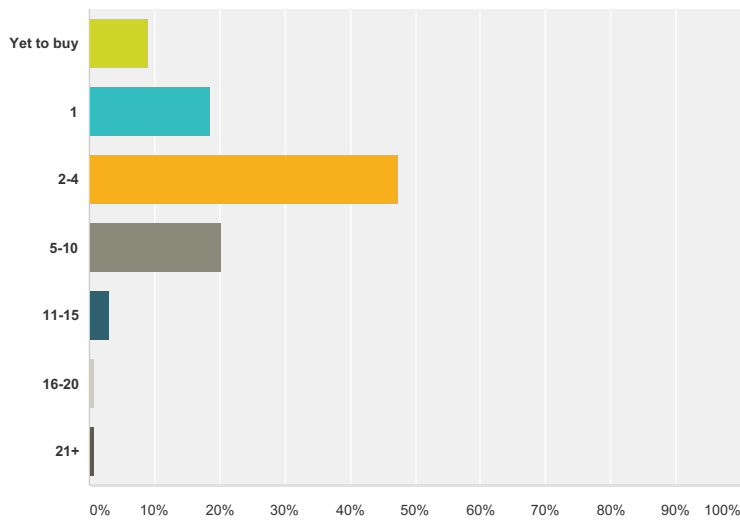


Q1 How many properties are in your investment portfolio?

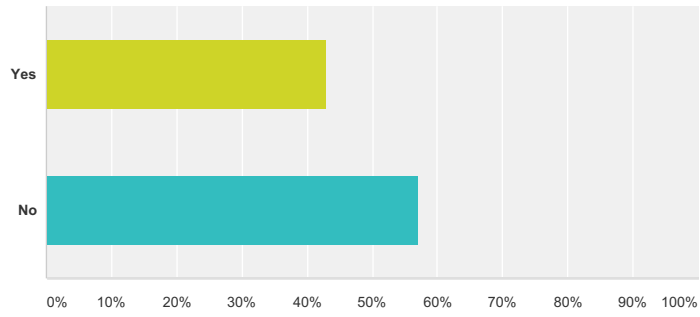
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Yet to buy	9.06%	91
1	18.53%	186
2-4	47.41%	476
5-10	20.32%	204
11-15	3.09%	31
16-20	0.80%	8
21+	0.80%	8
Total		1,004

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

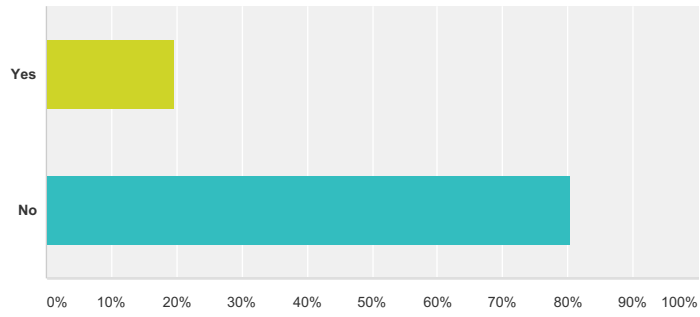
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Yes	43.03%	432
No	56.97%	572
Total		1,004

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

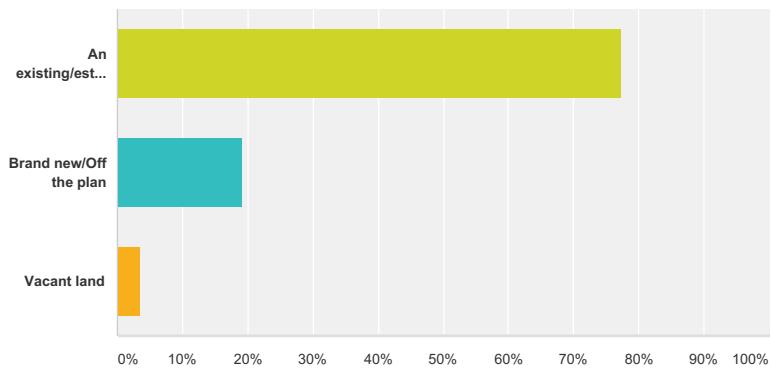
Answered: 629 Skipped: 375



Answer Choices	Responses	
Yes	19.55%	123
No	80.45%	506
Total		629

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

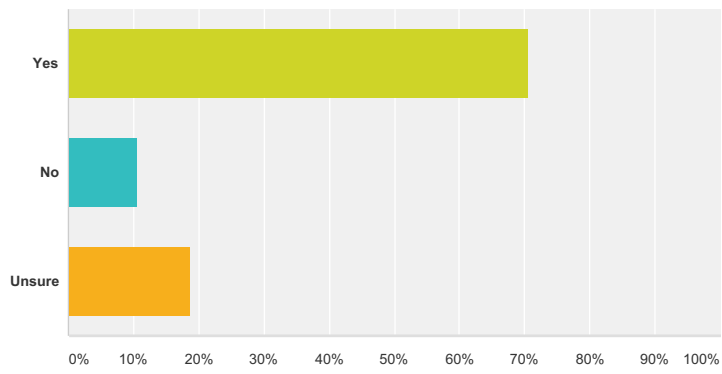
Answered: 281 Skipped: 723



Answer Choices	Responses
An existing/established property	77.22% 217
Brand new/Off the plan	19.22% 54
Vacant land	3.56% 10
Total	281

Q5 Do you believe now is a good time to invest in residential property?

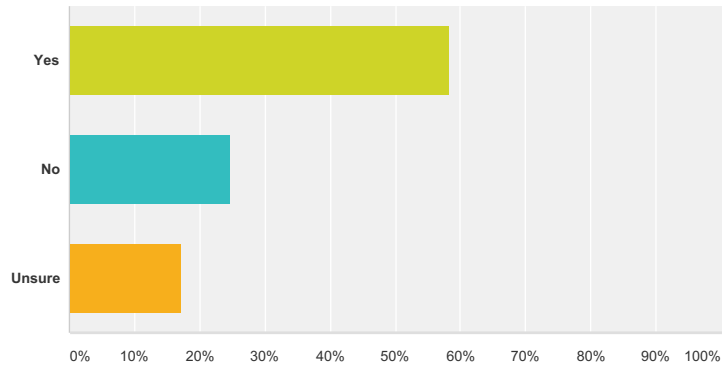
Answered: 1,004 Skipped: 0



Answer Choices	Responses	Count
Yes	70.62%	709
No	10.56%	106
Unsure	18.82%	189
Total		1,004

Q6 Are you looking to purchase an investment property in the next 6-12 months?

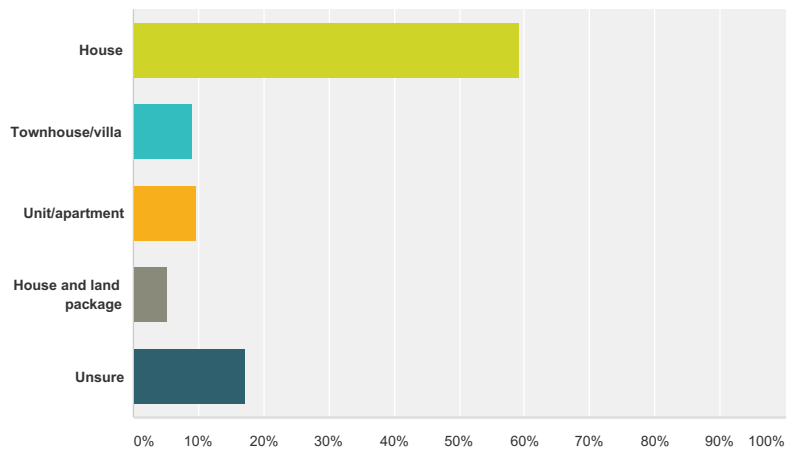
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Yes	58.17%	584
No	24.70%	248
Unsure	17.13%	172
Total		1,004

Q7 If so, what type of property would you buy?

