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Research + Evaluation + Consultation
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Research to Inform the Sustainability Declaration Review

Conducted for

Department of Infrastructure and
Planning, Queensland

during November 2010

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Executive Summary

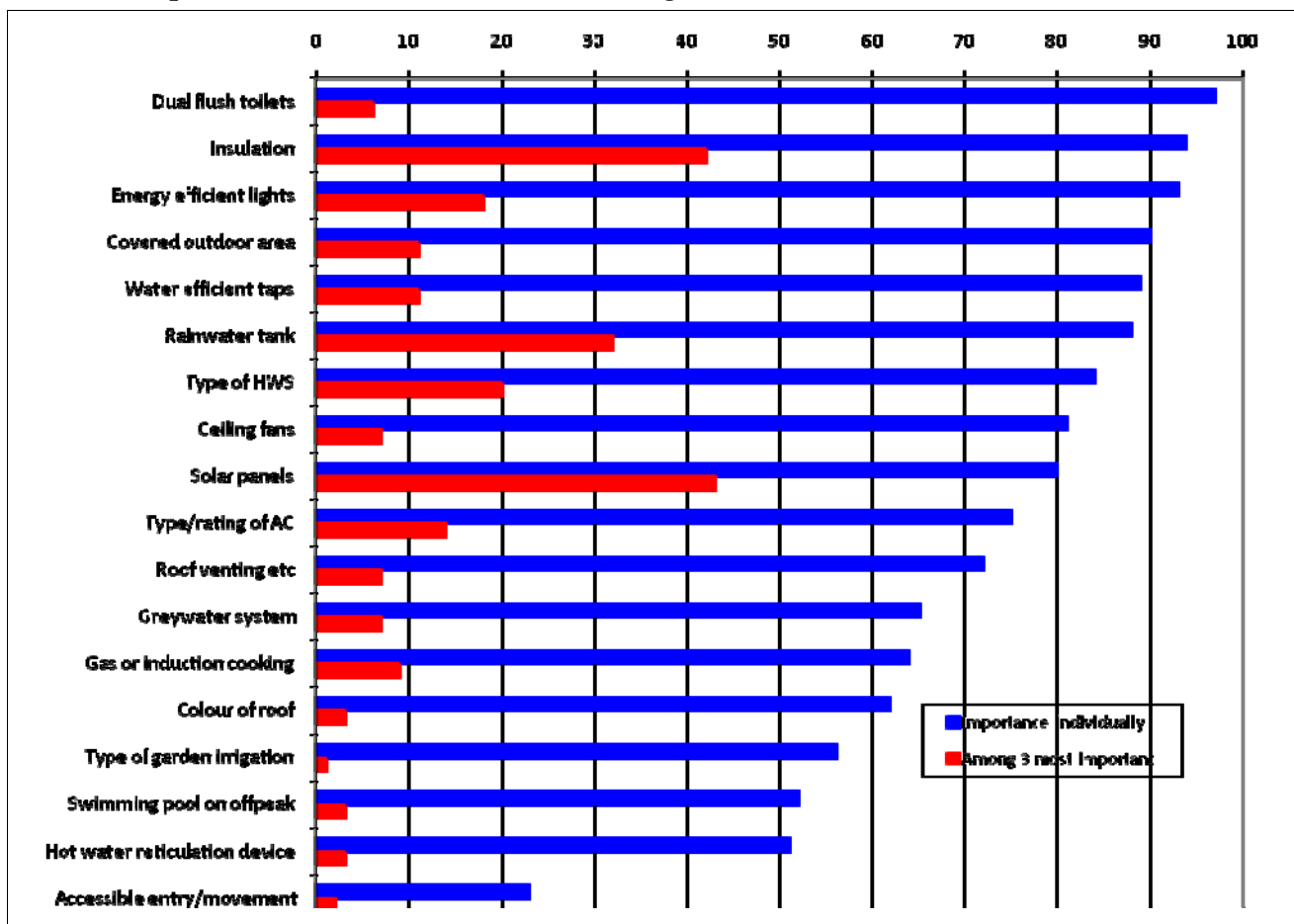
Background:

- Since January 2010 the seller (vendor) of a house, townhouse or unit in Queensland has been required to complete and display a Sustainability Declaration under the Building Act 1975. The Department wished to undertake a research project with the overall objective of informing a review of the Sustainability Declaration. Winton Sustainable Research Strategies Pty Ltd was commissioned to undertake a telephone survey with a sample of 900 people across metropolitan and regional Queensland who are dwelling owners, or renters looking to purchase a dwelling.

The Overall Importance of Sustainable Dwelling Design:

- When people are asked to choose the three most important sustainable design features to them (of nineteen features listed on the Sustainability Declaration form), four features stand out in somewhat different order as the most important to people, namely solar panels or solar power (43%), whether there is insulation in the roof, ceiling, walls and underfloor (42%), a rainwater tank (32%) and the type of hot water system installed (20%).

