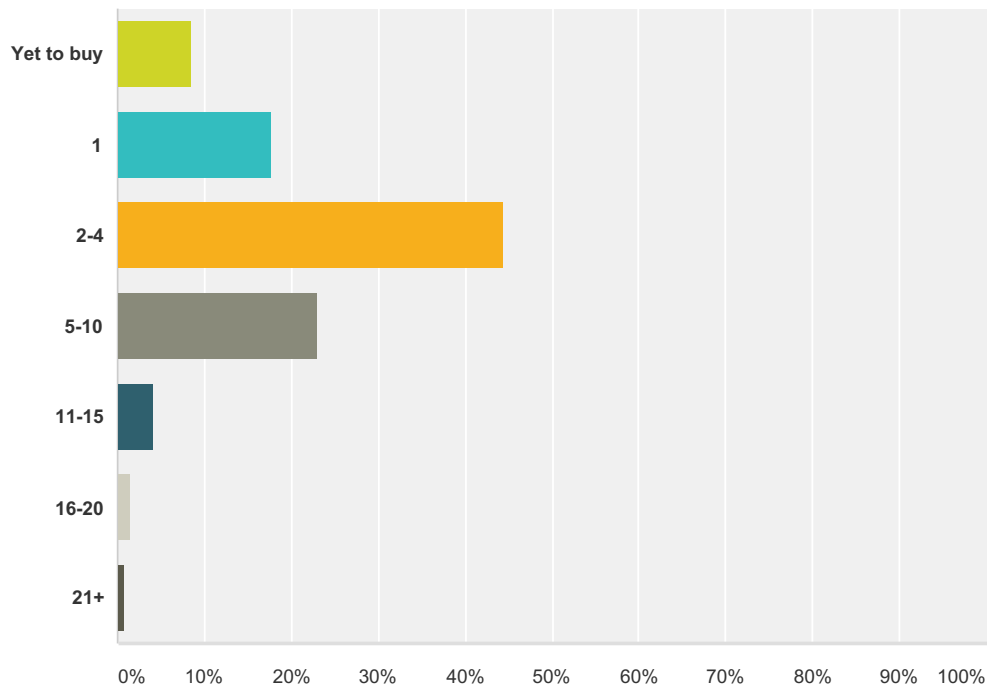


Q1 How many properties are in your investment portfolio?

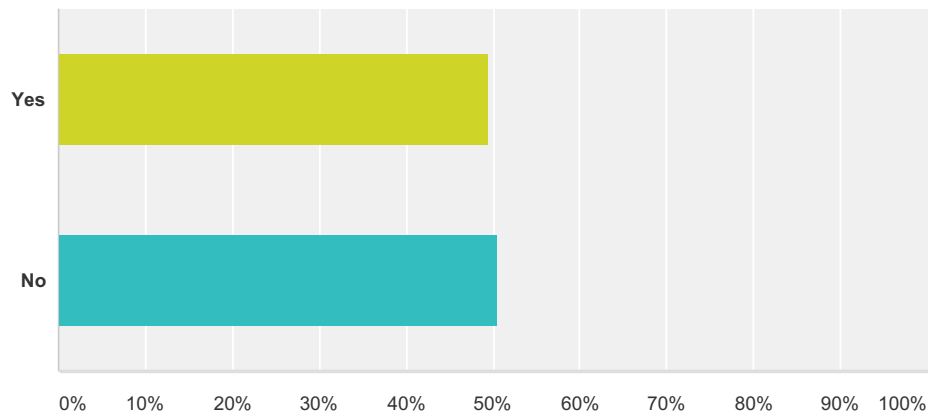
Answered: 1,068 Skipped: 0



Answer Choices	Responses
Yet to buy	8.52% 91
1	17.70% 189
2-4	44.38% 474
5-10	23.03% 246
11-15	4.12% 44
16-20	1.40% 15
21+	0.84% 9
Total	1,068

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

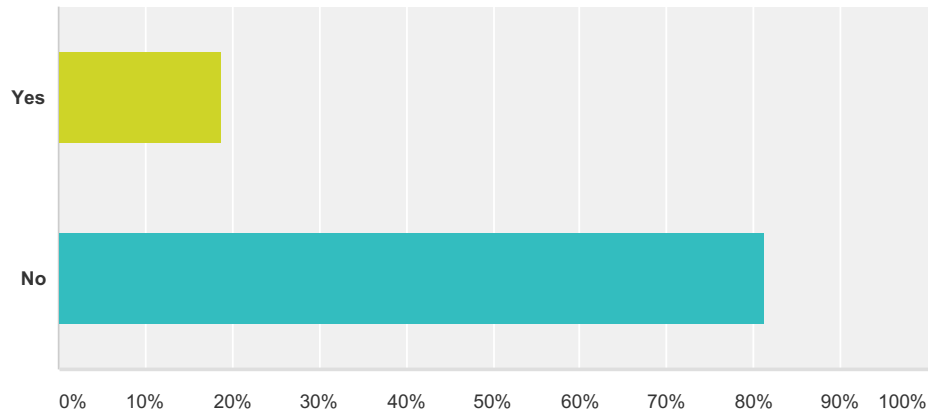
Answered: 1,068 Skipped: 0



Answer Choices	Responses	
Yes	49.44%	528
No	50.56%	540
Total		1,068

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

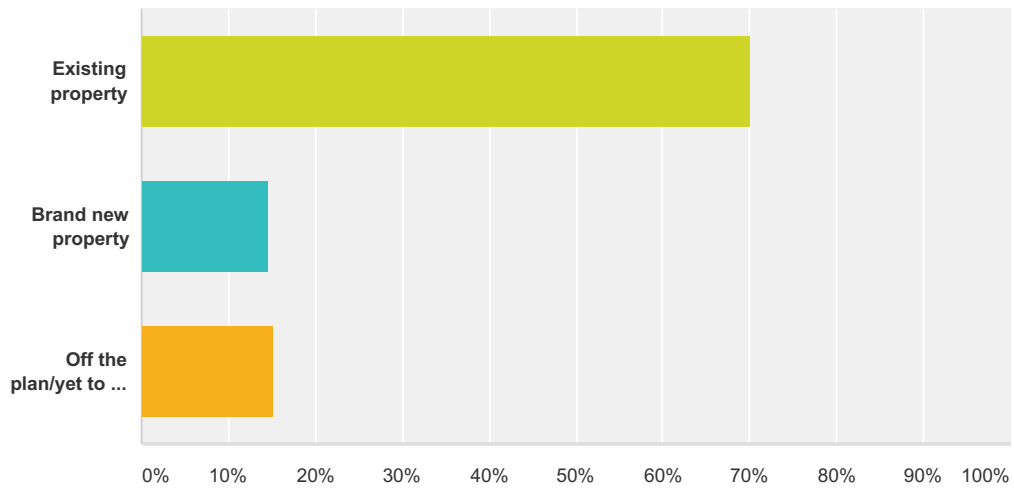
Answered: 716 Skipped: 352



Answer Choices	Responses
Yes	18.72% 134
No	81.28% 582
Total	716

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

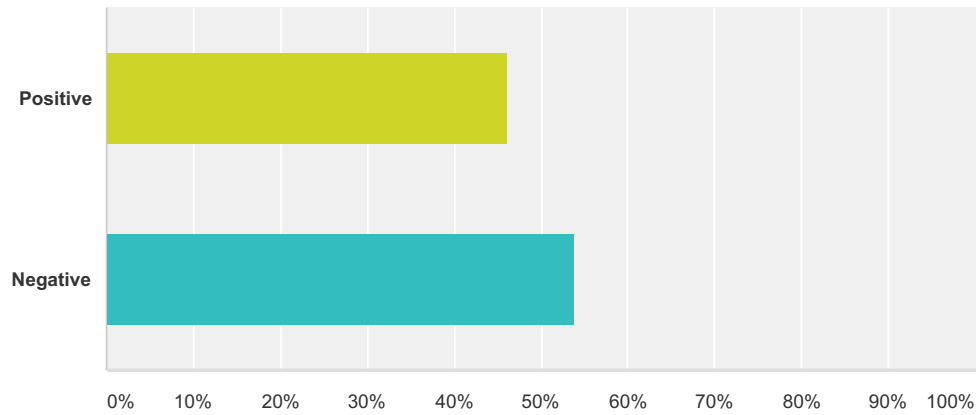
Answered: 329 Skipped: 739



Answer Choices	Responses
Existing property	70.21% 231
Brand new property	14.59% 48
Off the plan/yet to be built	15.20% 50
Total	329

Q5 If you have one or more investment property, does your investment/s generate positive or negative cash flow?

