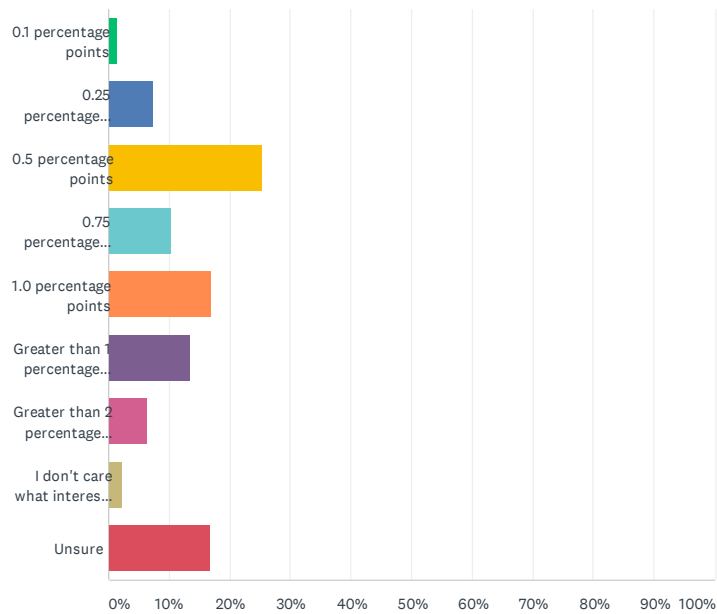
Answered: 636 Skipped: 150



ANSWER CHOICES	RESPONSES	
Directly from a bank	12.11%	77
Directly from a non-bank lender such as credit union, building society, specialist lender etc	2.04%	13
Through a mortgage broker	72.33%	460
Don't need to take out a loan	3.62%	23
Other	0.63%	4
Not applicable	9.28%	59
TOTAL		636

Q35 Given the current interest rate you are paying, at what interest rate differential would you consider refinancing your loan/s?

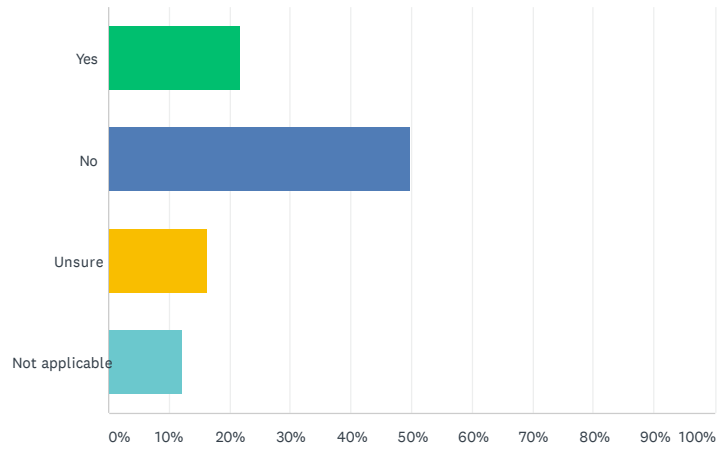
Answered: 631 Skipped: 155



ANSWER CHOICES	RESPONSES	
0.1 percentage points	1.43%	9
0.25 percentage points	7.29%	46
0.5 percentage points	25.36%	160
0.75 percentage points	10.30%	65
1.0 percentage points	16.96%	107
Greater than 1 percentage point	13.31%	84
Greater than 2 percentage points	6.34%	40
I don't care what interest rate I pay	2.22%	14
Unsure	16.80%	106
TOTAL		631

Q36 Do you currently find yourself in a position where you are unable to refinance an amount which you were able to borrow previously?

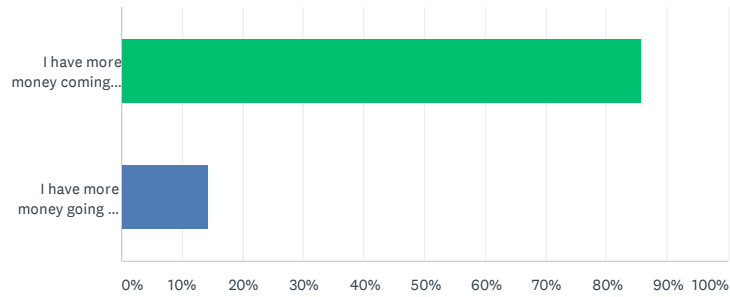
Answered: 634 Skipped: 152



ANSWER CHOICES	RESPONSES	
Yes	21.77%	138
No	49.84%	316
Unsure	16.25%	103
Not applicable	12.15%	77
TOTAL		634