Chart 1: Importance of Various Sustainable Design Features

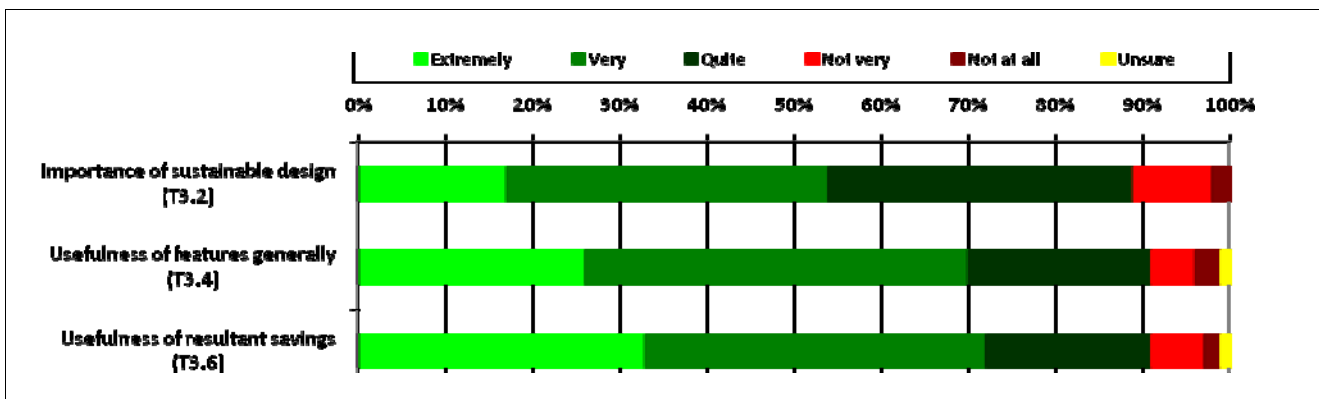


- When buying a home some nine in ten people (89%) view the role its sustainable design features would play in your decision as at least quite important, mainly because it saves money (49%), saves the environment (44%) and is less wasteful (19%).

The Importance of Sustainable Design Information in Dwelling Purchase:

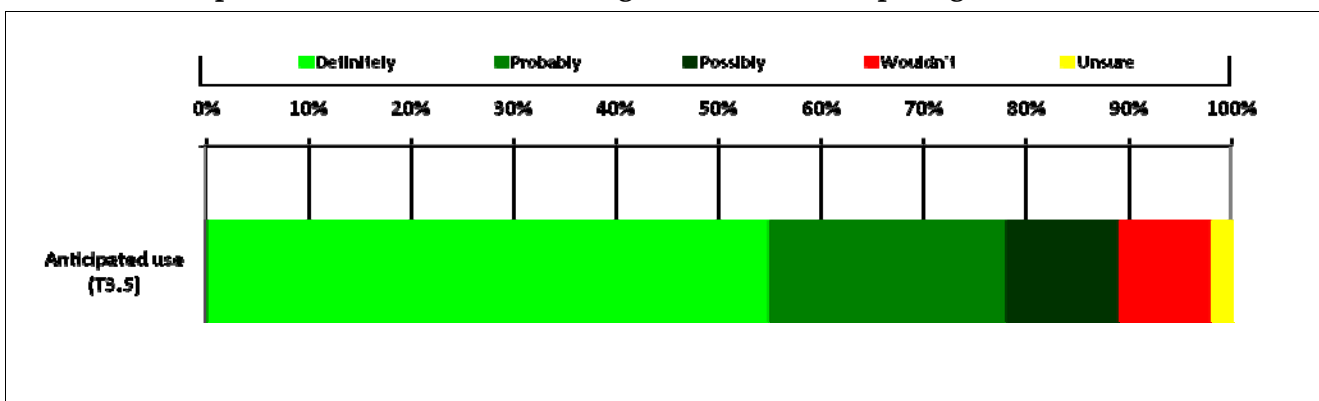
- Around nine in ten people (91%) maintain that having information available about its sustainable design features when they are contemplating buying a home would be at least quite useful (of whom 26% say it would extremely useful and 44% say it would be very useful).
- Around nine in ten (91%) also agree about the usefulness of the more specific suggestion of having standardised information about the monetary, financial, energy and water savings of a variety of sustainable design features available when comparing homes to buy (of whom a higher 33% say it would extremely useful and 39% say it would be very useful).

Chart 2: Importance and Usefulness of Sustainable Design in Home Purchase



- Indeed, close to nine in ten people (89%) say they would use the information about sustainable design features to compare houses to buy (of whom 55% say they would definitely use it and 23% would probably use it. Almost all buyers (97%) and sellers (100%) say they would at least possibly use it.