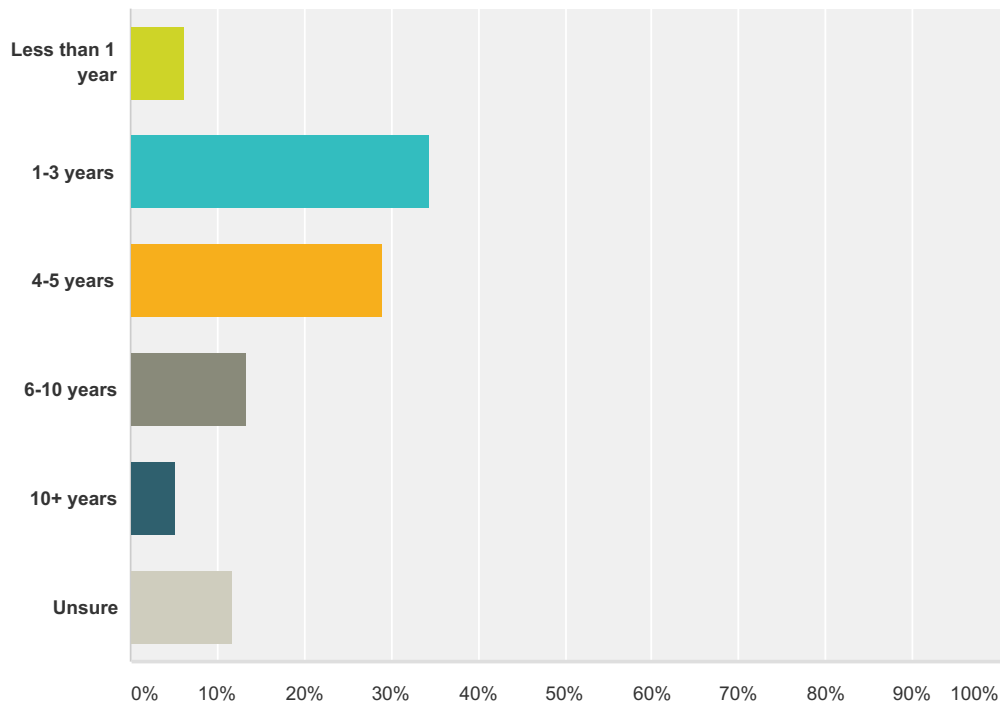
Answered: 964 Skipped: 104



Answer Choices	Responses
Positive	46.06% 444
Negative	53.94% 520
Total	964

Q6 If negative, how long until you expect it will turn positively geared?

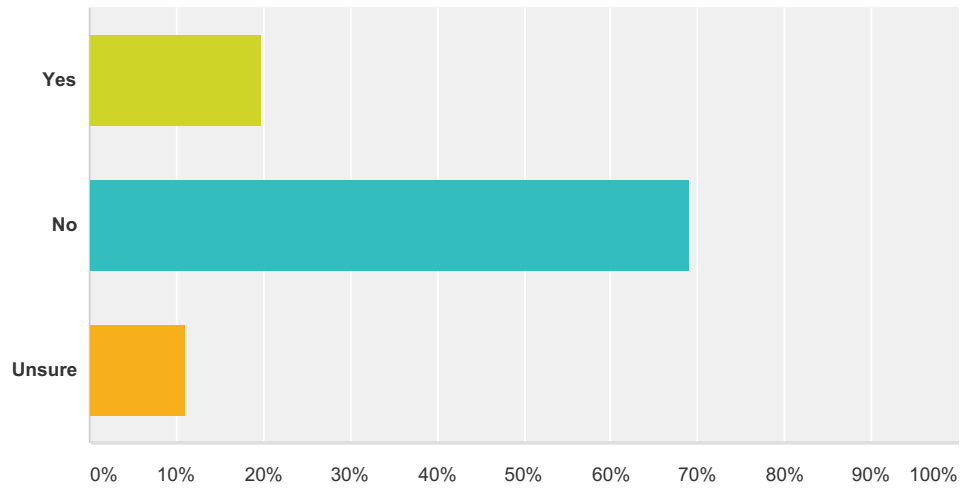
Answered: 567 Skipped: 501



Answer Choices	Responses
Less than 1 year	6.17% 35
1-3 years	34.39% 195
4-5 years	29.10% 165
6-10 years	13.40% 76
10+ years	5.29% 30
Unsure	11.64% 66
Total	567

Q7 Has concern around a property price 'bubble' caused you to put investments plans on hold?

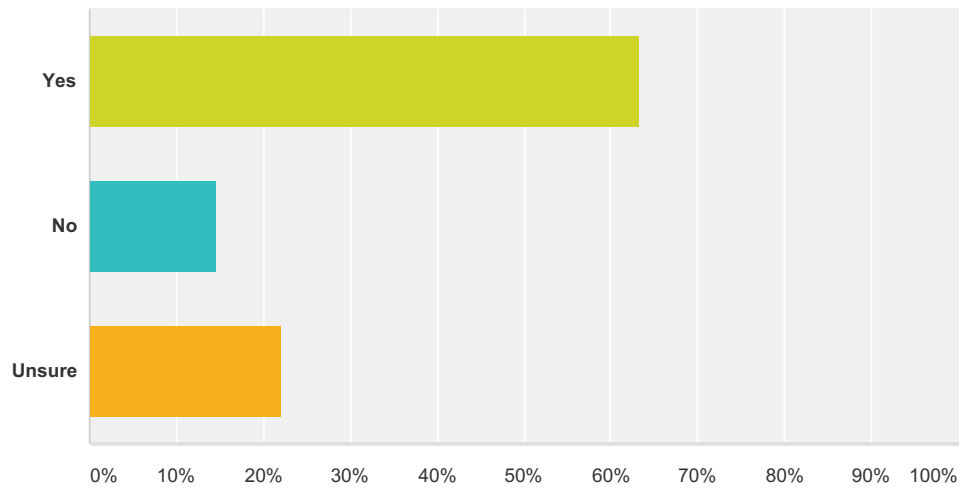
Answered: 1,068 Skipped: 0



Answer Choices	Responses
Yes	19.85% 212
No	69.01% 737
Unsure	11.14% 119
Total	1,068

Q8 Do you believe now is a good time to invest in property

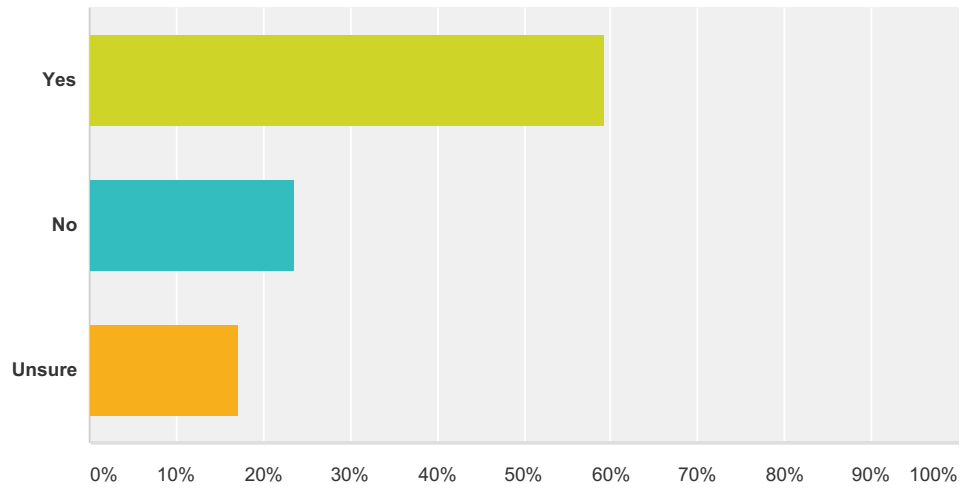
Answered: 1,068 Skipped: 0



Answer Choices	Responses
Yes	63.20% 675
No	14.70% 157
Unsure	22.10% 236
Total	1,068

Q9 Are you looking to purchase an investment property in the next 6-12 months?

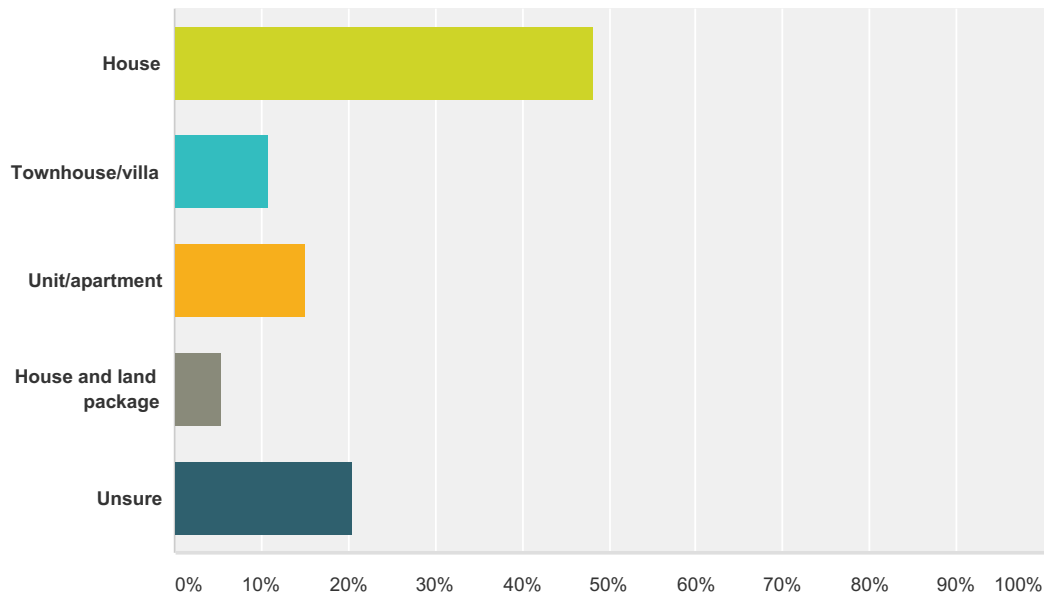
Answered: 1,068 Skipped: 0



Answer Choices	Responses
Yes	59.36% 634
No	23.50% 251
Unsure	17.13% 183
Total	1,068

Q10 If so, what type of property would you buy?

