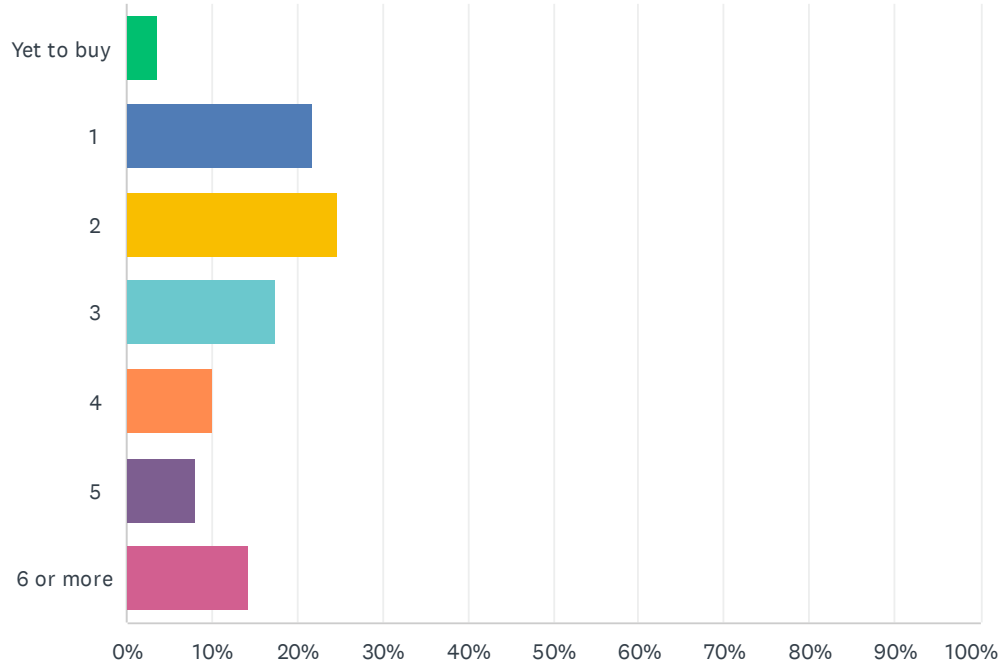
Q1 How many properties are in your investment portfolio?

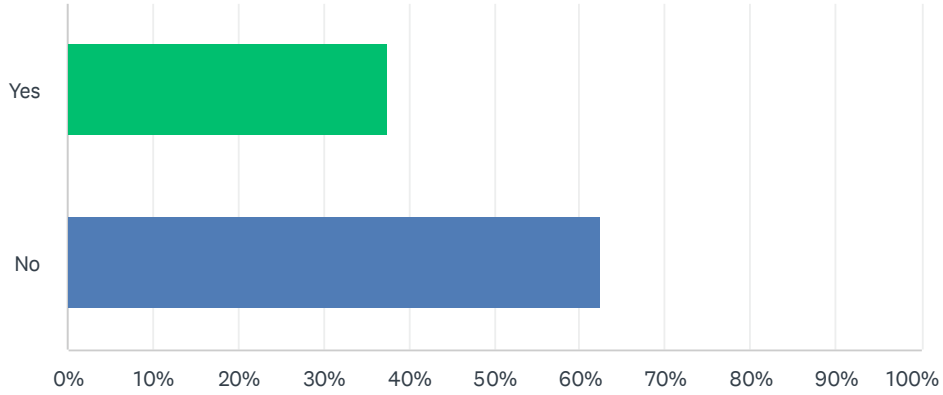
Answered: 1,618 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yet to buy	3.58%	58
1	21.76%	352
2	24.66%	399
3	17.55%	284
4	10.07%	163
5	8.03%	130
6 or more	14.34%	232
TOTAL		1,618

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

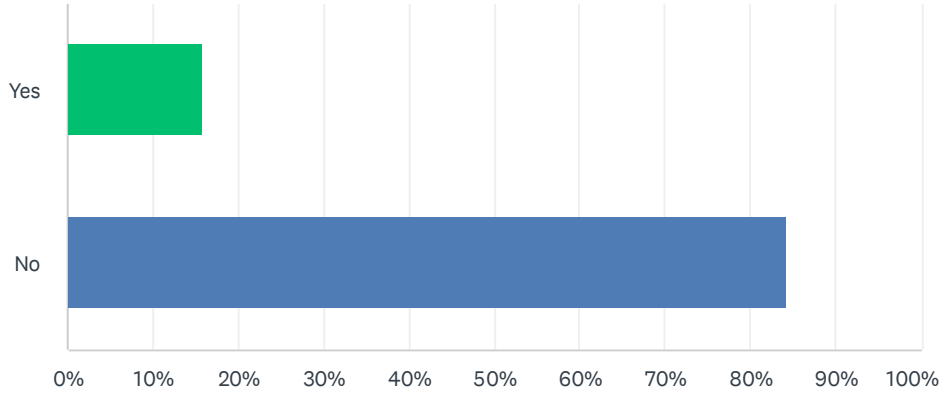
Answered: 1,557 Skipped: 61



ANSWER CHOICES	RESPONSES	
Yes	37.51%	584
No	62.49%	973
TOTAL		1,557

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

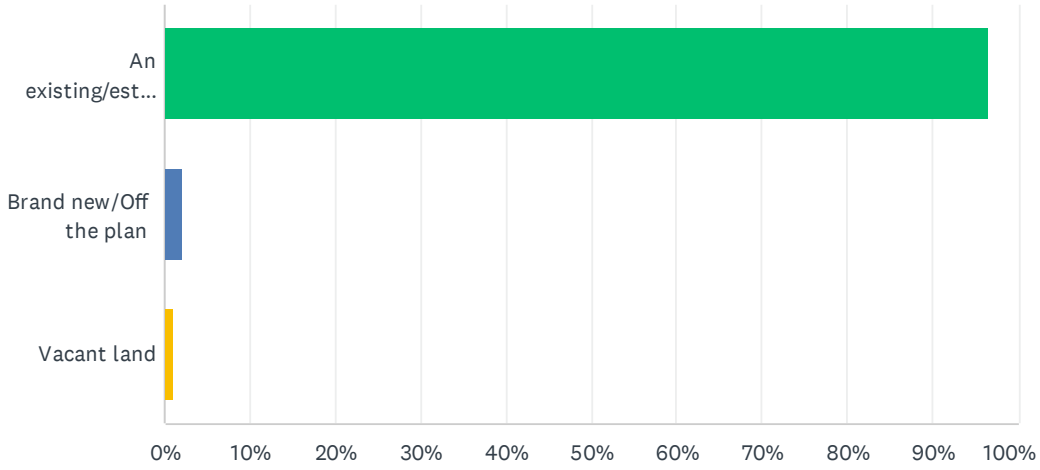
Answered: 584 Skipped: 1,034



ANSWER CHOICES	RESPONSES	
Yes	15.75%	92
No	84.25%	492
TOTAL		584

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

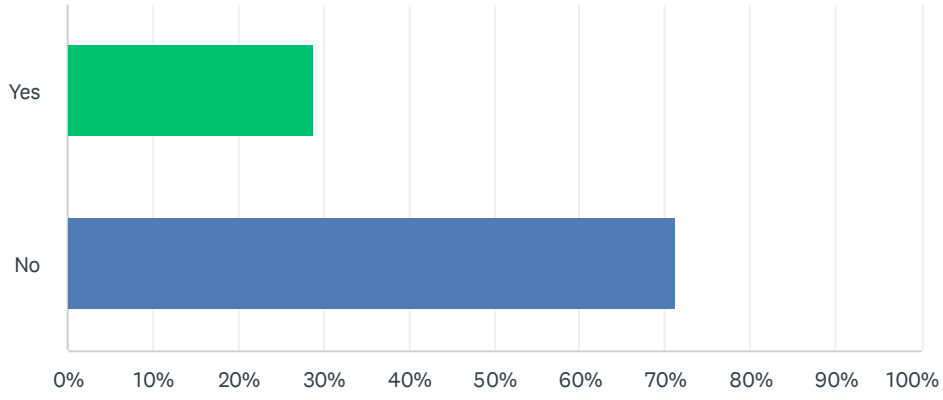
Answered: 90 Skipped: 1,528



ANSWER CHOICES	RESPONSES	
An existing/established property	96.67%	87
Brand new/Off the plan	2.22%	2
Vacant land	1.11%	1
TOTAL		90

Q5 Also, if this was your first investment property purchase, are you are rentvester?

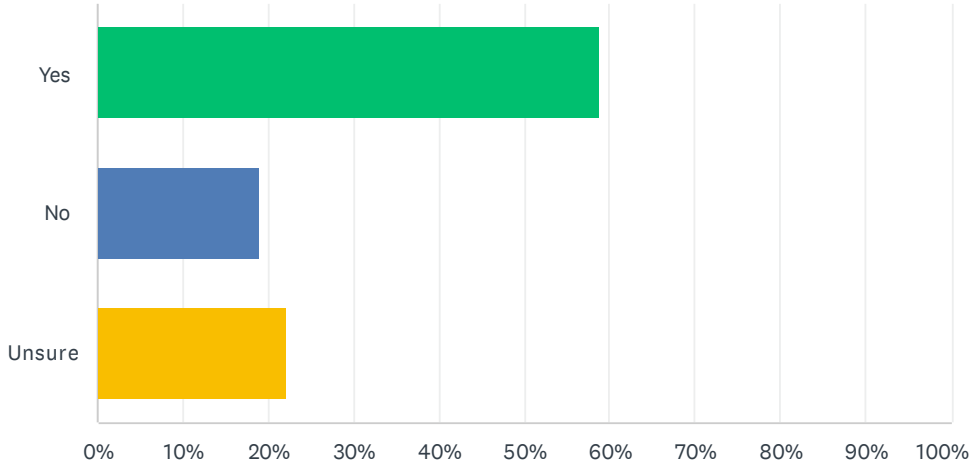
Answered: 90 Skipped: 1,528



ANSWER CHOICES	RESPONSES	
Yes	28.89%	26
No	71.11%	64
TOTAL		90

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

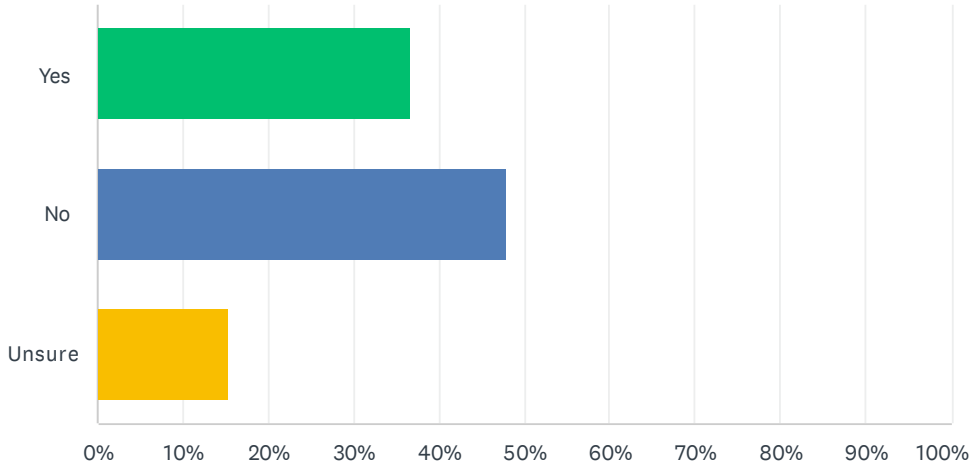
Answered: 1,607 Skipped: 11



ANSWER CHOICES	RESPONSES	
Yes	58.93%	947
No	18.98%	305
Unsure	22.09%	355
TOTAL		1,607

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

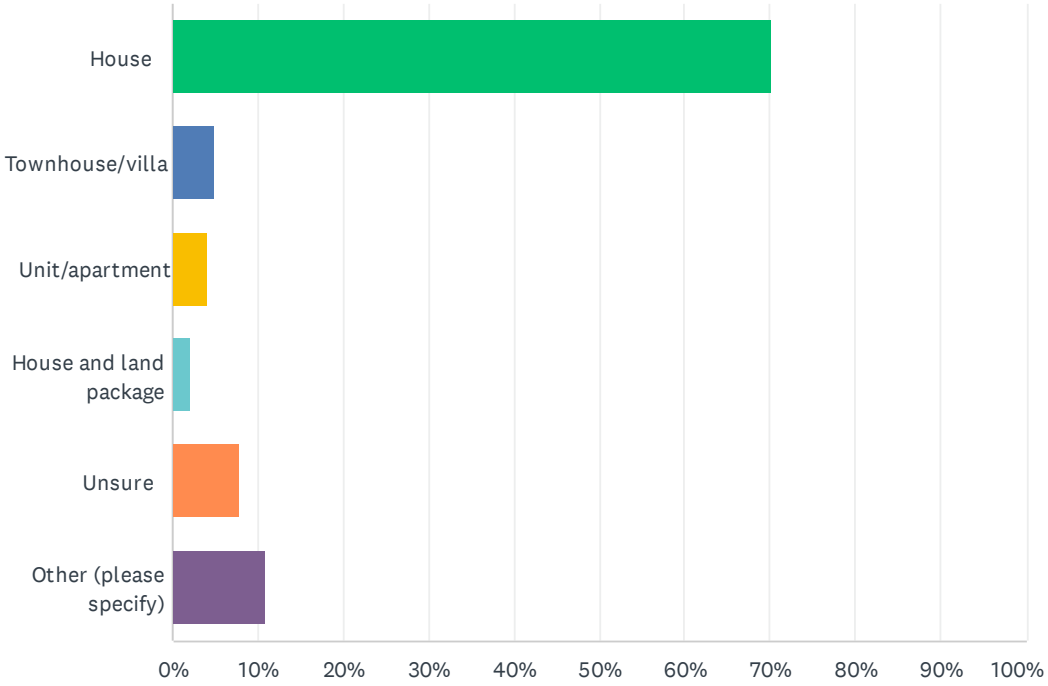
Answered: 1,607 Skipped: 11



ANSWER CHOICES	RESPONSES	
Yes	36.65%	589
No	48.04%	772
Unsure	15.31%	246
TOTAL		1,607

Q8 What type of property will you buy?

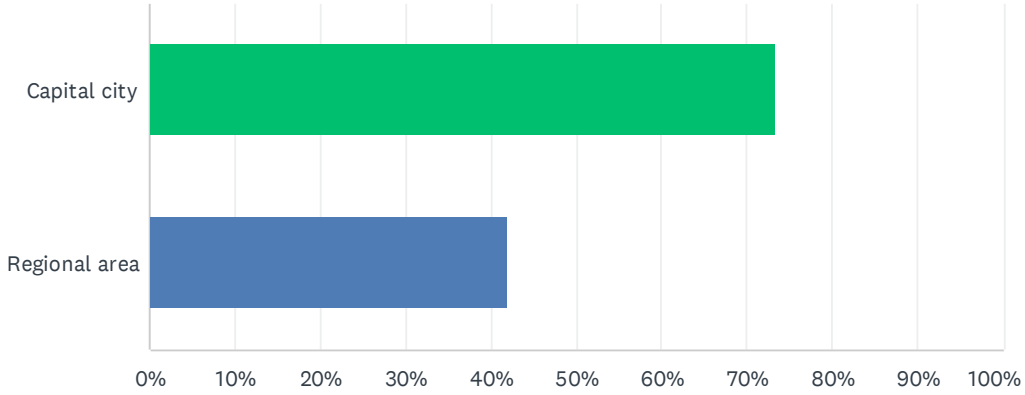
Answered: 820 Skipped: 798



ANSWER CHOICES	RESPONSES	
House	70.12%	575
Townhouse/villa	4.88%	40
Unit/apartment	4.02%	33
House and land package	2.20%	18
Unsure	7.80%	64
Other (please specify)	10.98%	90
TOTAL		820

Q9 Where will this property be located?

