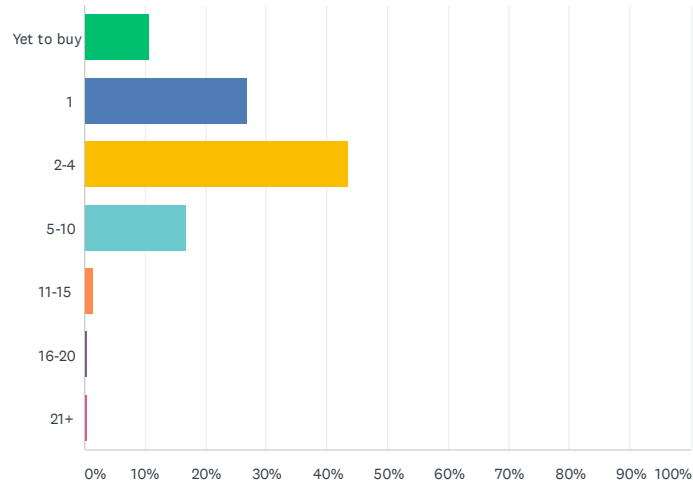


Q1 How many properties are in your investment portfolio?

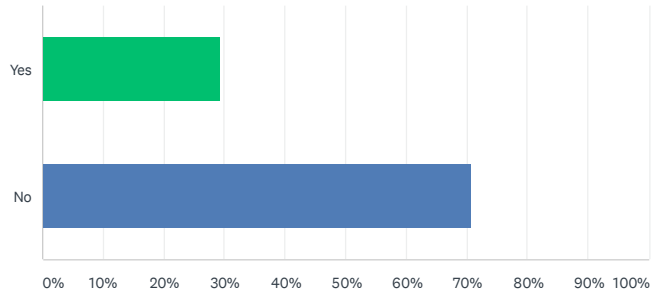
Answered: 1,077 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yet to buy	10.68%	115
1	26.83%	289
2-4	43.45%	468
5-10	16.81%	181
11-15	1.39%	15
16-20	0.37%	4
21+	0.46%	5
TOTAL		1,077

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

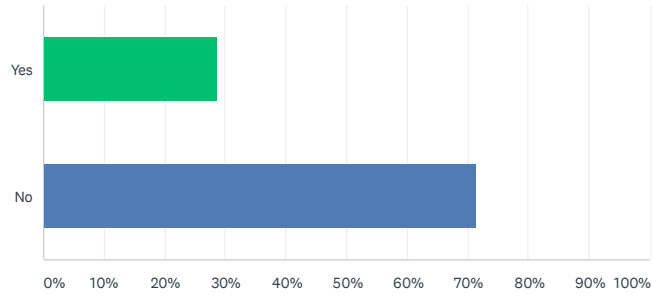
Answered: 1,077 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	29.25%	315
No	70.75%	762
TOTAL		1,077

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

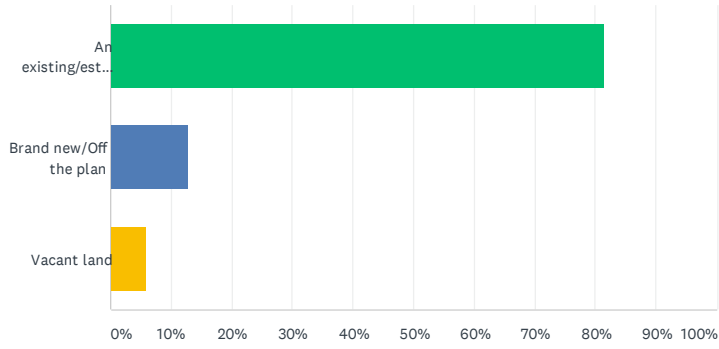
Answered: 315 Skipped: 762



ANSWER CHOICES	RESPONSES	
Yes	28.57%	90
No	71.43%	225
TOTAL		315

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

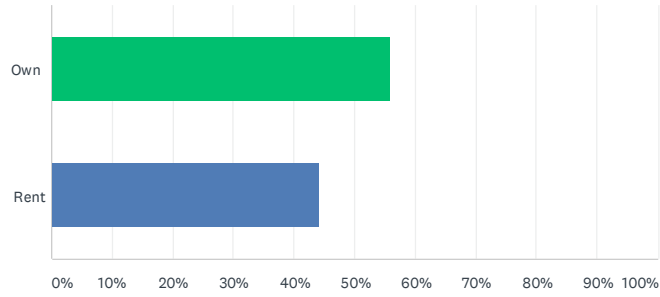
Answered: 86 Skipped: 991



ANSWER CHOICES	RESPONSES	
An existing/established property	81.40%	70
Brand new/Off the plan	12.79%	11
Vacant land	5.81%	5
TOTAL		86

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

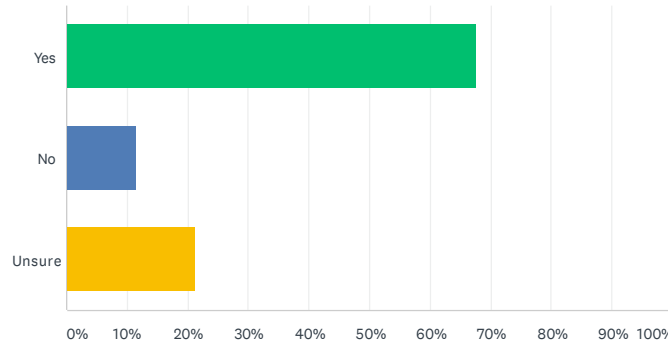
Answered: 86 Skipped: 991



ANSWER CHOICES	RESPONSES	
Own	55.81%	48
Rent	44.19%	38
TOTAL		86

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

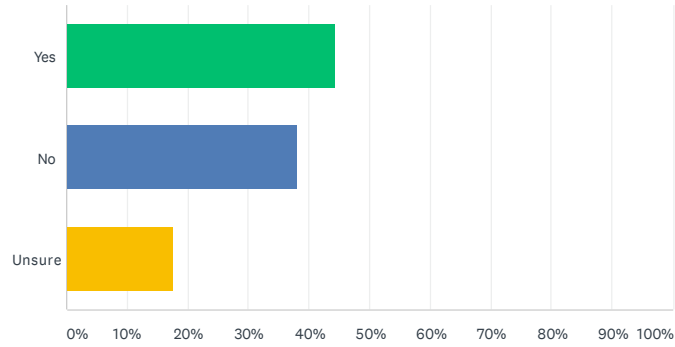
Answered: 1,064 Skipped: 13



ANSWER CHOICES	RESPONSES	
Yes	67.48%	718
No	11.47%	122
Unsure	21.05%	224
TOTAL		1,064

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

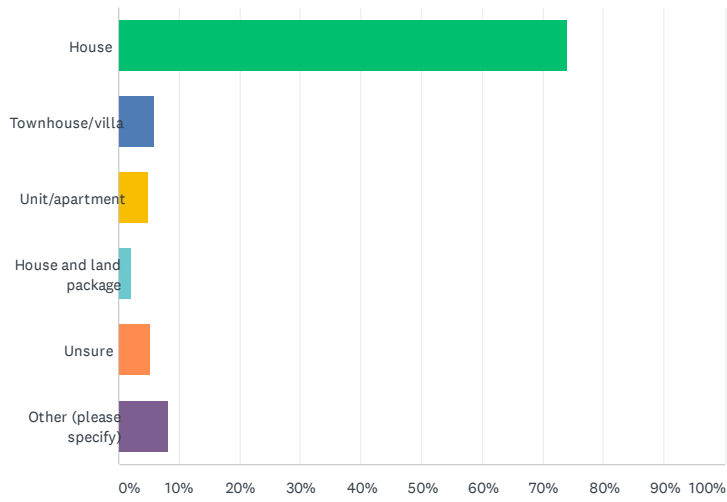
Answered: 1,064 Skipped: 13



ANSWER CHOICES	RESPONSES	
Yes	44.27%	471
No	38.16%	406
Unsure	17.58%	187
TOTAL		1,064

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

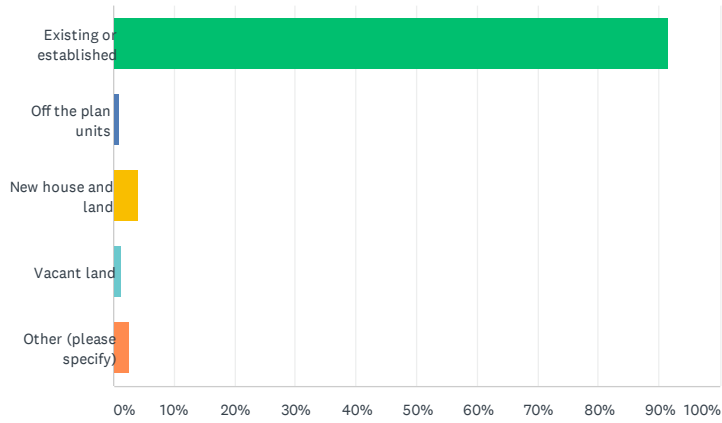
Answered: 588 Skipped: 489



ANSWER CHOICES	RESPONSES	
House	73.98%	435
Townhouse/villa	5.78%	34
Unit/apartment	4.76%	28
House and land package	2.04%	12
Unsure	5.27%	31
Other (please specify)	8.16%	48
TOTAL		588

Q9 Would you buy:

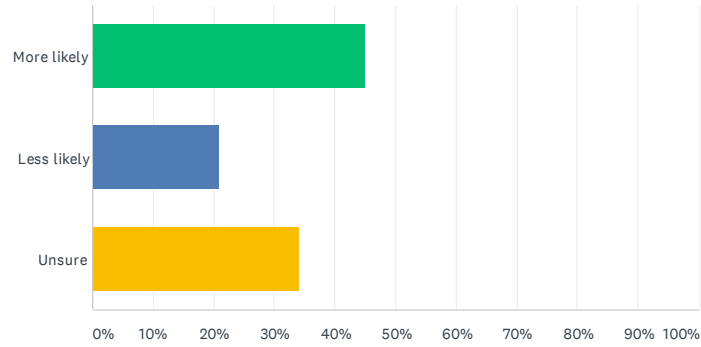
Answered: 587 Skipped: 490



ANSWER CHOICES	RESPONSES	
Existing or established	91.48%	537
Off the plan units	0.85%	5
New house and land	3.92%	23
Vacant land	1.19%	7
Other (please specify)	2.56%	15
TOTAL		587