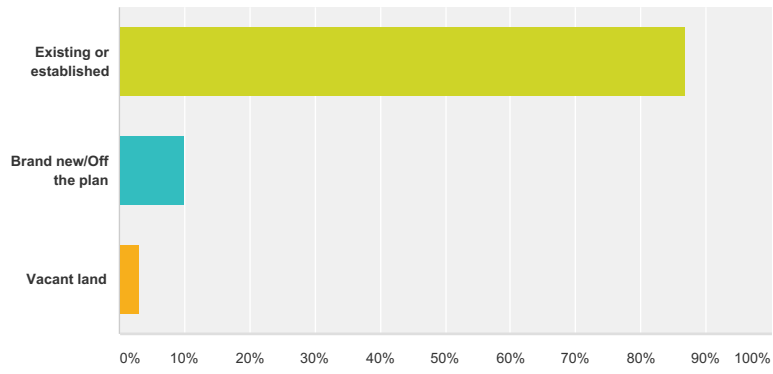
Answered: 821 Skipped: 183



Answer Choices	Responses	
House	59.20%	486
Townhouse/villa	8.89%	73
Unit/apartment	9.62%	79
House and land package	5.12%	42
Unsure	17.17%	141
Total		821

Q8 Would you buy:

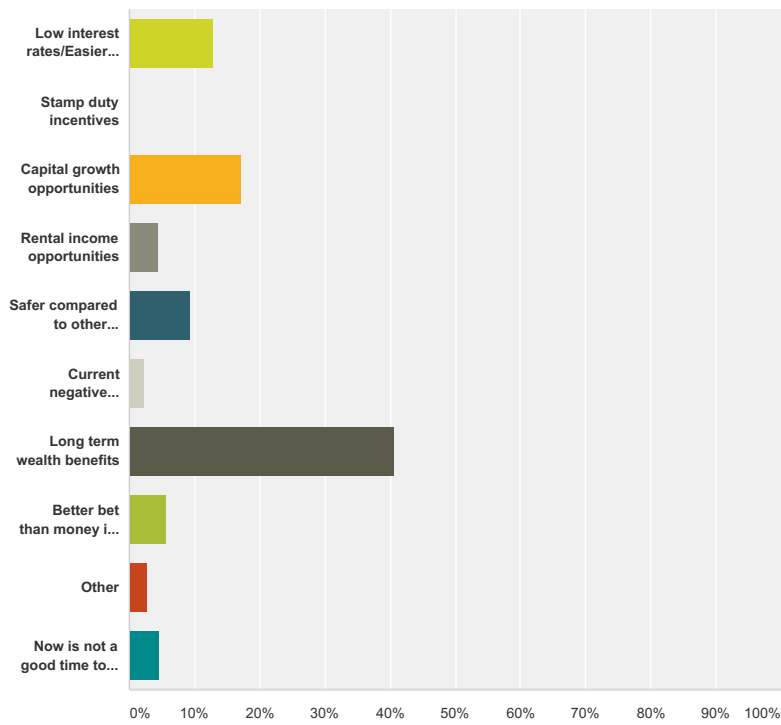
Answered: 879 Skipped: 125



Answer Choices	Responses
Existing or established	86.80% 763
Brand new/Off the plan	10.13% 89
Vacant land	3.07% 27
Total	879

Q9 Why is investing in property the most attractive investment choice right now?

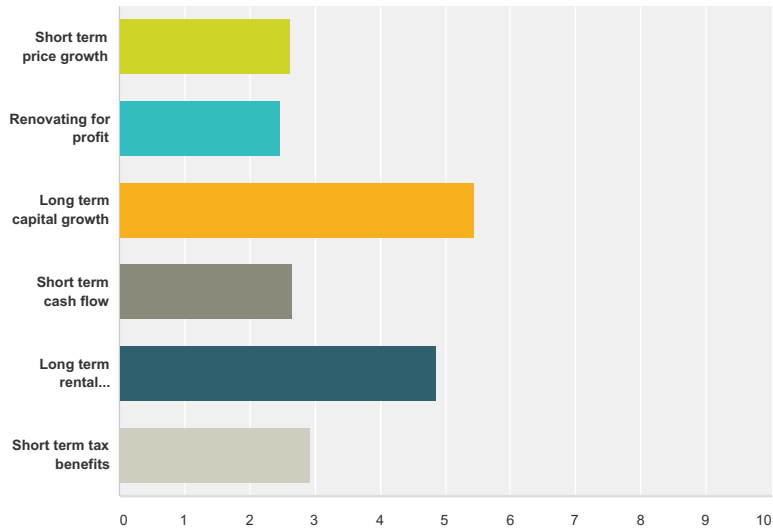
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Low interest rates/Easier to afford	12.95%	130
Stamp duty incentives	0.10%	1
Capital growth opportunities	17.13%	172
Rental income opportunities	4.28%	43
Safer compared to other investment options	9.36%	94
Current negative gearing benefits	2.39%	24
Long term wealth benefits	40.74%	409
Better bet than money in superannuation	5.68%	57
Other	2.69%	27
Now is not a good time to invest in property	4.68%	47
Total		1,004

Q10 Why invest in property? Rank in order of importance (1 being most important, 6 being least important)

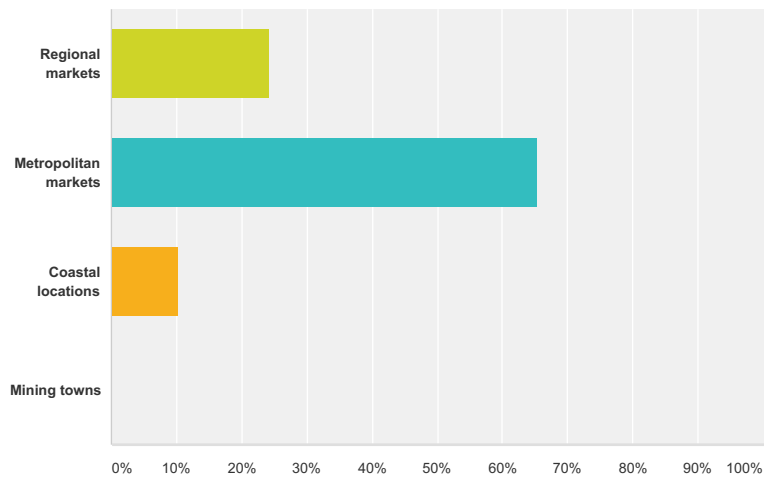
Answered: 1,004 Skipped: 0



	1	2	3	4	5	6	Total	Score
Short term price growth	2.39% 24	6.47% 65	16.14% 162	25.40% 255	27.09% 272	22.51% 226	1,004	2.64
Renovating for profit	2.99% 30	5.88% 59	18.53% 186	15.84% 159	20.02% 201	36.75% 369	1,004	2.46
Long term capital growth	64.44% 647	24.50% 246	6.18% 62	2.59% 26	1.20% 12	1.10% 11	1,004	5.45
Short term cash flow	1.10% 11	5.78% 58	15.64% 157	29.28% 294	31.18% 313	17.03% 171	1,004	2.65
Long term rental (passive) income	27.59% 277	48.90% 491	12.85% 129	5.68% 57	3.69% 37	1.29% 13	1,004	4.87
Short term tax benefits	1.49% 15	8.47% 85	30.68% 308	21.22% 213	16.83% 169	21.31% 214	1,004	2.93

Q11 Where is the most appealing place to buy right now?