Chart 3: Anticipated Use of Sustainable Design Features in Comparing Homes



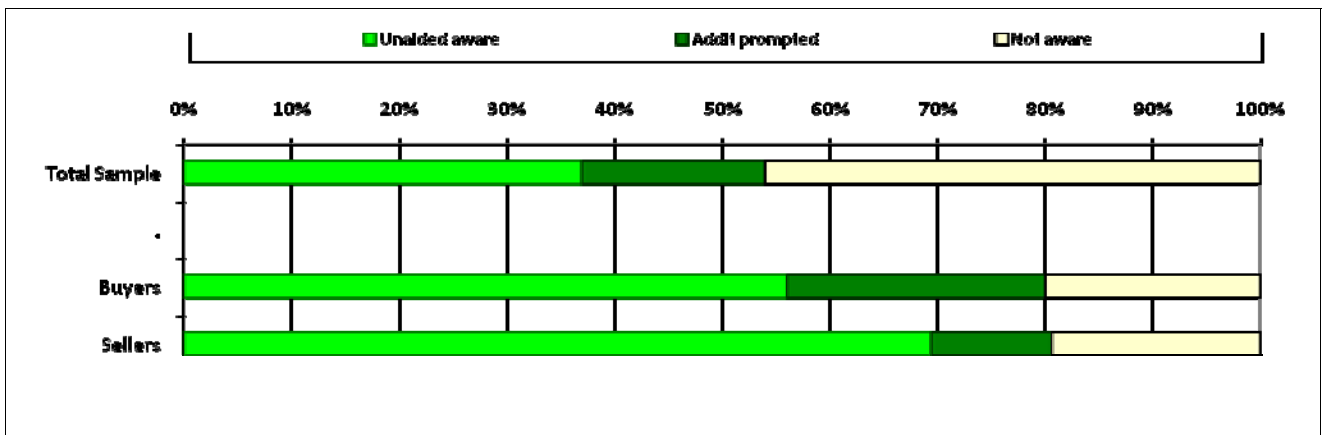
- Close to nine in ten people (87%) say that providing a value of the savings in terms of financial, energy and water for each sustainable design feature is important in this context.

- Around nine in ten people (90%) think that sustainable design features add value to a home.
- Around one-third of people (34%) say they would be prepared to pay up to 10 percent more for a house if it contains a number of sustainability features, and a further one-quarter (26%) say they would pay an extra 15% or more. However, some three in ten (30%) would need to know more about which sustainability features were present before making a decision and around one in ten (11%) say they would not pay extra.

The Role of the Sustainability Declaration in Dwelling Purchase:

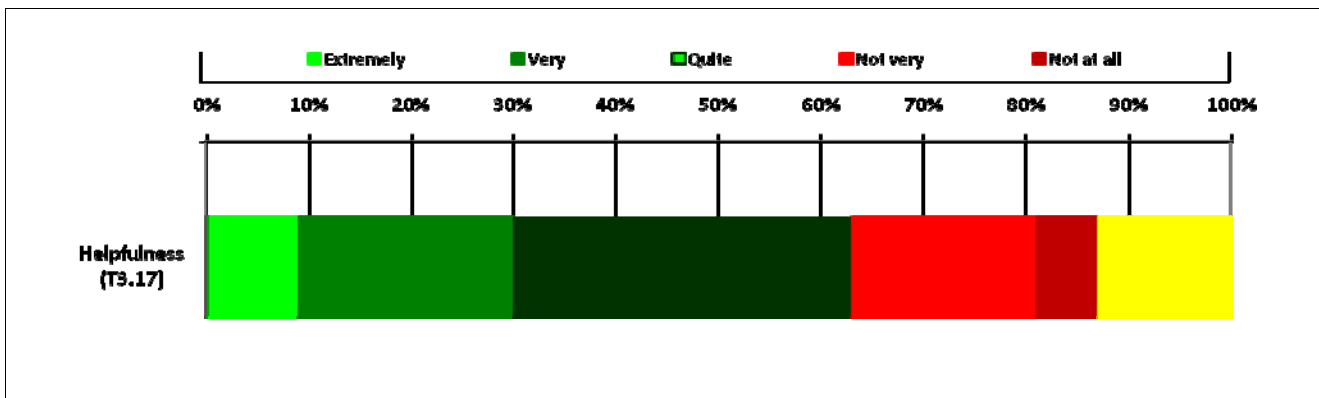
- If they were buying a house, just over six in ten people (62%) would prefer to buy a house with sustainable design features already in place, whereas three in ten (31%) would prefer to choose those features they want to include in the house themselves, with 7% unsure,
- If they received timely advice on measures to improve the sustainability of your house, including possible monetary, energy and water savings, some 85% of people say they would be at least quite likely to make investments in these features, following the purchase of a house (of whom 15% are extremely likely and 30% very likely to do so.
- Less than half the people (46%) say that that they would be likely, prior to advertising their house for sale, to undertake sustainability improvements to increase the marketability of the property to prospective buyers, of whom only 7% are extremely likely and 17% are very likely.
- Among the one in two people (52%) not likely to undertake sustainability improvements to increase the marketability of the property to prospective buyers prior to advertising their house for sale, 45% believe they would be unlikely to get their money back, 34% say they would prefer that they buyer did it their way and 21% claim they cannot afford to do it.
- Only around four in ten people (37%) claim to be aware of the Sustainability Declaration unaided (ie, Are you aware of the Sustainability Declaration?) and only just over one-half (54%) claim to have heard of it when it is described.