Q37 From the options below, what description best describes your current cash flow position:

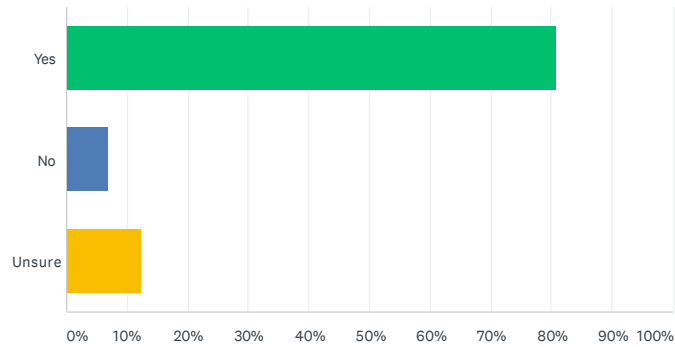
Answered: 636 Skipped: 150



ANSWER CHOICES	RESPONSES	
I have more money coming into the household than going out right now (cash flow surplus each month right now)	85.69%	545
I have more money going out than coming into the household right now (cash flow deficit each month right now)	14.31%	91
TOTAL		636

Q38 In general, do you think property investors need more investment education about the risks and potential benefits of investing in property?

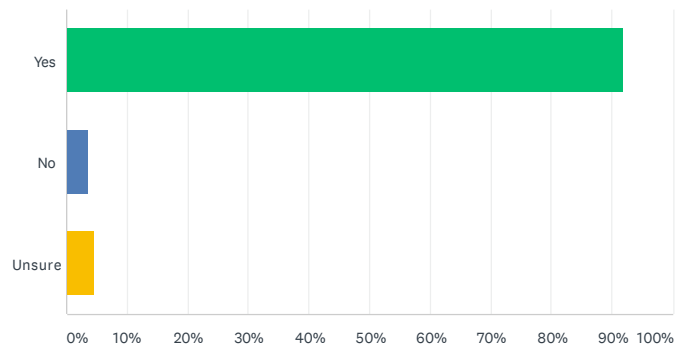
Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
Yes	80.66%	488
No	6.94%	42
Unsure	12.40%	75
TOTAL		605

Q39 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?

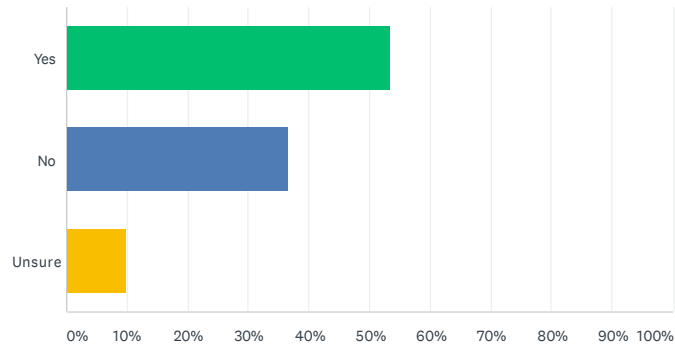
Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
Yes	91.90%	556
No	3.47%	21
Unsure	4.63%	28
TOTAL		605

Q40 Would you consider rentvesting as a property investment strategy
(rentvesting means renting in one location and investing in another)?

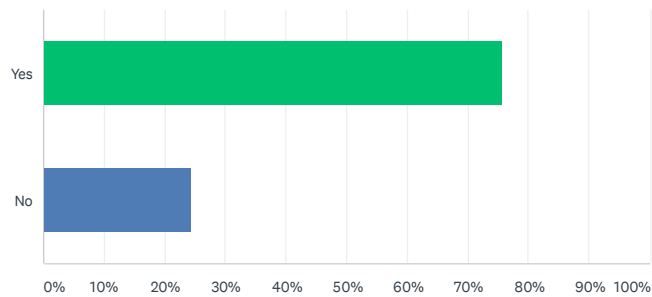
Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
Yes	53.39%	323
No	36.69%	222
Unsure	9.92%	60
TOTAL		605

Q41 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)?