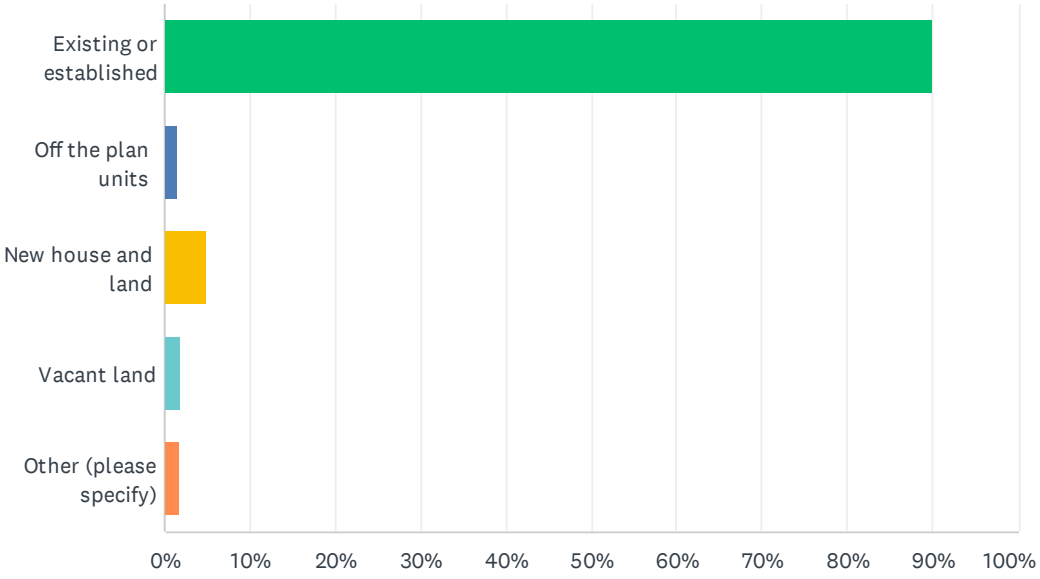
Answered: 820 Skipped: 798



ANSWER CHOICES	RESPONSES	
Capital city	73.41%	602
Regional area	42.07%	345
Total Respondents: 820		

Q10 Would you buy:

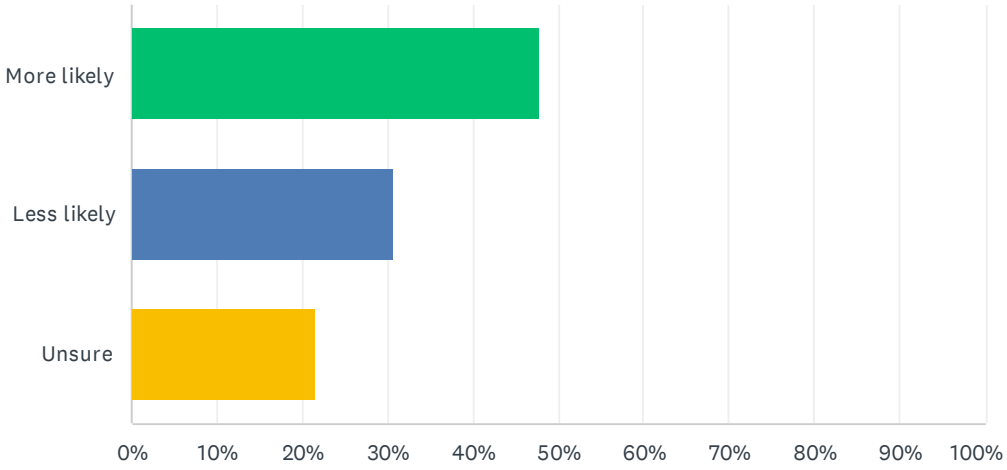
Answered: 820 Skipped: 798



ANSWER CHOICES	RESPONSES	
Existing or established	89.88%	737
Off the plan units	1.46%	12
New house and land	5.00%	41
Vacant land	1.95%	16
Other (please specify)	1.71%	14
TOTAL		820

Q11 Have changing market conditions made it more or less likely that you will buy property within the next 12 months?

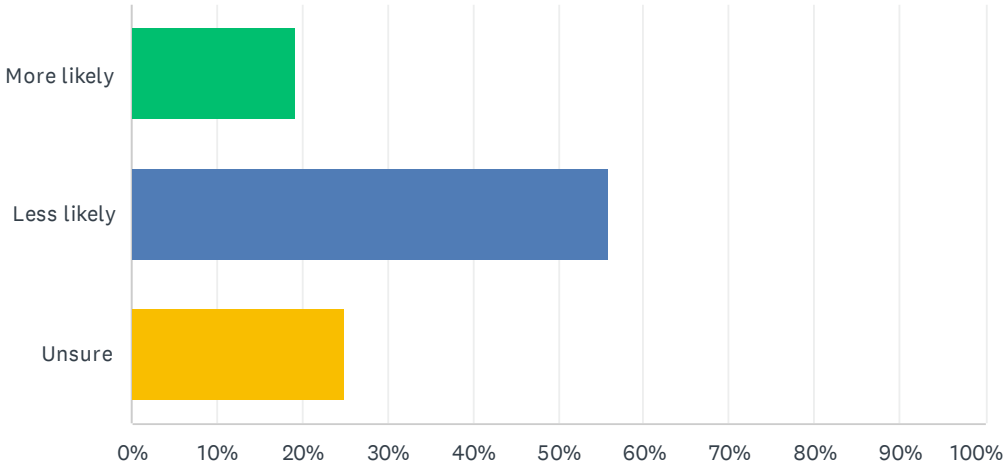
Answered: 820 Skipped: 798



ANSWER CHOICES	RESPONSES	
More likely	47.80%	392
Less likely	30.61%	251
Unsure	21.59%	177
TOTAL		820

Q12 Have changing market conditions made it more or less likely that you will sell property within the next 12 months?

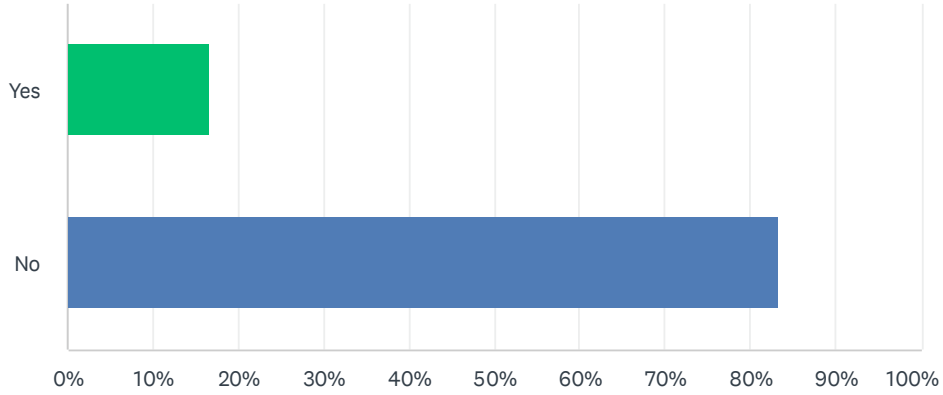
Answered: 1,585 Skipped: 33



ANSWER CHOICES	RESPONSES	
More likely	19.24%	305
Less likely	55.77%	884
Unsure	24.98%	396
TOTAL		1,585

Q13 Over the past 12 to 24 months have you sold an investment property?

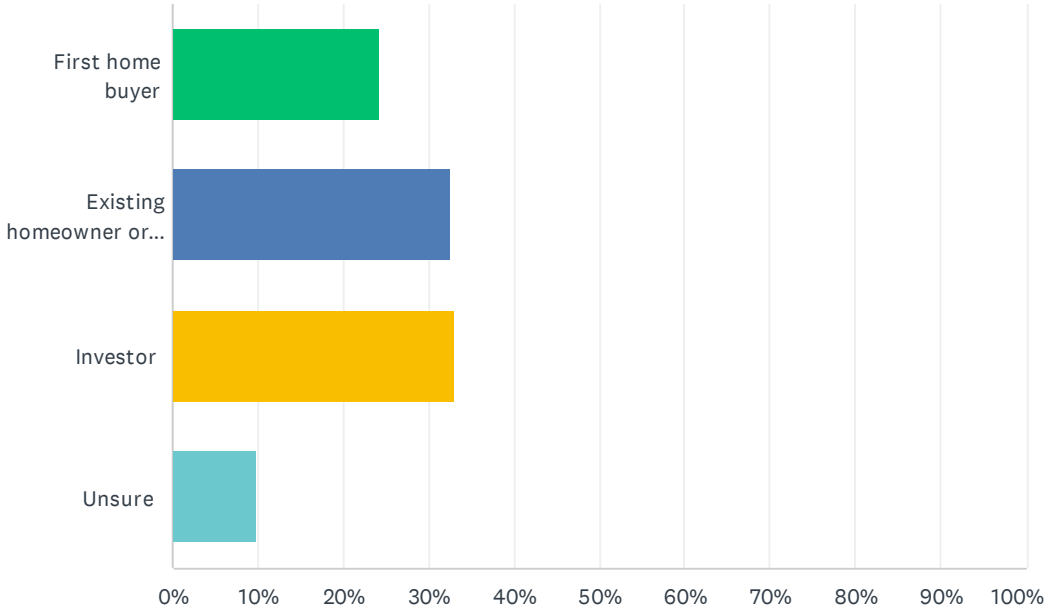
Answered: 1,585 Skipped: 33



ANSWER CHOICES	RESPONSES	
Yes	16.72%	265
No	83.28%	1,320
TOTAL		1,585

Q14 What type of buyer purchased your investment property?

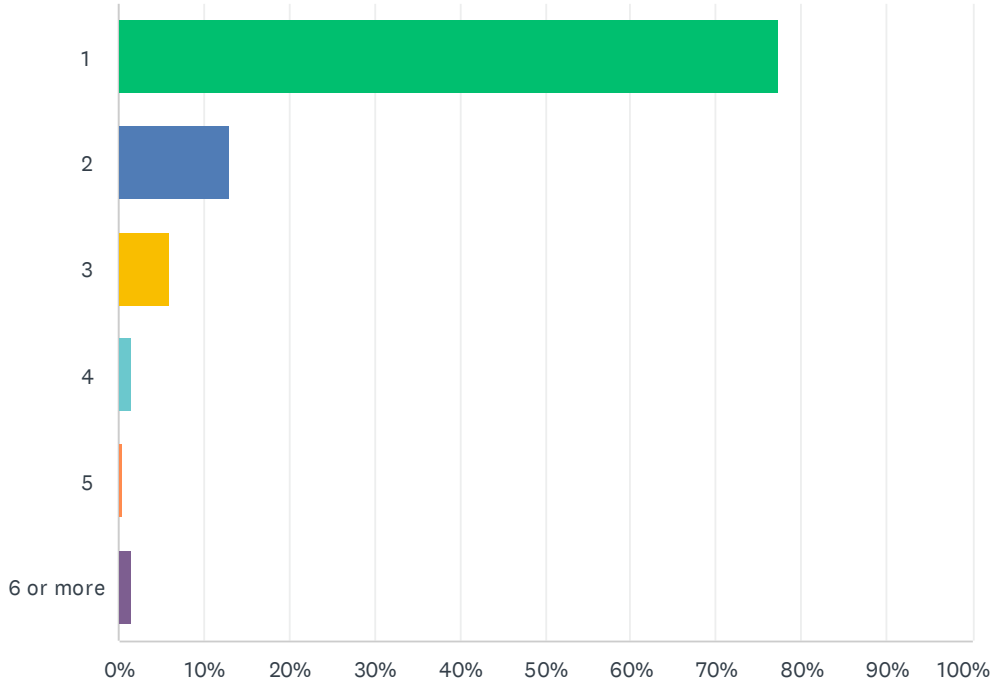
Answered: 263 Skipped: 1,355



ANSWER CHOICES	RESPONSES	
First home buyer	24.33%	64
Existing homeowner or owner occupier	32.70%	86
Investor	33.08%	87
Unsure	9.89%	26
TOTAL		263

Q15 How many rental properties did you sell in the past year?

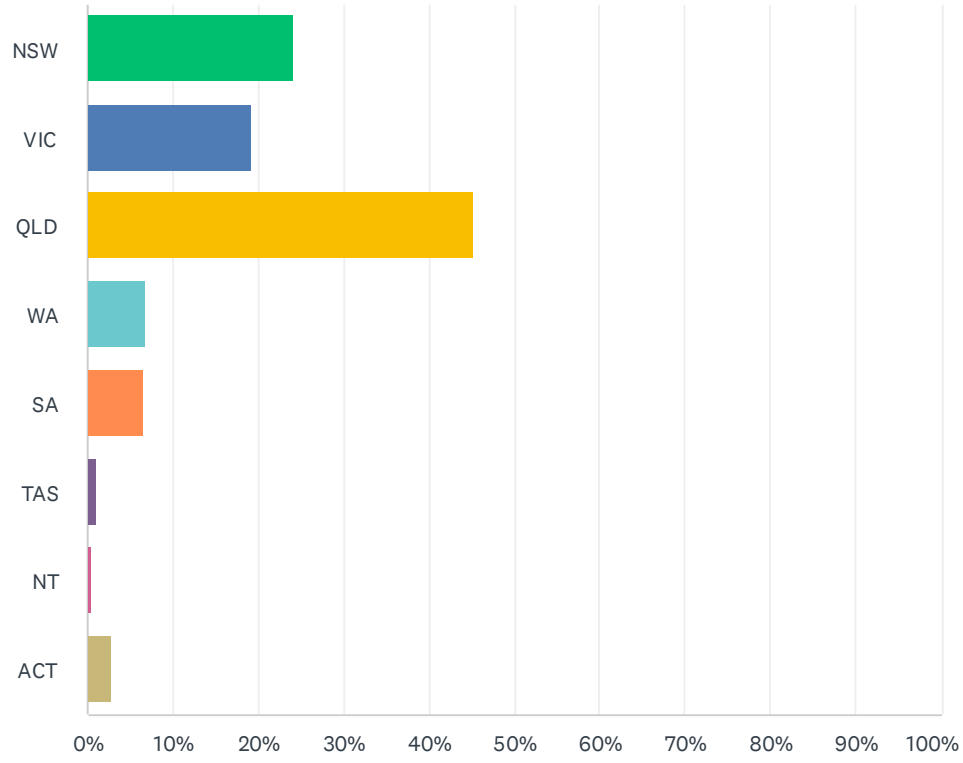
Answered: 253 Skipped: 1,365



ANSWER CHOICES	RESPONSES	
1	77.47%	196
2	13.04%	33
3	5.93%	15
4	1.58%	4
5	0.40%	1
6 or more	1.58%	4
Total Respondents: 253		

Q16 What was the location of the investment properties you sold? You can choose multiple locations as required.

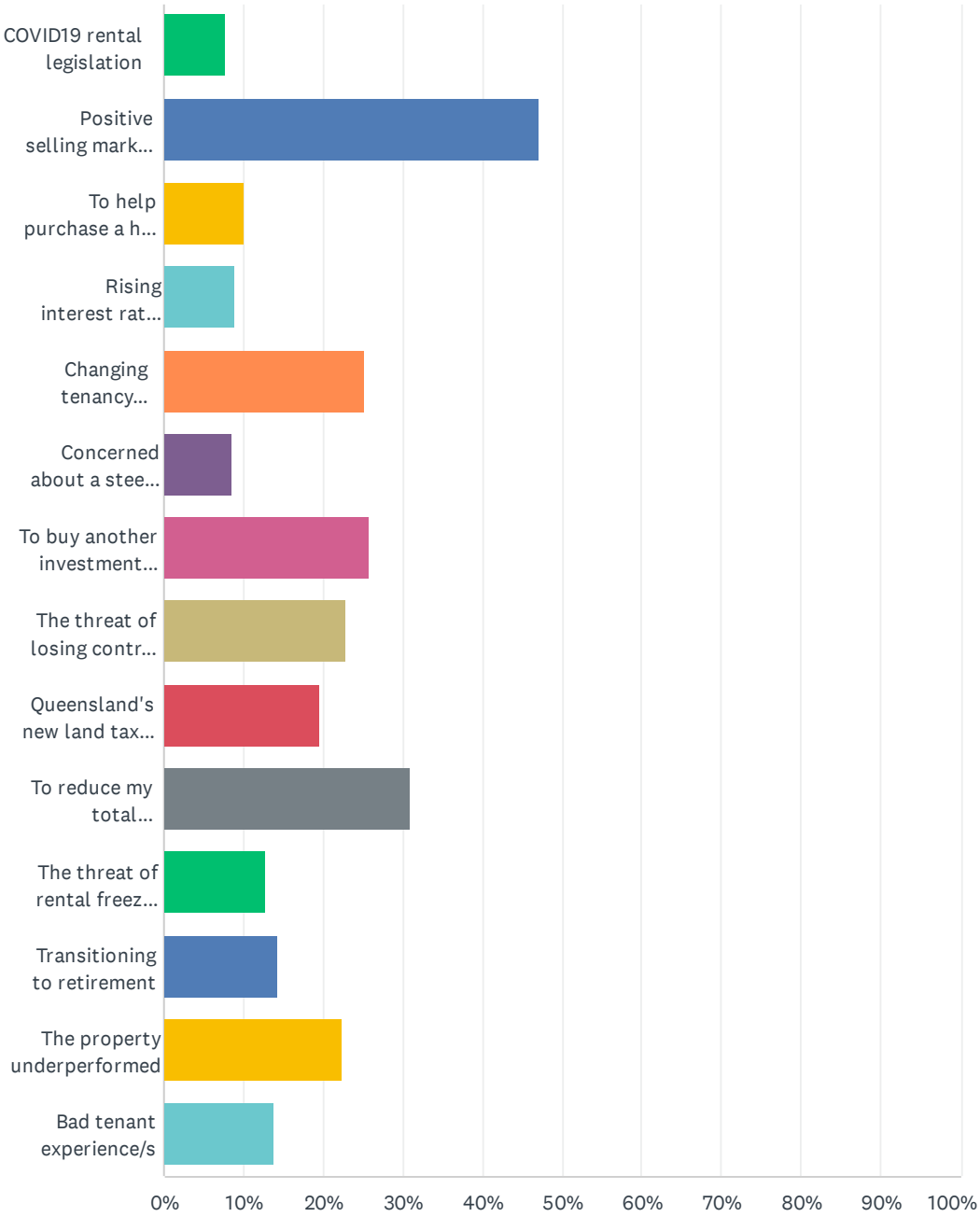
Answered: 261 Skipped: 1,357



ANSWER CHOICES	RESPONSES	
NSW	24.14%	63
VIC	19.16%	50
QLD	45.21%	118
WA	6.90%	18
SA	6.51%	17
TAS	1.15%	3
NT	0.38%	1
ACT	2.68%	7
Total Respondents: 261		

Q17 What were some of the reasons you sold an investment property or properties? You can select multiple reasons from the list below.