Chart 4: Awareness of the Sustainability Declaration



- As might be expected, awareness of the Sustainability Declaration is much higher among buyers (averaging 56% unaided and 80% prompted) and sellers (averaging 68% unaided and 79% prompted).
- The media (54%) are the main source of awareness of the Sustainability Declaration, followed by real estate agents (24%), friends, relatives or workmates (21%) and conveyancers and solicitors (12%).
- Over six in ten (63%) say that the Sustainability Declaration is at least quite helpful in informing people about the sustainable design features of a house, of whom 9% say it is extremely helpful and 21% say it is very helpful.

Chart 5: Helpfulness Sustainable Declaration in Informing People



The Views of Buyers of Dwellings:

- Only around one in two buyers (50%) say that a Sustainability Declaration was readily available at any of the dwellings they looked at, 22% say it was not available at any and 28% are unsure.
- On the other hand a Sustainability Declaration was available in most cases (92%) where a purchase was made, and in most of these cases (82%) it was prominently displayed.
- Buyers are about evenly divided on whether the Sustainability Declaration was informative about the various sustainable design features and savings (39%) or not (36%), with a further 25% unsure.
- Among buyers:
 - 21% used the Sustainability Declaration to compare this house with another;
 - 8% used the Sustainability Declaration as a bargaining tool to lower the price; and
 - 6% used the Sustainability Declaration to estimate likely total energy and water and money savings.
- Around seven in ten buyers (71%) have installed at least one sustainable design feature into their dwelling since they purchased it, the main ones being window shades (or tinting), solar panels and insulation.
- Around six in ten (62%) of those who installed sustainable design features believe they increased their dwelling's resale value at least a little.

- Around four in ten (44%) intend installing (additional) sustainable design features in the future, mainly solar panels, a sustainable water heater, energy efficient lights, insulation and window treatment.

The Views of Sellers of Dwellings:

- Among sellers, three-quarters (77%) installed sustainable design features into their dwellings prior to advertising them for sale, mainly insulation (29%), energy efficient lights and rainwater tanks.
- Over half of these people (57%) believe this increased the resale value of their dwelling at least a little.
- Around seven in ten sellers completed a Sustainability Declaration for their dwelling prior to its sale, of whom most (57%) had it displayed prominently during the sale period.
- Around half (54%) the sellers found the Sustainability Declaration at least quite easy to complete, but two in ten (22%) experienced some difficulty in doing so.
- Most (71%) thought the information they provided in the Sustainability Declaration was at least quite accurate, only one in five (20%) left it blank because they were not sure of the information required.
- Only one in five (20%) found the Reference Guide helpful in filling out the Sustainability Declaration form.
- One-quarter of sellers (27%) sought advice or help from someone in completing the form, mainly the real estate agent followed by friends, relatives or workmates. Few paid for the advice given, mostly less than \$50.
- Around four in ten (40%) believe the Sustainability Declaration form influenced the prospective buyers' purchase decisions, whereas half (53%) thought it did not, mainly because they believe little importance is placed on the Sustainability Declaration in the market place.

1.0 Introduction

Since January 2010 the seller (vendor) of a house, townhouse or unit in Queensland has been required to complete and display a Sustainability Declaration under the *Building Act 1975*. There is no need for the seller to engage a building professional to complete the form.

The Sustainability Declaration is a compulsory checklist that identifies the property's environmental and social sustainability features in the areas of energy, water, access and safety. Sustainability features can lower operating costs. Properties with sustainability features use less energy for heating and cooling, generate fewer greenhouse gas emissions, use less water - and best of all, are more comfortable to live in.

Access and safety features contribute to sustainability by making the property suitable for owners during their various life stages and will reduce the need for costly future upgrades. For those homeowners who have already taken steps to improve the sustainability of their property, this means that the environmental, social and financial benefits of those features can be recognised when the property is on the market.

The Department wished to undertake a research project with the overall objective of informing a review of the Sustainability Declaration. Winton Sustainable Research Strategies Pty Ltd was commissioned to undertake the study.

2.0 The Research Approach

The research employed a robust quantitative survey approach involving administration of a structured questionnaire by telephone to a stratified random sample of 900 people across metropolitan and regional Queensland who are dwelling owners, or renters looking to purchase a dwelling.

The questionnaire was drawn up in conjunction with the Department based on the brief, and then pilot-tested with a small sub-sample of the population to test for question flow and to eliminate any question wording ambiguities. The telephone interviewing was conducted by our survey team which has been accredited to the Market Research Standard AS ISO 20252:2007. At each household selected, up to three calls were made at different times on different days before sample replacement, which helps to reduce non-response rates.

On completion of the interviewing, the data were entered into our computers and analysed using our *Survey System* Analysis Package to produce a comprehensive series of tables analysing substantive questions by relevant variables. The *Survey System* is the most complete software package available for working with telephone, online and printed questionnaires. It handles all phases of survey projects, from creating questionnaires through data entry to producing tables, graphics and text reports. Unlike spreadsheets, databases or general purpose statistical packages for the social sciences, Survey System was designed specifically for market and social survey questionnaires and analysis.

A stratified random sample size of 900 people is sufficiently robust to ensure that results at the total sample level are within a maximum of around 3% either way of the result that would have been obtained if all people had been included, with results among the subsample of around 100 buyers and 100 sellers being within a maximum of around 9% either way of the result that would have been obtained if all buyers or sellers had been interviewed. These sampling tolerances are based on the 95% confidence level, a level usually chosen for social surveys of this nature.