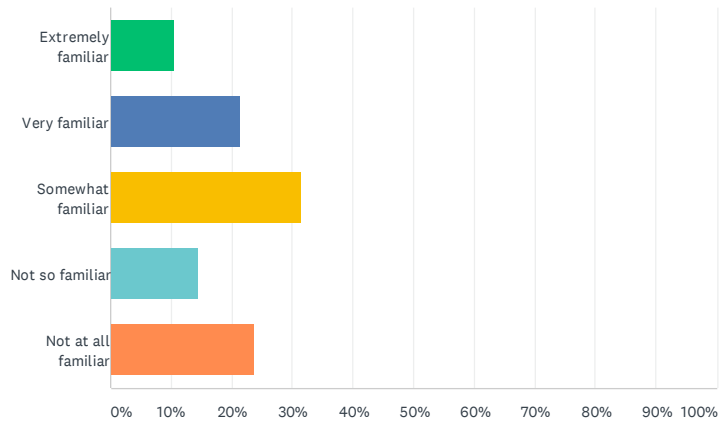
Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
Yes	75.70%	458
No	24.30%	147
TOTAL		605

Q42 If yes, how familiar are you with what PIPA does?

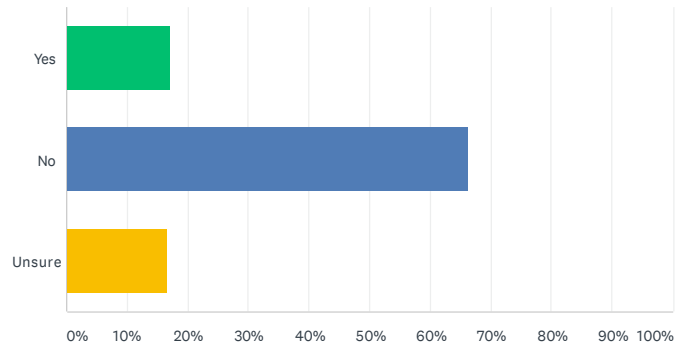
Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
Extremely familiar	10.41%	63
Very familiar	21.32%	129
Somewhat familiar	31.40%	190
Not so familiar	14.38%	87
Not at all familiar	23.64%	143
Total Respondents: 605		

Q43 Did PIPA membership influence your decision to select a certain professional to work with?

Answered: 605 Skipped: 181



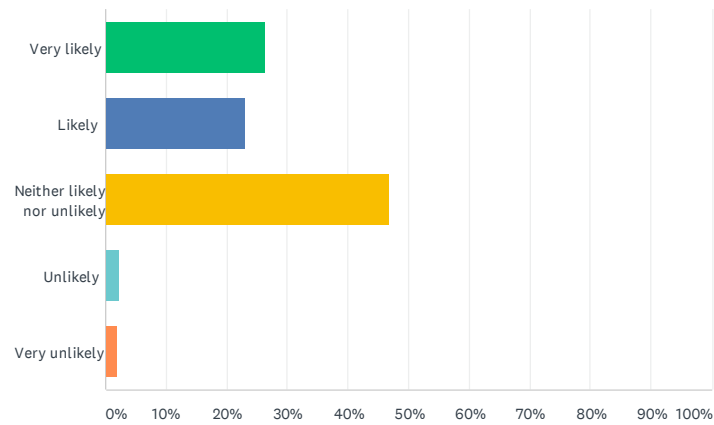
ANSWER CHOICES	RESPONSES	
Yes	17.19%	104
No	66.28%	401
Unsure	16.53%	100
TOTAL		605

Q44 If yes, can you please tell us some of the reasons why.

Answered: 605 Skipped: 181

Q45 If you have worked with a PIPA member, how likely are you to recommend them to a friend?