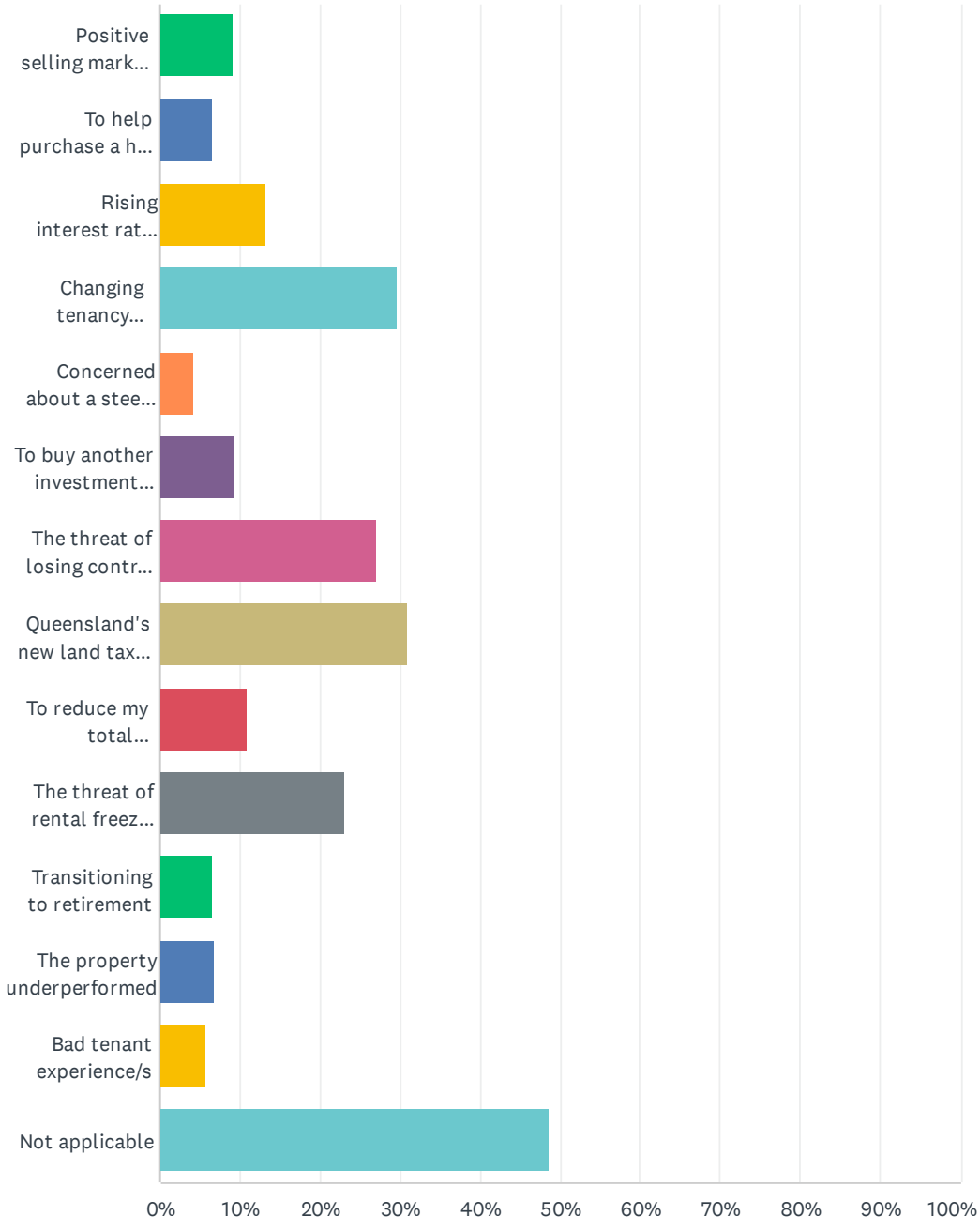
Answered: 259 Skipped: 1,359



ANSWER CHOICES	RESPONSES	
COVID19 rental legislation	7.72%	20
Positive selling market conditions	47.10%	122
To help purchase a home to live in	10.04%	26
Rising interest rates makes it harder or impossible to afford	8.88%	23
Changing tenancy legislation making it too costly or hard to manage	25.10%	65
Concerned about a steep fall in property prices	8.49%	22
To buy another investment property	25.87%	67
The threat of losing control of your asset because of new or potential government legislation	22.78%	59
Queensland's new land tax law that will penalise owners of property in other states/territories	19.69%	51
To reduce my total borrowings	30.89%	80
The threat of rental freezes being enforced by governments	12.74%	33
Transitioning to retirement	14.29%	37
The property underperformed	22.39%	58
Bad tenant experience/s	13.90%	36
Total Respondents: 259		

Q18 If you are now currently thinking of selling, what are some of the reasons you would look to sell an investment property or properties in the next year? You can select multiple reasons from the list below.

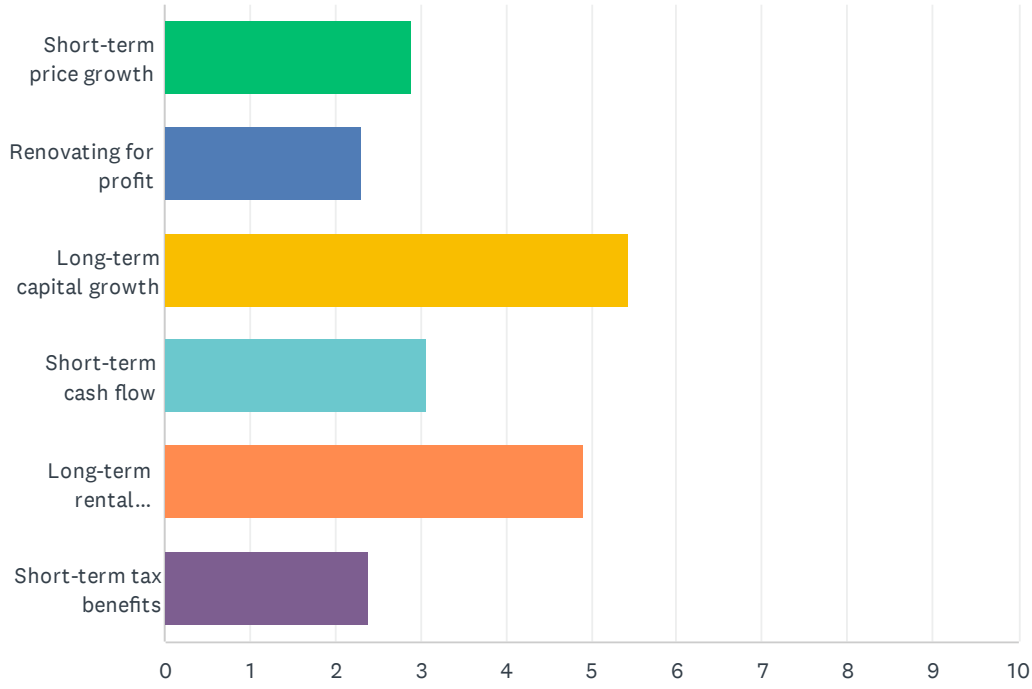
Answered: 1,370 Skipped: 248



ANSWER CHOICES	RESPONSES	
Positive selling market conditions	9.27%	127
To help purchase a home to live in	6.57%	90
Rising interest rates makes it harder or impossible to afford	13.21%	181
Changing tenancy legislation making it too costly or hard to manage	29.64%	406
Concerned about a steep fall in property prices	4.16%	57
To buy another investment property	9.42%	129
The threat of losing control of your asset because of new or potential government legislation	27.15%	372
Queensland's new land tax law that will penalise owners of property in other states/territories	30.88%	423
To reduce my total borrowings	10.95%	150
The threat of rental freezes being enforced by governments	22.99%	315
Transitioning to retirement	6.57%	90
The property underperformed	6.79%	93
Bad tenant experience/s	5.69%	78
Not applicable	48.61%	666
Total Respondents: 1,370		

Q19 In terms of return on investment with property, please rank the most important to least important drivers? (1 being most important, 6 being least important)

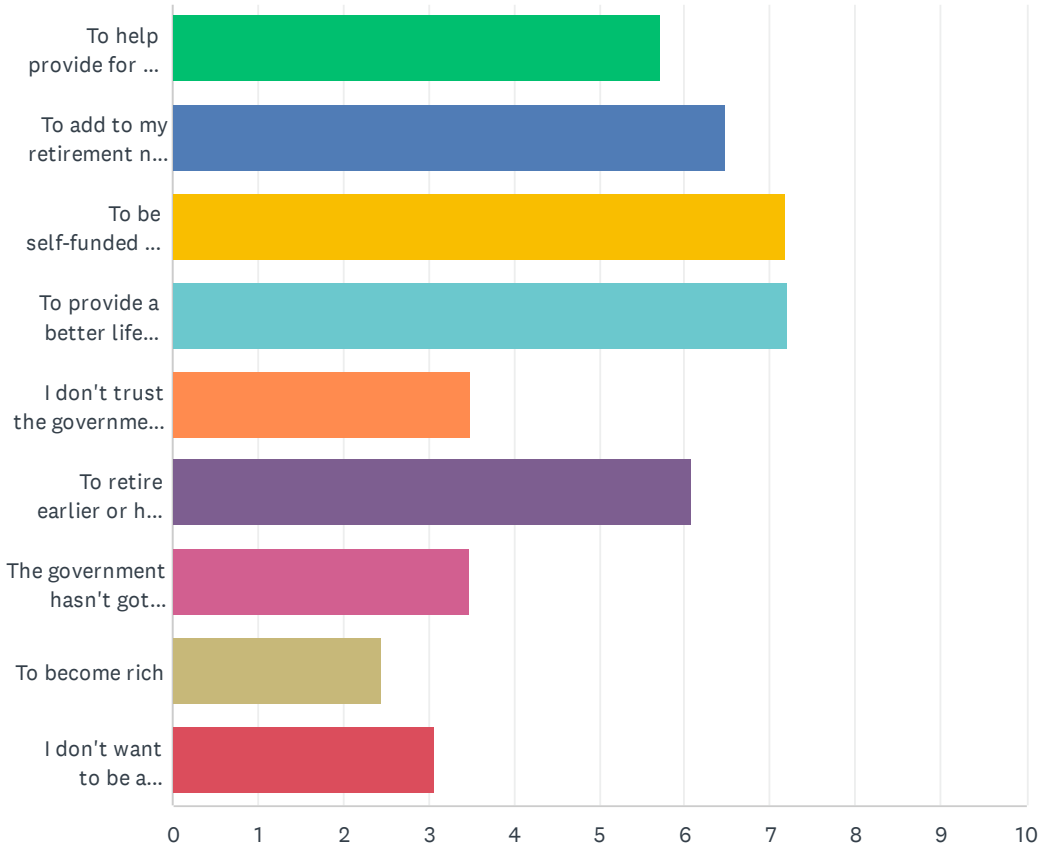
Answered: 1,418 Skipped: 200



	1	2	3	4	5	6	TOTAL	SCORE
Short-term price growth	3.03% 43	6.77% 96	20.66% 293	30.04% 426	25.81% 366	13.68% 194	1,418	2.90
Renovating for profit	2.40% 34	3.81% 54	17.42% 247	13.61% 193	23.20% 329	39.56% 561	1,418	2.30
Long-term capital growth	63.96% 907	25.11% 356	5.50% 78	3.10% 44	1.27% 18	1.06% 15	1,418	5.44
Short-term cash flow	2.68% 38	8.11% 115	25.81% 366	29.48% 418	23.98% 340	9.94% 141	1,418	3.06
Long-term rental (passive) income	26.59% 377	52.19% 740	12.13% 172	4.80% 68	3.39% 48	0.92% 13	1,418	4.91
Short-term tax benefits	1.34% 19	4.02% 57	18.48% 262	18.97% 269	22.36% 317	34.84% 494	1,418	2.39

Q20 In order of importance, why do you, or why are you, planning to invest in property? (1 being most important, 9 being least important)

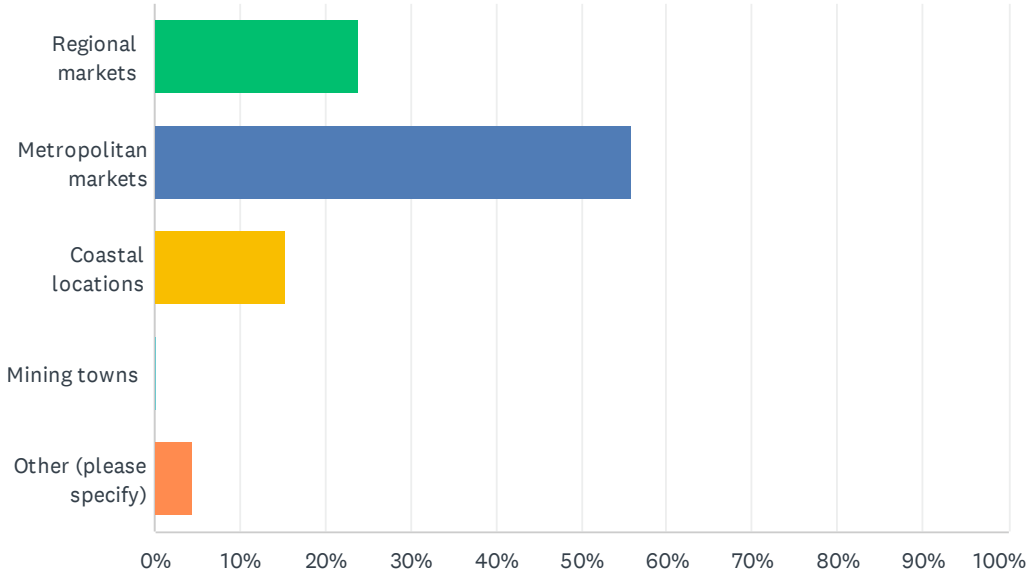
Answered: 1,414 Skipped: 204



	1	2	3	4	5	6	7	8	9	TOTAL	SCORE
To help provide for my child/children	10.67% 148	14.85% 206	15.21% 211	17.88% 248	15.14% 210	8.51% 118	5.84% 81	4.61% 64	7.28% 101	1,387	5.72
To add to my retirement nest egg	15.59% 218	19.53% 273	16.95% 237	17.74% 248	16.09% 225	7.51% 105	3.79% 53	2.43% 34	0.36% 5	1,398	6.49
To be self-funded in retirement	26.23% 367	22.44% 314	20.01% 280	16.23% 227	8.65% 121	3.50% 49	2.07% 29	0.71% 10	0.14% 2	1,399	7.18
To provide a better life financially for myself (and my family)	26.45% 369	22.01% 307	20.43% 285	16.56% 231	9.03% 126	3.80% 53	1.08% 15	0.36% 5	0.29% 4	1,395	7.21
I don't trust the government with my superannuation	1.60% 22	2.26% 31	4.22% 58	4.95% 68	13.90% 191	18.78% 258	19.87% 273	20.01% 275	14.41% 198	1,374	3.50
To retire earlier or have the option to work less	16.31% 227	14.01% 195	14.73% 205	13.79% 192	15.80% 220	12.93% 180	6.97% 97	4.74% 66	0.72% 10	1,392	6.07
The government hasn't got enough money to pay a reasonable pension to me in retirement	1.44% 20	2.08% 29	3.31% 46	5.32% 74	7.98% 111	19.48% 271	32.06% 446	20.70% 288	7.62% 106	1,391	3.48
To become rich	1.08% 15	1.01% 14	1.59% 22	3.40% 47	4.84% 67	11.71% 162	11.85% 164	25.72% 356	38.80% 537	1,384	2.46
I don't want to be a financial burden on the government when I/we retire. I want to pay my own way	1.94% 27	2.51% 35	4.23% 59	4.23% 59	8.68% 121	13.56% 189	15.85% 221	19.87% 277	29.12% 406	1,394	3.07

Q21 Where is the most appealing place to buy right now?

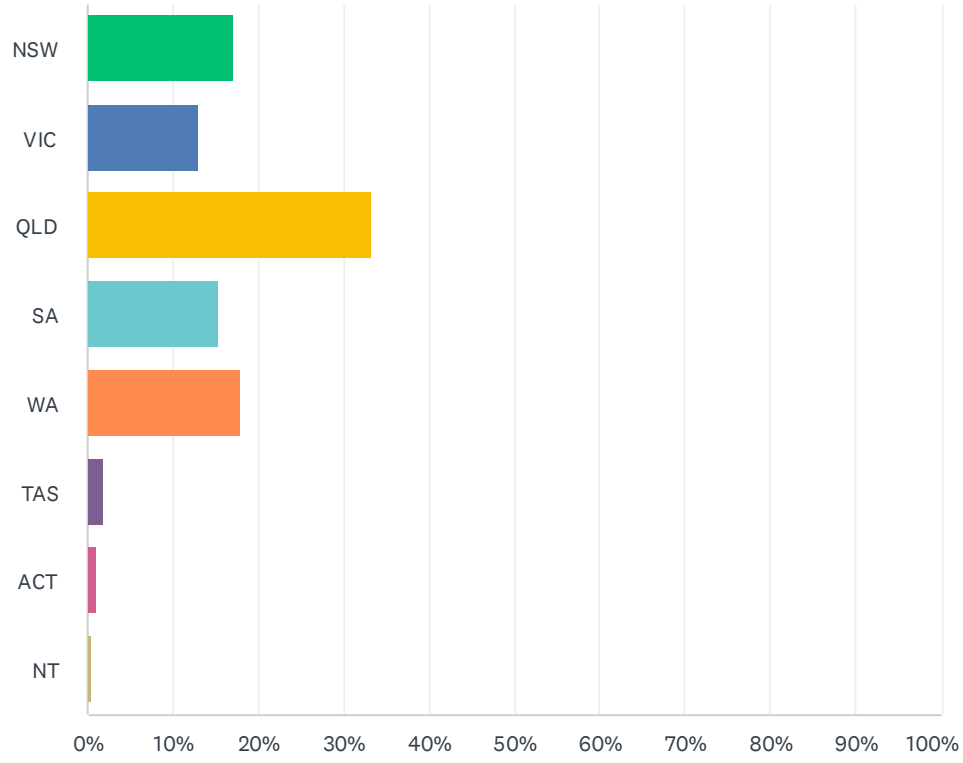
Answered: 1,418 Skipped: 200



ANSWER CHOICES	RESPONSES	
Regional markets	23.91%	339
Metropolitan markets	55.92%	793
Coastal locations	15.37%	218
Mining towns	0.21%	3
Other (please specify)	4.58%	65
TOTAL		1,418

Q22 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?