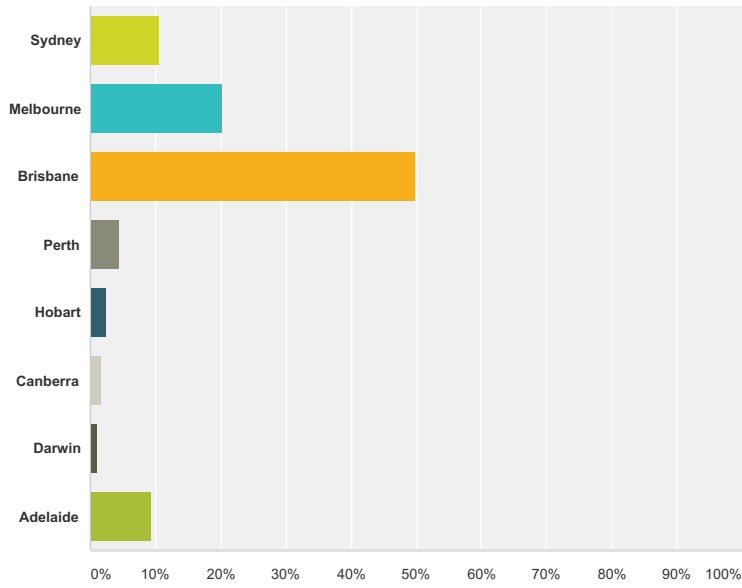
Answered: 1,004 Skipped: 0



Answer Choices	Responses
Regional markets	24.20% 243
Metropolitan markets	65.34% 656
Coastal locations	10.26% 103
Mining towns	0.20% 2
Total	1,004

Q12 Which state capital do you believe currently offers the best investment prospects?

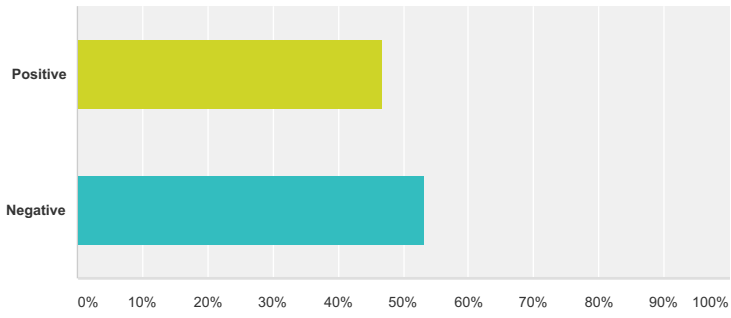
Answered: 1,004 Skipped: 0



Answer Choices	Responses	Count
Sydney	10.56%	106
Melbourne	20.22%	203
Brisbane	50.00%	502
Perth	4.48%	45
Hobart	2.59%	26
Canberra	1.69%	17
Darwin	1.00%	10
Adelaide	9.46%	95
Total		1,004

Q13 Does your property investment or your combined portfolio generate positive income or negative cash flow right now?

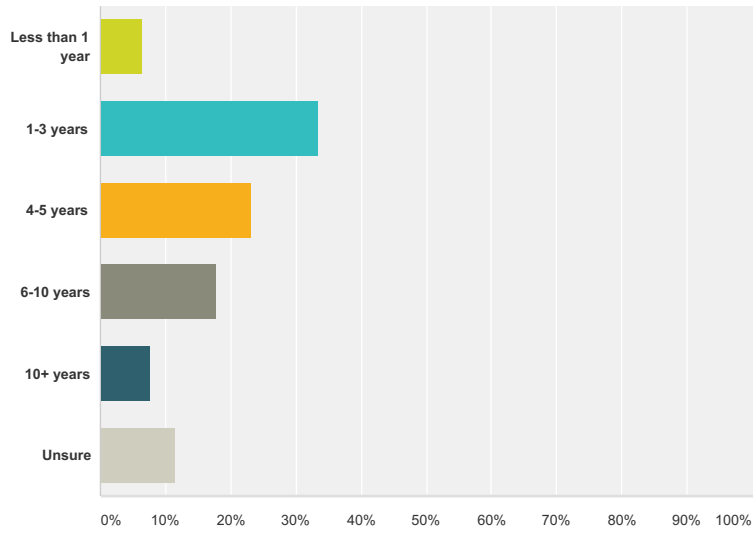
Answered: 926 Skipped: 78



Answer Choices	Responses	
Positive	46.76%	433
Negative	53.24%	493
Total		926

Q14 If negative, how long until you expect it will turn positively geared to general passive income for you?

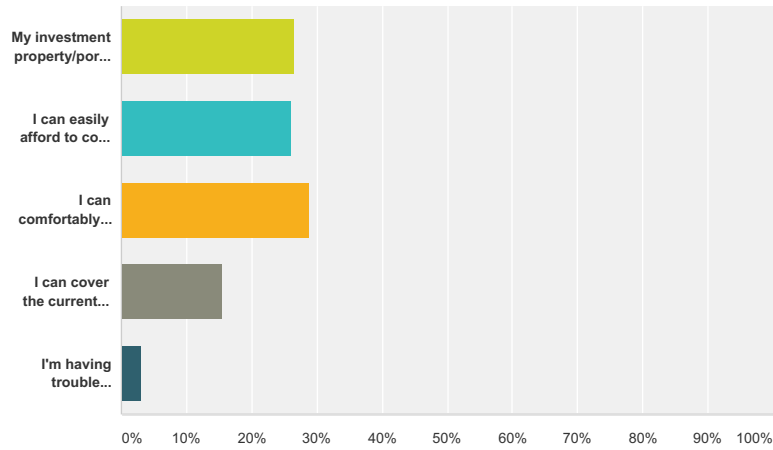
Answered: 551 Skipped: 453



Answer Choices	Responses	Count
Less than 1 year	6.53%	36
1-3 years	33.39%	184
4-5 years	23.23%	128
6-10 years	17.79%	98
10+ years	7.62%	42
Unsure	11.43%	63
Total		551

Q15 Using the below scale, which one of these statements best describes your situation?

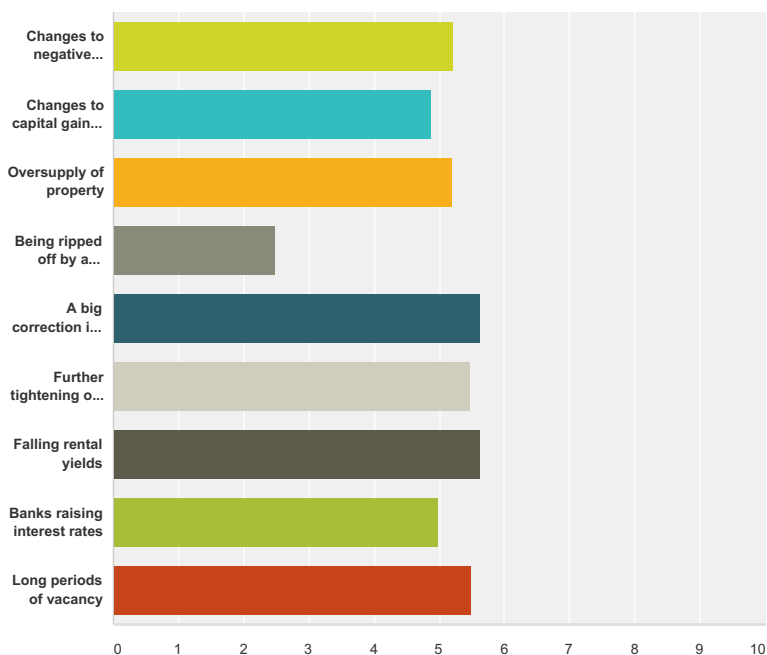
Answered: 933 Skipped: 71



Answer Choices	Responses	
My investment property/portfolio of properties generates a passive income	26.47%	247
I can easily afford to cover any cashflow shortfall at the moment	26.05%	243
I can comfortably cover any cashflow shortfall at the moment	28.83%	269
I can cover the current cashflow shortfall, but my cashflows are tight	15.43%	144
I'm having trouble covering the cashflow shortfall at the moment	3.22%	30
Total		933

Q16 What is currently the biggest concern for you as a property investor? Rank in order of most concerning (1) to least concerning(9):