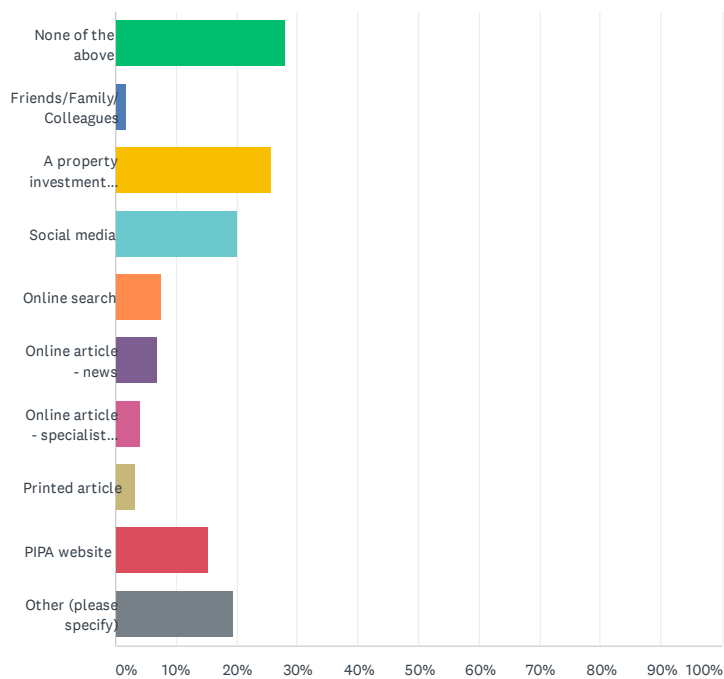
Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
Very likely	26.28%	159
Likely	22.98%	139
Neither likely nor unlikely	46.94%	284
Unlikely	2.31%	14
Very unlikely	1.82%	11
Total Respondents: 605		

Q46 In the past three months, where have you heard about PIPA?

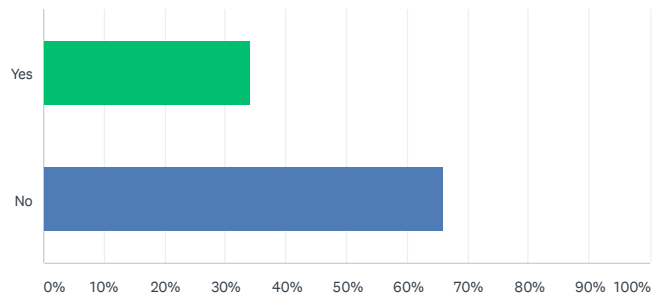
Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
None of the above	28.10%	170
Friends/Family/Colleagues	1.65%	10
A property investment professional	25.79%	156
Social media	20.00%	121
Online search	7.44%	45
Online article - news	6.94%	42
Online article - specialist publication	3.97%	24
Printed article	3.14%	19
PIPA website	15.21%	92
Other (please specify)	19.50%	118
Total Respondents: 605		

Q47 Are you aware of the Qualified Property Investment Adviser (QPIA) course run by PIPA?

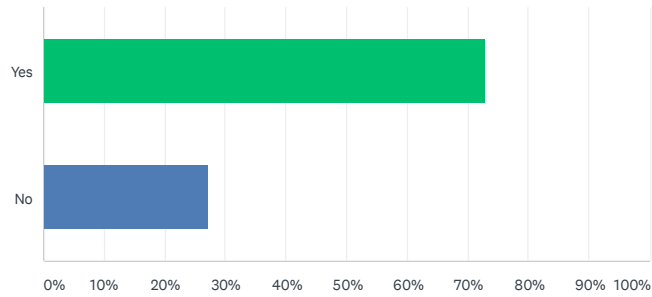
Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
Yes	34.05%	206
No	65.95%	399
TOTAL		605

Q48 Would a QPIA qualification influence your decision to work with a particular property investment professional?

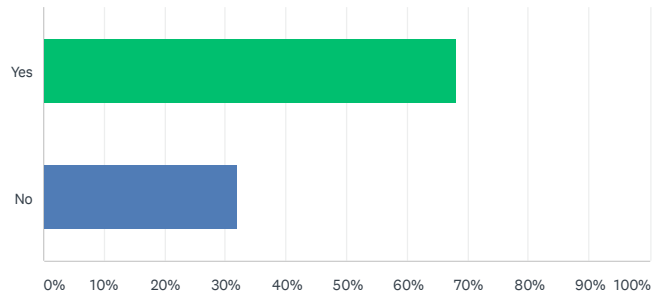
Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
Yes	72.89%	441
No	27.11%	164
TOTAL		605

Q49 Are you aware of the Property Investors Council of Australia or PICA which is the not-for-profit association representing property investors?