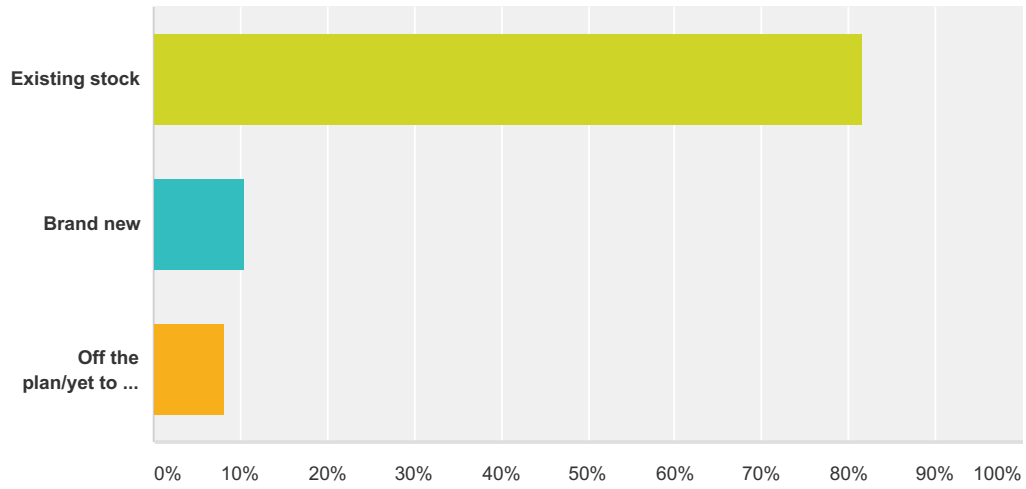
Answered: 881 Skipped: 187



Answer Choices	Responses	Count
House	48.24%	425
Townhouse/villa	10.90%	96
Unit/apartment	14.98%	132
House and land package	5.33%	47
Unsure	20.54%	181
Total		881

Q11 Would you buy:

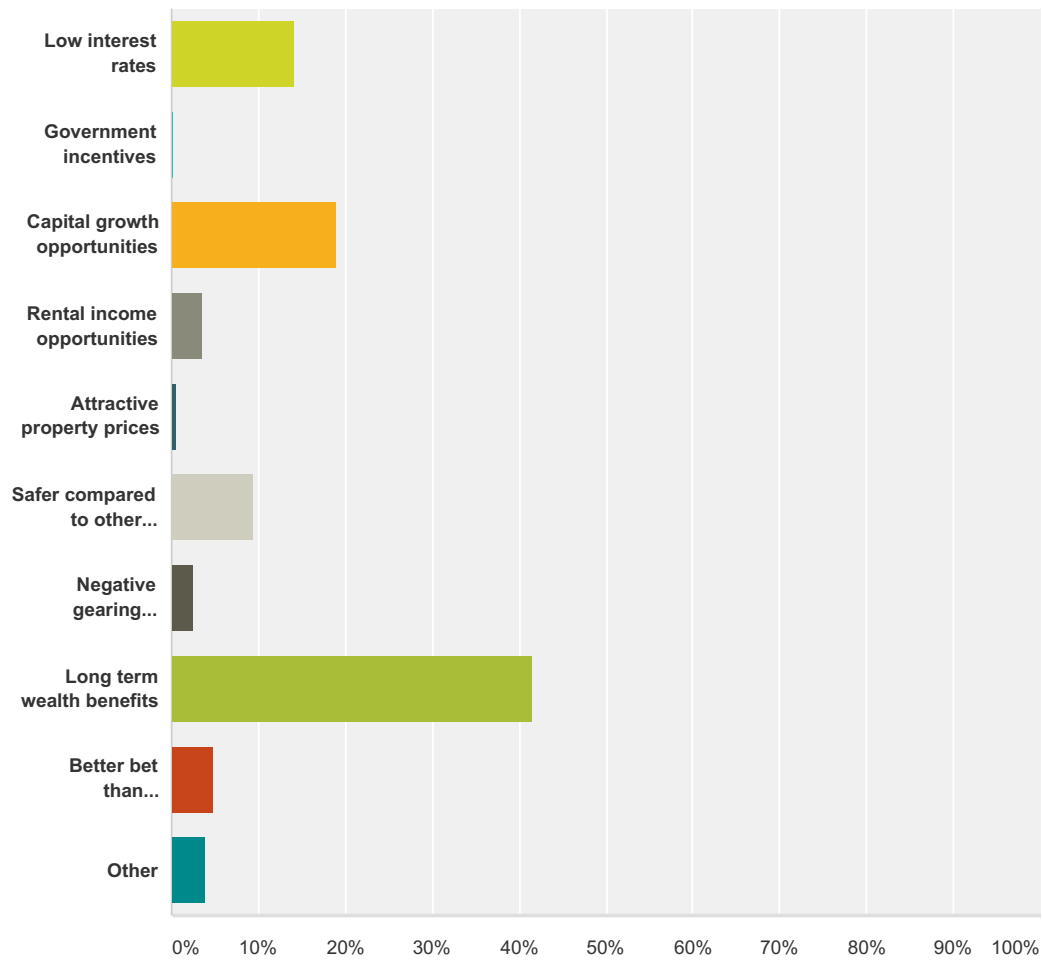
Answered: 944 Skipped: 124



Answer Choices	Responses	
Existing stock	81.57%	770
Brand new	10.38%	98
Off the plan/yet to be built	8.05%	76
Total		944

Q12 Why is investing in property the most attractive investment choice right now?

Answered: 1,068 Skipped: 0



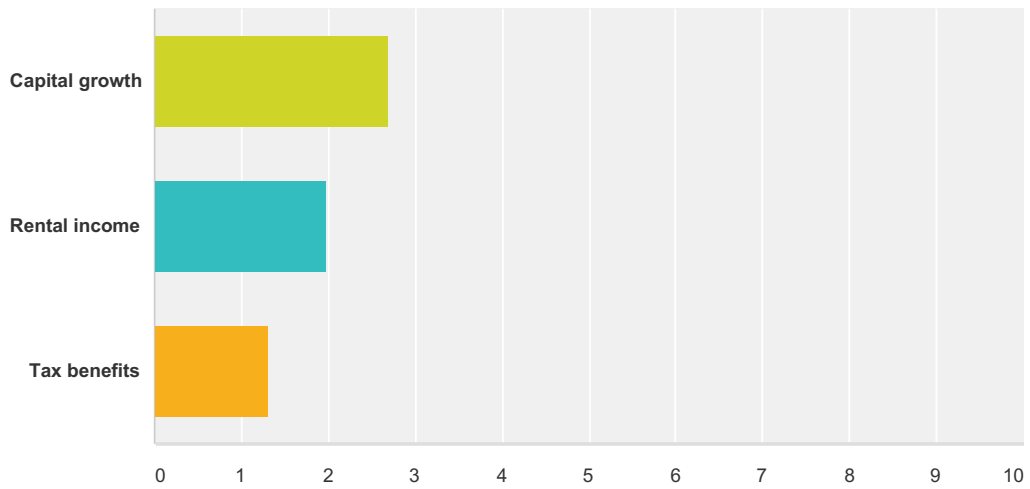
Answer Choices	Responses	Count
Low interest rates	14.14%	151
Government incentives	0.19%	2
Capital growth opportunities	19.10%	204
Rental income opportunities	3.46%	37
Attractive property prices	0.66%	7
Safer compared to other investment options	9.46%	101
Negative gearing benefits	2.53%	27
Long term wealth benefits	41.57%	444
Better bet than superannuation	4.87%	52
Other	4.03%	43

2015 PIPA Annual Investor Sentiment Survey

Total	1,068
-------	-------

Q13 Why invest in property? Rank in order of importance:

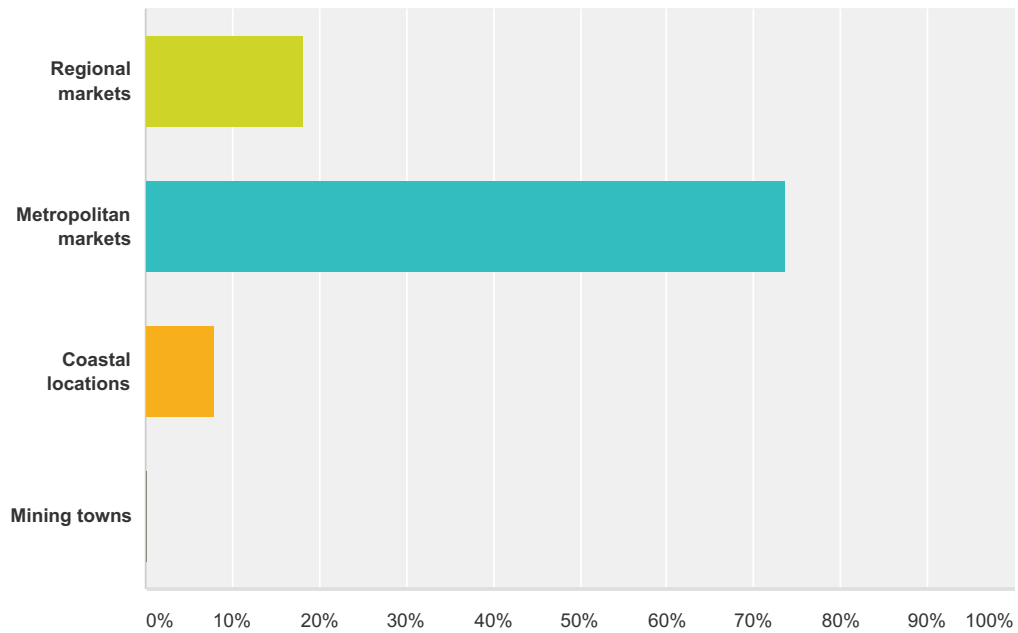
Answered: 1,068 Skipped: 0



	1	2	3	Total	Score
Capital growth	75.66% 808	18.82% 201	5.52% 59	1,068	2.70
Rental income	17.60% 188	63.01% 673	19.38% 207	1,068	1.98
Tax benefits	6.74% 72	18.16% 194	75.09% 802	1,068	1.32

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

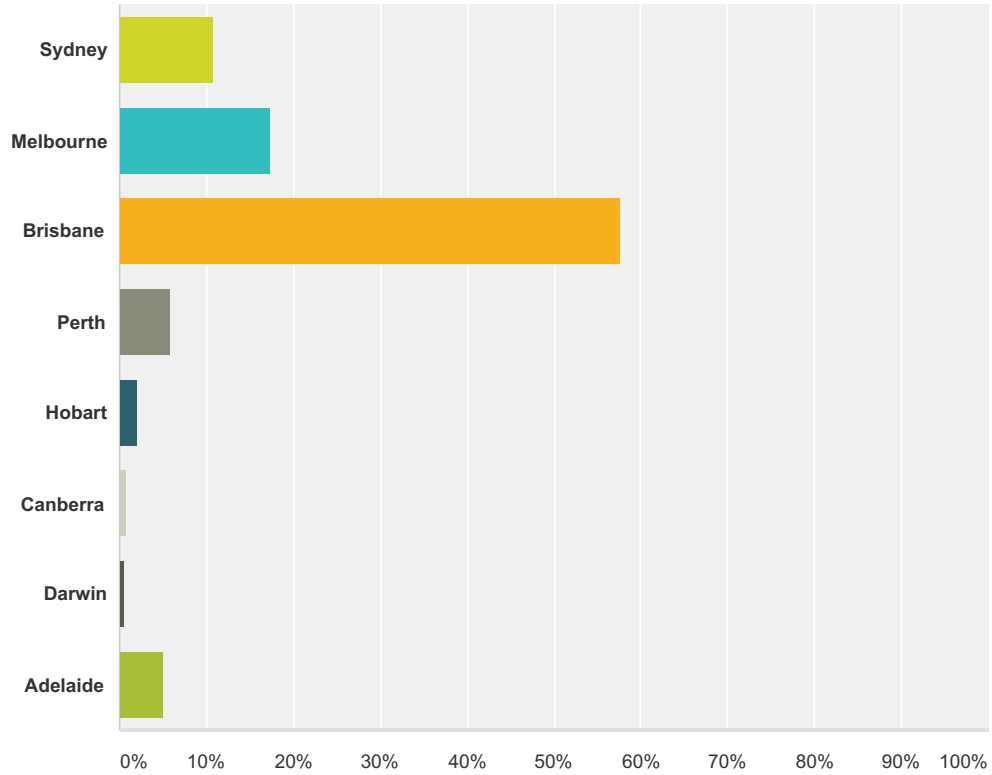
Answered: 1,068 Skipped: 0



Answer Choices	Responses	Count
Regional markets	18.26%	195
Metropolitan markets	73.60%	786
Coastal locations	7.96%	85
Mining towns	0.19%	2
Total		1,068

Q15 Which state capital do you believe currently offers the best investment prospects?

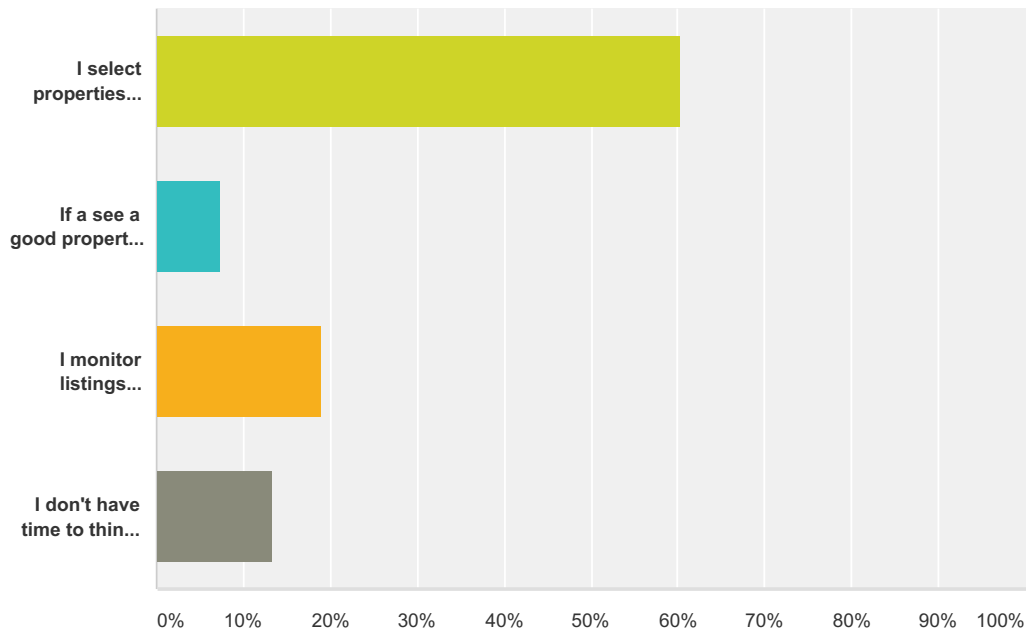
Answered: 1,068 Skipped: 0



Answer Choices	Responses
Sydney	10.77% 115
Melbourne	17.42% 186
Brisbane	57.58% 615
Perth	5.81% 62
Hobart	2.06% 22
Canberra	0.84% 9
Darwin	0.56% 6
Adelaide	4.96% 53
Total	1,068

Q16 Which of the following best describes you as a property investor?