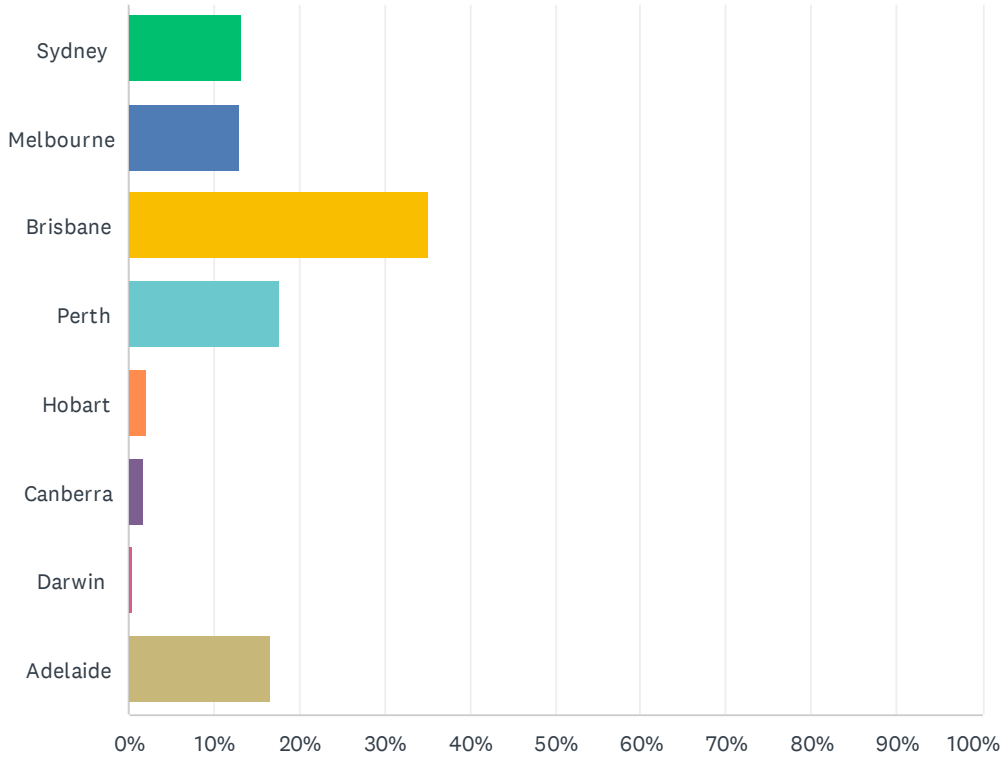
Answered: 1,418 Skipped: 200



ANSWER CHOICES	RESPONSES	
NSW	17.07%	242
VIC	12.91%	183
QLD	33.36%	473
SA	15.37%	218
WA	17.84%	253
TAS	1.97%	28
ACT	1.06%	15
NT	0.42%	6
TOTAL		1,418

Q23 Which state capital do you believe currently offers the best investment prospects?

Answered: 1,418 Skipped: 200



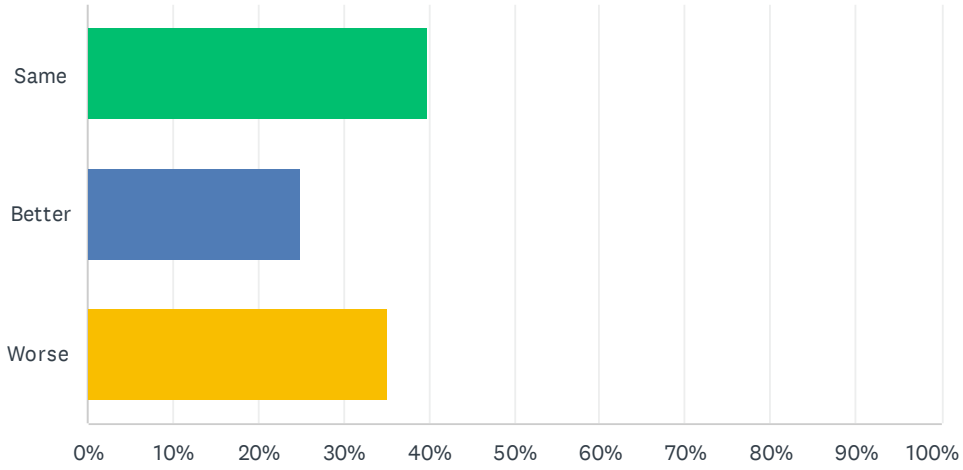
ANSWER CHOICES	RESPONSES	
Sydney	13.19%	187
Melbourne	12.98%	184
Brisbane	35.26%	500
Perth	17.70%	251
Hobart	2.12%	30
Canberra	1.69%	24
Darwin	0.42%	6
Adelaide	16.64%	236
TOTAL		1,418

Q24 Which regional market do you believe offers the best investment prospects?

Answered: 1,418 Skipped: 200

Q25 Do you see property prices in your State staying the same, better or worse in 12 months' time?

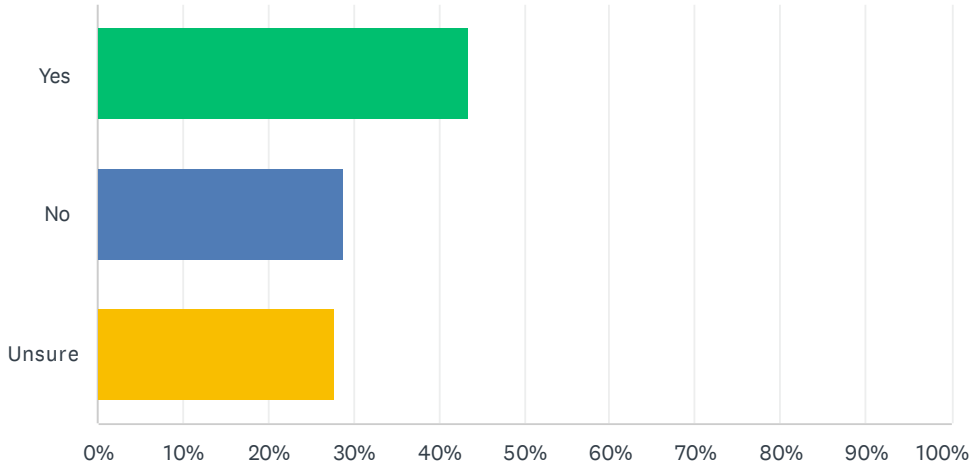
Answered: 1,418 Skipped: 200



ANSWER CHOICES	RESPONSES	
Same	39.84%	565
Better	24.89%	353
Worse	35.26%	500
TOTAL		1,418

Q26 Do you intend to buy your next investment property in a different State than the one you live in?

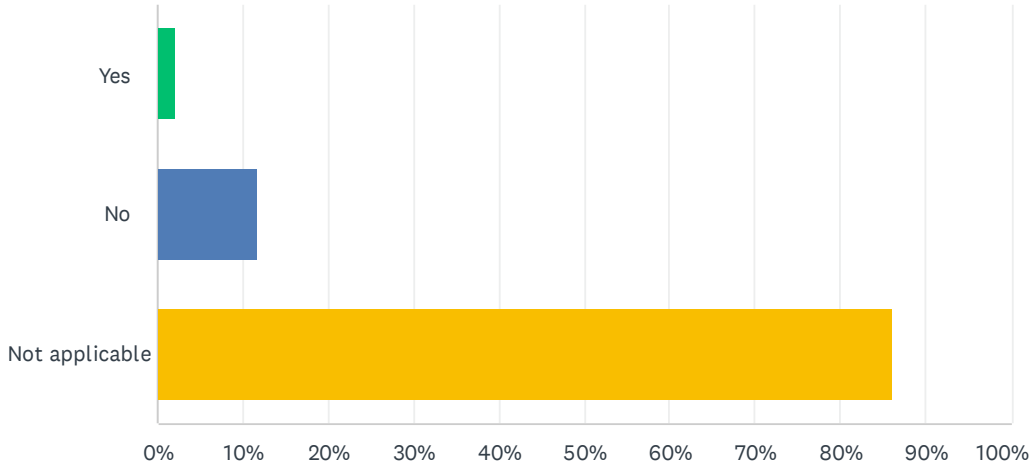
Answered: 1,418 Skipped: 200



ANSWER CHOICES	RESPONSES	
Yes	43.51%	617
No	28.70%	407
Unsure	27.79%	394
TOTAL		1,418

Q27 If you moved to another location during the COVID19 pandemic, are you considering returning to your previous home location?

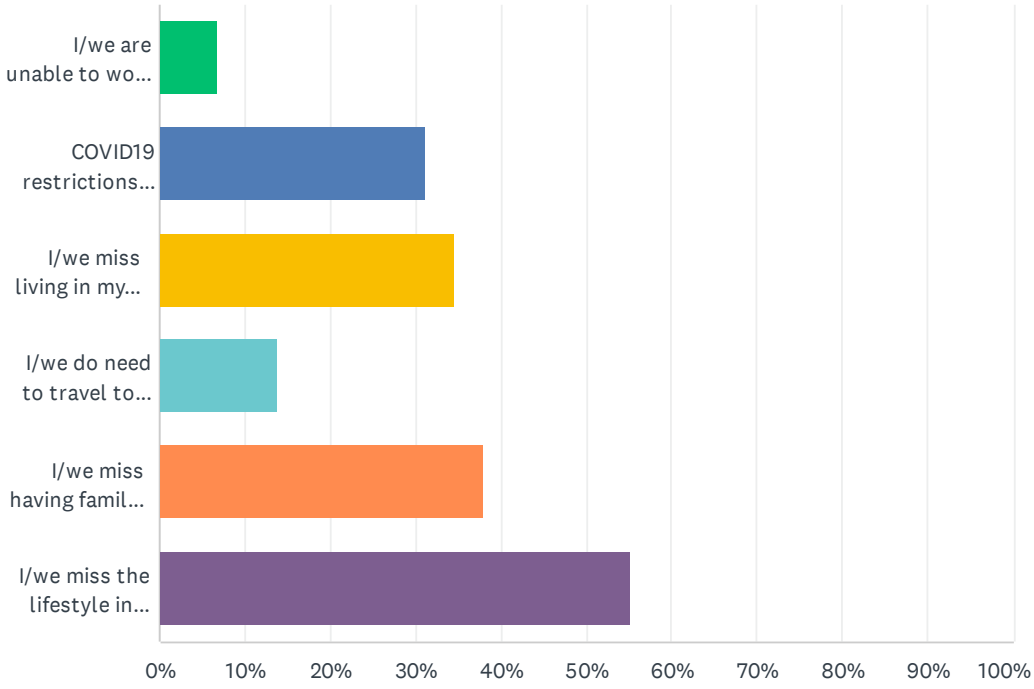
Answered: 1,416 Skipped: 202



ANSWER CHOICES	RESPONSES	
Yes	2.12%	30
No	11.65%	165
Not applicable	86.23%	1,221
TOTAL		1,416

Q28 If, yes, what are some of the reasons why you may return to your previous home location?

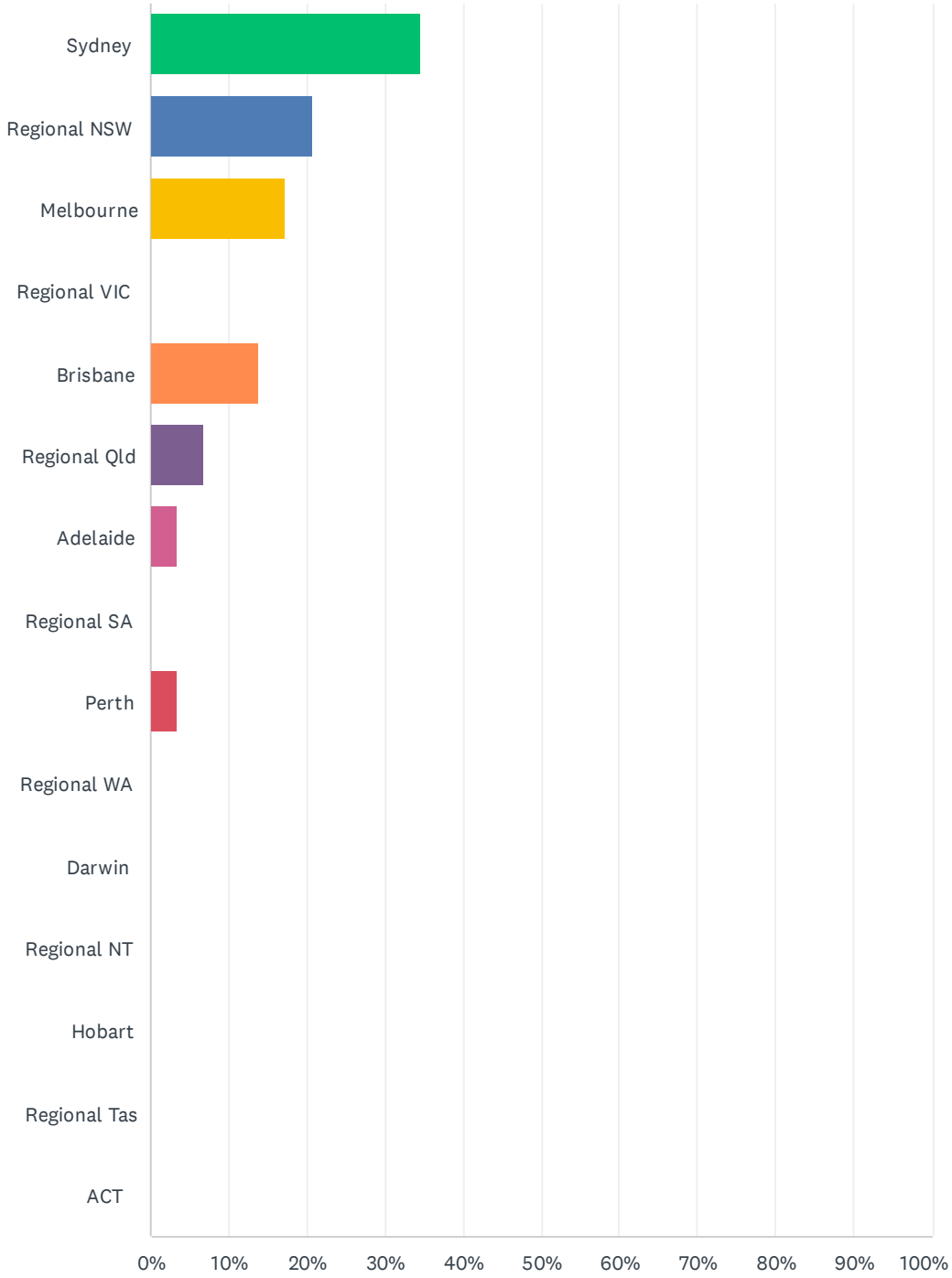
Answered: 29 Skipped: 1,589



ANSWER CHOICES	RESPONSES	
I/we are unable to work from home anymore	6.90%	2
COVID19 restrictions are over	31.03%	9
I/we miss living in my previous location	34.48%	10
I/we do need to travel to the office and the commute is now too hard	13.79%	4
I/we miss having family and friends close by	37.93%	11
I/we miss the lifestyle in our former location	55.17%	16
Total Respondents: 29		

Q29 Where are you considering relocating back to?