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

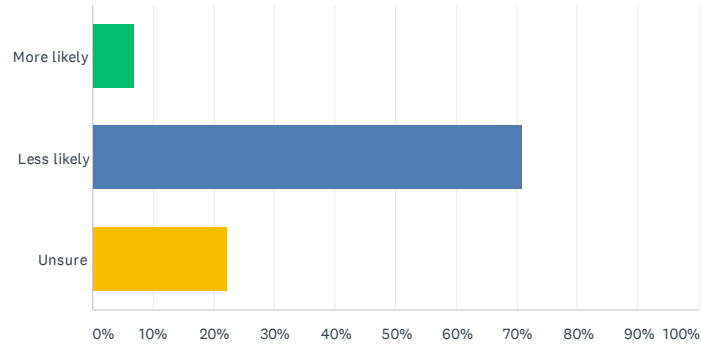
Answered: 588 Skipped: 489



ANSWER CHOICES	RESPONSES	
More likely	44.90%	264
Less likely	20.92%	123
Unsure	34.18%	201
TOTAL		588

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

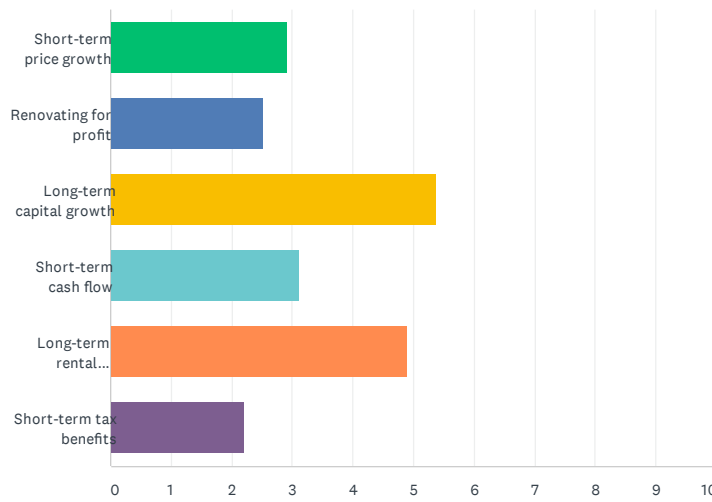
Answered: 588 Skipped: 489



ANSWER CHOICES	RESPONSES	
More likely	6.80%	40
Less likely	70.92%	417
Unsure	22.28%	131
TOTAL		588

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: 942 Skipped: 135

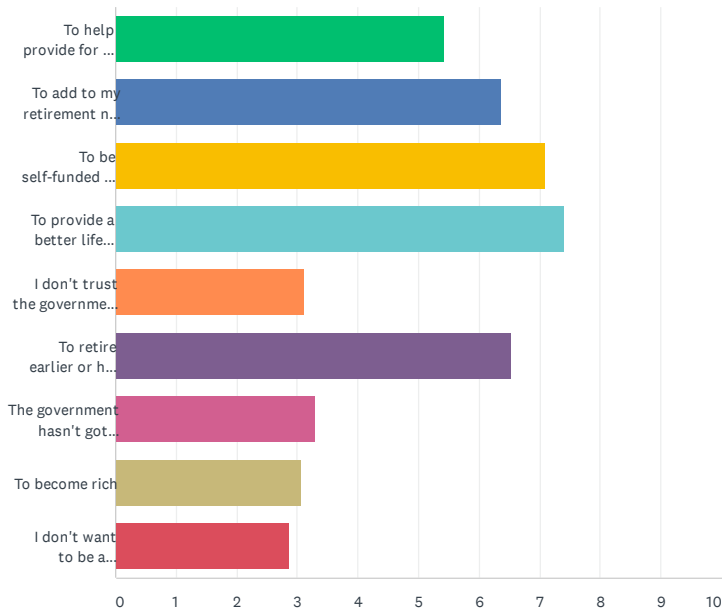


	1	2	3	4	5	6	TOTAL	SCORE
Short-term price growth	3.18% 30	6.48% 61	22.29% 210	27.81% 262	26.75% 252	13.48% 127	942	2.91
Renovating for profit	3.50% 33	5.10% 48	18.79% 177	17.62% 166	21.97% 207	33.01% 311	942	2.51
Long-term capital growth	62.10% 585	24.42% 230	6.37% 60	3.72% 35	2.02% 19	1.38% 13	942	5.37
Short-term cash flow	3.82% 36	9.13% 86	25.27% 238	27.07% 255	25.80% 243	8.92% 84	942	3.11
Long-term rental (passive) income	26.43% 249	51.70% 487	12.21% 115	5.63% 53	2.97% 28	1.06% 10	942	4.90
Short-term tax benefits	0.96% 9	3.18% 30	15.07% 142	18.15% 171	20.49% 193	42.14% 397	942	2.20

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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)

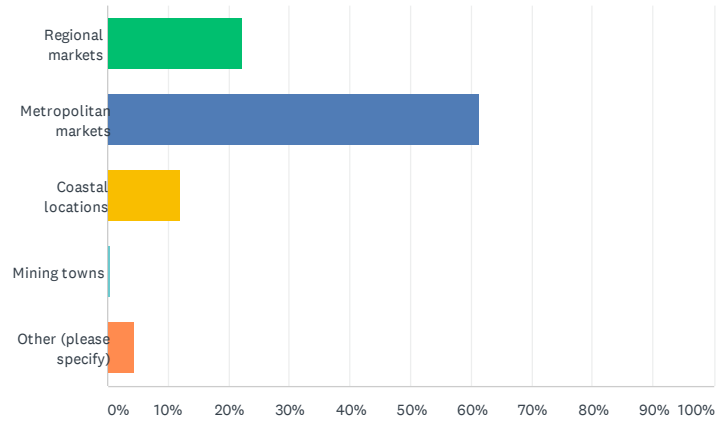
Answered: 938 Skipped: 139



	1	2	3	4	5	6	7	8	9	TOTAL	SCORE
To help provide for my child/children	7.02% 65	11.77% 109	16.41% 152	17.28% 160	18.25% 169	9.61% 89	5.62% 52	5.29% 49	8.75% 81	926	5.42
To add to my retirement nest egg	10.26% 95	18.03% 167	20.09% 186	21.27% 197	16.20% 150	10.15% 94	2.81% 26	0.86% 8	0.32% 3	926	6.37
To be self-funded in retirement	25.89% 241	21.59% 201	19.98% 186	13.96% 130	11.39% 106	3.65% 34	2.79% 26	0.43% 4	0.32% 3	931	7.10
To provide a better life financially for myself (and my family)	31.61% 294	23.76% 221	18.17% 169	14.19% 132	7.53% 70	2.26% 21	1.40% 13	0.65% 6	0.43% 4	930	7.40
I don't trust the government with my superannuation	1.41% 13	2.28% 21	2.71% 25	4.34% 40	8.03% 74	17.59% 162	19.33% 178	21.72% 200	22.58% 208	921	3.11
To retire earlier or have the option to work less	20.47% 190	17.46% 162	16.06% 149	14.98% 139	14.87% 138	7.87% 73	4.85% 45	1.94% 18	1.51% 14	928	6.52
The government hasn't got enough money to pay a reasonable pension to me in retirement	0.97% 9	1.08% 10	2.06% 19	5.09% 47	8.33% 77	18.72% 173	31.71% 293	23.27% 215	8.77% 81	924	3.29
To become rich	2.49% 23	2.71% 25	2.27% 21	4.87% 45	9.20% 85	14.72% 136	13.20% 122	20.89% 193	29.65% 274	924	3.05
I don't want to be a financial burden on the government when I/we retire. I want to pay my own way	0.86% 8	2.05% 19	2.59% 24	4.00% 37	6.16% 57	14.70% 136	17.73% 164	24.65% 228	27.24% 252	925	2.86

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

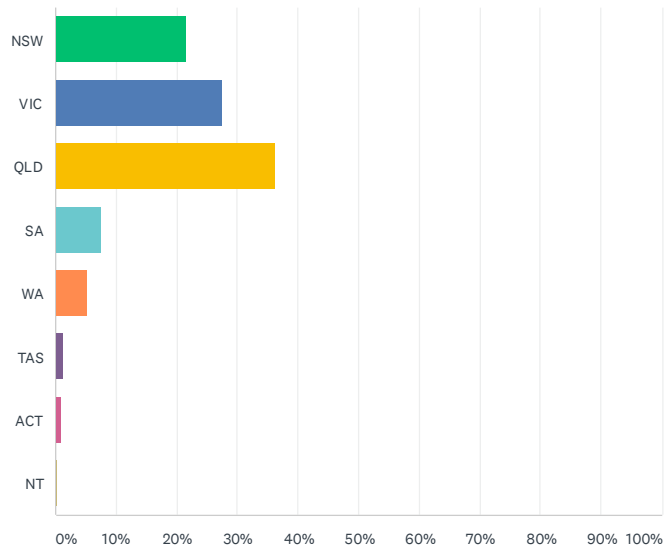
Answered: 942 Skipped: 135



ANSWER CHOICES	RESPONSES	
Regional markets	22.19%	209
Metropolitan markets	61.25%	577
Coastal locations	11.89%	112
Mining towns	0.32%	3
Other (please specify)	4.35%	41
TOTAL		942

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

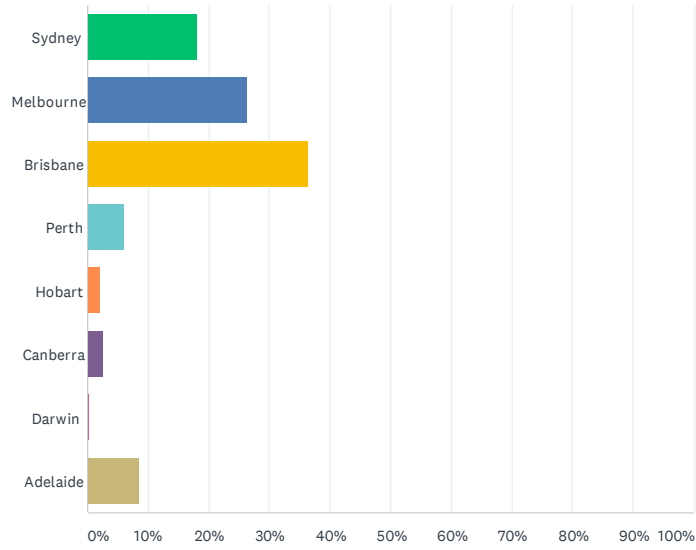
Answered: 942 Skipped: 135



ANSWER CHOICES	RESPONSES	
NSW	21.44%	202
VIC	27.49%	259
QLD	36.09%	340
SA	7.43%	70
WA	5.31%	50
TAS	1.17%	11
ACT	0.85%	8
NT	0.21%	2
TOTAL		942