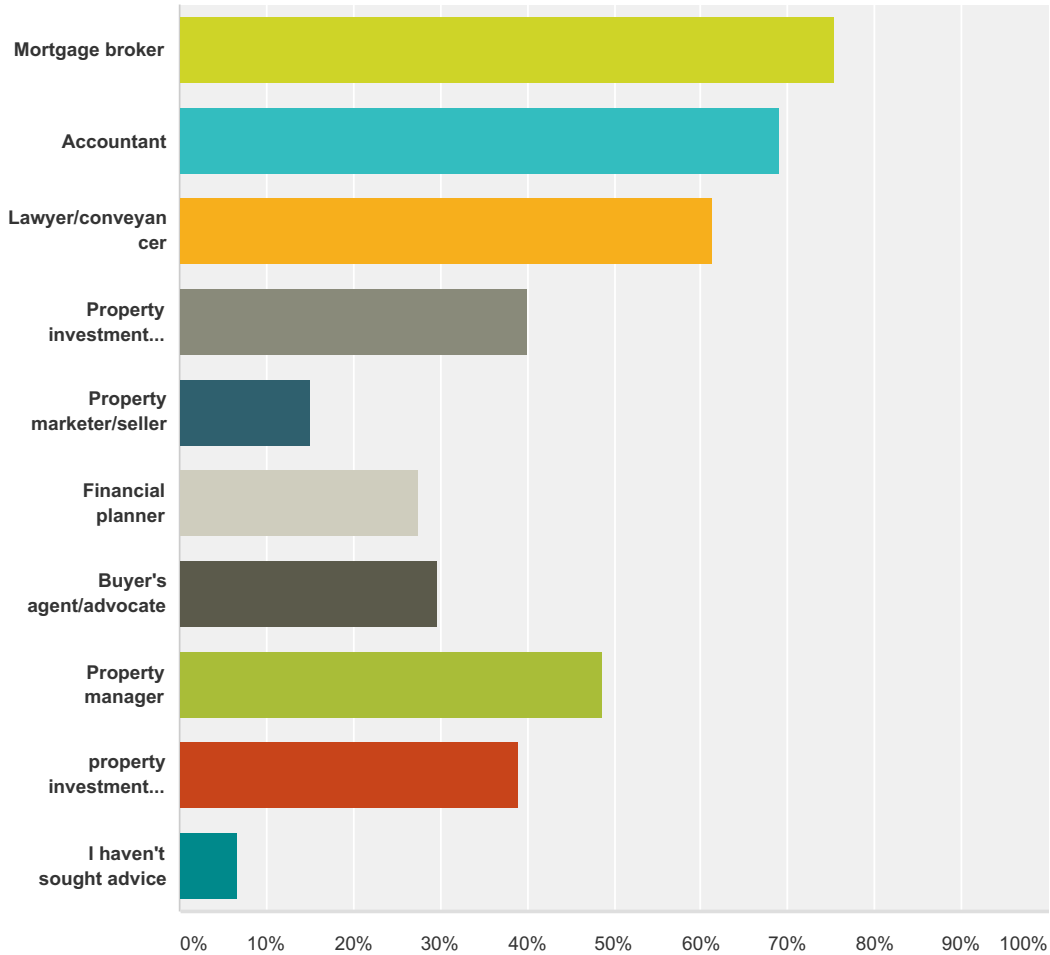
Answered: 1,068 Skipped: 0



Answer Choices	Responses
I select properties carefully based on a long-term investment strategy	60.30% 644
If a see a good property I jump on it - even if I wasn't planning on investing	7.21% 77
I monitor listings constantly for the right property, but I rarely purchase	19.10% 204
I don't have time to think about it - my property professional/s looks after everything for me	13.39% 143
Total	1,068

Q17 Which professionals have you sought services from in the past? (Please select all that apply)

Answered: 1,068 Skipped: 0

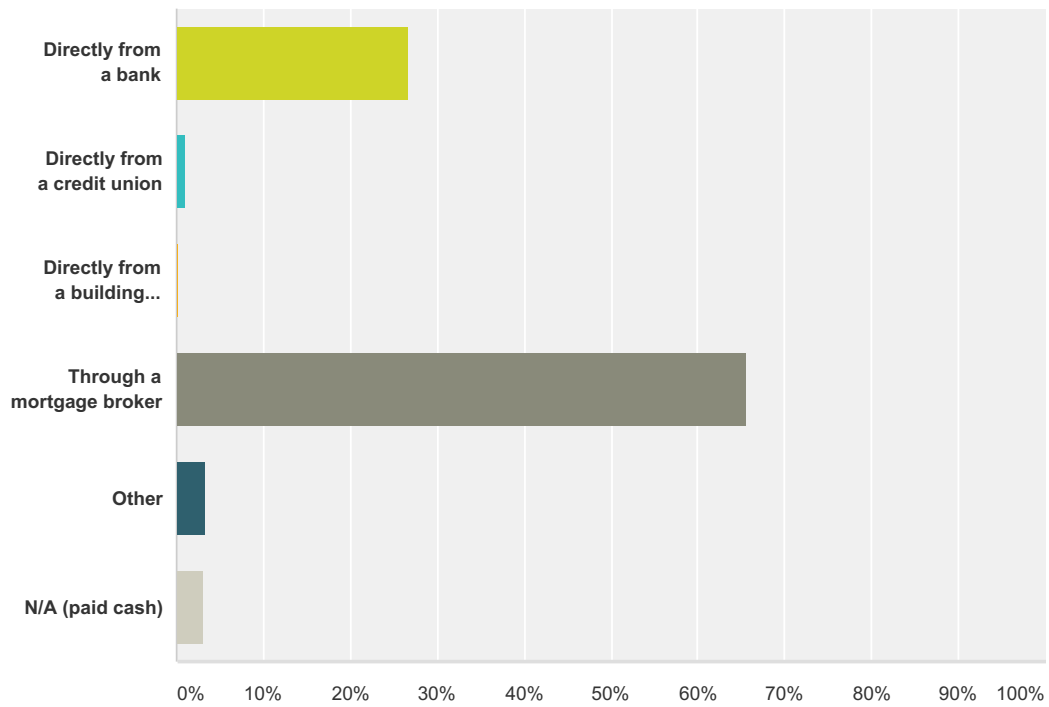


Answer Choices	Responses	Count
Mortgage broker	75.47%	806
Accountant	69.19%	739
Lawyer/conveyancer	61.33%	655
Property investment adviser	39.98%	427
Property marketer/seller	14.98%	160
Financial planner	27.62%	295
Buyer's agent/advocate	29.59%	316
Property manager	48.60%	519
property investment educator/coach	38.95%	416
I haven't sought advice	6.65%	71

Total Respondents: 1,068

Q18 How did you secure your last investment loan?

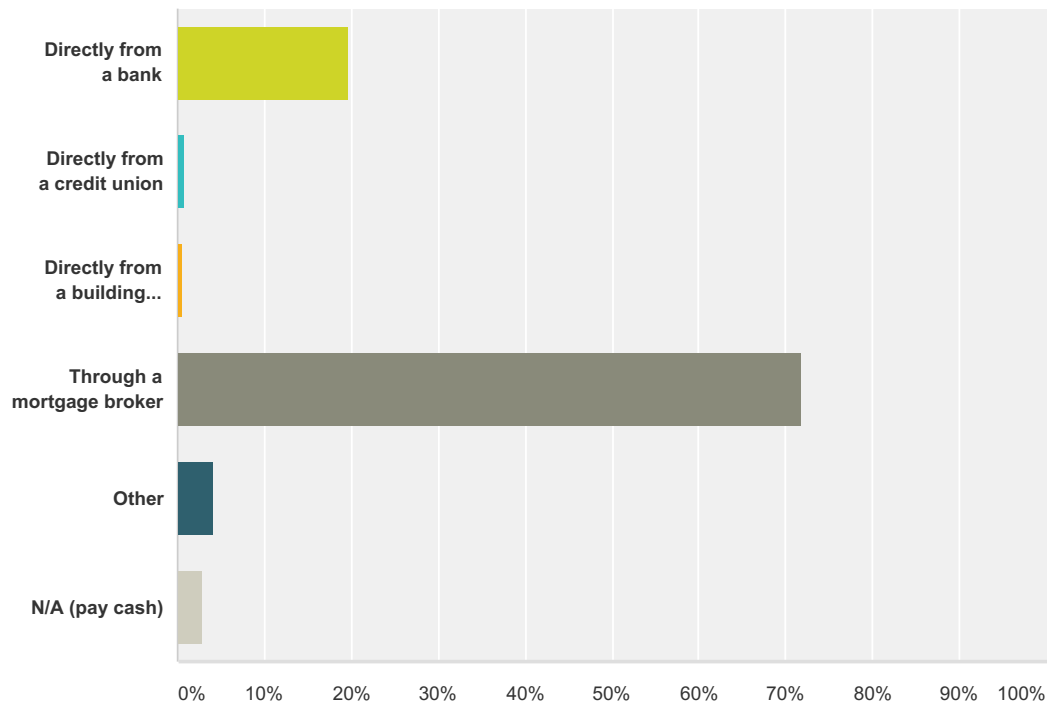
Answered: 1,068 Skipped: 0



Answer Choices	Responses
Directly from a bank	26.69% 285
Directly from a credit union	1.12% 12
Directly from a building society	0.28% 3
Through a mortgage broker	65.54% 700
Other	3.28% 35
N/A (paid cash)	3.09% 33
Total	1,068

Q19 How do you intend to secure finance for your next investment loan?

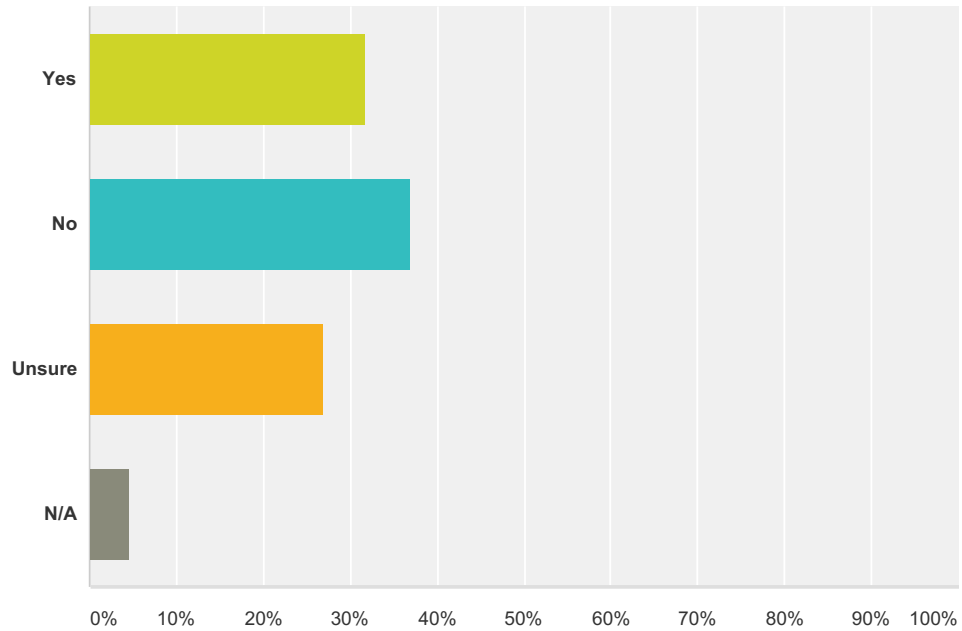
Answered: 1,068 Skipped: 0



Answer Choices	Responses
Directly from a bank	19.57% 209
Directly from a credit union	0.94% 10
Directly from a building society	0.56% 6
Through a mortgage broker	71.82% 767
Other	4.21% 45
N/A (pay cash)	2.90% 31
Total	1,068

Q20 Have recent changes to lenders' investor lending policies impacted your ability to secure finance for an investment property?