3.0 Summary of the Study Findings

This section of the report provides a succinct summary of the study findings together with a series of supporting tables and charts. Detailed tabular results are to be found in Section 4.0.

3.1 The Overall Importance of Sustainable Dwelling Design

When examined individually, some nine sustainable design features (of nineteen mentioned in the sustainable declaration form) are each thought to be important to have in a home by at least eight in ten people, namely, in order, dual flush toilets (97%), whether there is insulation in the roof, ceiling, walls and underfloor (94%), the proportion of energy-efficient lights (93%), a covered outdoor living area (90%), water efficient taps (89%), a rainwater tank (88%), the type of hot water system installed (84%), ceiling fans (81%) and solar panels or solar power (80%) (Table 3.1).

Table 3.1:

Q1. Are the following sustainable design features important to you to have in a home, or not? Q2. Which of those sustainable design features are the most important to you? [Accept up to three]	Important individually to have in a home			Among 3 most important to you
	Yes %	No %	Unsure %	%
<i>List is arranged in descending order of the 'Yes' responses:</i>				
Dual flush toilets	97	2	1	6
Whether insulation in roof, ceiling, walls and underfloor	94	6	0	42
Proportion of energy-efficient lights	93	6	1	18
Covered outdoor living area	90	9	1	11
Water efficient taps	89	10	1	11
Rainwater tank	88	12	0	32
Type of hot water system installed	84	12	4	20
Ceiling fans	81	18	1	7
Solar panels/solar power	80	17	3	43
Windows shaded and/or tinted	77	22	1	12
Type and rating of air conditioning	75	23	2	14
Whether roof is vented or has whirlybirds	72	26	2	7
Greywater system	65	33	2	7
Gas or induction cooking	64	30	6	9
Colour of roof	62	35	3	3
Type of garden irrigation system if any	56	40	4	1
Swimming pool on off-peak or no swimming pool	52	46	2	3
Water reticulation device for hot water taps	51	18	31	3
Accessible entry and movement within home to bathroom, toilet, bedrooms and kitchen	23	43	34	2
<i>Base for each row: n=900</i>				<i>Base n=900</i>

However, when people are asked to choose the three most important to them of the nineteen features listed), four features stand out in somewhat different order as the most important to people, namely solar panels or solar power (43%), whether there is insulation in the roof, ceiling, walls and underfloor (42%), a rainwater tank (32%) and the type of hot water system installed (20%) (Table 3.1 – final column).

Table 3.2:

Q3. When buying a home, how important a role would its sustainable design features play in your decision – would it be extremely important, very important, quite important, not very important or not important at all?		
	%	
Extremely important	17	\ / 89%
Very important	37	
Quite important	35	
Not very important	9	
Not at all important	2	
Unsure	0	
<i>Base [n=]</i>	900	

When buying a home some nine in ten people (89%) view the role its sustainable design features would play in your decision as at least quite important (Table 3.2), mainly because it saves money (49%), saves the environment (44%) and is less wasteful (19%) (Table 3.3).

Table 3.3:

Q3b. Why do you say that, in what ways is it important?	
<i>Do not read out. Accept multiples:</i>	%
Save money/lower energy and water bills/more economical	49
Save the environment/lower greenhouse gas emissions/smaller carbon footprint	44
Less wasteful/more efficient	19
Enhances living environment	8
Don't need to install features yourself	2
Other responses (none more than 2%)	10
Unsure	3
<i>Base [n=]</i>	801
<i>* Note: Table >100% as some people gave two or more answers.</i>	

3.2 The Importance of Sustainable Design Information in Dwelling Purchase

Around nine in ten people (91%) maintain that having information available about its sustainable design features when they are contemplating buying a home would be at least quite useful (of whom 26% say it would extremely useful and 44% say it would be very useful) (Table 3.4).

Table 3.4:

Q4a. When buying a home, how useful would it be to have information available about its sustainable design features – extremely useful, very useful, quite useful, not very useful or not useful at all?		
	%	
Extremely useful	26	\ 91%
Very useful	44	
Quite useful	21	
Not very useful	5	/
Not at all useful	3	
Unsure	1	
<i>Base [n=]</i>	900	

Around nine in ten (91%) also agree about the usefulness of the more specific suggestion of having standardised information about the monetary, financial, energy and water savings of a variety of sustainable design features available when comparing homes to buy (of whom a higher 33% say it would extremely useful and 39% say it would be very useful) (Table 3.5)

Table 3.5

Q5. How useful would it be to have standardised information about the monetary, financial, energy and water savings of a variety of sustainable design features when comparing homes to buy – extremely useful, very useful, quite useful, not very useful or not useful at all?		
	%	
Extremely useful	33	\ 91%
Very useful	39	
Quite useful	19	
Not very useful	6	/
Not at all useful	2	
Unsure	1	
<i>Base [n=]</i>	900	

Indeed, close to nine in ten people (89%) say they would use the information about sustainable design features to compare houses to buy (of whom 55% say they would definitely use it and 23% would probably use it (Table 3.6). Whereas there are few demographic differences in terms of the perceived high importance and usefulness of information about sustainable design features revealed earlier, in relation to likely actual use of this information there are some differences worth noting:

- While around nine in ten of both men (88% and women (90%) would at least possibly use the information to compare homes they were considering buying, men (64%) are more likely than women (50%) to say that they would definitely do so (Table 4.6a).
- Similarly, younger people (65% of under 45s would definitely use it) are more definite than older people (49% of over 65s would definitely use it).
- Almost all buyers (97%) and sellers (100%) say they would at least possibly use it (Table 4.6b).