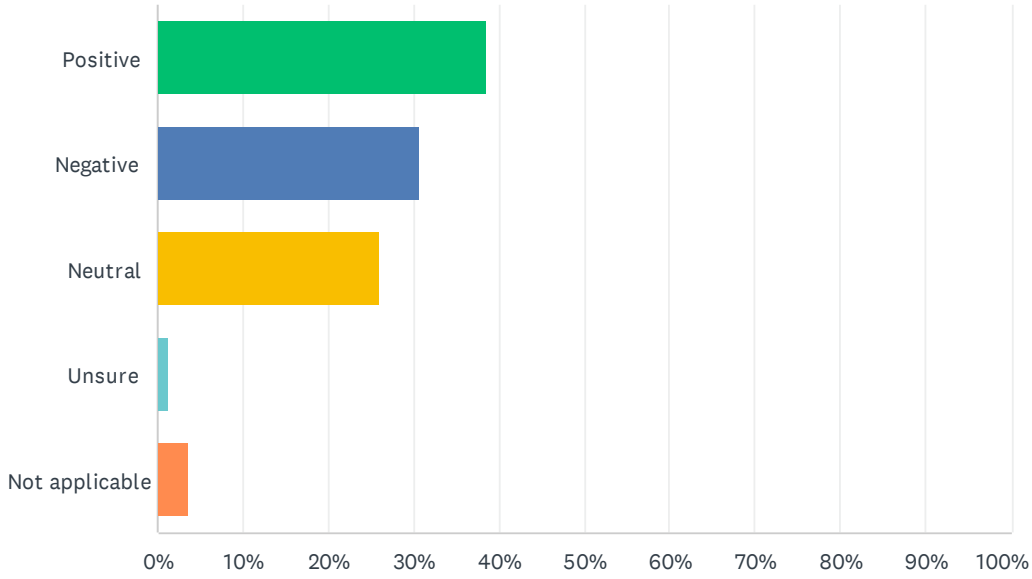
Answered: 29 Skipped: 1,589



ANSWER CHOICES	RESPONSES	
Sydney	34.48%	10
Regional NSW	20.69%	6
Melbourne	17.24%	5
Regional VIC	0.00%	0
Brisbane	13.79%	4
Regional Qld	6.90%	2
Adelaide	3.45%	1
Regional SA	0.00%	0
Perth	3.45%	1
Regional WA	0.00%	0
Darwin	0.00%	0
Regional NT	0.00%	0
Hobart	0.00%	0
Regional Tas	0.00%	0
ACT	0.00%	0
TOTAL		29

Q30 Does your property investment or your combined portfolio generate positive income or negative cash flow right now?

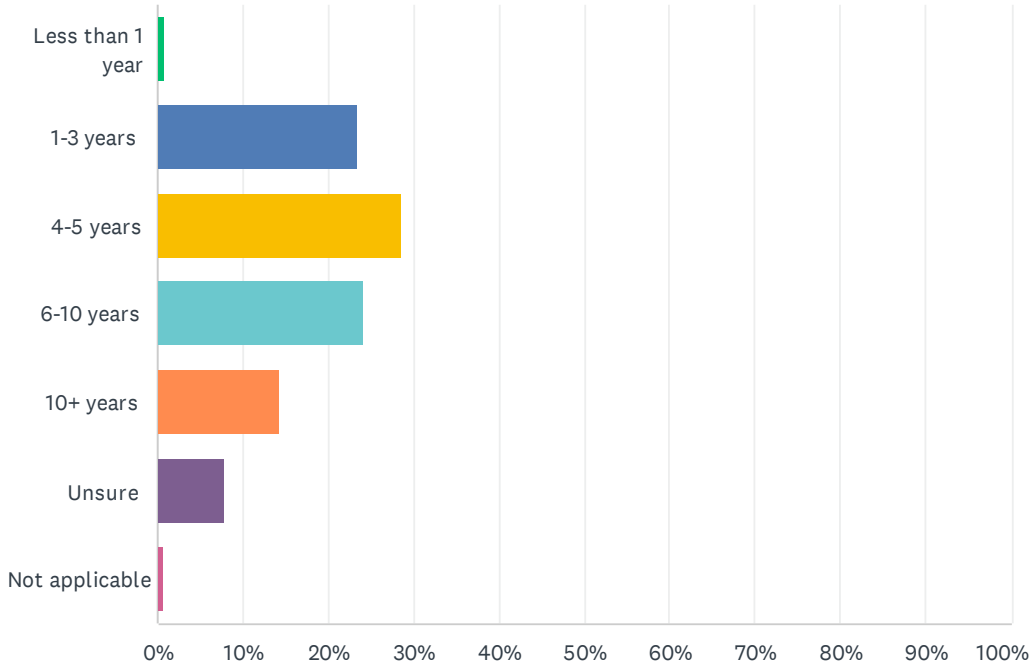
Answered: 1,413 Skipped: 205



ANSWER CHOICES	RESPONSES	
Positive	38.57%	545
Negative	30.64%	433
Neutral	25.97%	367
Unsure	1.20%	17
Not applicable	3.61%	51
TOTAL		1,413

Q31 If negative, how long until you expect it will turn positively geared to generate passive income for you?

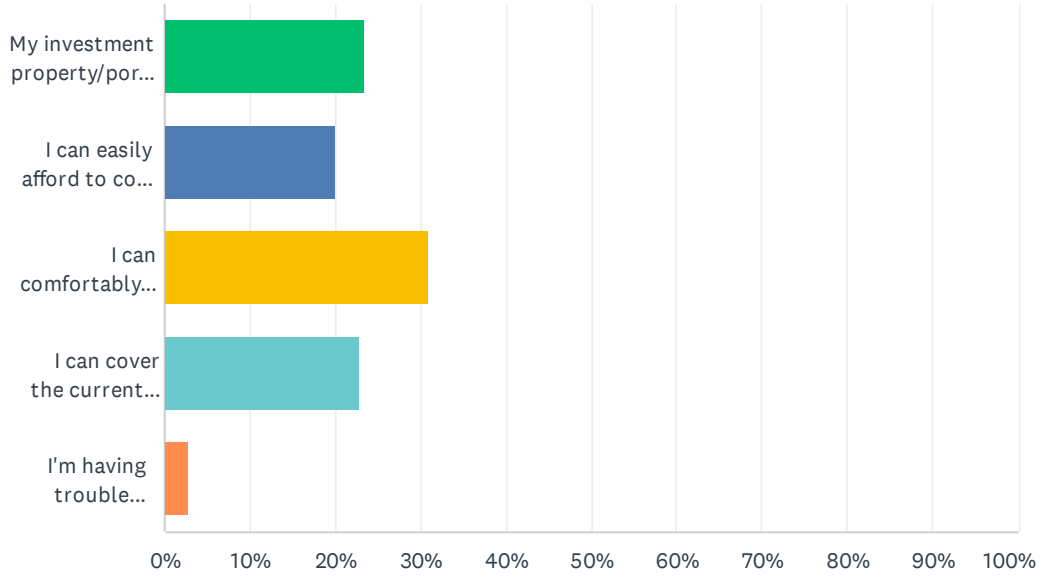
Answered: 429 Skipped: 1,189



ANSWER CHOICES	RESPONSES	
Less than 1 year	0.93%	4
1-3 years	23.54%	101
4-5 years	28.67%	123
6-10 years	24.01%	103
10+ years	14.22%	61
Unsure	7.93%	34
Not applicable	0.70%	3
TOTAL		429

Q32 Which one of these statements best describes your situation?

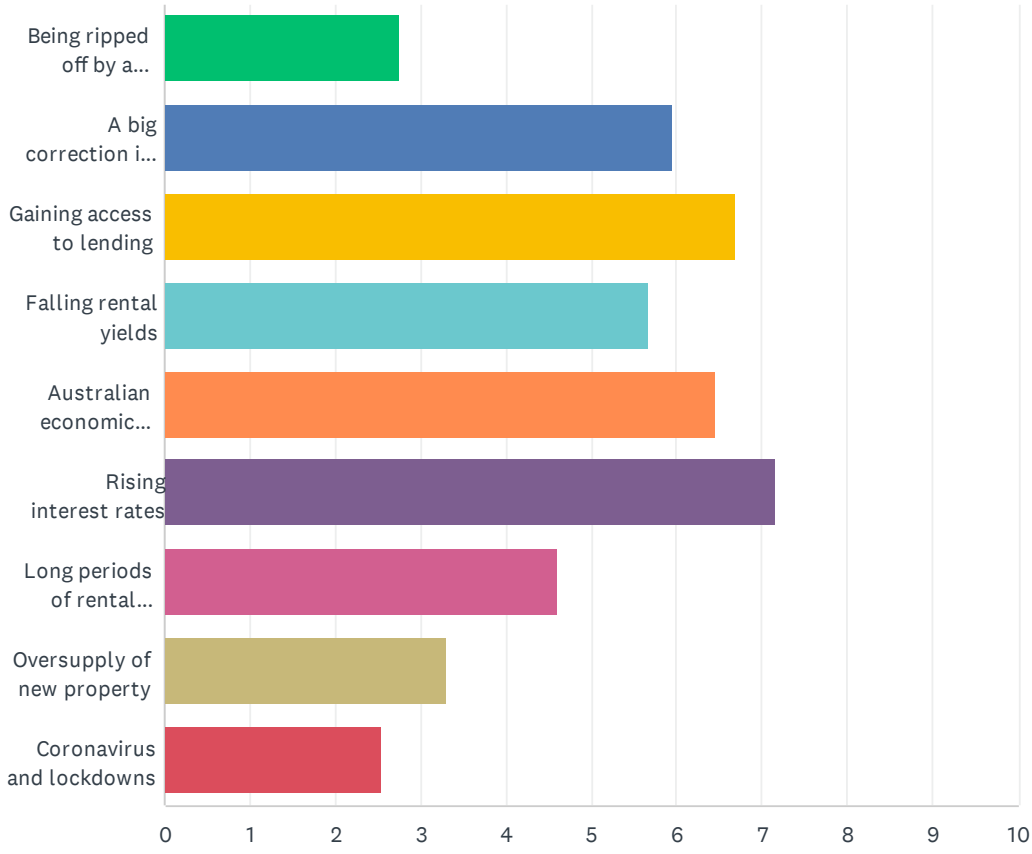
Answered: 1,384 Skipped: 234



ANSWER CHOICES	RESPONSES	
My investment property/portfolio of properties generates a passive income	23.55%	326
I can easily afford to cover any cashflow shortfall at the moment	19.94%	276
I can comfortably cover any cashflow shortfall at the moment	31.00%	429
I can cover the current cashflow shortfall, but my cashflows are tight	22.83%	316
I'm having trouble covering the cashflow shortfall at the moment	2.67%	37
TOTAL		1,384

Q33 What is currently the biggest concern for you as a property investor? Rank in order of most concerning (1) to least concerning (9):

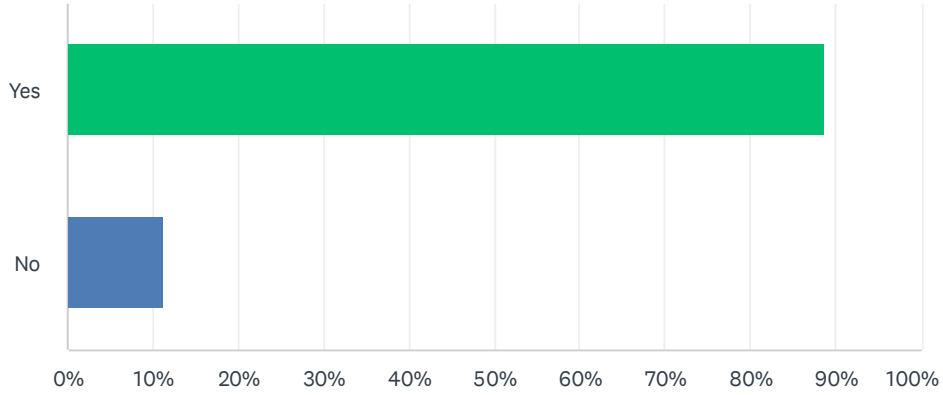
Answered: 1,371 Skipped: 247



	1	2	3	4	5	6	7	8	9	TOTAL	SCORE
Being ripped off by a property spruiker	5.76% 76	3.56% 47	2.80% 37	3.71% 49	4.92% 65	6.52% 86	7.80% 103	13.64% 180	51.29% 677	1,320	2.75
A big correction in property prices	11.81% 158	12.63% 169	19.21% 257	17.34% 232	14.57% 195	10.84% 145	6.73% 90	5.75% 77	1.12% 15	1,338	5.95
Gaining access to lending	28.80% 390	16.54% 224	16.10% 218	12.19% 165	7.98% 108	5.32% 72	5.98% 81	5.39% 73	1.70% 23	1,354	6.69
Falling rental yields	6.70% 90	11.24% 151	14.67% 197	21.15% 284	21.15% 284	14.07% 189	6.18% 83	3.05% 41	1.79% 24	1,343	5.68
Australian economic conditions	12.44% 168	20.95% 283	19.10% 258	17.10% 231	15.40% 208	9.25% 125	4.22% 57	1.11% 15	0.44% 6	1,351	6.45
Rising interest rates	28.58% 389	25.79% 351	15.94% 217	11.17% 152	7.42% 101	6.39% 87	3.16% 43	1.10% 15	0.44% 6	1,361	7.17
Long periods of rental vacancy	4.62% 62	5.59% 75	7.97% 107	9.39% 126	14.75% 198	27.57% 370	20.64% 277	6.78% 91	2.68% 36	1,342	4.61
Oversupply of new property	0.82% 11	2.62% 35	2.69% 36	4.72% 63	7.93% 106	11.83% 158	34.58% 462	28.52% 381	6.29% 84	1,336	3.30
Coronavirus and lockdowns	1.56% 21	1.71% 23	2.24% 30	3.35% 45	5.37% 72	7.08% 95	10.66% 143	34.05% 457	33.98% 456	1,342	2.53

Q34 Have the holding costs on your rental properties gone up?

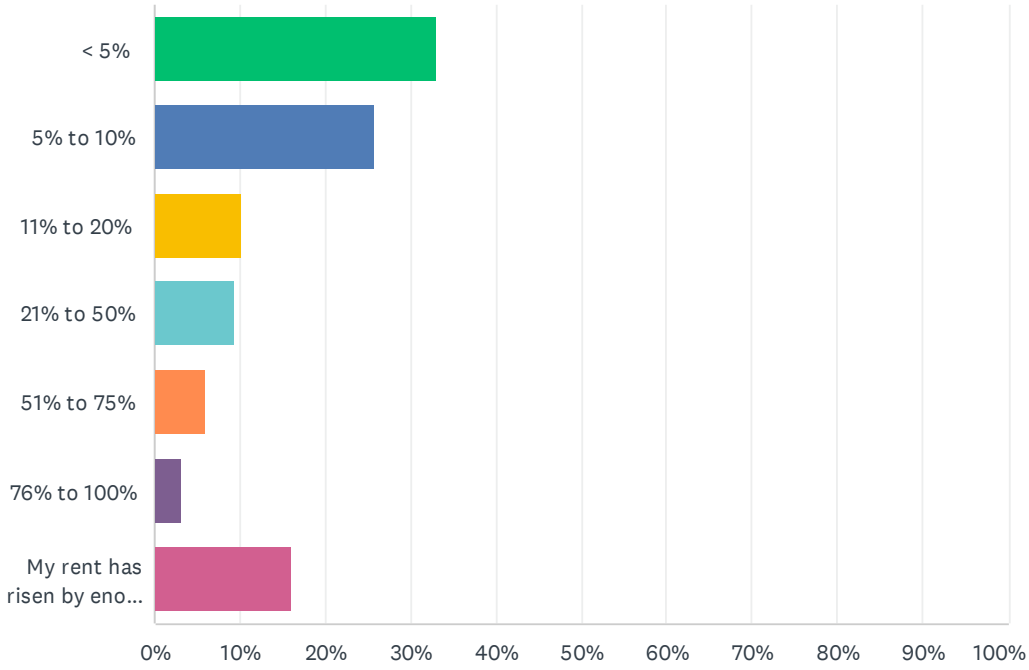
Answered: 1,384 Skipped: 234



ANSWER CHOICES	RESPONSES	
Yes	88.73%	1,228
No	11.27%	156
TOTAL		1,384

Q35 If yes, how much of the costs are you passing onto your tenant/s to cover these increased expenses?

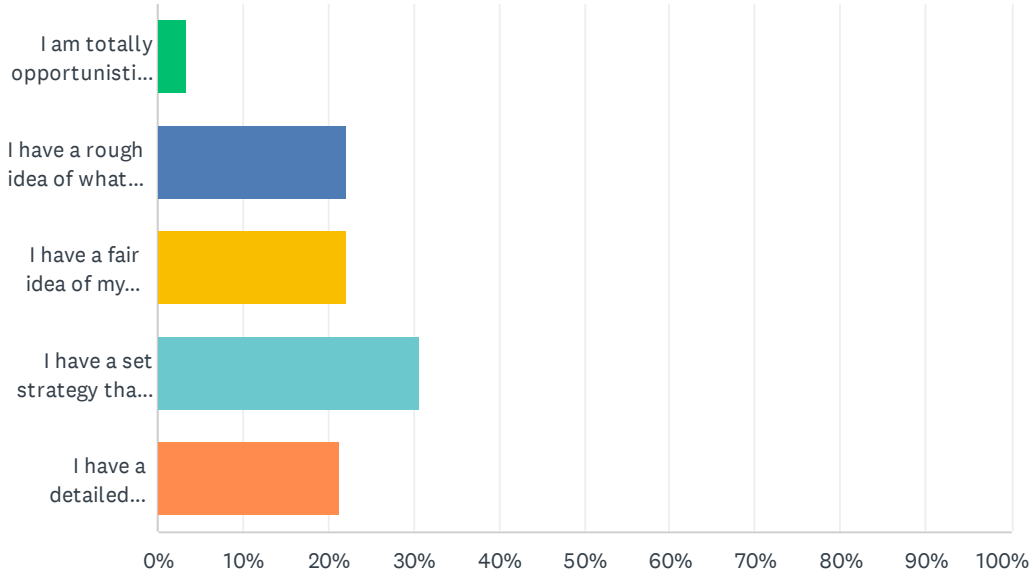
Answered: 1,218 Skipped: 400



ANSWER CHOICES	RESPONSES	
< 5%	33.09%	403
5% to 10%	25.86%	315
11% to 20%	10.26%	125
21% to 50%	9.44%	115
51% to 75%	5.91%	72
76% to 100%	3.28%	40
My rent has risen by enough to cover these rising costs	16.09%	196
Total Respondents: 1,218		

Q36 Which of the following best describes you as a property investor?