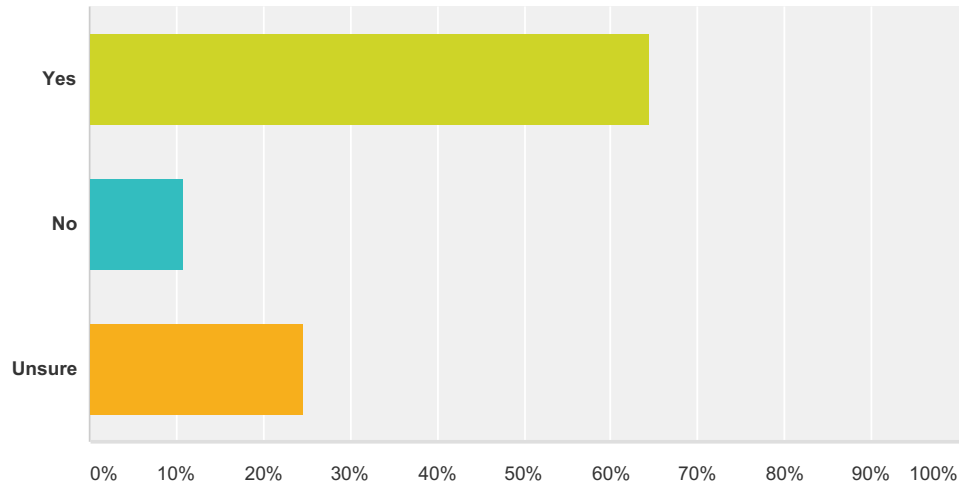
Answered: 1,068 Skipped: 0



Answer Choices	Responses
Yes	31.65% 338
No	36.89% 394
Unsure	26.87% 287
N/A	4.59% 49
Total	1,068

Q21 Would you still buy an investment property if lenders charged higher interest rates for you as an investor, compared to owner occupier?

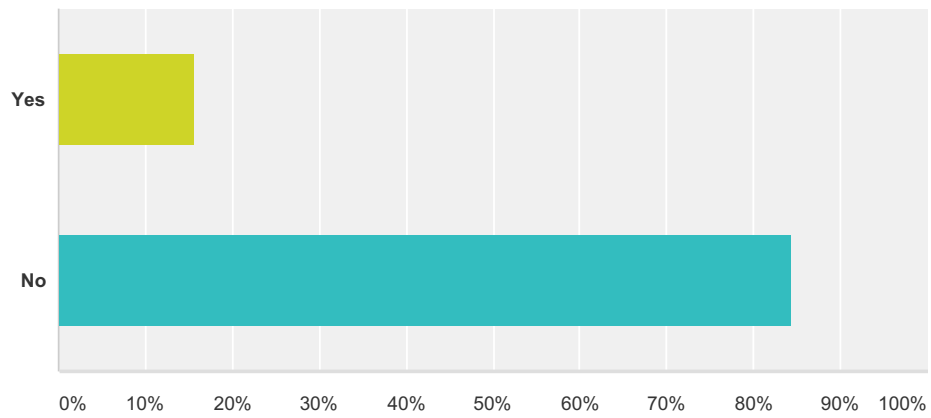
Answered: 1,068 Skipped: 0



Answer Choices	Responses	Count
Yes	64.61%	690
No	10.77%	115
Unsure	24.63%	263
Total		1,068

Q22 Have you invested in property via a self-managed super fund (SMSF)?

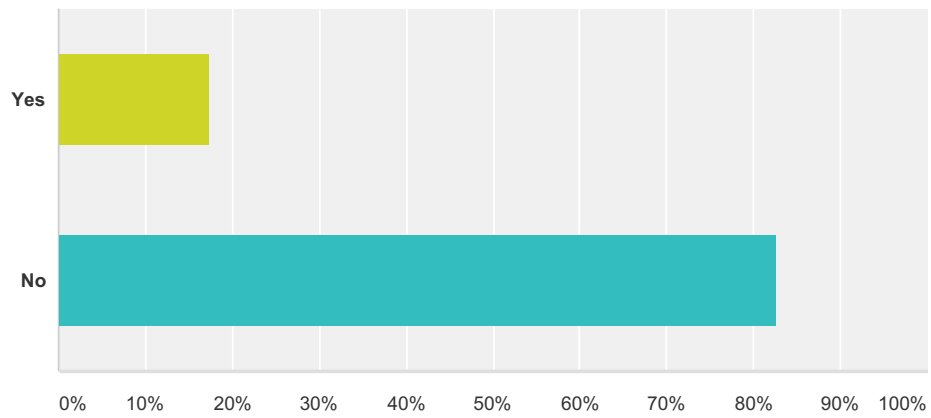
Answered: 1,068 Skipped: 0



Answer Choices	Responses	
Yes	15.73%	168
No	84.27%	900
Total		1,068

Q23 Are you planning to invest in a property via your SMSF within the next 12 months?

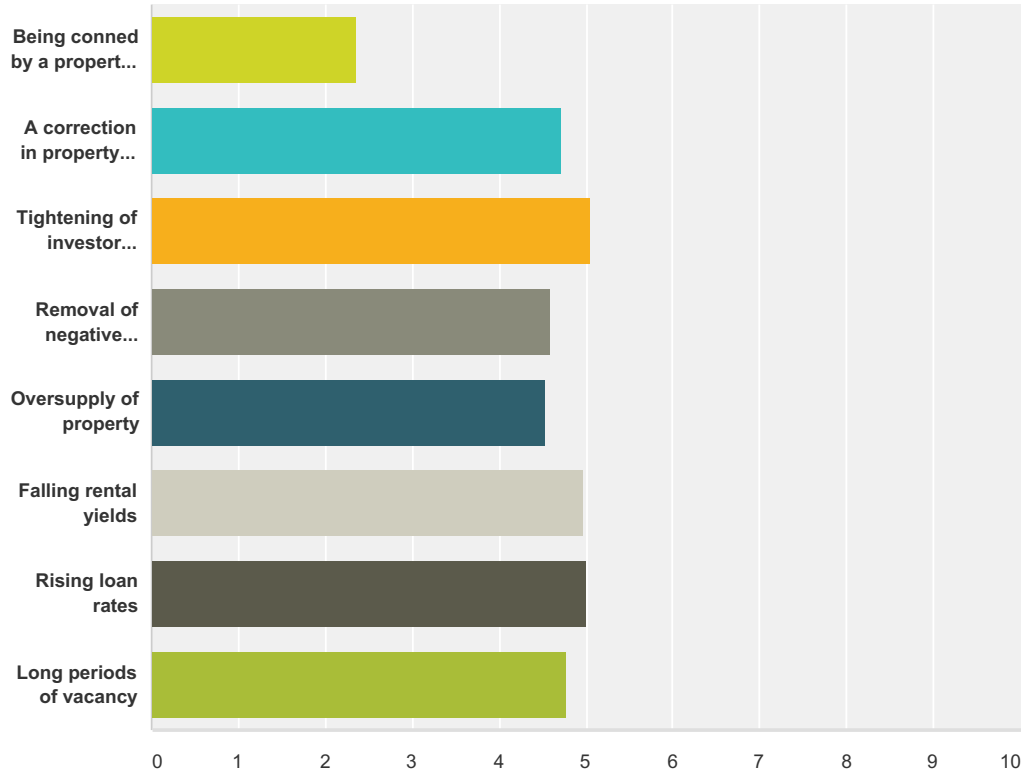
Answered: 1,068 Skipped: 0



Answer Choices	Responses	
Yes	17.42%	186
No	82.58%	882
Total		1,068

Q24 What is currently the biggest concern for you as a property investor? Rank in order of most concerning (1) to least (8):