Table 3.6:

Q4b. Do you feel you would definitely, probably or possibly use this information to compare homes when considering buying, or wouldn't you use it?		
	%	
Definitely use	55	\ 89%
Probably use	23	
Possibly use	11	
Wouldn't use	9	
Unsure	2	
	<i>Base [n=]</i>	803

Close to nine in ten people (87%) say that providing a value of the savings in terms of financial, energy and water for each sustainable design feature is important in this context (Table 3.7).

Table 3.7:

Q6. Is providing a value of the savings in terms of financial, energy and water for each sustainable design feature important in this context?		
	%	
Yes	87	
No	12	
Unsure	1	
	<i>Base [n=]</i>	900

Around nine in ten people (90%) think that sustainable design features add value to a home (Table 3.8)

Table 3.8:

Q7. Do you think sustainable design features add value to a home?		
	%	
Yes	90	
No	7	
Unsure	3	
	<i>Base [n=]</i>	900

Around one-third of people (34%) say they would be prepared to pay up to 10 percent more for a house if it contains a number of sustainability features, and a further one-quarter (26%) say they

would pay an extra 15% or more. However, some three in ten (30%) would need to know more about which sustainability features were present before making a decision and around one in ten (11%) say they would not pay extra (Table 3.9). Again some demographic differences emerge:

- More men (66%) than women (55%) are prepared to pay more for a house if it contains a number of sustainability features, as are younger people (69% among under 45s) compared to older people (56% among over 65s) (Table 4.10).

Table 3.9:

Q8. In percentage terms, how much more would you be prepared to pay for a house if it contains a number of sustainability features?	
	%
About 25% more [or higher]	7
About 20% more	11
About 15% more	8
About 10% more	18
About 5% more	16
Nothing more	11
Unsure/depends on what features	30
<i>Base [n=]</i>	<i>900</i>

3.3 The Role of the Sustainability Declaration in Dwelling Purchase

If they were buying a house, just over six in ten people (62%) would prefer to buy a house with sustainable design features already in place, whereas three in ten (31%) would prefer to choose those features they want to include in the house themselves, with 7% unsure (Table 3.10)

Table 3.10:

Q9. If you were buying a house, would you prefer to buy a house with sustainable design features already in place, or would you prefer to choose those features you want to include in the house yourself?	
	%
Buy a house with features already in place	62
Prefer to choose those features yourself	31
Unsure	7
<i>Base [n=]</i>	900

If they received timely advice on measures to improve the sustainability of your house, including possible monetary, energy and water savings, some 85% of people say they would be at least quite likely to make investments in these features, following the purchase of a house (of whom 15% are extremely likely and 30% very likely to do so (Table 3.11).

- While there are no gender differences here, younger people (91% among under 45s) are far more likely than older people (77% among over 65s) to make investments in these features, following the purchase of a house (Table 4.12a).

Table 3.11:

Q10. If you received timely advice on measures to improve the sustainability of your house, including possible monetary, energy and water savings, would you be likely to make investments in these, following the purchase of a house – extremely likely, very likely, quite likely not very likely or not at all likely?		
	%	
Extremely likely	15	\ 85% /
Very likely	30	
Quite likely	40	
Not very likely	10	
Not at all likely	3	
Unsure	2	
<i>Base [n=]</i>	900	

Less than half the people (46%) say that that they would be likely, prior to advertising their house for sale, to undertake sustainability improvements to increase the marketability of the property to prospective buyers, of whom only 7% are extremely likely and 17% are very likely (Table 3.12).

- In contrast to some earlier results, there are no real age differences, but women (50%) are more likely than men (38%) to undertake sustainability improvements to increase the marketability of the property to prospective buyers prior to advertising their house for sale (Table 4.13a).
- Interestingly, fewer sellers of houses (recent and intending, 16%) are far less likely than others (average 46%) to say that they would do so (Table 4.13b).

Table 3.12:

Q11a. If you were selling a house, prior to advertising its sale how likely is it that you would undertake sustainability improvements to increase the marketability of the property to prospective buyers – extremely likely, very likely, quite likely not very likely or not at all likely?		
	%	
Extremely likely	7	\
Very likely	17	
Quite likely	22	
Not very likely	36	/
Not at all likely	16	
Unsure	2	
Base [n=]	900	

Among the one in two people (52%) not likely to undertake sustainability improvements to increase the marketability of the property to prospective buyers prior to advertising their house for sale, 45% believe they would be unlikely to get their money back, 34% say they would prefer that they buyer did it their way and 21% claim they cannot afford to do it. (Table 3.13).