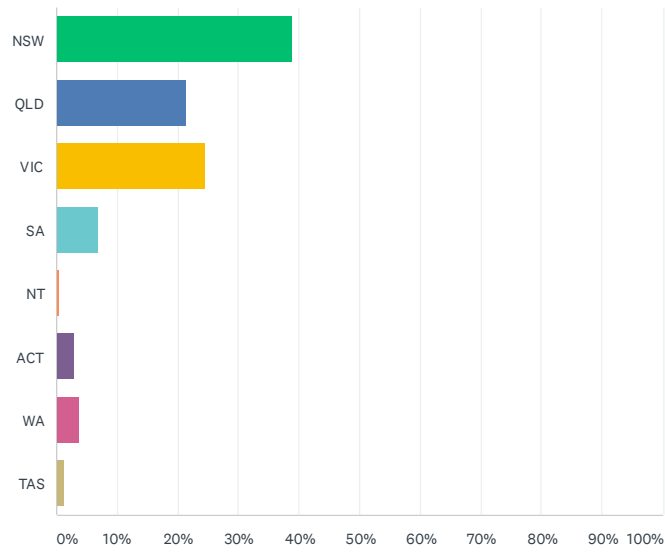
Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
Yes	67.93%	411
No	32.07%	194
TOTAL		605

Q50 What is your home state/territory?

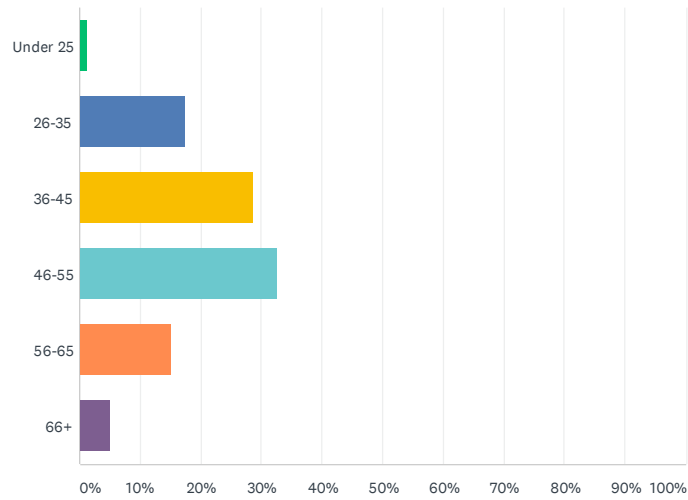
Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
NSW	38.84%	235
QLD	21.32%	129
VIC	24.46%	148
SA	6.94%	42
NT	0.50%	3
ACT	2.98%	18
WA	3.80%	23
TAS	1.16%	7
TOTAL		605

Q51 What is your age?

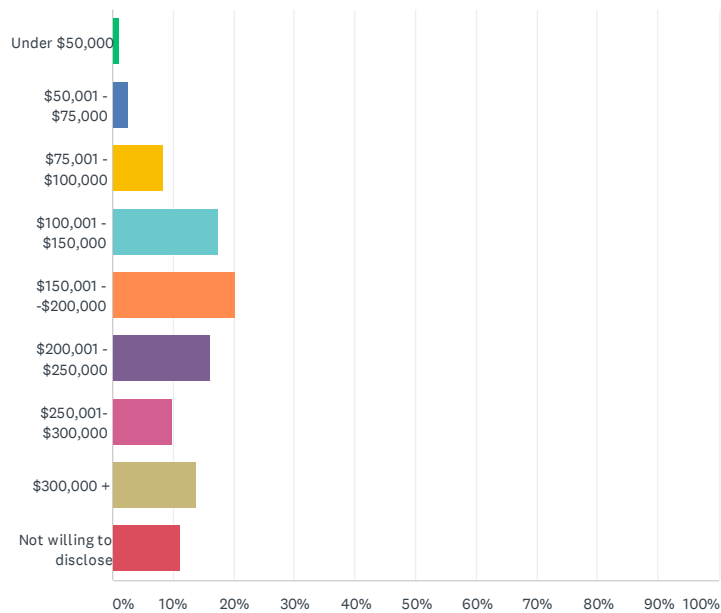
Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
Under 25	1.16%	7
26-35	17.36%	105
36-45	28.76%	174
46-55	32.73%	198
56-65	15.04%	91
66+	4.96%	30
TOTAL		605

Q52 What is your annual household income?

Answered: 605 Skipped: 181



ANSWER CHOICES	RESPONSES	
Under \$50,000	0.99%	6
\$50,001 - \$75,000	2.48%	15
\$75,001 - \$100,000	8.26%	50
\$100,001 - \$150,000	17.36%	105
\$150,001 - \$200,000	20.33%	123
\$200,001 - \$250,000	16.03%	97
\$250,001 - \$300,000	9.75%	59
\$300,000 +	13.72%	83
Not willing to disclose	11.07%	67
TOTAL		605