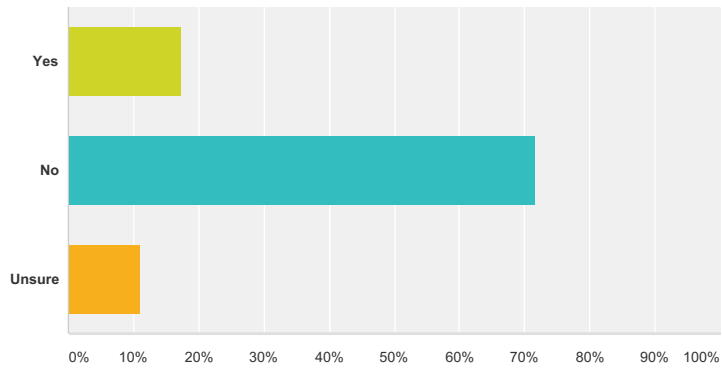
Answered: 1,004 Skipped: 0



	1	2	3	4	5	6	7	8	9	Total	Score
Changes to negative gearing tax laws	16.04% 161	11.25% 113	9.56% 96	9.76% 98	9.46% 95	12.15% 122	11.65% 117	11.55% 116	8.57% 86	1,004	5.22
Changes to capital gains tax exemption laws	7.07% 71	12.55% 126	10.76% 108	10.26% 103	12.25% 123	10.46% 105	16.33% 164	14.44% 145	5.88% 59	1,004	4.88
Oversupply of property	10.96% 110	12.55% 126	11.95% 120	11.75% 118	9.76% 98	11.75% 118	11.85% 119	14.94% 150	4.48% 45	1,004	5.19
Being ripped off by a property spruiker	6.08% 61	2.29% 23	2.39% 24	3.49% 35	4.58% 46	4.08% 41	5.48% 55	11.16% 112	60.46% 607	1,004	2.49
A big correction in property prices	17.43% 175	12.05% 121	10.46% 105	11.35% 114	12.85% 129	11.55% 116	12.65% 127	8.67% 87	2.99% 30	1,004	5.63
Further tightening of investor lending	16.33% 164	11.65% 117	11.75% 118	10.86% 109	10.66% 107	11.25% 113	10.56% 106	11.45% 115	5.48% 55	1,004	5.46
Falling rental yields	7.17% 72	15.34% 154	16.83% 169	15.64% 157	13.65% 137	12.45% 125	11.45% 115	5.48% 55	1.99% 20	1,004	5.64
Banks raising interest rates	5.98% 60	9.46% 95	12.15% 122	13.75% 138	15.64% 157	15.54% 156	10.76% 108	11.65% 117	5.08% 51	1,004	4.98
Long periods of vacancy	12.95% 130	12.85% 129	14.14% 142	13.15% 132	11.16% 112	10.76% 108	9.26% 93	10.66% 107	5.08% 51	1,004	5.50

Q17 Have recent proposals and lobbying by the Labor and Greens parties to ban negative gearing and reduce capital gains tax exemptions caused you to put your investment plans on hold?

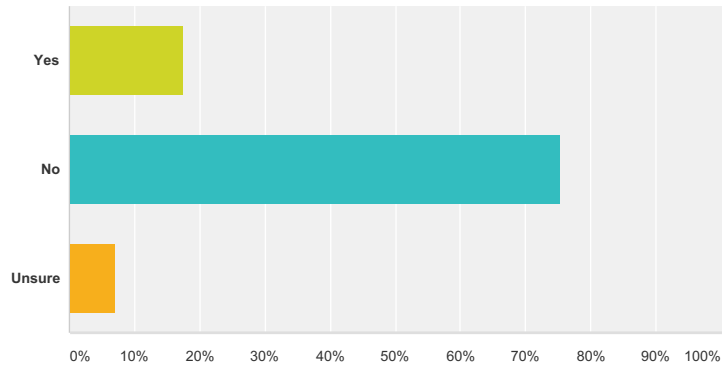
Answered: 1,004 Skipped: 0



Answer Choices	Responses
Yes	17.43% 175
No	71.51% 718
Unsure	11.06% 111
Total	1,004

Q18 Has concern around a property 'oversupply' caused you to put investment plans on hold?

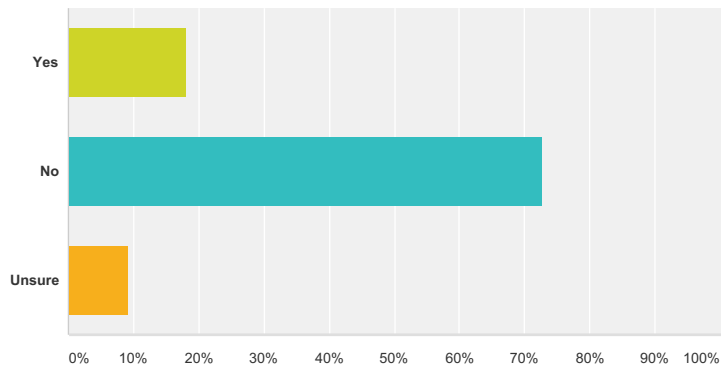
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Yes	17.53%	176
No	75.40%	757
Unsure	7.07%	71
Total		1,004

Q19 Has concern around a property price 'bubble' caused you to put investment plans on hold?

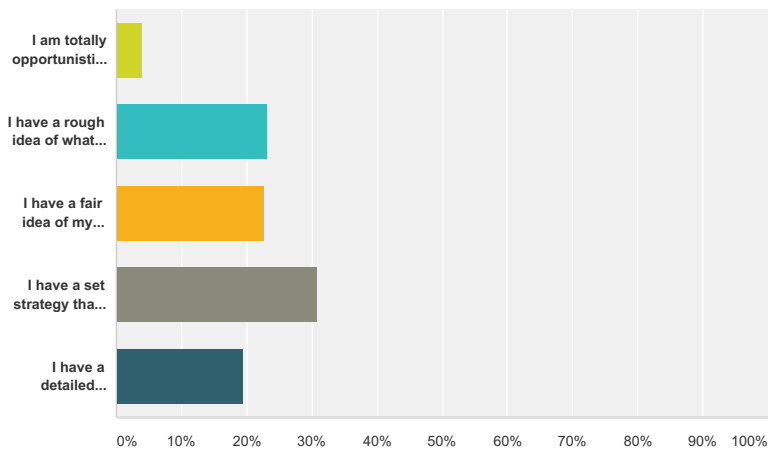
Answered: 1,004 Skipped: 0



Answer Choices	Responses
Yes	18.23% 183
No	72.61% 729
Unsure	9.16% 92
Total	1,004

Q20 Which of the following best describes you as a property investor?

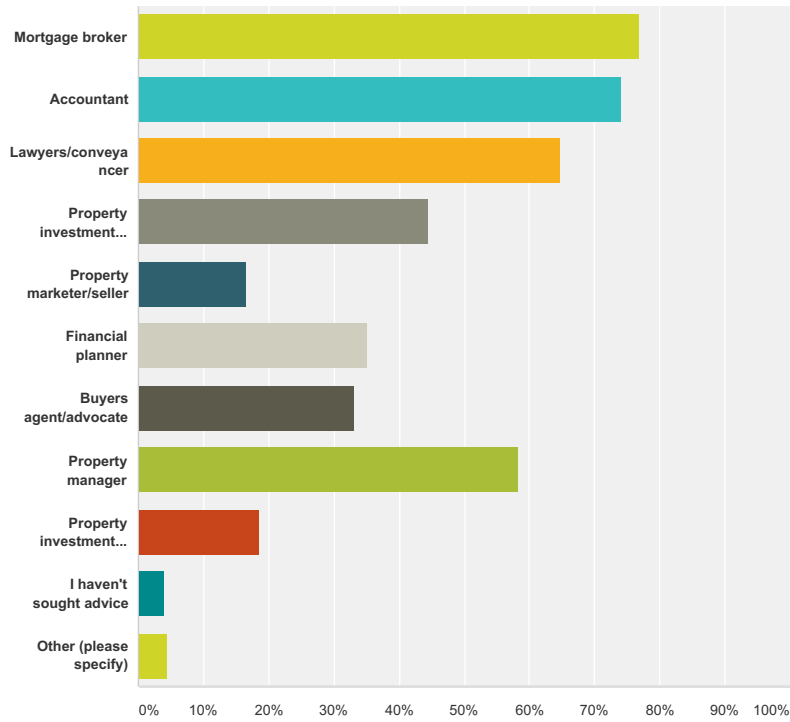
Answered: 996 Skipped: 8



Answer Choices	Responses
I am totally opportunistic and don't work to an investment plan	4.02% 40
I have a rough idea of what I want to achieve, but I don't have a set investment plan	23.09% 230
I have a fair idea of my investment plans for the next five years or so	22.69% 226
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	30.82% 307
I have a detailed modelled plan in writing to match my long term property investment goals	19.38% 193
Total	996