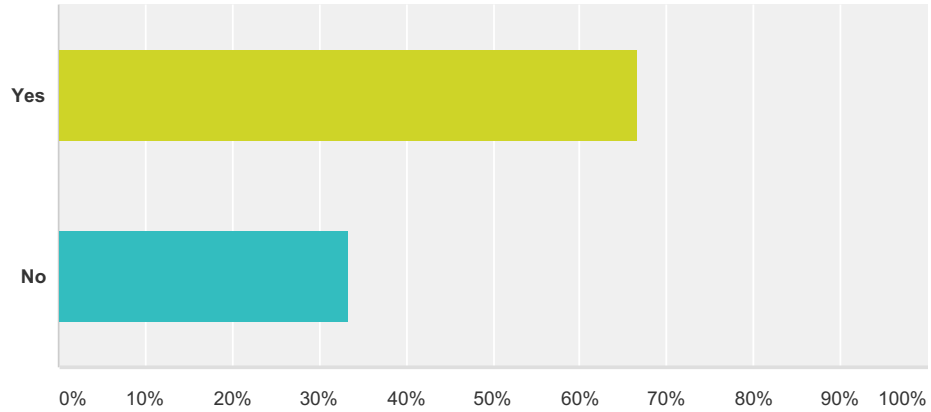
Answered: 1,068 Skipped: 0



	1	2	3	4	5	6	7	8	Total	Score
Being conned by a property spruiker	9.18% 98	3.37% 36	2.90% 31	2.34% 25	3.09% 33	3.84% 41	10.02% 107	65.26% 697	1,068	2.35
A correction in property prices	18.63% 199	10.49% 112	10.21% 109	10.77% 115	11.89% 127	15.92% 170	17.04% 182	5.06% 54	1,068	4.72
Tightening of investor lending	19.94% 213	14.51% 155	12.45% 133	11.14% 119	10.67% 114	13.39% 143	13.39% 143	4.49% 48	1,068	5.06
Removal of negative gearing	15.82% 169	12.64% 135	9.83% 105	10.67% 114	12.64% 135	13.01% 139	16.10% 172	9.27% 99	1,068	4.59
Oversupply of property	9.74% 104	11.61% 124	12.45% 133	14.42% 154	15.73% 168	15.92% 170	15.54% 166	4.59% 49	1,068	4.52
Falling rental yields	6.27% 67	15.17% 162	19.38% 207	19.66% 210	16.67% 178	14.04% 150	7.21% 77	1.59% 17	1,068	4.96
Rising loan rates	8.90% 95	16.76% 179	19.01% 203	15.26% 163	16.48% 176	12.64% 135	7.87% 84	3.09% 33	1,068	5.01
Long periods of vacancy	11.52% 123	15.45% 165	13.76% 147	15.73% 168	12.83% 137	11.24% 120	12.83% 137	6.65% 71	1,068	4.79

Q25 Do you think Australia needs a more comprehensive education program for property investment?

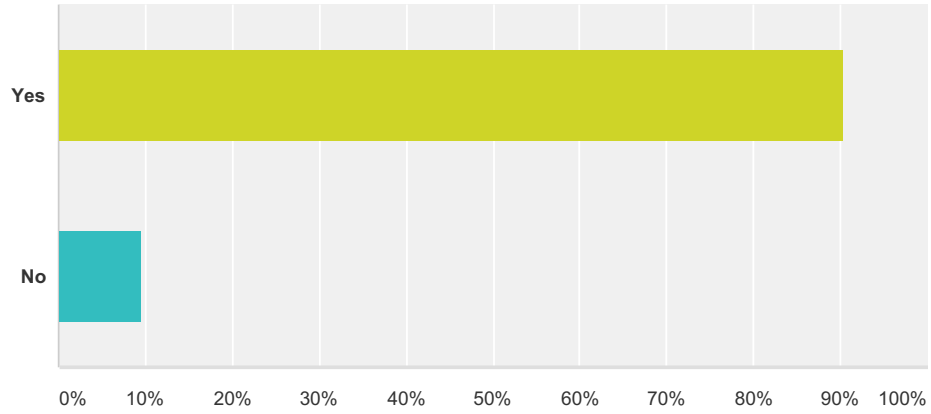
Answered: 1,068 Skipped: 0



Answer Choices	Responses	
Yes	66.67%	712
No	33.33%	356
Total		1,068

Q26 Do you believe people who recommend property investment should be regulated and licensed?

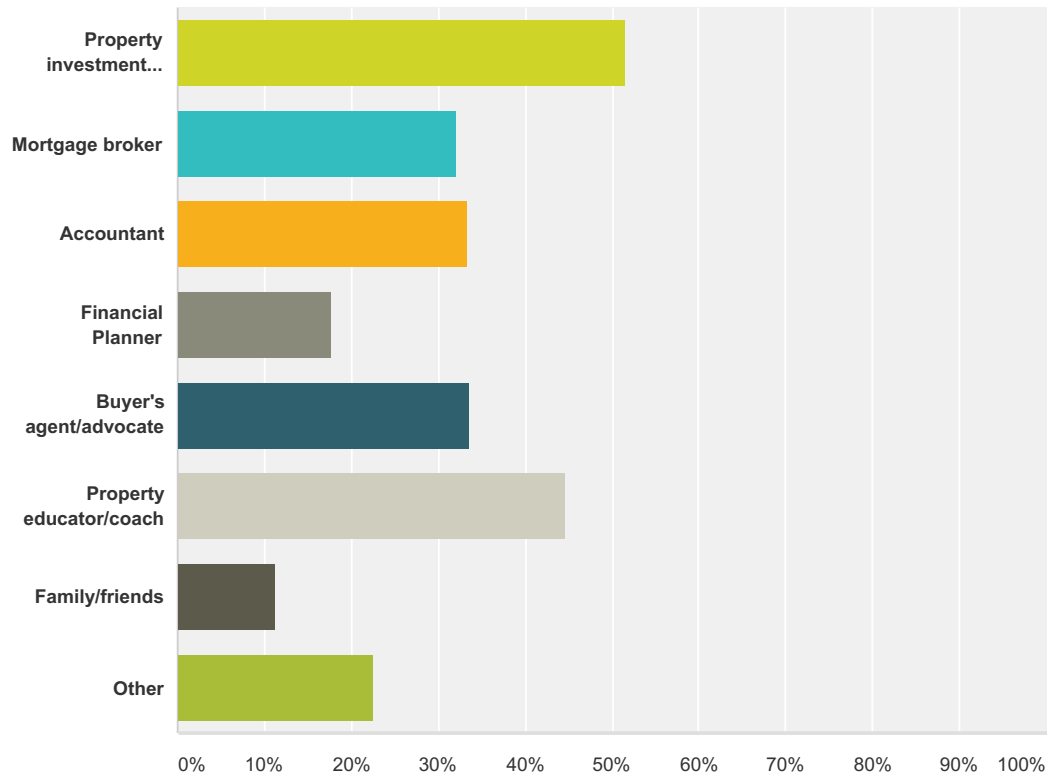
Answered: 1,068 Skipped: 0



Answer Choices	Responses
Yes	90.45% 966
No	9.55% 102
Total	1,068

Q27 Who do you get/will you get your property investment advice from? (Please select all that apply)

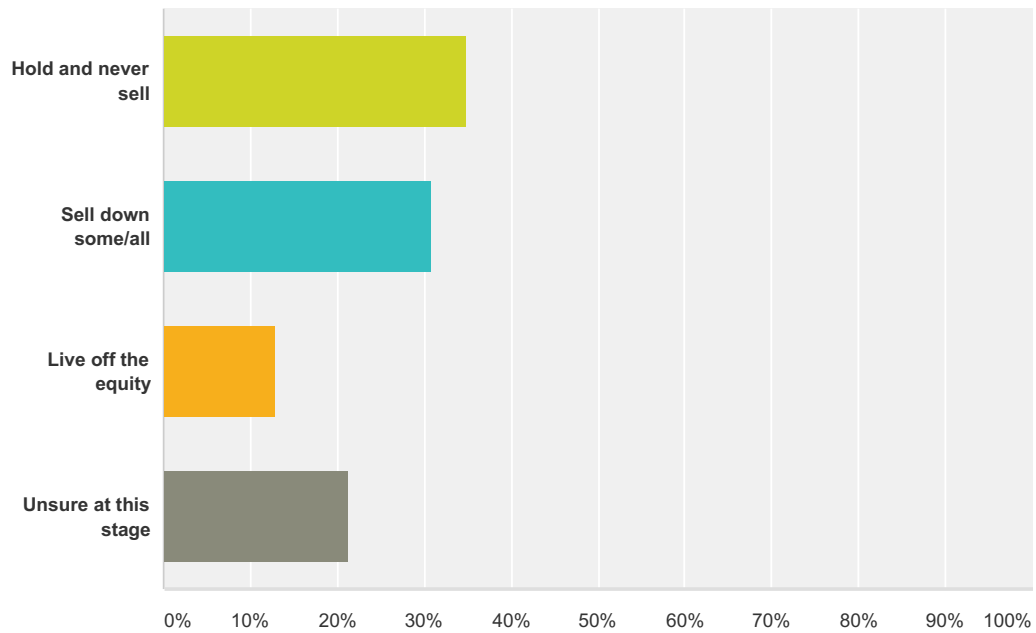
Answered: 1,068 Skipped: 0



Answer Choices	Responses	Count
Property investment adviser	51.50%	550
Mortgage broker	32.21%	344
Accountant	33.33%	356
Financial Planner	17.70%	189
Buyer's agent/advocate	33.71%	360
Property educator/coach	44.76%	478
Family/friends	11.24%	120
Other	22.47%	240
Total Respondents: 1,068		

Q28 What is your property investment exit strategy?