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

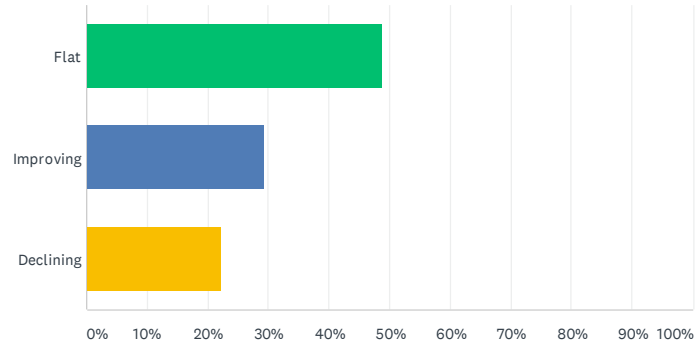
Answered: 940 Skipped: 137



ANSWER CHOICES	RESPONSES	
Sydney	17.98%	169
Melbourne	26.28%	247
Brisbane	36.38%	342
Perth	6.17%	58
Hobart	2.02%	19
Canberra	2.45%	23
Darwin	0.21%	2
Adelaide	8.51%	80
TOTAL		940

Q17 In your opinion is the property market in your State or Territory flat, improving or declining?

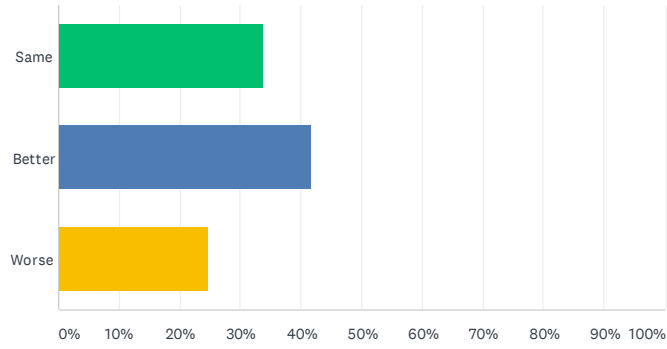
Answered: 942 Skipped: 135



ANSWER CHOICES	RESPONSES	
Flat	48.73%	459
Improving	29.19%	275
Declining	22.08%	208
TOTAL		942

Q18 Do you see property prices in your State staying the same, better or worse in 12 months' time?

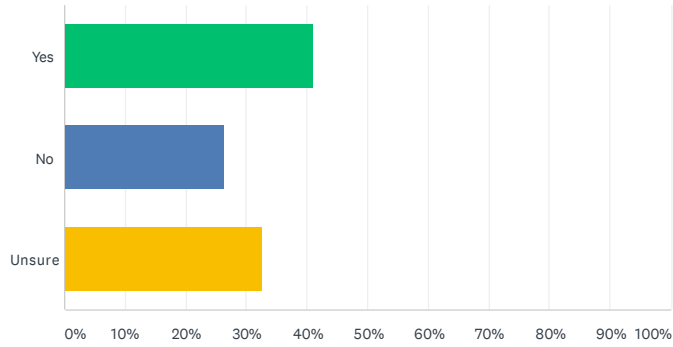
Answered: 942 Skipped: 135



ANSWER CHOICES	RESPONSES	
Same	33.65%	317
Better	41.72%	393
Worse	24.63%	232
TOTAL		942

Q19 Do you intend to buy your next investment property in a different State than the one you live in?

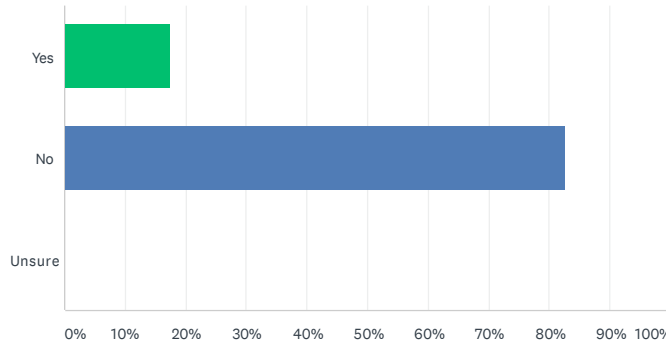
Answered: 940 Skipped: 137



ANSWER CHOICES	RESPONSES	
Yes	41.06%	386
No	26.38%	248
Unsure	32.55%	306
TOTAL		940

Q20 Has COVID-19 made you consider moving to another location?

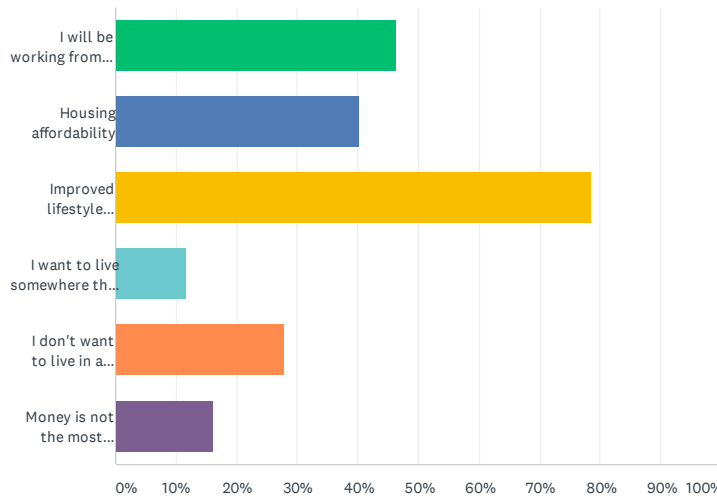
Answered: 942 Skipped: 135



ANSWER CHOICES	RESPONSES	
Yes	17.41%	164
No	82.59%	778
Unsure	0.00%	0
TOTAL		942

Q21 What are some of the reasons why you may relocate?

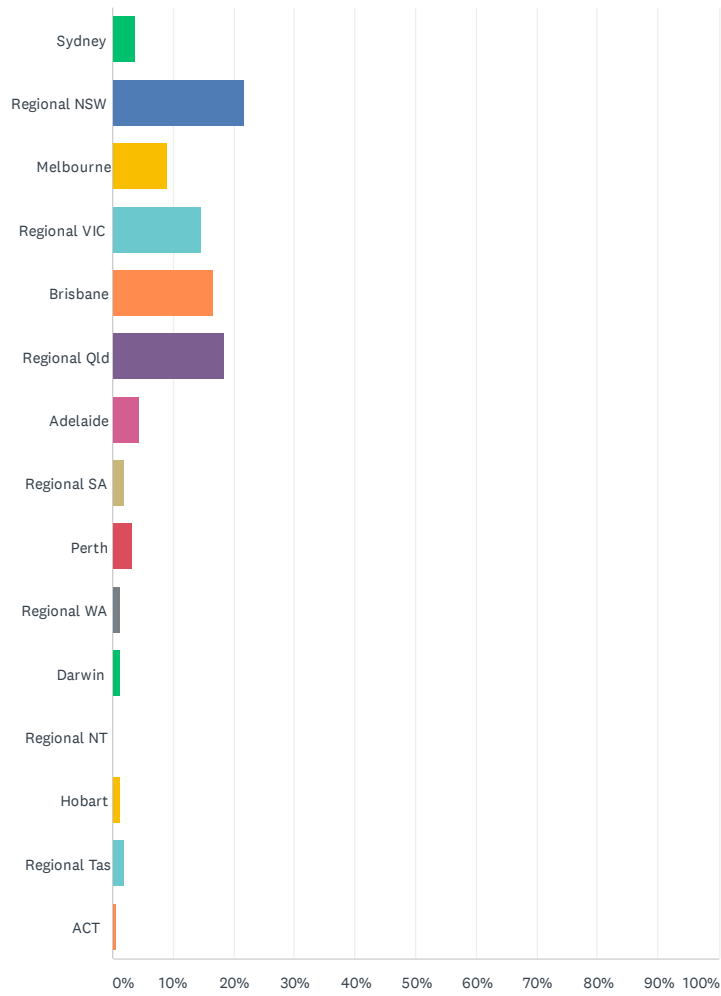
Answered: 162 Skipped: 915



ANSWER CHOICES	RESPONSES	
I will be working from home in the future so can live anywhere	46.30%	75
Housing affordability	40.12%	65
Improved lifestyle factors	78.40%	127
I want to live somewhere that had fewer coronavirus cases	11.73%	19
I don't want to live in a crowded city anymore	27.78%	45
Money is not the most important thing to me anymore	16.05%	26
Total Respondents: 162		

Q22 Where are you considering locating?

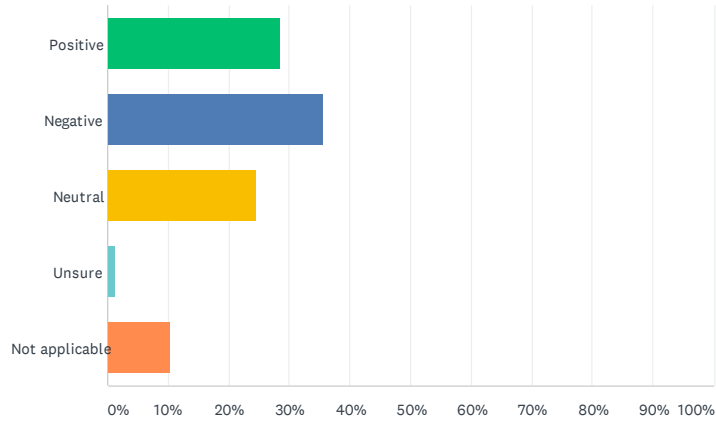
Answered: 157 Skipped: 920



ANSWER CHOICES	RESPONSES	
Sydney	3.82%	6
Regional NSW	21.66%	34
Melbourne	8.92%	14
Regional VIC	14.65%	23
Brisbane	16.56%	26
Regional Qld	18.47%	29
Adelaide	4.46%	7
Regional SA	1.91%	3
Perth	3.18%	5
Regional WA	1.27%	2
Darwin	1.27%	2
Regional NT	0.00%	0
Hobart	1.27%	2
Regional Tas	1.91%	3
ACT	0.64%	1
TOTAL		157

Q23 Does your property investment or your combined portfolio generate positive income or negative cash flow right now?