Q21 Which professionals have you sought services from in the past? (Please select all that apply)

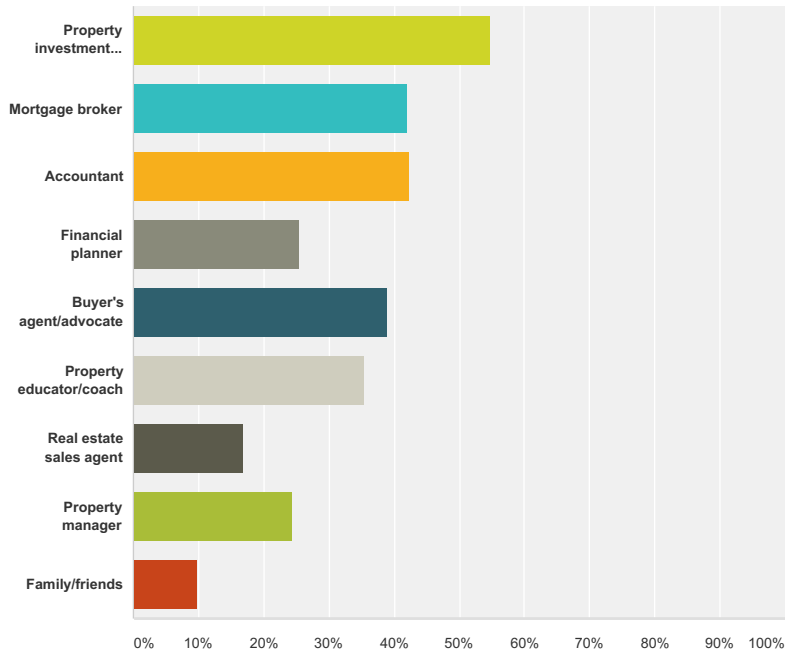
Answered: 996 Skipped: 8



Answer Choices	Responses	Count
Mortgage broker	76.91%	766
Accountant	74.20%	739
Lawyers/conveyancer	64.76%	645
Property investment adviser	44.38%	442
Property marketer/seller	16.47%	164
Financial planner	35.14%	350
Buyers agent/advocate	33.13%	330
Property manager	58.23%	580
Property investment coach	18.57%	185
I haven't sought advice	3.92%	39
Other (please specify)	4.42%	44
Total Respondents: 996		

Q22 Where have you sought/where do you plan to seek property investment advice from? (Please select all that apply)

Answered: 908 Skipped: 96

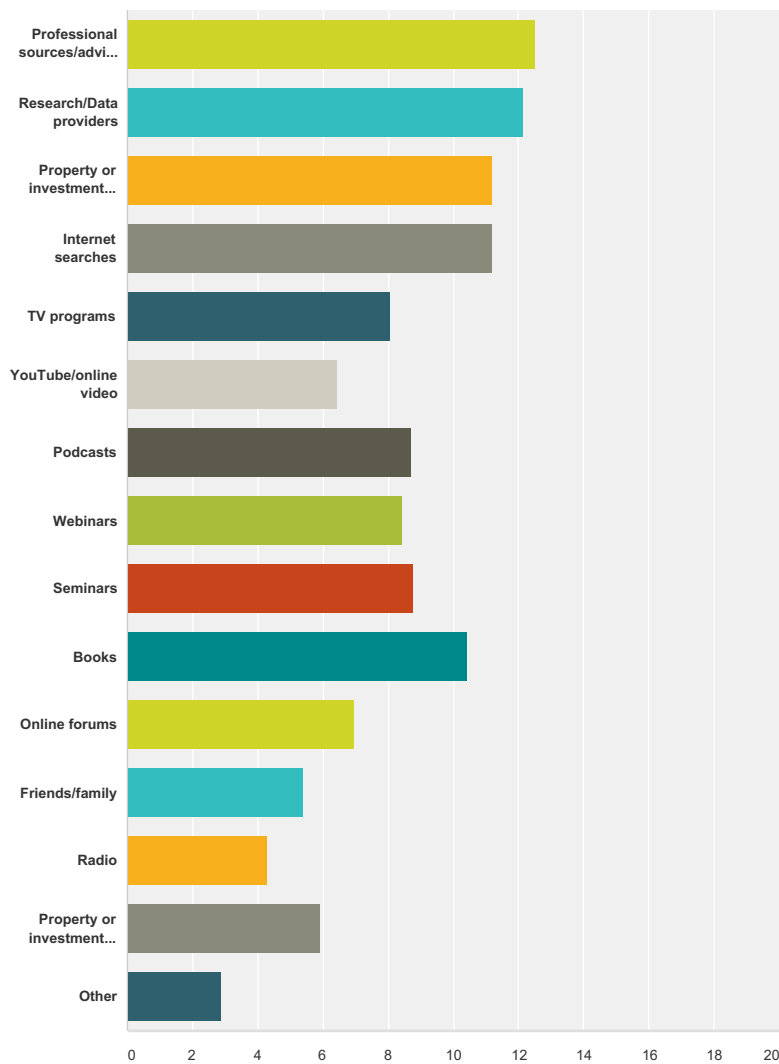


Answer Choices	Responses	Count
Property investment adviser	54.63%	496
Mortgage broker	41.96%	381
Accountant	42.40%	385
Financial planner	25.44%	231
Buyer's agent/advocate	39.10%	355
Property educator/coach	35.46%	322
Real estate sales agent	16.85%	153
Property manager	24.34%	221
Family/friends	9.91%	90
Total Respondents: 908		

2016 PIPA Annual Investor Sentiment Survey

Q23 Where do you get your property investment knowledge/education from? (Rank in order of most important (1) to least important (15))

Answered: 952 Skipped: 52



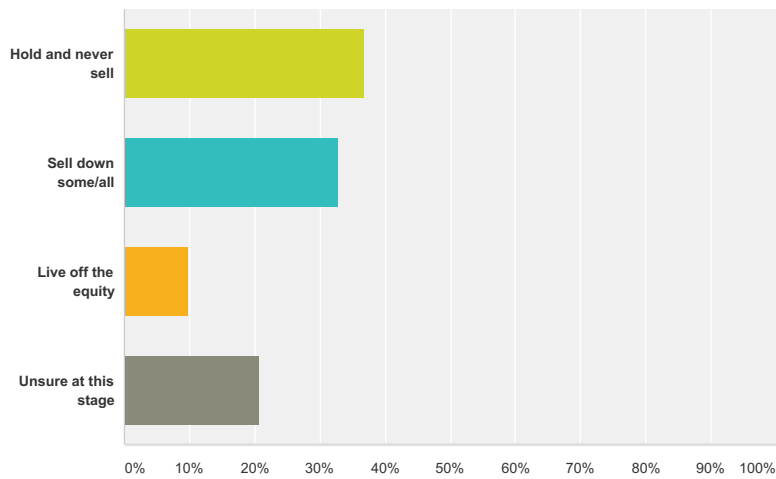
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	Total	Score
Professional sources/advisors	44.10% 374	12.15% 103	8.73% 74	7.08% 60	5.07% 43	5.78% 49	4.01% 34	3.30% 28	2.95% 25	1.89% 16	1.06% 9	1.77% 15	0.24% 2	1.30% 11	0.59% 5	848	12.54
Research/Data providers	15.65% 133	29.41% 250	12.94% 110	10.82% 92	9.06% 77	6.12% 52	5.41% 46	3.06% 26	2.00% 17	1.53% 13	1.53% 13	1.18% 10	0.59% 5	0.47% 4	0.24% 2	850	12.17
Property or investment magazine	8.19% 68	13.98% 116	19.76% 164	13.49% 112	13.25% 110	8.07% 67	5.42% 45	4.34% 36	4.94% 41	3.13% 26	1.93% 16	0.60% 5	0.84% 7	0.72% 6	1.33% 11	830	11.18
Internet searches	11.08% 93	12.16% 102	15.02% 126	16.81% 141	10.97% 92	9.06% 76	7.39% 62	5.24% 44	4.65% 39	2.74% 23	1.79% 15	1.31% 11	0.72% 6	0.36% 3	0.72% 6	839	11.20
TV programs	3.37% 26	4.27% 33	6.09% 47	5.57% 43	9.72% 75	9.20% 71	10.36% 80	8.42% 65	6.48% 50	7.51% 58	8.42% 65	8.03% 62	4.66% 36	4.40% 34	3.50% 27	772	8.07
YouTube/online video	0.68% 5	1.77% 13	2.59% 19	3.00% 22	2.32% 17	6.95% 51	8.72% 64	9.67% 71	11.17% 82	11.72% 86	10.76% 79	9.67% 71	9.26% 68	6.13% 45	5.59% 41	734	6.42
Podcasts	9.13% 70	8.21% 63	8.21% 63	6.52% 50	5.08% 39	5.74% 44	7.43% 57	8.21% 63	7.69% 59	8.34% 64	6.13% 47	6.78% 52	5.08% 39	4.30% 33	3.13% 24	767	8.71
Webinars	0.91% 7	4.31% 33	7.31% 56	9.66% 74	9.01% 69	8.62% 66	9.53% 73	12.27% 94	9.92% 76	7.18% 55	7.31% 56	5.35% 41	4.31% 33	3.13% 24	1.17% 9	766	8.45
Seminars	3.30% 26	5.83% 46	9.63% 76	7.86% 62	9.63% 76	8.11% 64	8.75% 69	8.11% 64	9.38% 74	8.75% 69	6.34% 50	6.46% 51	3.17% 25	3.80% 30	0.89% 7	789	8.75
Books	10.99% 91	11.35% 94	9.78% 81	11.11% 92	12.44% 103	10.14% 84	6.16% 51	5.80% 48	5.80% 48	6.16% 51	4.35% 36	2.54% 21	2.29% 19	0.48% 4	0.60% 5	828	10.42