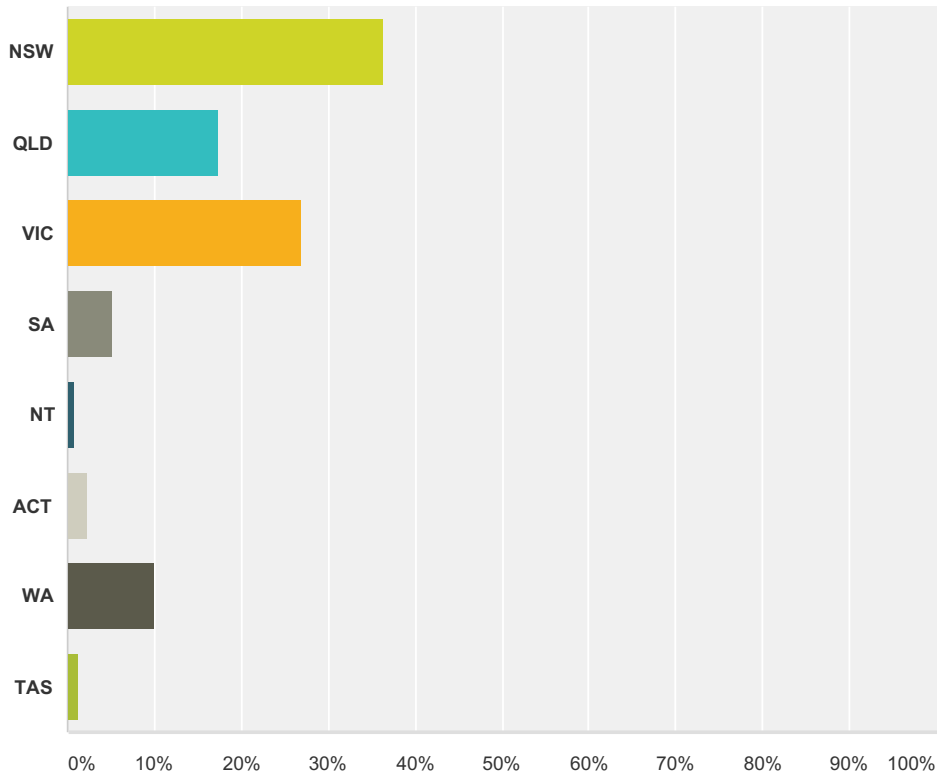
Answered: 1,068 Skipped: 0



Answer Choices	Responses
Hold and never sell	34.93% 373
Sell down some/all	30.81% 329
Live off the equity	12.92% 138
Unsure at this stage	21.35% 228
Total	1,068

Q29 What is your home state/territory?

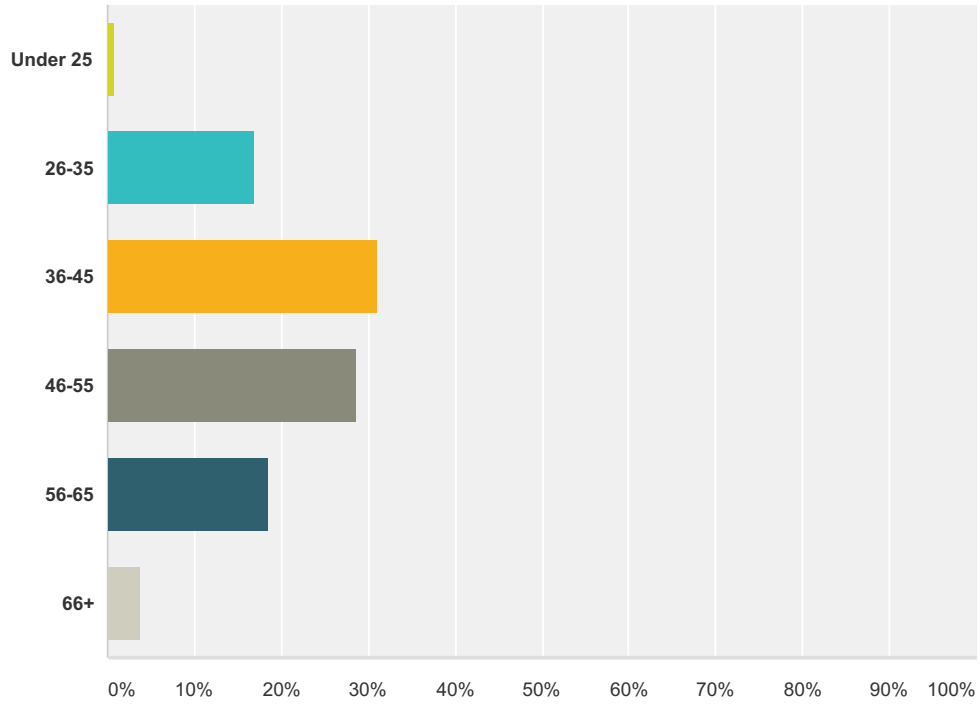
Answered: 1,068 Skipped: 0



Answer Choices	Responses	
NSW	36.24%	387
QLD	17.32%	185
VIC	26.97%	288
SA	5.24%	56
NT	0.75%	8
ACT	2.25%	24
WA	10.02%	107
TAS	1.22%	13
Total		1,068

Q30 What is your age?

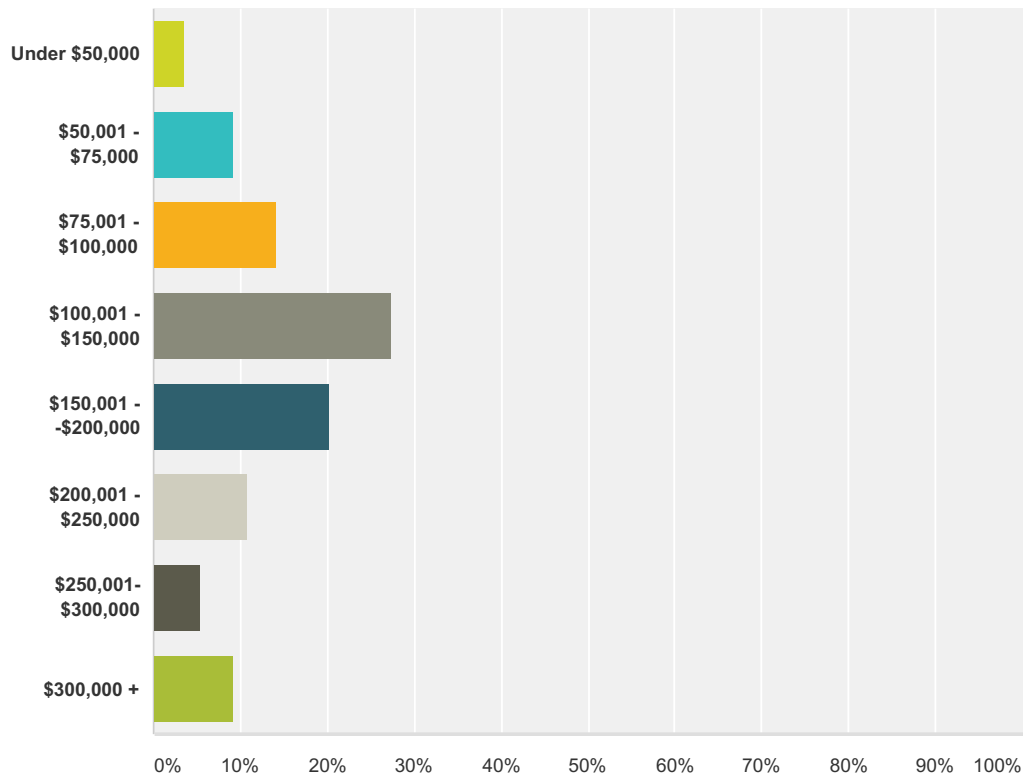
Answered: 1,068 Skipped: 0



Answer Choices	Responses
Under 25	0.94% 10
26-35	16.95% 181
36-45	31.09% 332
46-55	28.65% 306
56-65	18.63% 199
66+	3.75% 40
Total	1,068

Q31 What is your annual household income?

Answered: 1,068 Skipped: 0



Answer Choices	Responses
Under \$50,000	3.65% 39
\$50,001 - \$75,000	9.18% 98
\$75,001 - \$100,000	14.14% 151
\$100,001 - \$150,000	27.34% 292
\$150,001 - \$200,000	20.32% 217
\$200,001 - \$250,000	10.77% 115
\$250,001 - \$300,000	5.43% 58
\$300,000 +	9.18% 98
Total	1,068