- Concern about not recovering the outlaid money is much higher among men (65% of those not likely to undertake sustainability improvements to increase the marketability of the property) compared to women (35%) (Table 4.14a).
- Concern about not recovering the outlaid money is also higher among sellers of houses (recent and intending, 56%) than the average (45%) (Table 4.14b).

Table 3.13:

Q11b. If not, why wouldn't you undertake these improvements?	
<i>Do not read out. Accept multiples:</i>	%*
Not worth it/unlikely to get money back	45
Not my role/let the buyers do their own thing	34
Can't afford it/not enough money	21
Features already in place	7
Condition of house too poor for improvements	4
Don't have time/need quick sale	1
Other responses (none more than 2%)	4
Unsure	4
<i>Base [n=]</i>	469

* Note: Table >100% as some people gave two or more answers.

Only around four in ten people (37%) claim to be aware of the Sustainability Declaration unaided (ie, Are you aware of the Sustainability Declaration?) and only just over one-half (54%) claim to have heard of it when it is described (Table 3.14).

Table 3.14:

Q12. Are you aware of the Sustainability Declaration? Q13a. (As you may recall,) the Sustainability Declaration is a compulsory checklist that all sellers of a house, townhouse or unit in Queensland since January this year have been required to complete and display. It identifies a property's environmental and social sustainability features in the areas of energy, water, access and safety. Have you heard of this declaration?		
	Q12 unaided %	Q13a prompted %
Yes	37	54
No	59	42
Unsure	4	4
	<i>Base [n=]</i>	
	900	900

As might be expected, awareness of the Sustainability Declaration is much higher among buyers (averaging 56% unaided and 80% prompted) and sellers (averaging 68% unaided and 79% prompted) (Table 3.15).

Table 3.15:

Awareness of the Sustainability Declaration among buyers and sellers:		
Aware:	Q12 unaided	Q13a prompted
Buyers (small base = 96):		
Actively looking since Jan 2010	56%	80%
Purchased dwelling since Jan 2010		
Intend to buy within next 12 months		
Sellers (small base = 126):		
Tried to sell since Jan 2010	68%	79%
Sold dwelling since Jan 2010		
Intend to sell within next 12 months		
Compared to total sample	37%	54%

The media (54%) are the main source of awareness of the Sustainability Declaration, followed by real estate agents (24%), friends, relatives or workmates (21%) and conveyancers and solicitors (12%).

Table 3.16:

Q13b. If heard, probe: How or where did you hear about it?	
<i>Do not read out. Accept multiples:</i>	%
Media/n'papers/radio/TV	54
Real estate agent	24
Friends/relatives/workmates	21
Conveyance/solicitor	12
Brisbane City Council	5

Other responses (none more than 2%)	2
Unsure	1
<i>Base [n=]</i>	492
<i>* Note: Table >100% as some people gave two or more answers.</i>	

Over six in ten (63%) say that the Sustainability Declaration is at least quite helpful in informing people about the sustainable design features of a house, of whom 9% say it is extremely helpful and 21% say it is very helpful (Table 3.17).

Table 3.17:

Q14. How helpful is the Sustainability Declaration in informing people about the sustainable design features of a house?		
	%	
Extremely helpful	9	\ / 63%
Very helpful	21	
Quite helpful	33	
Not very helpful	18	
Not at all helpful	6	
Unsure	13	
<i>Base [n=]</i>	492	

3.4 The Views of Dwelling Buyers and Sellers

Of the 900 people across metropolitan and regional Queensland in the stratified random sample of dwelling owners or renters looking to purchase a dwelling:

- There are 96 people (nett = 11%) in the sample who have purchased, attempted to purchase and/or intend to purchase a dwelling, including:
 - 9% who have attempted to buy a dwelling since January this year but have not (yet) succeeded, and 2% who have succeeded in doing so (Table 3.18);
 - 9% who intend to purchase a dwelling within the next twelve months (many of whom are also included above as they have already been attempting to purchase);
- There are also 126 people (nett = 14%) in the sample who have sold, attempted to sell and/or intend to sell a dwelling, including:
 - 6% who have attempted to sell a dwelling since January this year but have not (yet) succeeded, and 2% who have succeeded in doing so (Table 3.18); and
 - 8% who intend to sell a dwelling within the next twelve months (many of whom are also included above as they have already been trying to sell).
- It should also be noted that many of the buyers and intending buyers (past and/or future) are also, or have also been, sellers or intending sellers (past and/or future). The nett of these 96 ‘buyers’ (11%) and 126 ‘sellers’ (14%) since January 2010 is 169 people (19%) out of the total sample.