2016 PIPA Annual Investor Sentiment Survey

Online forums	1.72% 13	2.25% 17	3.04% 23	4.37% 33	4.76% 36	6.61% 50	8.20% 62	9.39% 71	10.05% 76	10.05% 76	15.74% 119	9.13% 69	7.67% 58	4.89% 37	2.12% 16	756	6.97
Friends/family	1.32% 10	2.25% 17	2.78% 21	2.52% 19	3.58% 27	4.24% 32	5.30% 40	5.70% 43	5.17% 39	6.23% 47	6.09% 46	14.83% 112	12.72% 96	16.95% 128	10.33% 78	755	5.38
Radio	0.41% 3	0.55% 4	1.23% 9	1.37% 10	0.96% 7	2.47% 18	2.47% 18	3.84% 28	3.97% 29	6.71% 49	9.45% 69	12.88% 94	25.62% 187	21.92% 160	6.16% 45	730	4.28
Property or investment exhibitions	0.40% 3	1.07% 8	2.40% 18	4.13% 31	5.73% 43	5.99% 45	6.26% 47	6.79% 51	7.59% 57	8.92% 67	8.66% 65	8.92% 67	11.58% 87	17.31% 130	4.26% 32	751	5.94
Other	2.50% 16	1.41% 9	0.47% 3	1.09% 7	0.78% 5	1.25% 8	1.72% 11	1.72% 11	1.88% 12	2.97% 19	3.75% 24	4.06% 26	5.63% 36	9.22% 59	61.56% 394	640	2.90

Q24 What is your property investment exit strategy?

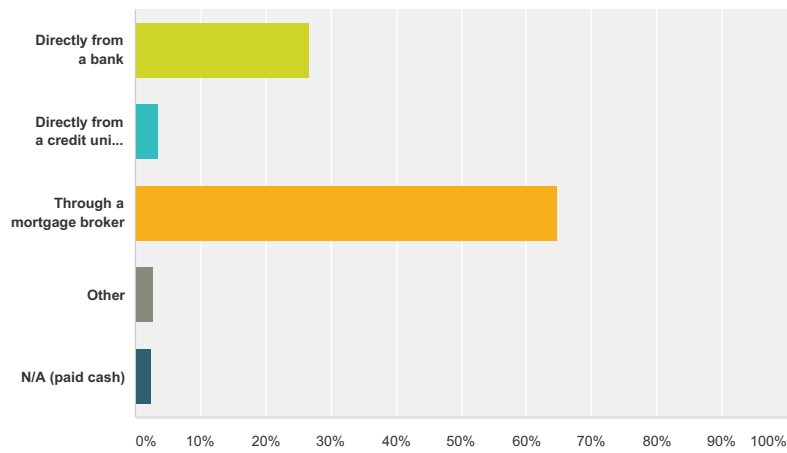
Answered: 991 Skipped: 13



Answer Choices	Responses	Count
Hold and never sell	36.83%	365
Sell down some/all	32.69%	324
Live off the equity	9.89%	98
Unsure at this stage	20.59%	204
Total		991

Q25 How did you secure your last investment loan?

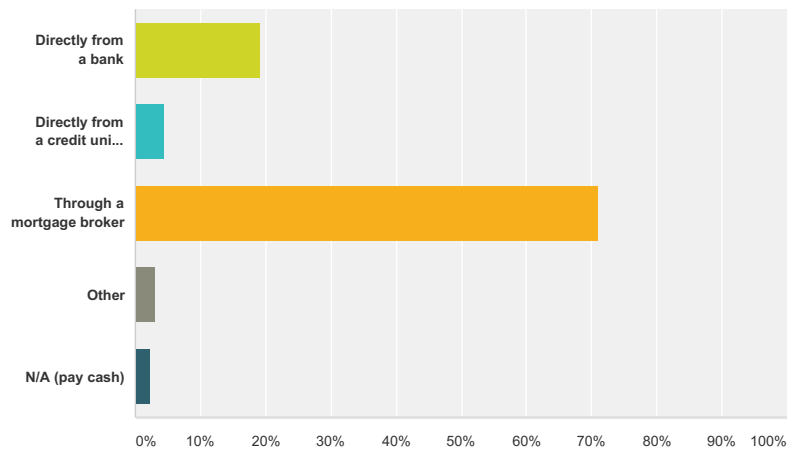
Answered: 949 Skipped: 55



Answer Choices	Responses
Directly from a bank	26.77% 254
Directly from a credit union, building society, specialist lender etc	3.48% 33
Through a mortgage broker	64.70% 614
Other	2.63% 25
N/A (paid cash)	2.42% 23
Total	949

Q26 How do you intend to secure finance for your next investment loan?

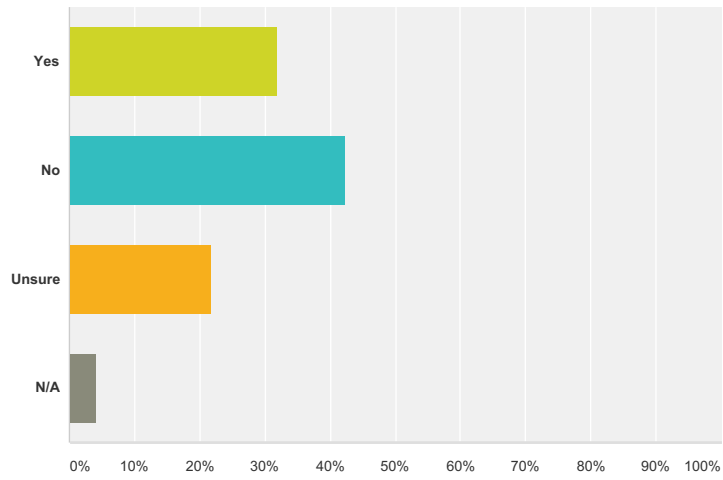
Answered: 1,004 Skipped: 0



Answer Choices	Responses
Directly from a bank	19.12% 192
Directly from a credit union, building society, specialist lender etc	4.48% 45
Through a mortgage broker	71.02% 713
Other	3.09% 31
N/A (pay cash)	2.29% 23
Total	1,004

Q27 Have recent changes to lenders' investor lending policies impacted your ability to secure finance for an investment property?