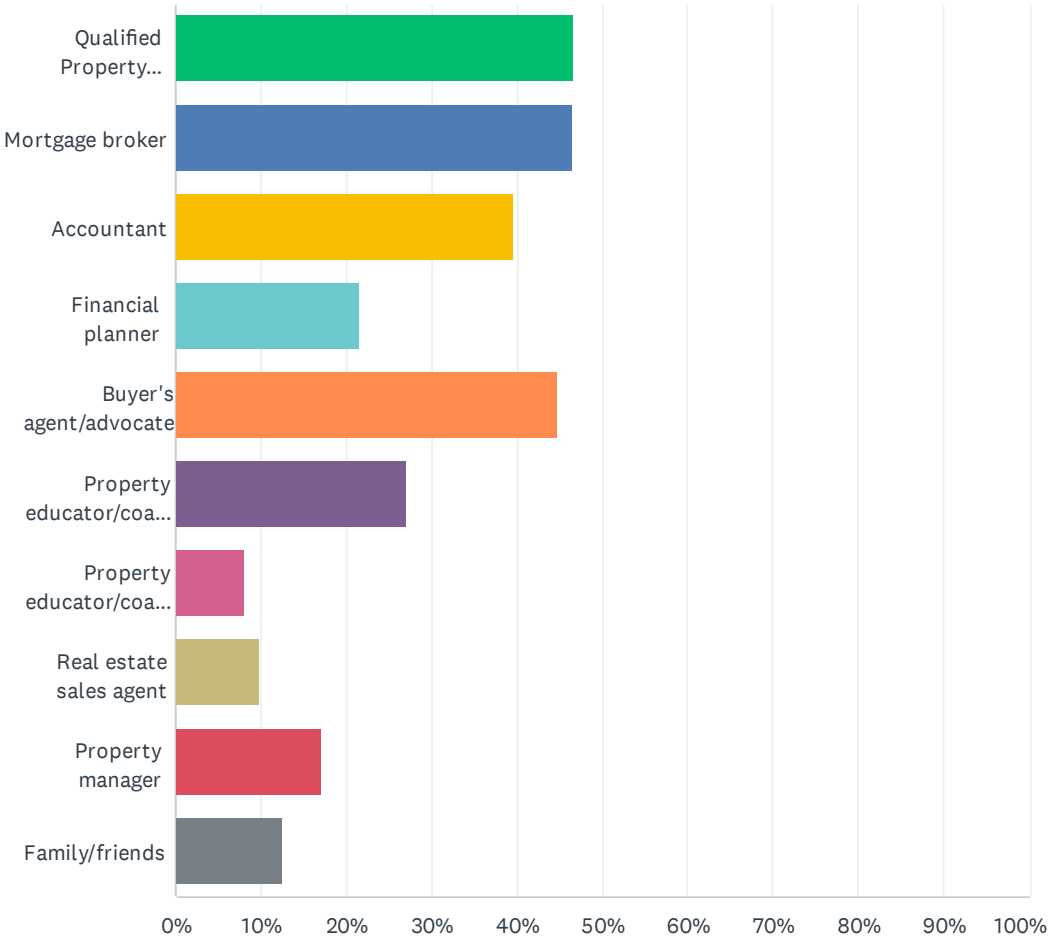
Answered: 1,317 Skipped: 301



ANSWER CHOICES	RESPONSES	
I am totally opportunistic and don't work to an investment plan	3.49%	46
I have a rough idea of what I want to achieve, but I don't have a set investment plan	22.10%	291
I have a fair idea of my investment plans for the next five years or so	22.25%	293
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	30.75%	405
I have a detailed modelled plan in writing to match my long-term property investment goals	21.41%	282
TOTAL		1,317

Q37 Where have you sought/where do you plan to seek property investment advice from? (Please select all that apply)

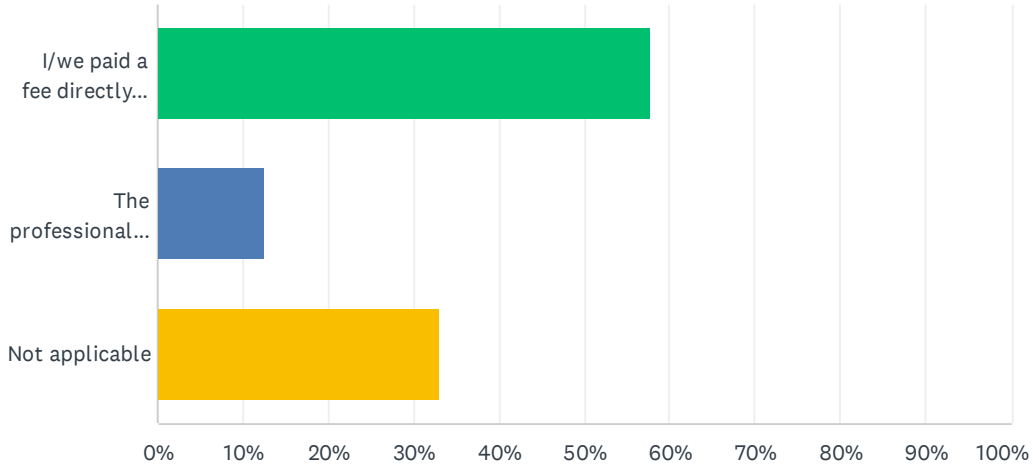
Answered: 1,317 Skipped: 301



ANSWER CHOICES	RESPONSES	
Qualified Property Investment Adviser	46.70%	615
Mortgage broker	46.39%	611
Accountant	39.64%	522
Financial planner	21.64%	285
Buyer's agent/advocate	44.87%	591
Property educator/coach with formal/professional qualifications	27.18%	358
Property educator/coach without formal/professional qualifications	8.12%	107
Real estate sales agent	9.72%	128
Property manager	17.16%	226
Family/friends	12.68%	167
Total Respondents: 1,317		

Q38 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?

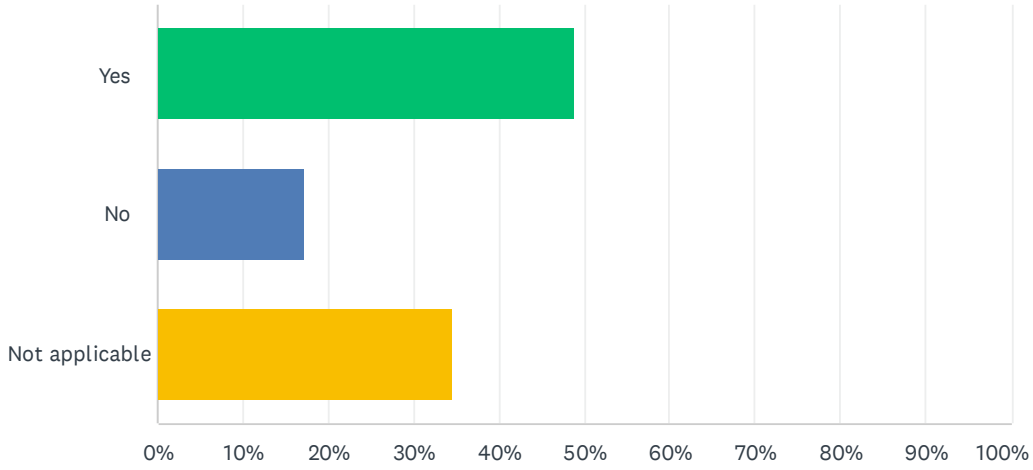
Answered: 1,317 Skipped: 301



ANSWER CHOICES	RESPONSES	
I/we paid a fee directly to the professional	57.71%	760
The professional didn't charge us directly	12.68%	167
Not applicable	32.95%	434
Total Respondents: 1,317		

Q39 Again, if you sought property investment advice from a professional - did they provide you with a written report or plan documenting their advice?

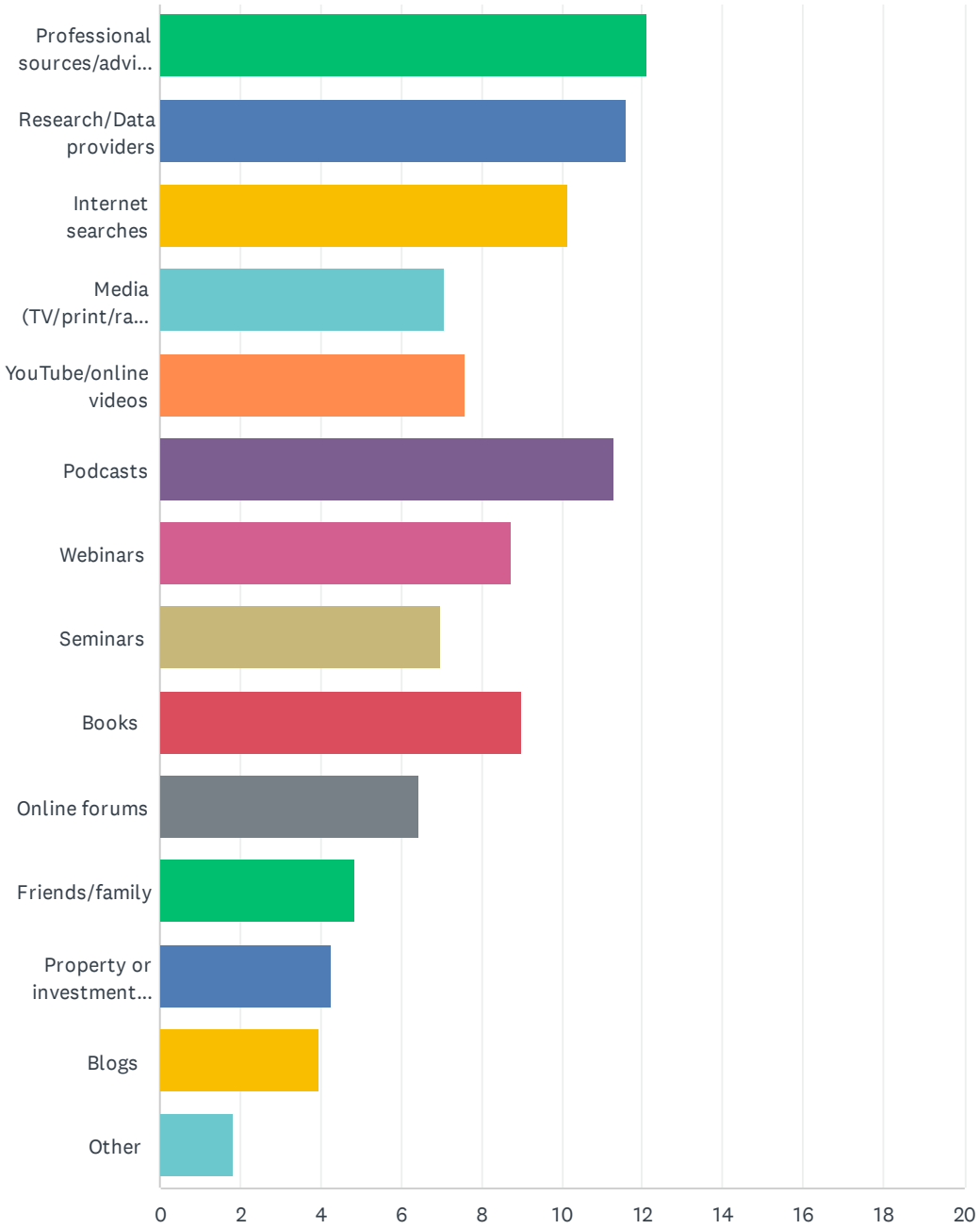
Answered: 1,317 Skipped: 301



ANSWER CHOICES	RESPONSES	
Yes	48.82%	643
No	17.24%	227
Not applicable	34.55%	455
Total Respondents: 1,317		

Q40 Where do you get your property investment knowledge/education from? (Rank in order of most important (1) to least important (14)

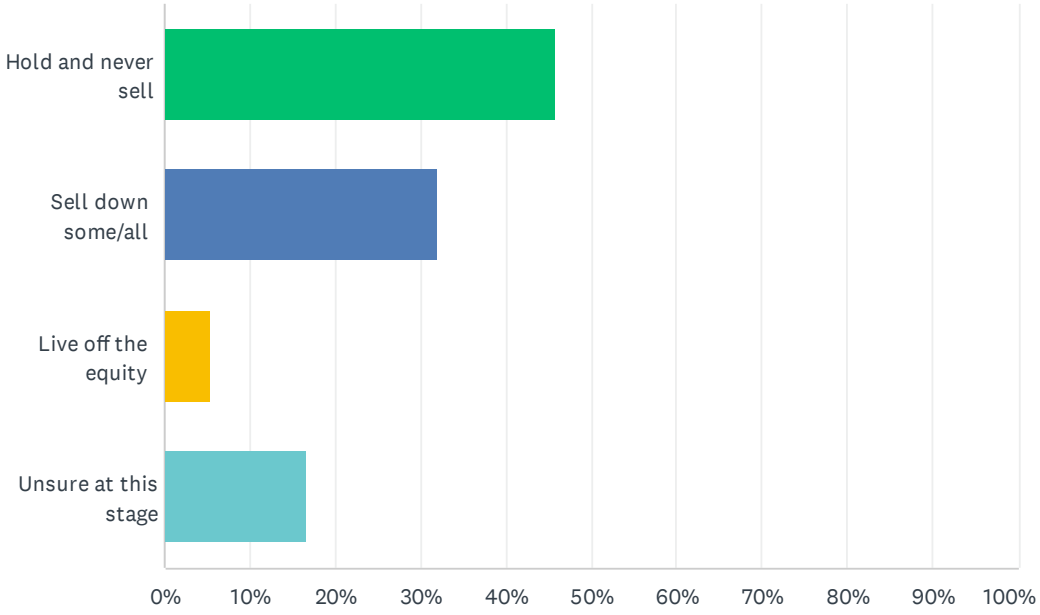
Answered: 1,272 Skipped: 346



	1	2	3	4	5	6	7	8	9	10	11
Professional sources/advisors	43.86% 532	18.80% 228	9.81% 119	6.68% 81	6.18% 75	4.70% 57	2.72% 33	2.06% 25	1.15% 14	1.07% 13	0
Research/Data providers	13.11% 159	31.74% 385	19.87% 241	12.86% 156	8.00% 97	5.61% 68	2.56% 31	1.98% 24	1.57% 19	0.91% 11	0
Internet searches	5.94% 71	9.28% 111	20.82% 249	16.39% 196	13.80% 165	10.62% 127	8.44% 101	5.10% 61	4.01% 48	2.42% 29	1
Media (TV/print/radio/online)	0.60% 7	1.47% 17	3.28% 38	12.33% 143	10.95% 127	10.52% 122	9.66% 112	11.12% 129	8.53% 99	6.81% 79	5
YouTube/online videos	0.77% 9	3.10% 36	4.39% 51	5.85% 68	14.62% 170	12.81% 149	13.50% 157	10.66% 124	10.49% 122	7.05% 82	5
Podcasts	29.21% 361	16.83% 208	14.16% 175	8.90% 110	5.74% 71	8.66% 107	4.53% 56	3.24% 40	2.10% 26	2.67% 33	1
Webinars	0.84% 10	5.31% 63	7.93% 94	12.56% 149	11.97% 142	10.88% 129	20.74% 246	13.58% 161	8.09% 96	4.13% 49	2
Seminars	1.82% 21	1.90% 22	3.11% 36	4.58% 53	5.62% 65	8.22% 95	9.26% 107	21.80% 252	17.56% 203	10.29% 119	7
Books	4.46% 54	9.59% 116	12.23% 148	12.31% 149	11.40% 138	8.18% 99	7.11% 86	5.87% 71	14.96% 181	7.11% 86	3
Online forums	0.94% 11	2.58% 30	3.18% 37	4.72% 55	4.03% 47	6.61% 77	7.38% 86	8.15% 95	10.99% 128	30.90% 360	12
Friends/family	1.47% 17	1.64% 19	1.55% 18	1.73% 20	2.85% 33	3.71% 43	5.18% 60	3.11% 36	6.30% 73	8.98% 104	32
Property or investment exhibitions	0.26% 3	0.44% 5	1.22% 14	1.04% 12	1.83% 21	3.57% 41	2.96% 34	5.40% 62	6.01% 69	8.53% 98	13
Blogs	0.00% 0	0.96% 11	1.57% 18	1.74% 20	2.70% 31	3.91% 45	3.30% 38	4.96% 57	4.70% 54	5.13% 59	8
Other	1.43% 16	0.36% 4	0.27% 3	0.45% 5	0.71% 8	0.53% 6	0.98% 11	0.80% 9	0.89% 10	1.43% 16	2

Q41 What is your property investment exit strategy?