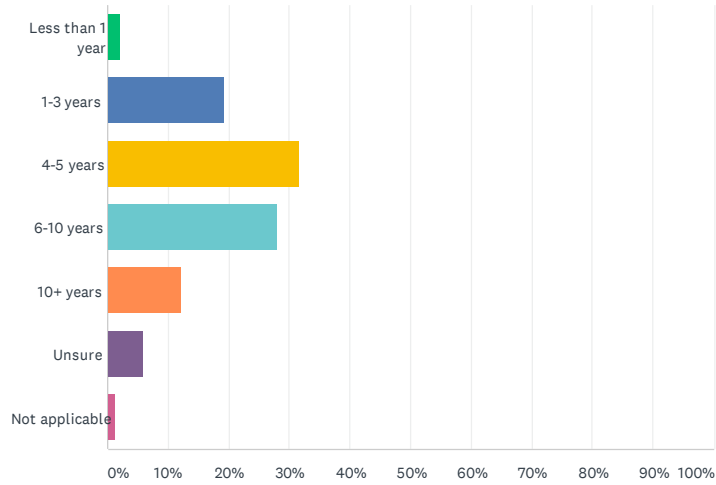
Answered: 938 Skipped: 139



ANSWER CHOICES	RESPONSES	
Positive	28.46%	267
Negative	35.50%	333
Neutral	24.41%	229
Unsure	1.28%	12
Not applicable	10.34%	97
TOTAL		938

Q24 If negative, how long until you expect it will turn positively geared to generate passive income for you?

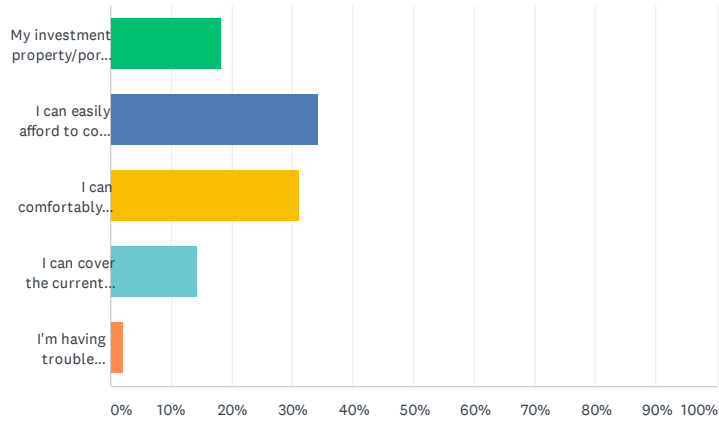
Answered: 329 Skipped: 748



ANSWER CHOICES	RESPONSES
Less than 1 year	2.13% 7
1-3 years	19.15% 63
4-5 years	31.61% 104
6-10 years	27.96% 92
10+ years	12.16% 40
Unsure	5.78% 19
Not applicable	1.22% 4
TOTAL	329

Q25 Which one of these statements best describes your situation?

Answered: 899 Skipped: 178

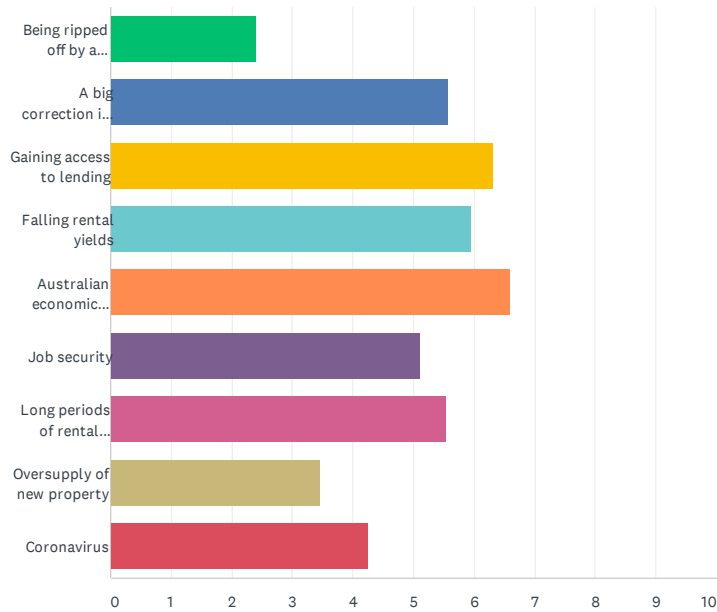


ANSWER CHOICES	RESPONSES	
My investment property/portfolio of properties generates a passive income	18.13%	163
I can easily afford to cover any cashflow shortfall at the moment	34.37%	309
I can comfortably cover any cashflow shortfall at the moment	31.15%	280
I can cover the current cashflow shortfall, but my cashflows are tight	14.24%	128
I'm having trouble covering the cashflow shortfall at the moment	2.11%	19
TOTAL		899

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**Q26 What is currently the biggest concern for you as a property investor?
Rank in order of most concerning (1) to least concerning (9):**

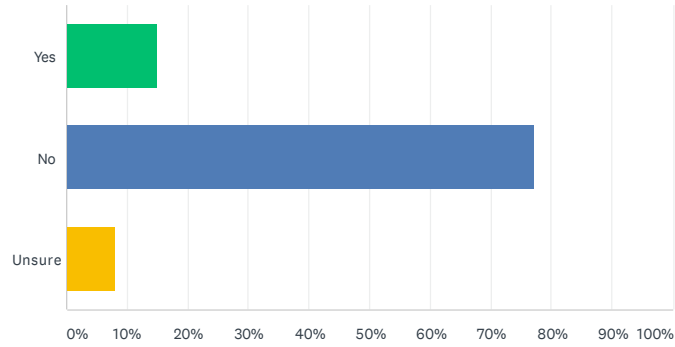
Answered: 905 Skipped: 172



	1	2	3	4	5	6	7	8	9	TOTAL	SCORE
Being ripped off by a property spruiker	5.26% 46	3.43% 30	2.29% 20	2.51% 22	2.86% 25	3.77% 33	6.06% 53	12.46% 109	61.37% 537	875	2.40
A big correction in property prices	9.49% 84	13.11% 116	14.46% 128	15.25% 135	15.25% 135	12.32% 109	9.27% 82	8.70% 77	2.15% 19	885	5.56
Gaining access to lending	28.84% 257	11.78% 105	11.56% 103	11.00% 98	11.56% 103	8.75% 78	8.19% 73	5.72% 51	2.58% 23	891	6.32
Falling rental yields	7.46% 66	16.38% 145	16.38% 145	18.53% 164	17.29% 153	14.35% 127	6.89% 61	2.49% 22	0.23% 2	885	5.94
Australian economic conditions	18.21% 163	21.12% 189	17.88% 160	13.74% 123	12.96% 116	8.60% 77	4.69% 42	2.12% 19	0.67% 6	895	6.59
Job security	12.13% 108	8.76% 78	10.67% 95	12.02% 107	11.46% 102	14.38% 128	13.26% 118	12.36% 110	4.94% 44	890	5.10
Long periods of rental vacancy	8.99% 80	13.82% 123	14.16% 126	13.37% 119	13.93% 124	15.51% 138	13.93% 124	4.72% 42	1.57% 14	890	5.55
Oversupply of new property	2.15% 19	3.62% 32	4.75% 42	5.20% 46	8.25% 73	10.62% 94	25.54% 226	31.75% 281	8.14% 72	885	3.45
Coronavirus	9.12% 81	9.01% 80	8.00% 71	8.45% 75	5.86% 52	10.70% 95	11.94% 106	19.26% 171	17.68% 157	888	4.25

Q27 Has concern about falling property prices caused you to put investment plans on hold?

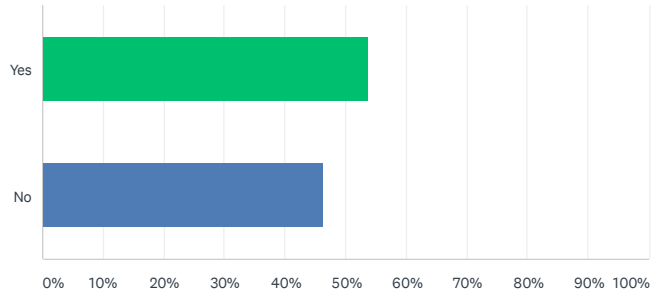
Answered: 914 Skipped: 163



ANSWER CHOICES	RESPONSES	
Yes	14.88%	136
No	77.13%	705
Unsure	7.99%	73
TOTAL		914

Q28 Do you believe the end of JobKeeper payment in March next year will impact property prices?

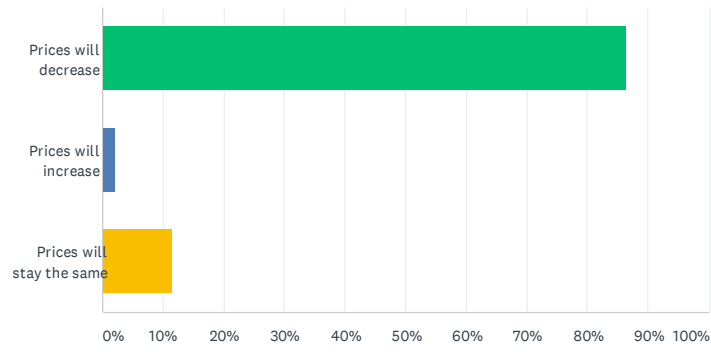
Answered: 914 Skipped: 163



ANSWER CHOICES	RESPONSES	
Yes	53.83%	492
No	46.17%	422
TOTAL		914

Q29 If yes, what will the impact be?