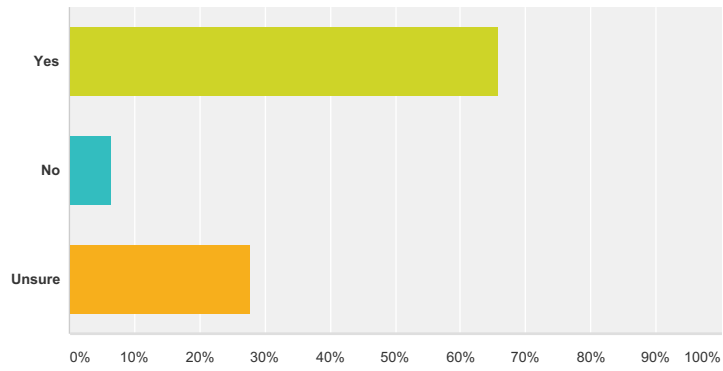
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Yes	31.87%	320
No	42.33%	425
Unsure	21.71%	218
N/A	4.08%	41
Total		1,004

Q28 Would you choose a lender or refinance to a lender if they offered the same interest rates for investors as owner occupiers?

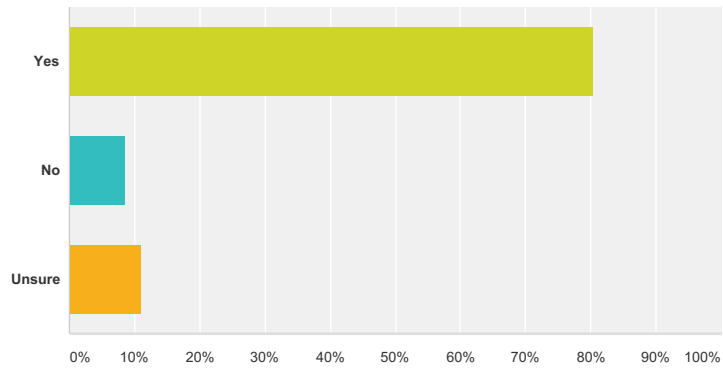
Answered: 1,004 Skipped: 0



Answer Choices	Responses	Count
Yes	65.84%	661
No	6.47%	65
Unsure	27.69%	278
Total		1,004

Q29 Would you choose a lender who offered the option of an interest only repayment period, as opposed to a lender who didn't?

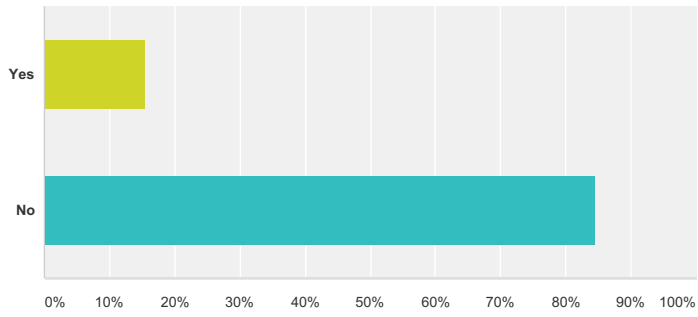
Answered: 1,004 Skipped: 0



Answer Choices	Responses
Yes	80.28% 806
No	8.57% 86
Unsure	11.16% 112
Total	1,004

Q30 Have you invested in property via a self-managed super fund (SMSF)?

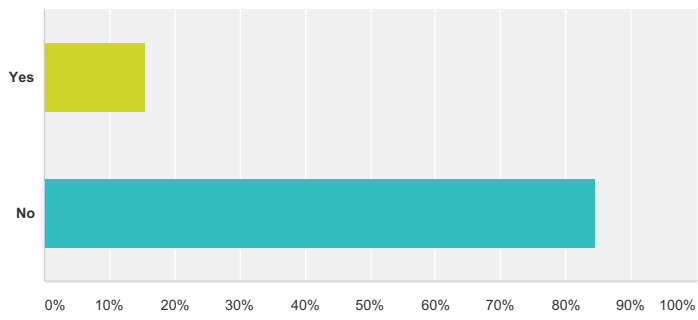
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Yes	15.54%	156
No	84.46%	848
Total		1,004

Q31 Are you planning to invest in a property via your SMSF within the next 12 months?

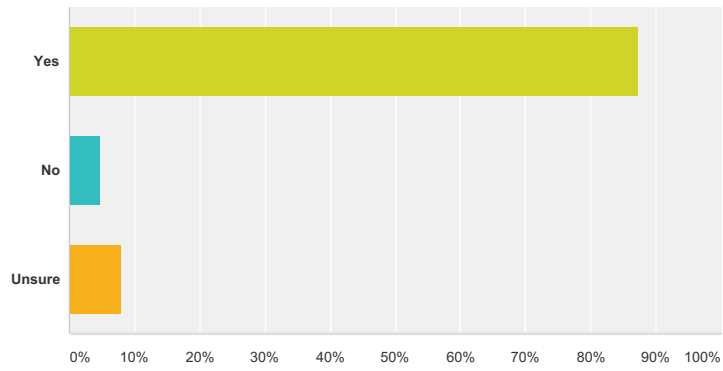
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Yes	15.54%	156
No	84.46%	848
Total		1,004

Q32 In general, do you think property investors could do with more investment education about the risks and potential benefits of investing in property?

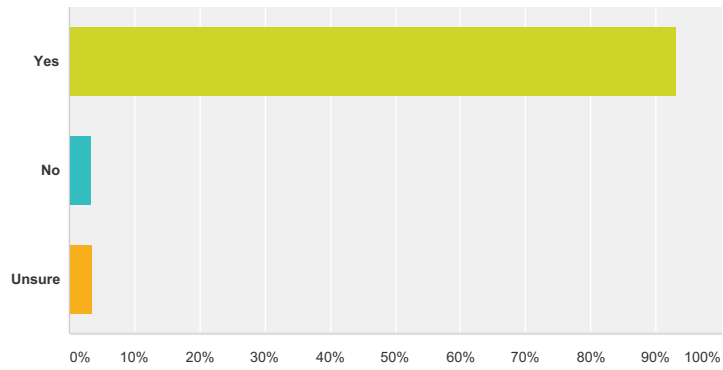
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Yes	87.25%	876
No	4.78%	48
Unsure	7.97%	80
Total		1,004

Q33 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?

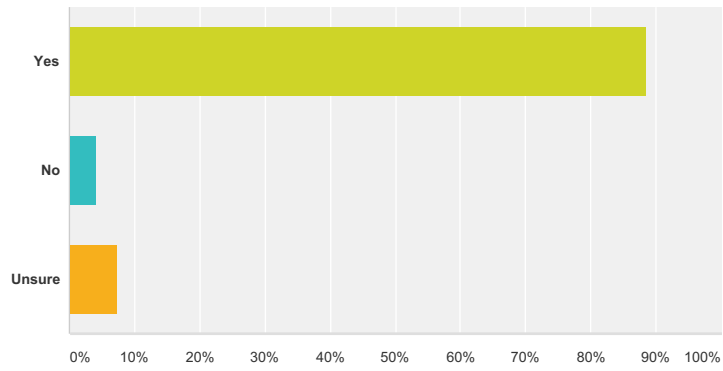
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Yes	93.03%	934
No	3.39%	34
Unsure	3.59%	36
Total		1,004

Q34 Do you believe the property investment industry should be regulated and licensed the same way financial planners, mortgage brokers and real estate agents are?

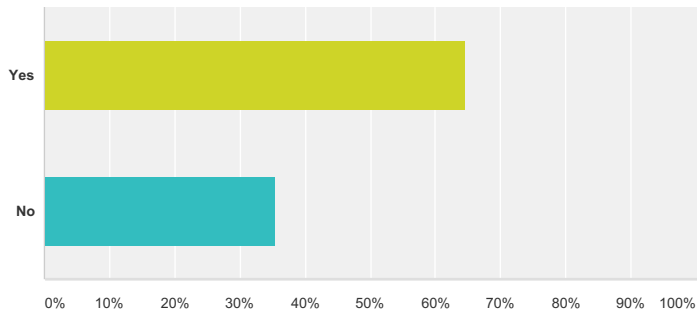
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Yes	88.45%	888
No	4.18%	42
Unsure	7.37%	74
Total		1,004

Q35 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)?