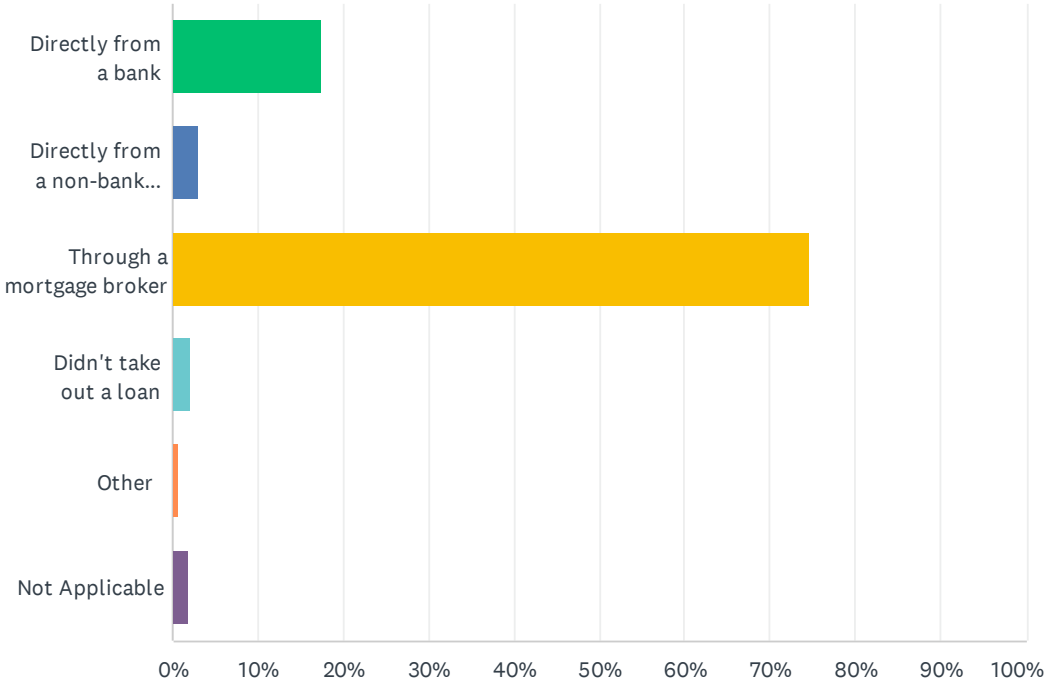
Answered: 1,317 Skipped: 301



ANSWER CHOICES	RESPONSES	
Hold and never sell	45.94%	605
Sell down some/all	31.97%	421
Live off the equity	5.39%	71
Unsure at this stage	16.70%	220
TOTAL		1,317

Q42 How did you secure your last investment loan?

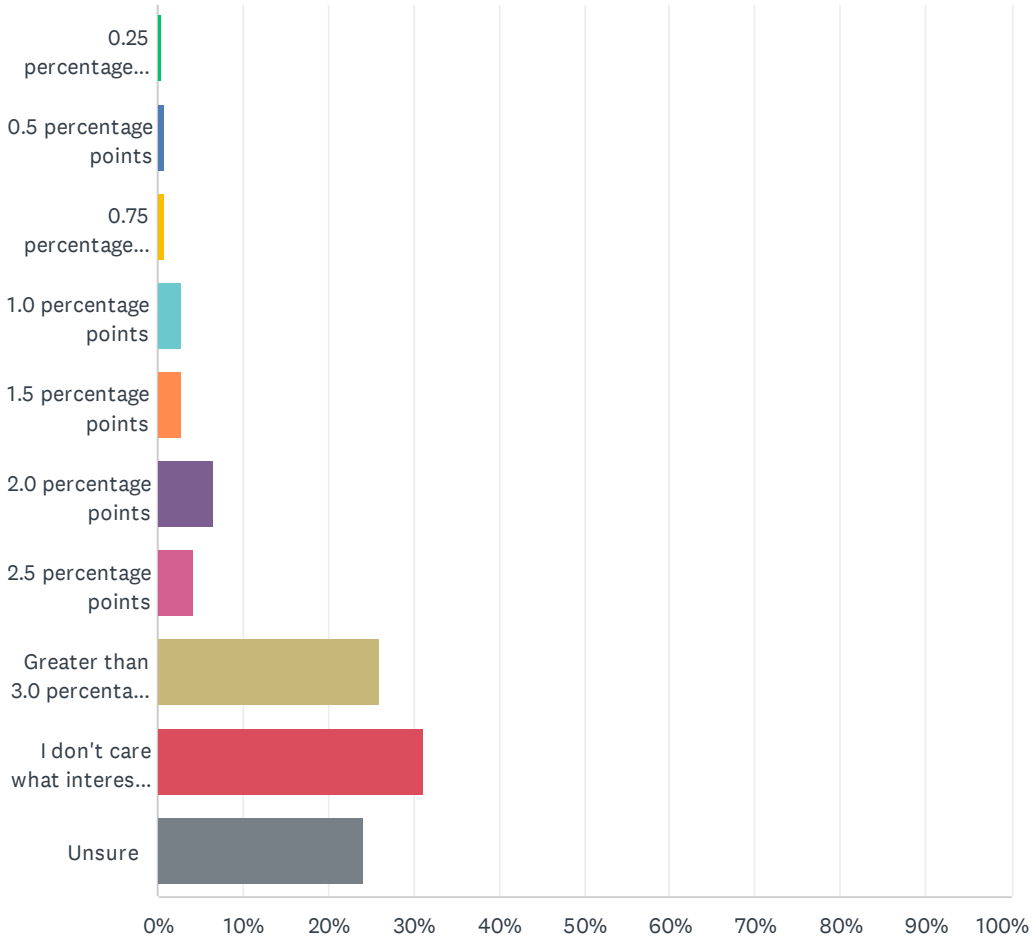
Answered: 1,317 Skipped: 301



ANSWER CHOICES	RESPONSES	
Directly from a bank	17.54%	231
Directly from a non-bank lender such as credit union, building society, specialist lender etc	2.96%	39
Through a mortgage broker	74.72%	984
Didn't take out a loan	2.20%	29
Other	0.61%	8
Not Applicable	1.97%	26
TOTAL		1,317

Q43 With interest rates rising, at what further increase would you consider selling an investment property because of financial reasons?

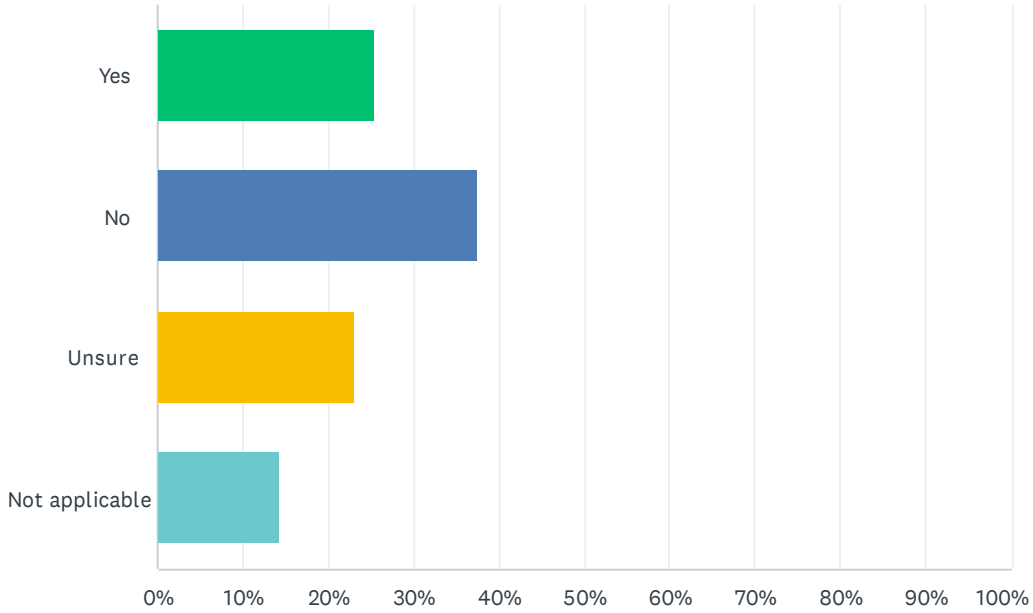
Answered: 1,304 Skipped: 314



ANSWER CHOICES	RESPONSES	
0.25 percentage points	0.46%	6
0.5 percentage points	0.84%	11
0.75 percentage points	0.84%	11
1.0 percentage points	2.76%	36
1.5 percentage points	2.84%	37
2.0 percentage points	6.67%	87
2.5 percentage points	4.29%	56
Greater than 3.0 percentage points	26.07%	340
I don't care what interest rate I pay	31.13%	406
Unsure	24.08%	314
TOTAL		1,304

Q44 Do you currently find yourself in a position where you are unable to refinance an amount which you were able to borrow previously?

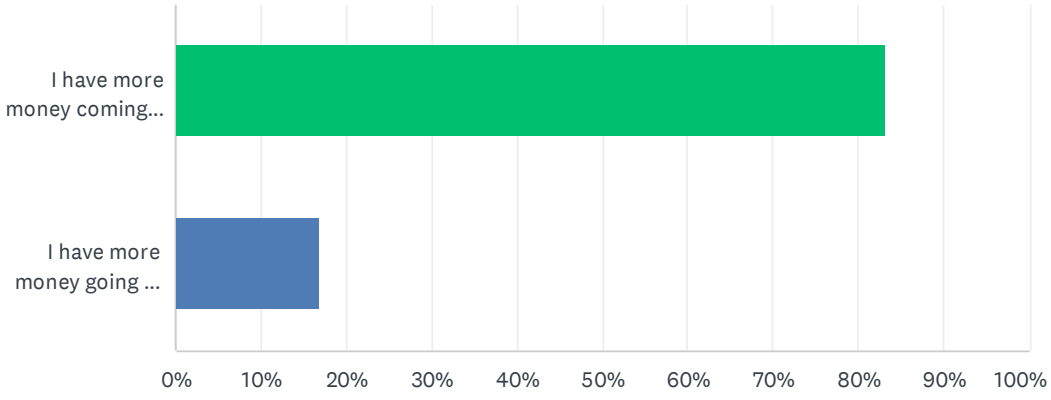
Answered: 1,304 Skipped: 314



ANSWER CHOICES	RESPONSES	
Yes	25.31%	330
No	37.42%	488
Unsure	22.93%	299
Not applicable	14.34%	187
TOTAL		1,304

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

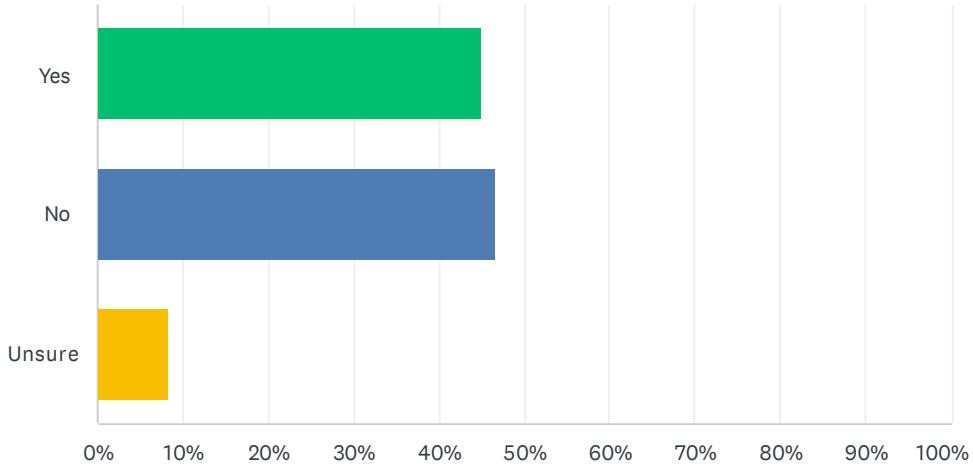
Answered: 1,304 Skipped: 314



ANSWER CHOICES	RESPONSES	
I have more money coming into the household than going out right now (cash flow surplus each month right now)	83.13%	1,084
I have more money going out than coming into the household right now (cash flow deficit each month right now)	16.87%	220
TOTAL		1,304

Q46 Would you consider rentvesting as a property investment strategy (rentvesting means renting in one location and investing in another)?

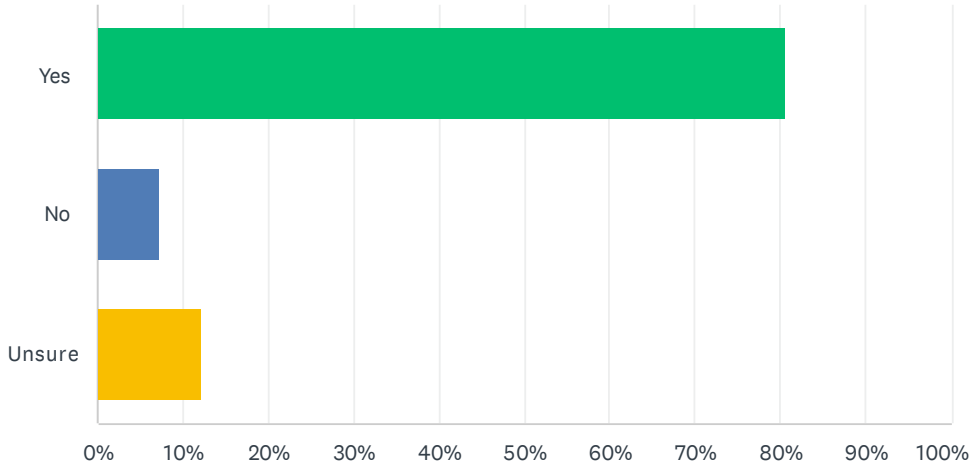
Answered: 1,304 Skipped: 314



ANSWER CHOICES	RESPONSES	
Yes	44.94%	586
No	46.78%	610
Unsure	8.28%	108
TOTAL		1,304

Q47 In general, do you think property investors need more investment education about the risks and potential benefits of investing in property?

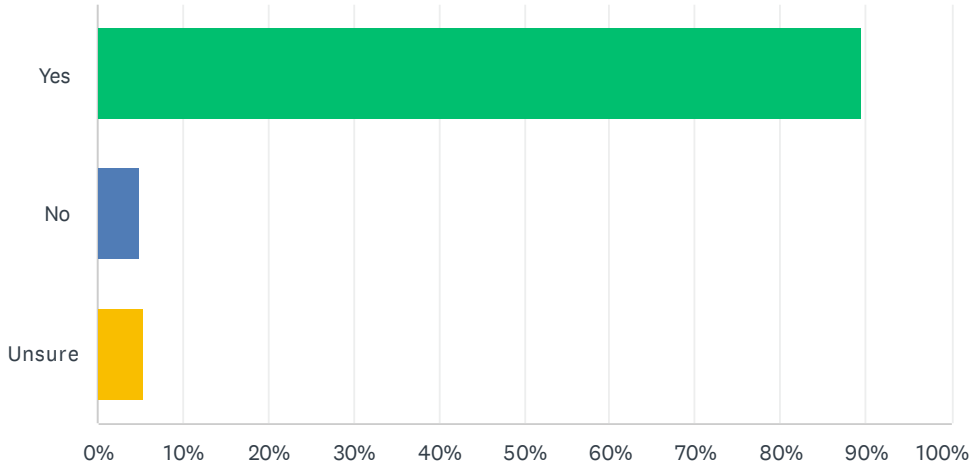
Answered: 1,293 Skipped: 325



ANSWER CHOICES	RESPONSES	
Yes	80.67%	1,043
No	7.27%	94
Unsure	12.06%	156
TOTAL		1,293

Q48 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?

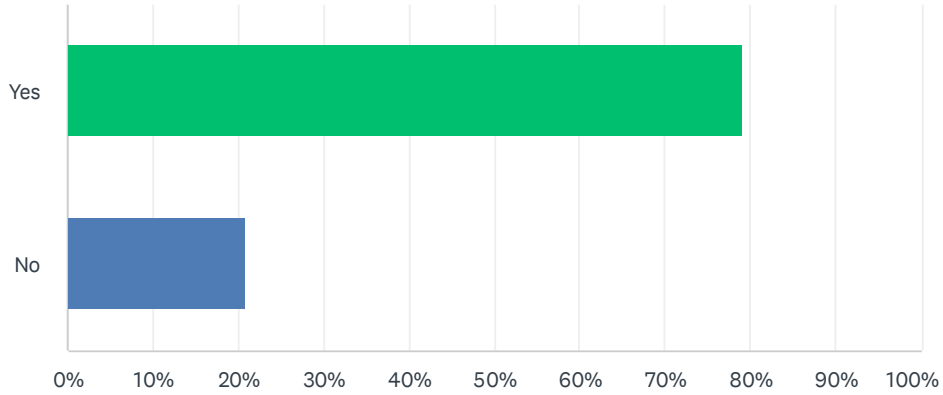
Answered: 1,293 Skipped: 325



ANSWER CHOICES	RESPONSES	
Yes	89.64%	1,159
No	4.95%	64
Unsure	5.41%	70
TOTAL		1,293

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)?