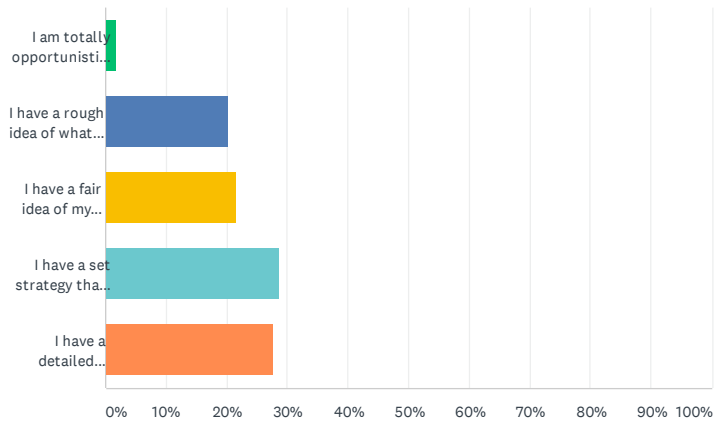
Answered: 456 Skipped: 621



ANSWER CHOICES	RESPONSES	
Prices will decrease	86.40%	394
Prices will increase	2.19%	10
Prices will stay the same	11.40%	52
TOTAL		456

Q30 Which of the following best describes you as a property investor?

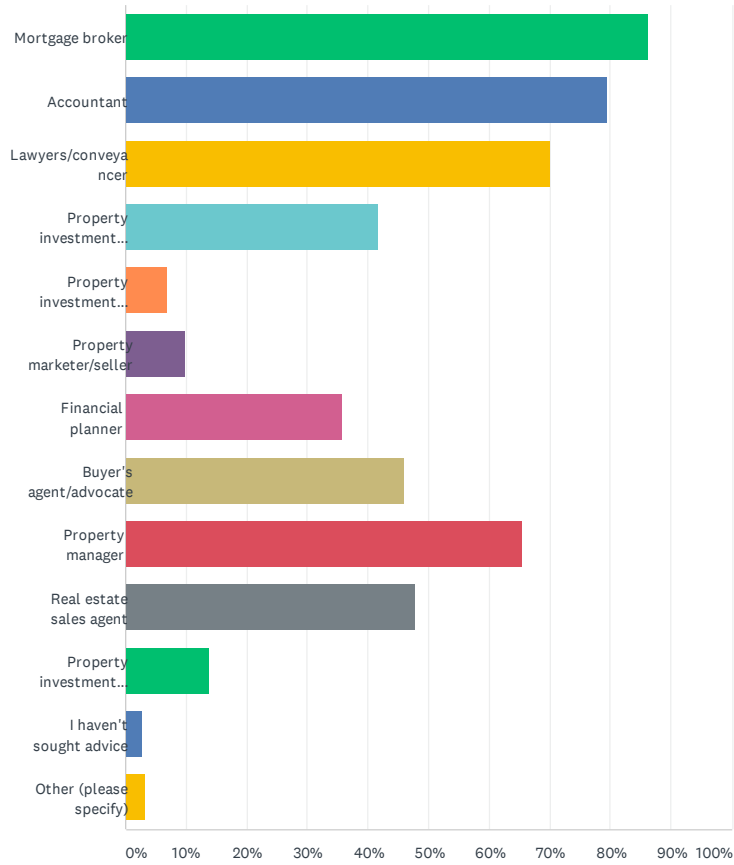
Answered: 866 Skipped: 211



ANSWER CHOICES	RESPONSES	
I am totally opportunistic and don't work to an investment plan	1.73%	15
I have a rough idea of what I want to achieve, but I don't have a set investment plan	20.32%	176
I have a fair idea of my investment plans for the next five years or so	21.59%	187
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	28.75%	249
I have a detailed modelled plan in writing to match my long-term property investment goals	27.60%	239
TOTAL		866

Q31 Which professionals have you sought services from in the past?
(Please select all that apply)

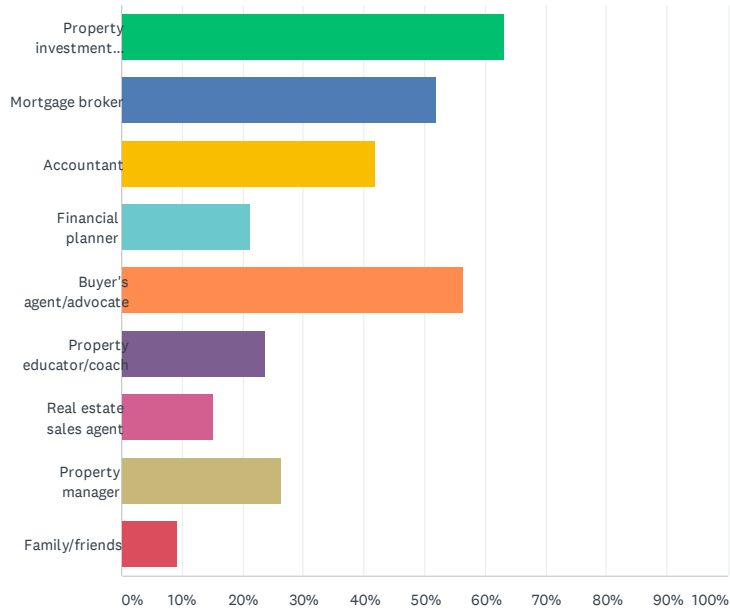
Answered: 865 Skipped: 212



ANSWER CHOICES	RESPONSES	
Mortgage broker	86.24%	746
Accountant	79.42%	687
Lawyers/conveyancer	70.06%	606
Property investment adviser (QPIA - Qualified Property Investment Adviser)	41.62%	360
Property investment adviser (but not a QPIA - Qualified Property Investment Adviser)	6.94%	60
Property marketer/seller	9.83%	85
Financial planner	35.72%	309
Buyer's agent/advocate	46.01%	398
Property manager	65.55%	567
Real estate sales agent	47.75%	413
Property investment coach	13.87%	120
I haven't sought advice	2.66%	23
Other (please specify)	3.24%	28
Total Respondents: 865		

Q32 Where have you sought/where do you plan to seek property investment advice from? (Please select all that apply)

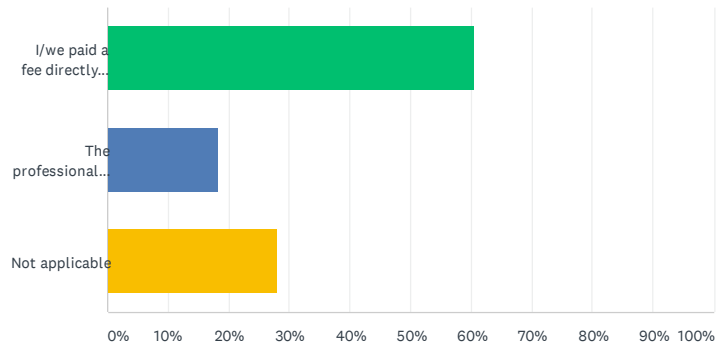
Answered: 824 Skipped: 253



ANSWER CHOICES	RESPONSES	
Property investment adviser	63.11%	520
Mortgage broker	51.82%	427
Accountant	41.87%	345
Financial planner	21.12%	174
Buyer's agent/advocate	56.31%	464
Property educator/coach	23.54%	194
Real estate sales agent	15.05%	124
Property manager	26.46%	218
Family/friends	9.10%	75
Total Respondents: 824		

Q33 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?

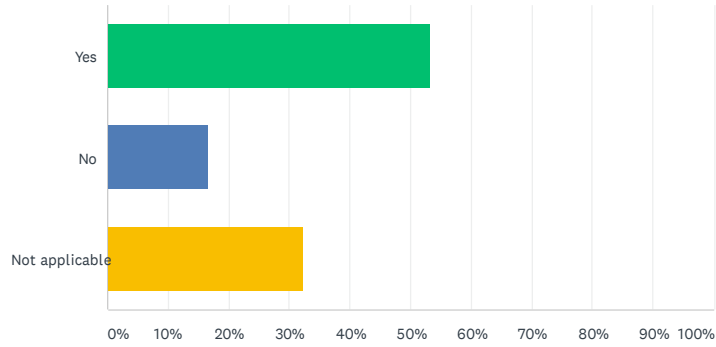
Answered: 866 Skipped: 211



ANSWER CHOICES	RESPONSES	
I/we paid a fee directly to the professional	60.51%	524
The professional didn't charge us directly	18.13%	157
Not applicable	28.06%	243
Total Respondents: 866		

Q34 Again, if you sought property investment advice from a professional - did they provide you with a written report or plan documenting their advice?

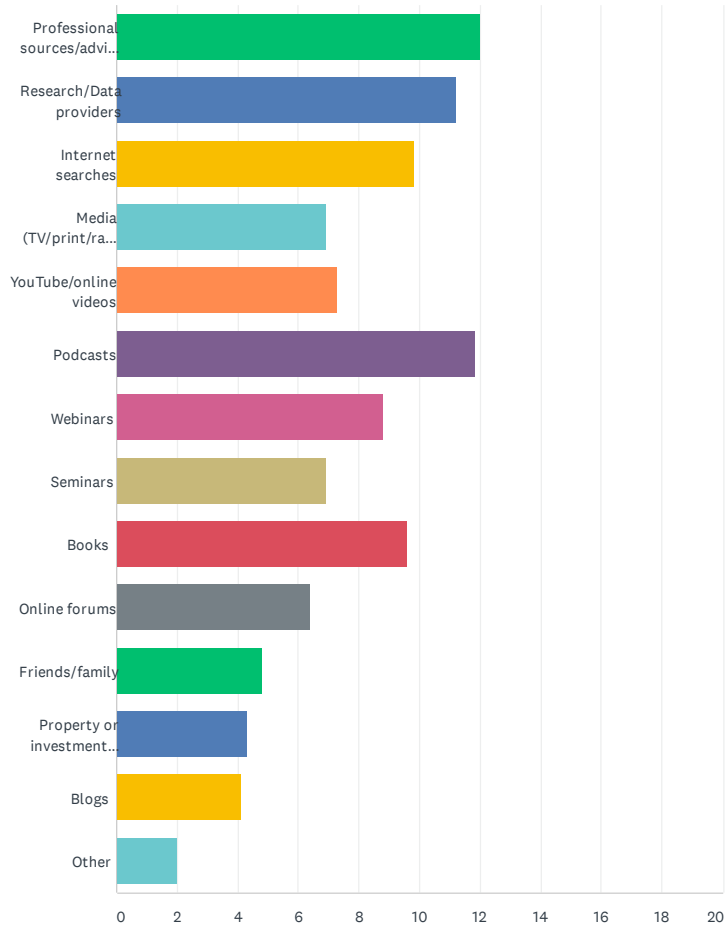
Answered: 862 Skipped: 215



ANSWER CHOICES	RESPONSES	
Yes	53.13%	458
No	16.59%	143
Not applicable	32.13%	277
Total Respondents: 862		