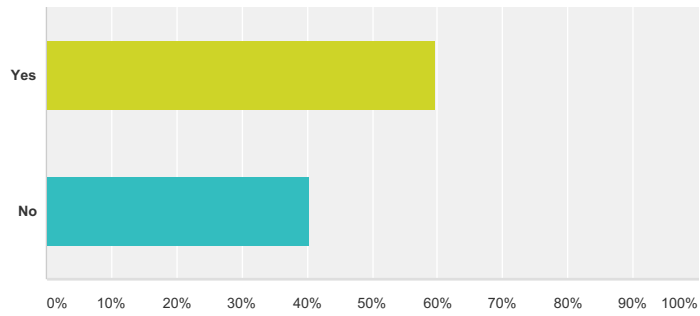
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Yes	64.54%	648
No	35.46%	356
Total		1,004

Q36 Did you know that PIPA members must abide by a strict professional code of conduct in dealing with consumers, which includes full disclosure of commissions they may receive in assisting their clients?

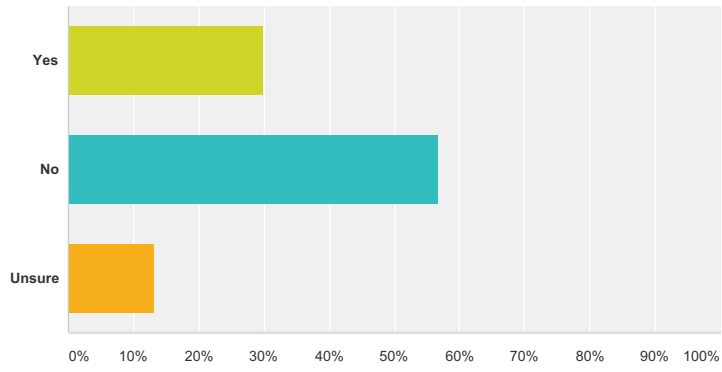
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Yes	59.66%	599
No	40.34%	405
Total		1,004

Q37 Did PIPA membership influence your decision to select a certain professional to work with?

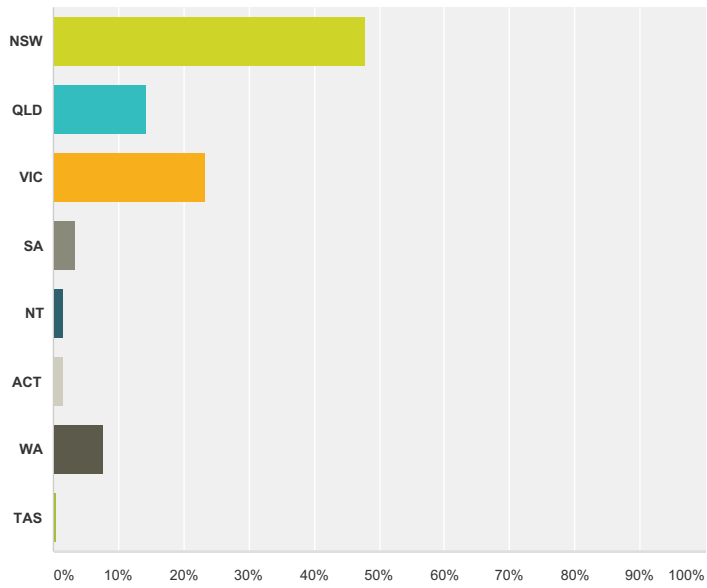
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Yes	29.88%	300
No	56.87%	571
Unsure	13.25%	133
Total		1,004

Q38 What is your home state/territory?

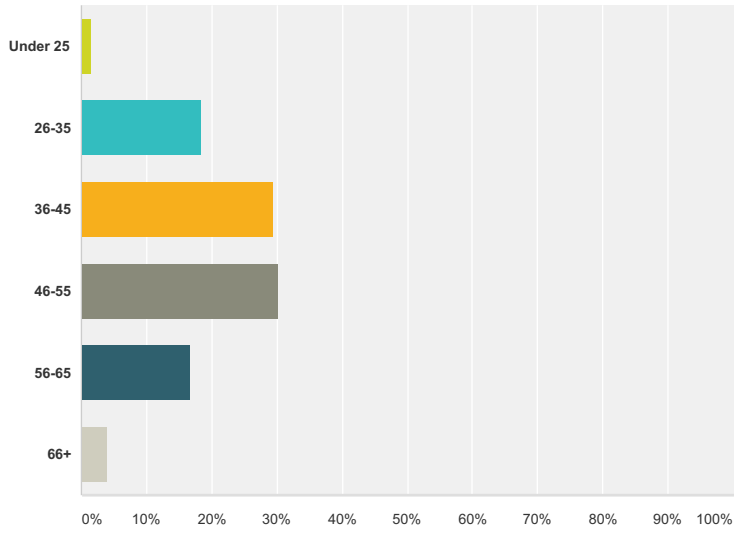
Answered: 1,004 Skipped: 0



Answer Choices	Responses	Count
NSW	47.91%	481
QLD	14.24%	143
VIC	23.31%	234
SA	3.29%	33
NT	1.49%	15
ACT	1.49%	15
WA	7.77%	78
TAS	0.50%	5
Total		1,004

Q39 What is your age?

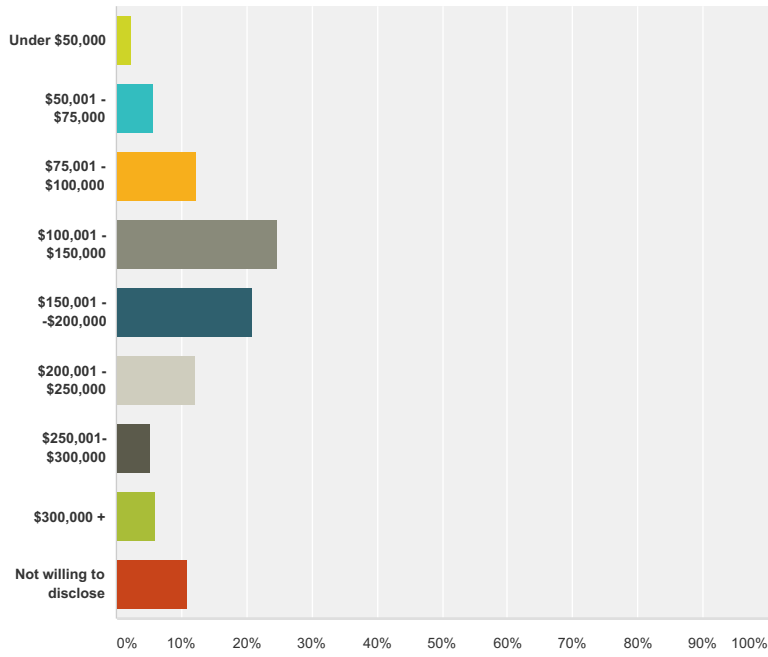
Answered: 1,004 Skipped: 0



Answer Choices	Responses	
Under 25	1.39%	14
26-35	18.43%	185
36-45	29.38%	295
46-55	30.18%	303
56-65	16.63%	167
66+	3.98%	40
Total		1,004

Q40 What is your annual household income?

Answered: 1,004 Skipped: 0



Answer Choices	Responses	Count
Under \$50,000	2.39%	24
\$50,001 - \$75,000	5.58%	56
\$75,001 - \$100,000	12.25%	123
\$100,001 - \$150,000	24.60%	247
\$150,001 - \$200,000	20.92%	210
\$200,001 - \$250,000	12.15%	122
\$250,001 - \$300,000	5.18%	52
\$300,000 +	5.98%	60
Not willing to disclose	10.96%	110
Total		1,004