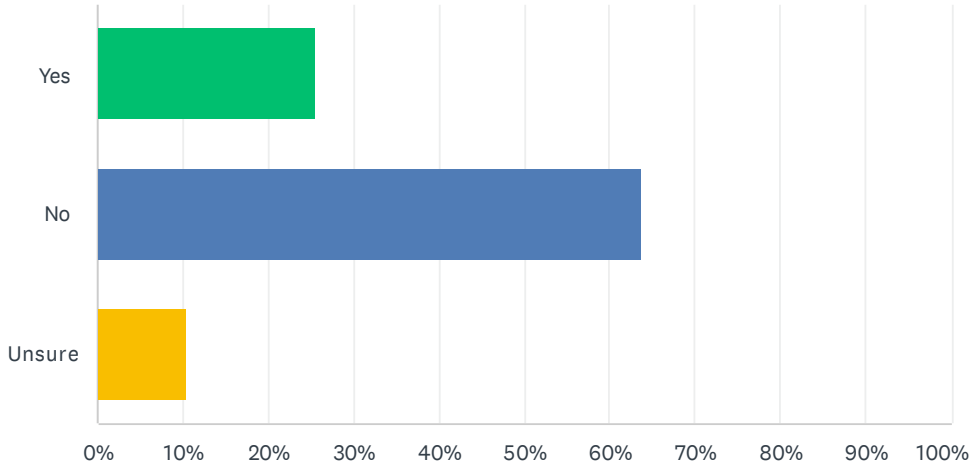
Answered: 1,293 Skipped: 325



ANSWER CHOICES	RESPONSES	
Yes	79.04%	1,022
No	20.96%	271
TOTAL		1,293

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

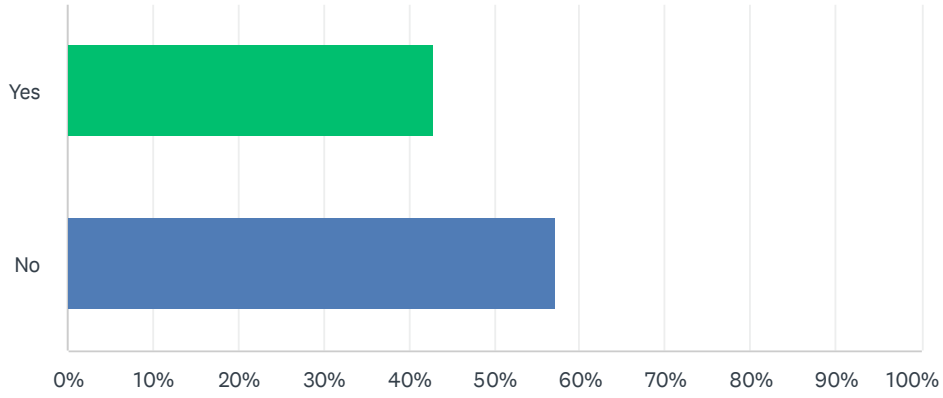
Answered: 1,293 Skipped: 325



ANSWER CHOICES	RESPONSES	
Yes	25.68%	332
No	63.81%	825
Unsure	10.52%	136
TOTAL		1,293

Q51 Are you aware of the Qualified Property Investment Adviser (QPIA) course run by PIPA?

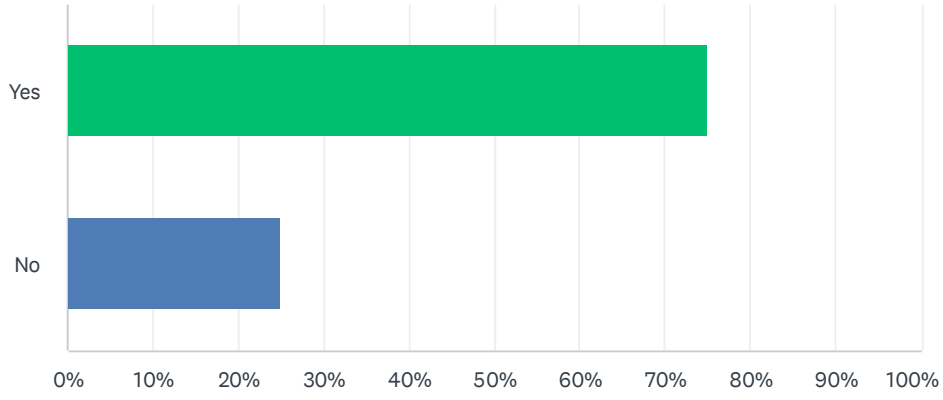
Answered: 1,293 Skipped: 325



ANSWER CHOICES	RESPONSES	
Yes	42.92%	555
No	57.08%	738
TOTAL		1,293

Q52 Would a QPIA qualification influence your decision to work with a particular property investment professional?

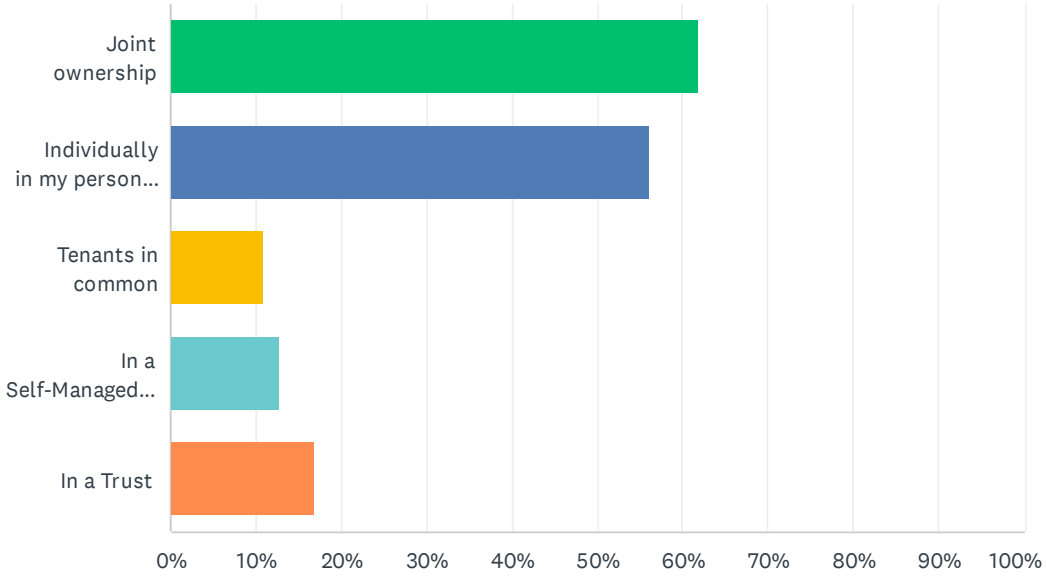
Answered: 1,293 Skipped: 325



ANSWER CHOICES	RESPONSES	
Yes	75.10%	971
No	24.90%	322
TOTAL		1,293

Q53 How do you own property? You can select as many as apply to you.

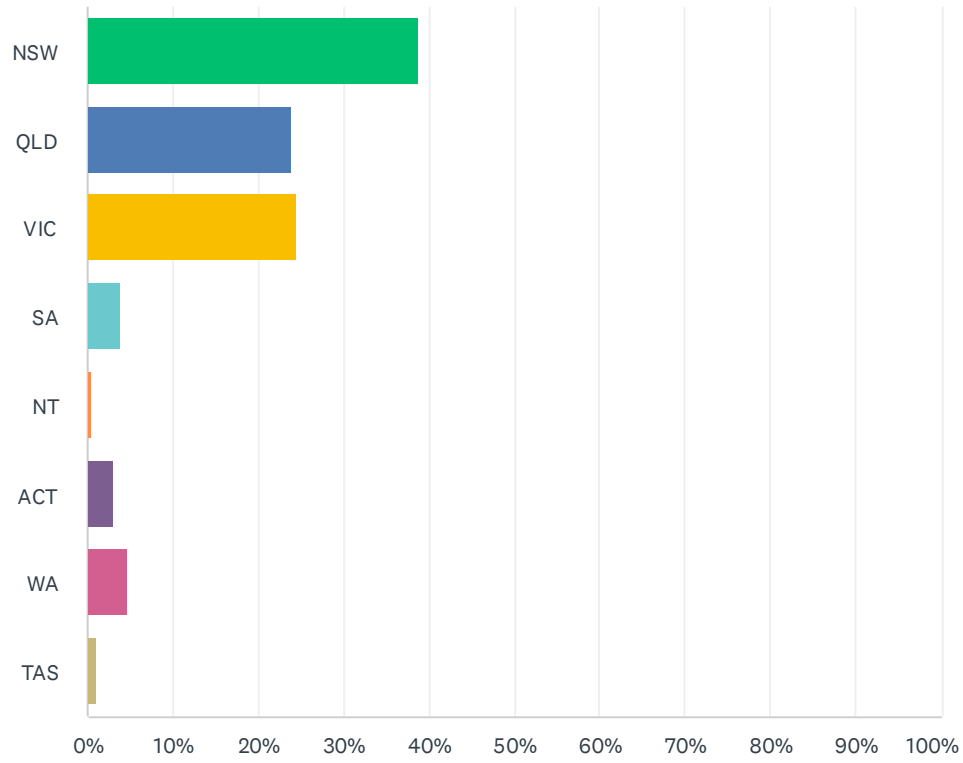
Answered: 1,288 Skipped: 330



ANSWER CHOICES	RESPONSES	
Joint ownership	61.80%	796
Individually in my personal name	56.06%	722
Tenants in common	10.79%	139
In a Self-Managed Superannuation Fund	12.81%	165
In a Trust	16.77%	216
Total Respondents: 1,288		

Q54 What is your home state/territory?

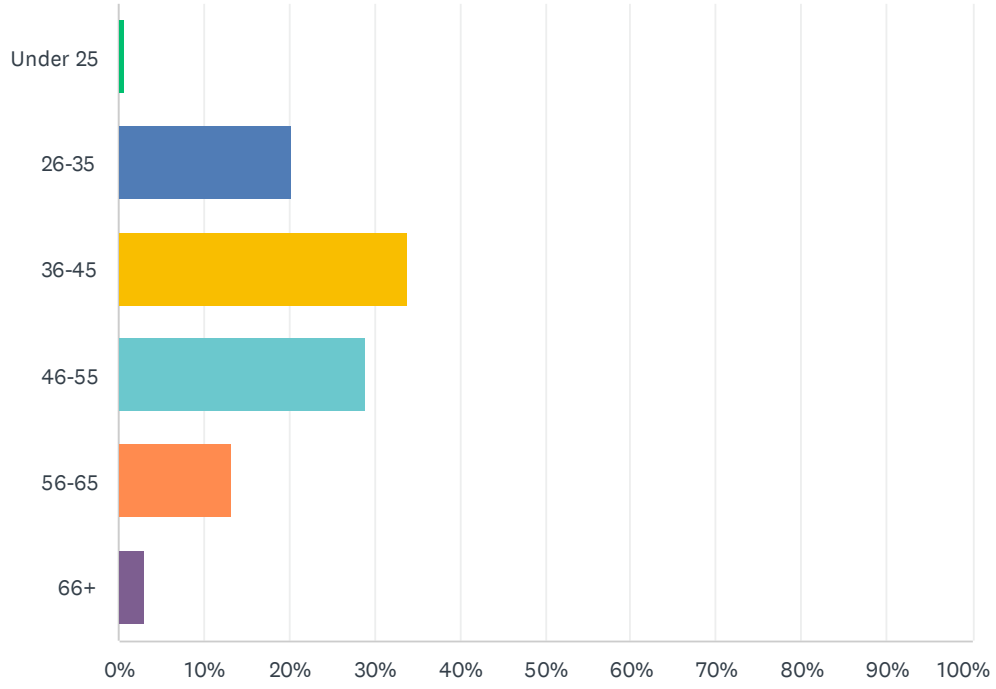
Answered: 1,288 Skipped: 330



ANSWER CHOICES	RESPONSES	
NSW	38.74%	499
QLD	23.84%	307
VIC	24.46%	315
SA	3.88%	50
NT	0.39%	5
ACT	3.03%	39
WA	4.66%	60
TAS	1.01%	13
TOTAL		1,288

Q55 What is your age?

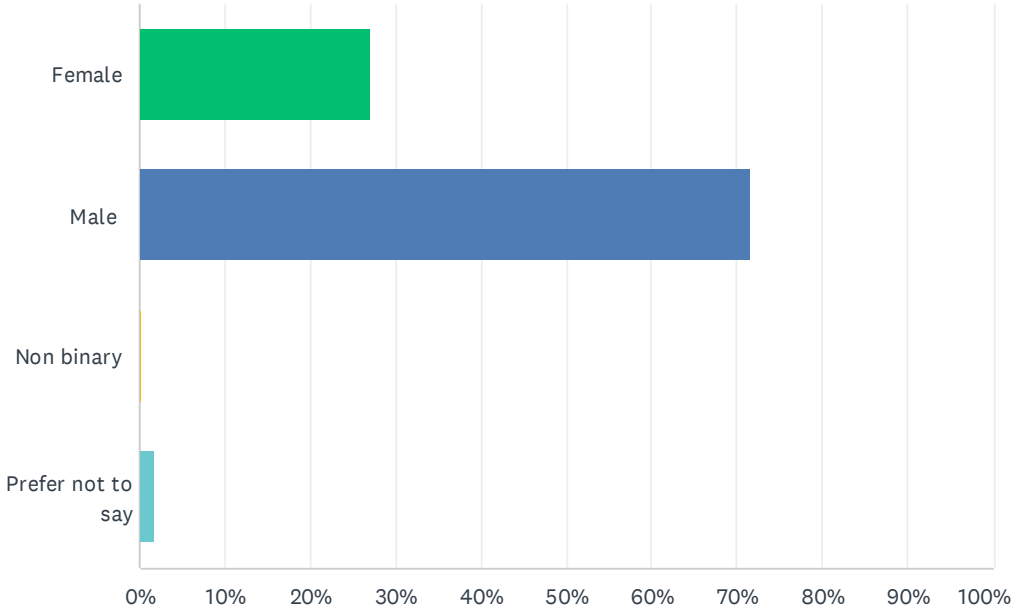
Answered: 1,288 Skipped: 330



ANSWER CHOICES	RESPONSES	
Under 25	0.70%	9
26-35	20.19%	260
36-45	33.85%	436
46-55	29.04%	374
56-65	13.20%	170
66+	3.03%	39
TOTAL		1,288

Q56 What is your gender?

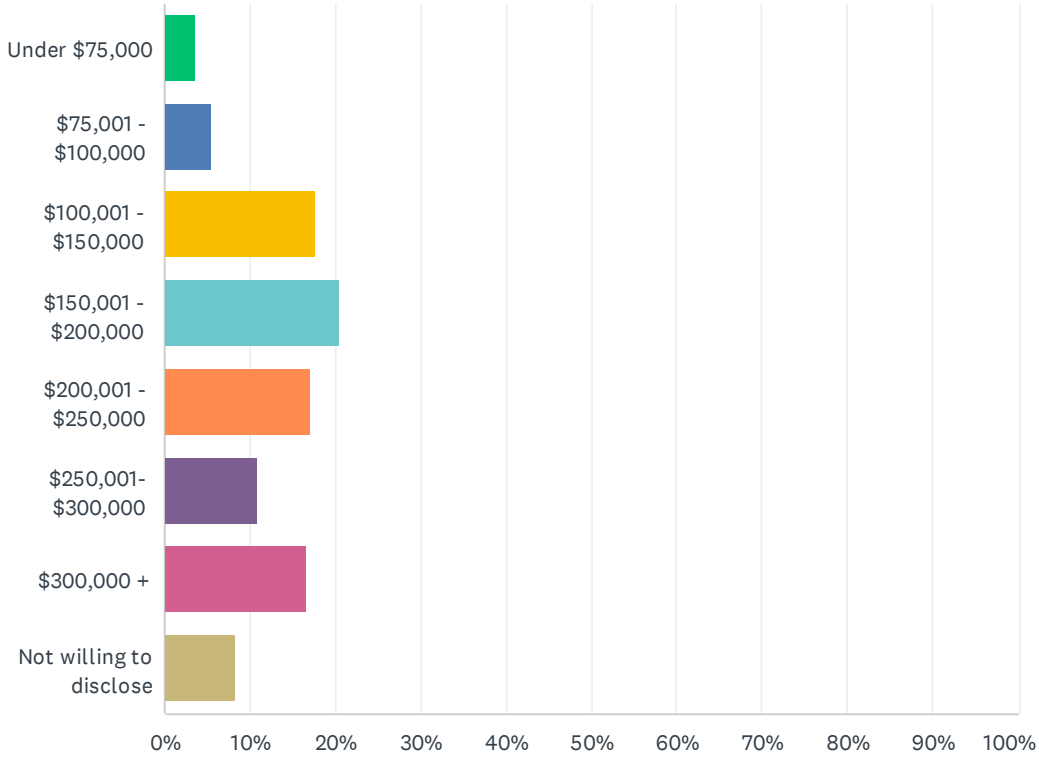
Answered: 1,288 Skipped: 330



ANSWER CHOICES	RESPONSES	
Female	27.02%	348
Male	71.58%	922
Non binary	0.16%	2
Prefer not to say	1.63%	21
Total Respondents: 1,288		

Q57 What is your annual household income?

Answered: 1,288 Skipped: 330



ANSWER CHOICES	RESPONSES	
Under $75,000	3.57%	46
$75,001 - $100,000	5.51%	71
$100,001 - $150,000	17.62%	227
$150,001 - $200,000	20.42%	263
$200,001 - $250,000	17.00%	219
$250,001- $300,000	10.95%	141
$300,000 +	16.54%	213
Not willing to disclose	8.39%	108
TOTAL		1,288