Q35 Where do you get your property investment knowledge/education from? (Rank in order of most important (1) to least important (14))

Answered: 836 Skipped: 241

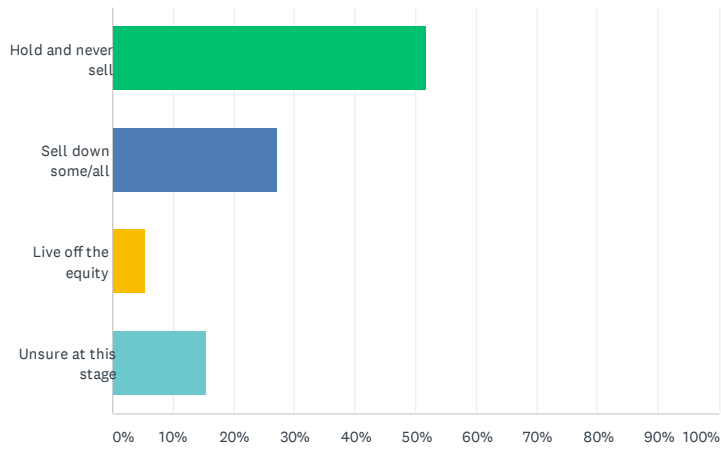


2020 PIPA Annual Investor Sentiment Survey

	1	2	3	4	5	6	7	8	9	10	11	12	13
Professional sources/advisors	42.06% 339	17.87% 144	10.05% 81	8.81% 71	6.20% 50	3.72% 30	3.72% 30	1.86% 15	1.86% 15	0.62% 5	0.50% 4	1.49% 12	0.50% 4
Research/Data providers	9.59% 77	28.27% 227	17.93% 144	15.94% 128	9.96% 80	5.85% 47	4.98% 40	2.86% 23	1.12% 9	1.00% 8	0.62% 5	0.75% 6	0.87% 7
Internet searches	4.41% 35	6.93% 55	18.77% 149	13.73% 109	18.51% 147	12.59% 100	7.93% 63	7.05% 56	3.27% 26	2.02% 16	2.64% 21	1.01% 8	0.76% 6
Media (TV/print/radio/online)	0.78% 6	1.55% 12	3.75% 29	8.02% 62	9.18% 71	11.90% 92	11.77% 91	10.74% 83	10.48% 81	6.86% 53	6.08% 47	6.08% 47	6.47% 50
YouTube/online videos	0.64% 5	1.41% 11	3.08% 24	6.42% 50	11.42% 89	12.20% 95	15.66% 122	14.12% 110	9.37% 73	7.45% 58	5.78% 45	5.13% 40	4.49% 35
Podcasts	36.00% 293	19.53% 159	12.65% 103	9.58% 78	4.42% 36	6.14% 50	3.19% 26	2.83% 23	1.60% 13	0.86% 7	1.35% 11	0.74% 6	1.11% 9
Webinars	1.01% 8	8.07% 64	8.70% 69	11.10% 88	11.60% 92	11.10% 88	16.02% 127	12.74% 101	10.09% 80	4.92% 39	2.52% 20	1.26% 10	0.50% 4
Seminars	0.90% 7	2.19% 17	3.73% 29	3.98% 31	7.33% 57	7.46% 58	8.87% 69	17.74% 138	17.99% 140	13.75% 107	6.17% 48	4.88% 38	3.47% 27
Books	4.37% 35	12.48% 100	16.48% 132	12.23% 98	10.49% 84	10.36% 83	7.37% 59	5.12% 41	11.36% 91	5.12% 41	2.87% 23	1.00% 8	0.25% 2
Online forums	1.30% 10	1.94% 15	3.37% 26	4.92% 38	3.50% 27	7.64% 59	5.44% 42	9.20% 71	12.05% 93	27.98% 216	13.73% 106	5.96% 46	2.20% 17
Friends/family	0.65% 5	1.43% 11	1.82% 14	3.11% 24	3.89% 30	3.11% 24	4.15% 32	3.50% 27	5.06% 39	10.38% 80	28.53% 220	15.30% 118	12.58% 97
Property or investment exhibitions	0.00% 0	0.39% 3	0.78% 6	2.08% 16	1.43% 11	2.60% 20	4.16% 32	5.72% 44	6.37% 49	8.71% 67	15.34% 118	36.02% 277	13.00% 100
Blogs	0.65% 5	0.65% 5	1.69% 13	2.08% 16	2.21% 17	3.26% 25	4.56% 35	3.91% 30	5.73% 44	6.25% 48	8.33% 64	14.97% 115	42.32% 325
Other	1.22% 9	0.68% 5	0.27% 2	0.41% 3	0.54% 4	1.22% 9	1.08% 8	0.81% 6	1.35% 10	2.16% 16	3.24% 24	4.05% 30	9.86% 73

Q36 What is your property investment exit strategy?

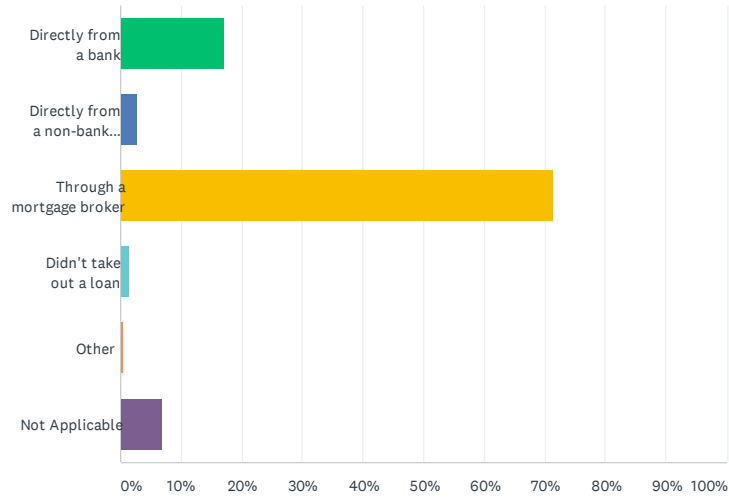
Answered: 860 Skipped: 217



ANSWER CHOICES	RESPONSES	
Hold and never sell	51.74%	445
Sell down some/all	27.21%	234
Live off the equity	5.47%	47
Unsure at this stage	15.58%	134
TOTAL		860

Q37 How did you secure your last investment loan?

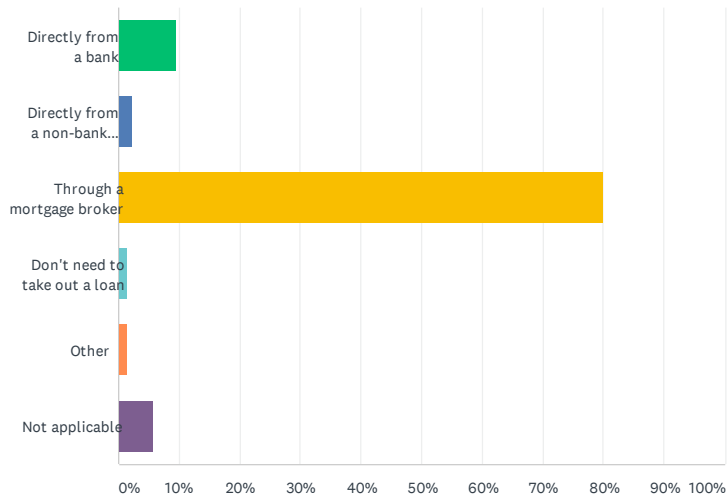
Answered: 862 Skipped: 215



ANSWER CHOICES	RESPONSES	
Directly from a bank	17.17%	148
Directly from a non-bank lender such as credit union, building society, specialist lender etc	2.67%	23
Through a mortgage broker	71.35%	615
Didn't take out a loan	1.39%	12
Other	0.46%	4
Not Applicable	6.96%	60
TOTAL		862

Q38 How do you intend to secure finance for your next investment loan?

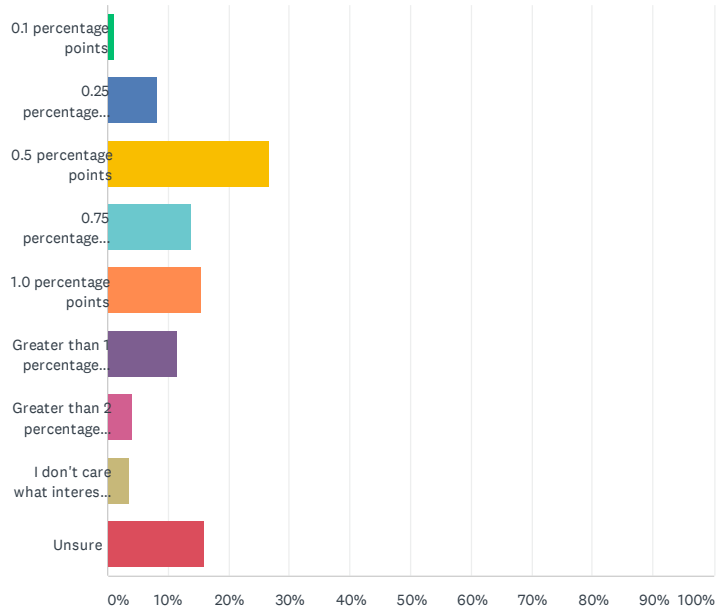
Answered: 864 Skipped: 213



ANSWER CHOICES	RESPONSES	
Directly from a bank	9.38%	81
Directly from a non-bank lender such as credit union, building society, specialist lender etc	2.31%	20
Through a mortgage broker	79.86%	690
Don't need to take out a loan	1.50%	13
Other	1.39%	12
Not applicable	5.56%	48
TOTAL		864

Q39 Given the current interest rate you are paying, at what interest rate differential would you consider refinancing your loan/s?

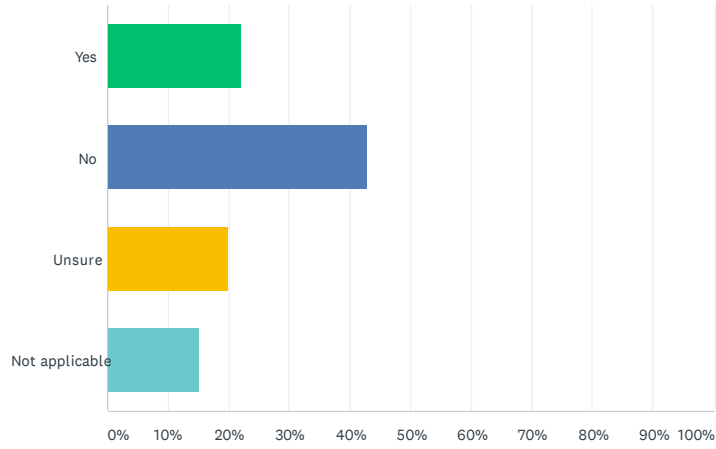
Answered: 855 Skipped: 222



ANSWER CHOICES	RESPONSES	
0.1 percentage points	1.05%	9
0.25 percentage points	8.19%	70
0.5 percentage points	26.67%	228
0.75 percentage points	13.80%	118
1.0 percentage points	15.44%	132
Greater than 1 percentage point	11.46%	98
Greater than 2 percentage points	3.98%	34
I don't care what interest rate I pay	3.51%	30
Unsure	15.91%	136
TOTAL		855

Q40 Do you currently find yourself in a position where you are unable to refinance an amount which you were able to borrow previously?

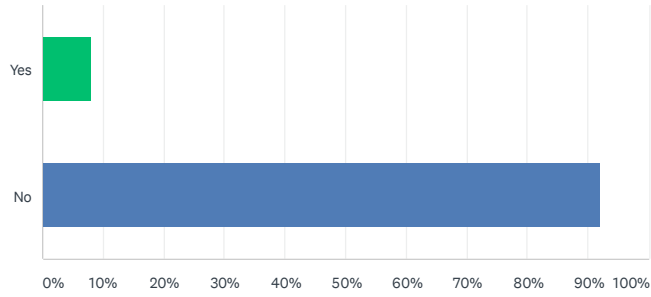
Answered: 858 Skipped: 219



ANSWER CHOICES	RESPONSES	
Yes	22.03%	189
No	42.89%	368
Unsure	19.93%	171
Not applicable	15.15%	130
TOTAL		858

Q41 During COVID-19 did you apply for a repayment pause/holiday on any of your current mortgages with your bank/lender?

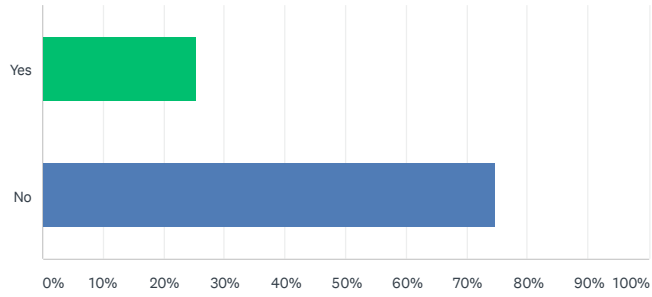
Answered: 856 Skipped: 221



ANSWER CHOICES	RESPONSES	
Yes	7.94%	68
No	92.06%	788
TOTAL		856

Q42 If yes, did you need to continue this arrangement past the original term?

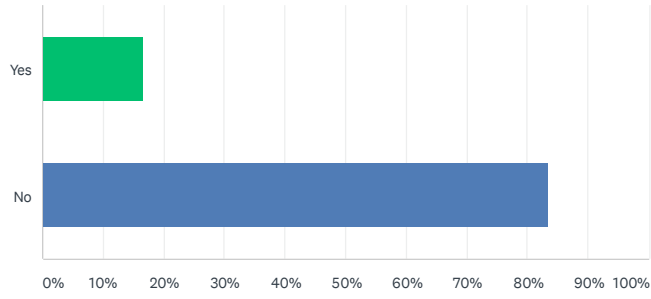
Answered: 67 Skipped: 1,010



ANSWER CHOICES	RESPONSES	
Yes	25.37%	17
No	74.63%	50
TOTAL		67

Q43 Did your tenants apply for rent reductions or rent holidays during COVID-19?

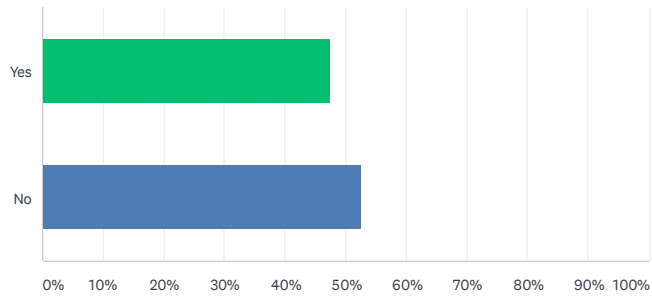
Answered: 847 Skipped: 230



ANSWER CHOICES	RESPONSES	
Yes	16.53%	140
No	83.47%	707
TOTAL		847

Q44 If so, were they eligible for rent relief under the relevant temporary legislation?

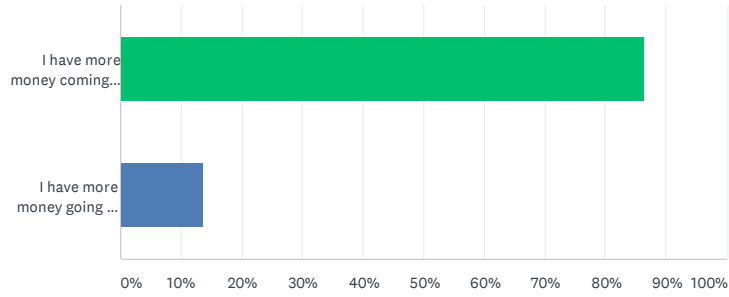
Answered: 137 Skipped: 940



ANSWER CHOICES	RESPONSES	
Yes	47.45%	65
No	52.55%	72
TOTAL		137

Q45 From the options below, what description best describes your current cash flow position:

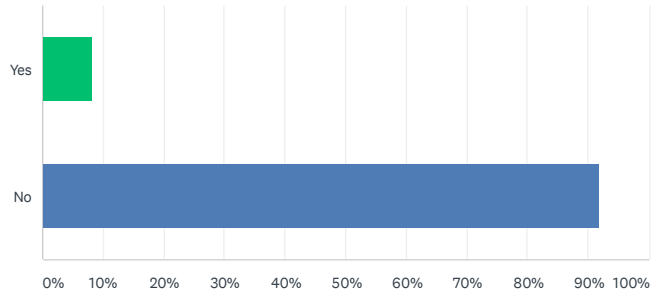
Answered: 857 Skipped: 220



ANSWER CHOICES	RESPONSES	
I have more money coming into the household than going out right now (cash flow surplus each month right now)	86.46%	741
I have more money going out than coming into the household right now (cash flow deficit each month right now)	13.54%	116
TOTAL		857

Q46 Did you withdraw funds out of your superannuation during COVID-19?

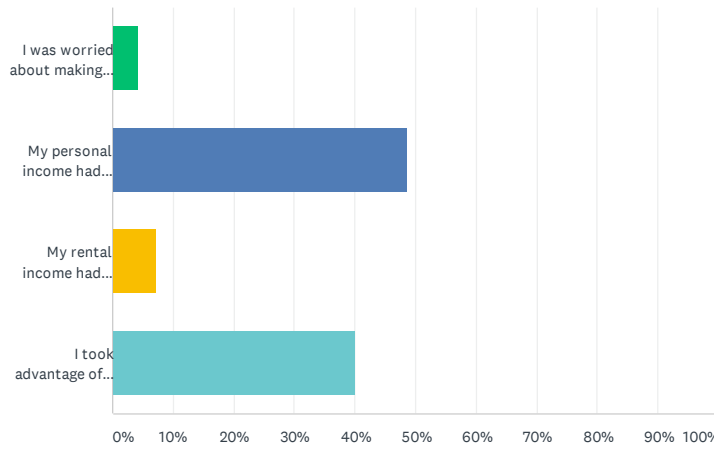
Answered: 857 Skipped: 220



ANSWER CHOICES	RESPONSES	
Yes	8.17%	70
No	91.83%	787
TOTAL		857

Q47 If yes, what was the main reason for doing so (choose one):

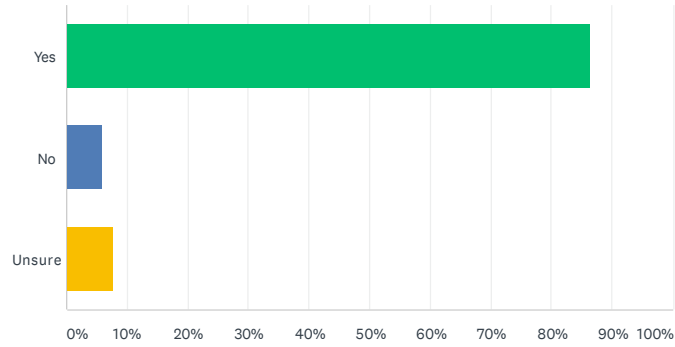
Answered: 70 Skipped: 1,007



ANSWER CHOICES	RESPONSES	
I was worried about making ends meet	4.29%	3
My personal income had reduced because of COVID-19	48.57%	34
My rental income had reduced because of COVID-19	7.14%	5
I took advantage of the opportunity to do so	40.00%	28
TOTAL		70

Q48 In general, do you think property investors need more investment education about the risks and potential benefits of investing in property?

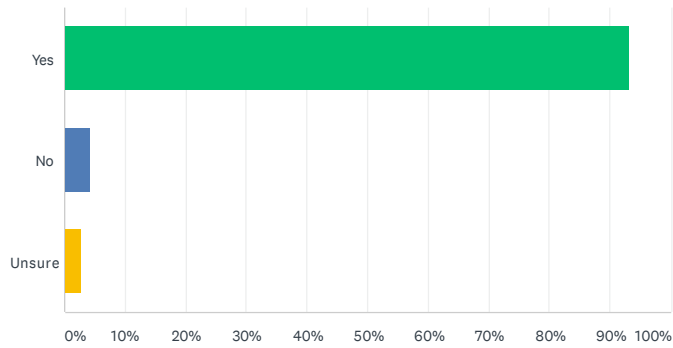
Answered: 850 Skipped: 227



ANSWER CHOICES	RESPONSES	
Yes	86.47%	735
No	5.76%	49
Unsure	7.76%	66
TOTAL		850

Q49 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?

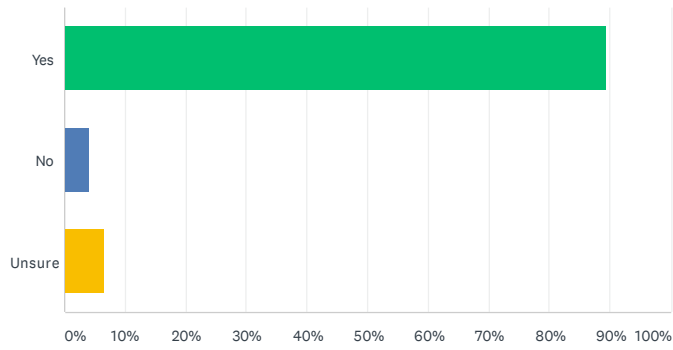
Answered: 850 Skipped: 227



ANSWER CHOICES	RESPONSES	
Yes	93.18%	792
No	4.12%	35
Unsure	2.71%	23
TOTAL		850

Q50 Do you believe the property investment industry should be regulated and licensed the same way financial planners, mortgage brokers and real estate agents are?

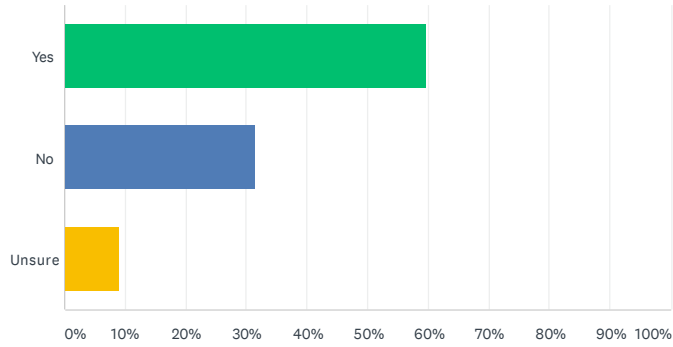
Answered: 850 Skipped: 227



ANSWER CHOICES	RESPONSES	
Yes	89.41%	760
No	4.00%	34
Unsure	6.59%	56
TOTAL		850

Q51 Would you consider rentvesting as a property investment strategy (rentvesting means renting in one location and investing in another)?

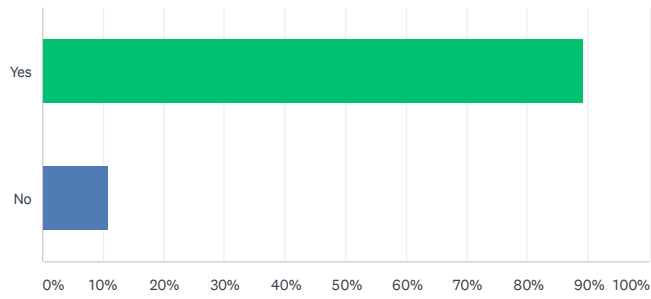
Answered: 850 Skipped: 227



ANSWER CHOICES	RESPONSES	
Yes	59.65%	507
No	31.29%	266
Unsure	9.06%	77
TOTAL		850

Q52 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)?

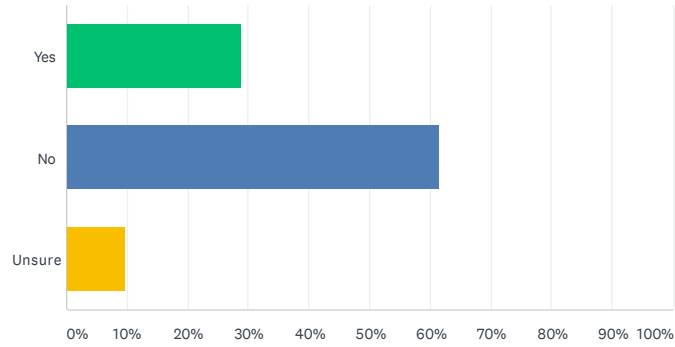
Answered: 850 Skipped: 227



ANSWER CHOICES	RESPONSES	
Yes	89.18%	758
No	10.82%	92
TOTAL		850

Q53 Did PIPA membership influence your decision to select a certain professional to work with?

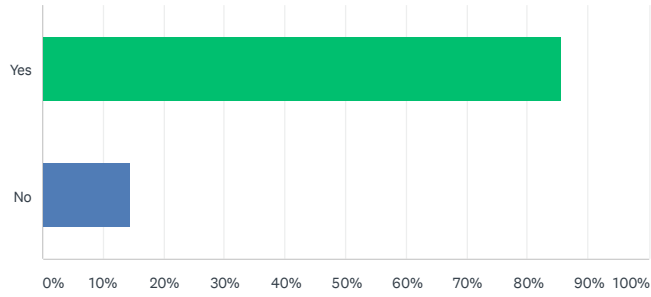
Answered: 850 Skipped: 227



ANSWER CHOICES	RESPONSES	
Yes	28.94%	246
No	61.41%	522
Unsure	9.65%	82
TOTAL		850

Q54 Are you aware of the Property Investors Council of Australia or PICA which is the not-for-profit association representing property investors?

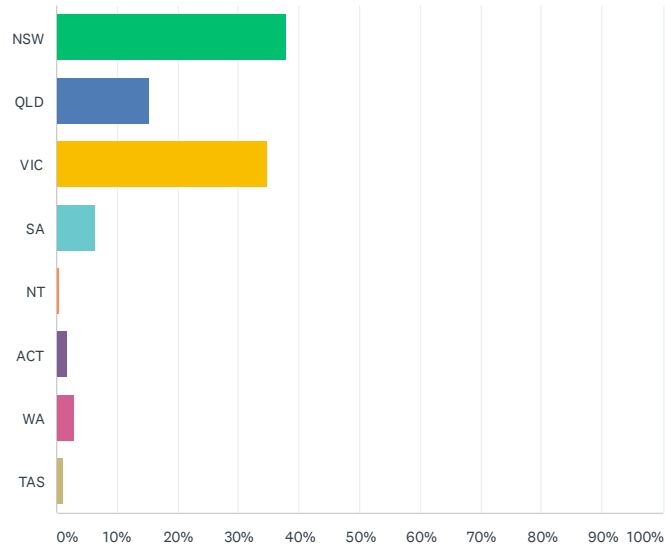
Answered: 850 Skipped: 227



ANSWER CHOICES	RESPONSES	
Yes	85.65%	728
No	14.35%	122
TOTAL		850

Q55 What is your home state/territory?

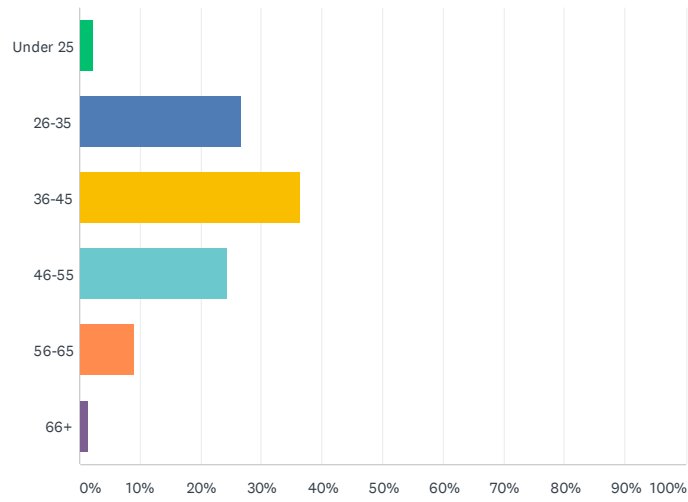
Answered: 850 Skipped: 227



ANSWER CHOICES	RESPONSES	
NSW	37.76%	321
QLD	15.18%	129
VIC	34.71%	295
SA	6.24%	53
NT	0.35%	3
ACT	1.76%	15
WA	2.94%	25
TAS	1.06%	9
TOTAL		850

Q56 What is your age?

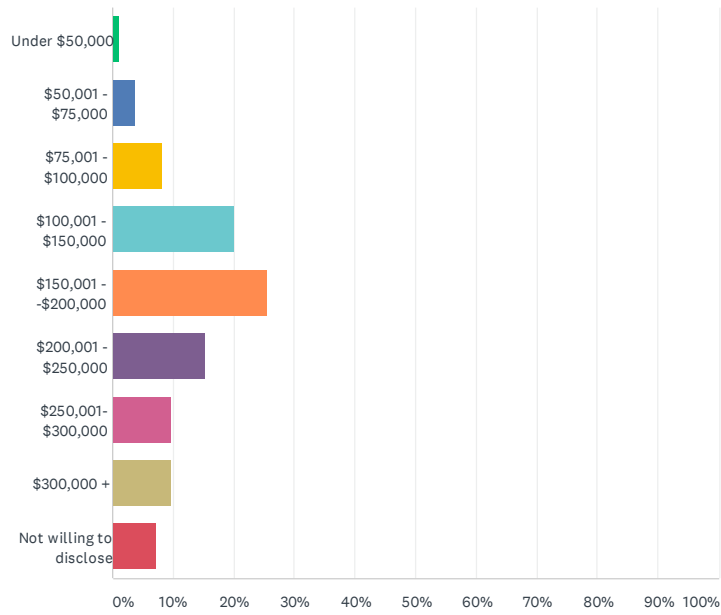
Answered: 850 Skipped: 227



ANSWER CHOICES	RESPONSES	
Under 25	2.35%	20
26-35	26.47%	225
36-45	36.47%	310
46-55	24.35%	207
56-65	8.94%	76
66+	1.41%	12
TOTAL		850

Q57 What is your annual household income?

Answered: 850 Skipped: 227



ANSWER CHOICES	RESPONSES
Under \$50,000	1.06% 9
\$50,001 - \$75,000	3.76% 32
\$75,001 - \$100,000	8.12% 69
\$100,001 - \$150,000	20.12% 171
\$150,001 - \$200,000	25.53% 217
\$200,001 - \$250,000	15.29% 130
\$250,001 - \$300,000	9.53% 81
\$300,000 +	9.53% 81
Not willing to disclose	7.06% 60
TOTAL	850