Table 3.18:

Q15a. Have you tried to purchase a dwelling since January this year?			
Q15b. Do you intend to buy a(nother) dwelling within the next 12 months?			
<i>Buyers</i> [Nett = 96]	Actively looking (tried to buy) since Jan 2010 %	Purchased dwelling since Jan 2010 %	Intend to purchase within next 12 months %
Yes	9	2	9
No	91	98	87
Unsure	0	0	4

Table 3.19:

Q15c. Have you attempted to sell a dwelling since January this year?			
Q15d. Do you intend to sell a(nother) dwelling within the next 12 months?			
<i>Sellers</i> [Nett = 126]	Actively selling (tried to sell) since Jan 2010 %	Sold dwelling since Jan 2010 %	Intend to sell within next 12 months %
Yes	6	2	8
No	94	98	90
Unsure	0	0	2

3.4.1 Buyers of Dwellings

Only around one in two buyers (50%) say that a Sustainability Declaration was readily available at any of the dwellings they looked at, 22% say it was not available at any and 28% are unsure (Table 3.20).

Table 3.20:

Q16a When you were looking at dwellings you might buy, was a Sustainability Declaration readily available at all, most, some, a few or at none of the dwellings you looked at?		
	%*	
Available at all	7	\ 50% /
Available at most	21	
Available at some	12	
Available at a few	10	
Available at none	22	
Unsure	28	
* Caution: Small Base		

On the other hand a Sustainability Declaration was available in most cases (92%) where a purchase was made (Table 3.21), and in most of these cases (82%) it was prominently displayed (Table 3.22).

Table 3.21:

Q16b If YES, was it available at the dwelling you eventually purchased?	
	%*
Yes	92
No	8
Unsure	0
* Caution: Small Base	

Table 3.22:

Q16c. If YES, was it prominently displayed or did you need to ask for it?	
	%*
Prominently displayed	82
Had to ask for it	4
Unsure	4
* Caution: Small Base	

Buyers were about evenly divided on whether the Sustainability Declaration was informative about the various sustainable design features and savings (39%) or not (36%), with a further 25% unsure (Table 3.23).

Table 3.23:

Q16d. How informative was the Sustainability Declaration about the various sustainable design features and savings ... was it extremely informative, very informative, quite informative, not very informative or not informative at all?		
	%*	
Extremely informative	7	\ 39%
Very informative	14	
Quite informative	18	/
Not very informative	29	→ 36%
Not at all informative	7	
Unsure	25	
* Caution: Small Base		

Among buyers:

- 21% used the Sustainability Declaration to compare this house with another;
- 8% used the Sustainability Declaration as a bargaining tool to lower the price; and
- 6% used the Sustainability Declaration to estimate likely total energy and water and money savings (Table 3.24).

Table 3.24:

Q16e. Did you use it...			
<i>Read out, rotate list.</i>	Yes	No	Unsure
<i>Table percentaged horizontally:</i>	%*	%	%
... to compare this house with another	21	79	0
... as a bargaining tool to lower the price	8	92	0
... to estimate likely total energy and water and money savings	6	94	0
* Caution: Small Base			

Around seven in ten 'buyers' (71%) have installed at least one sustainable design feature into their dwelling since they purchased it, the main ones being window shades (or tinting), solar panels and insulation (Table 3.25a). This question was asked of all 96 (11%) attempting, actual and intending buyers, so the result refers to their current home. Some of the installations could therefore have been undertaken before January 2010 except for the 19 (2%) actual buyers, all of whose houses were, by definition purchased after January 2010. When we look only at these 19 actual buyers, the picture is remarkably similar to that of all 96 'buyers', so despite the very small numbers, the broad result still holds true (Table 3.25b).

Table 3.25a:

Q17a. What, if any, sustainable design features have you installed into your house since you purchased it?	
<i>Do not read out, accept multiples:</i>	%*
Windows shaded and/or tinted	18
Solar panels/solar power	15
Whether insulation in roof, ceiling, walls and underfloor	12
Proportion of energy-efficient lights	9
Type of hot water system installed	4
Whether roof is vented or has whirlybirds	3
Water efficient taps	3
Colour of roof	2
Ceiling fans	2
Dual flush toilets	2
Swimming pool on off-peak or no swimming pool	1
Covered outdoor living area	1
Type and rating of air conditioning	1
Rainwater tank	1
Gas or induction cooking	0
Greywater system	0
Type of garden irrigation system if any	0
Water reticulation device for hot water taps	0
Accessible entry and movement within home to bathroom, toilet, bedrooms and kitchen	0
Total all items**	74
Nett installed any item	71
None installed/unsure	29
* Caution: Small Base	
** Note: Table >100% as some people gave two or more answers.	

Table 3.25b

Q17a. What, if any, sustainable design features have you installed into your house since you purchased it?		
<i>Do not read out, accept multiples:</i>	All 'buyers'* Table 3.25a %	Buyers since Jan 2010** %
Windows shaded and/or tinted	18	16
Solar panels/solar power	15	11
Insulation in roof/ceiling/walls/underfloor	12	16
Proportion of energy-efficient lights	9	11
Type of hot water system installed	4	5
Total of top 5 items	58	59
All others	16	11
Total all items***	74	70
Nett installed any items	71	68
None	29	32
Base n=	96	19
* includes attempting and intending buyers as well as successful buyers,		
** only the successful buyers		
*** a few installed more than one item.		

Around six in ten (62%) of those who installed sustainable design features believe they increased their dwelling's resale value at least a little (Table 3.26).

Table 3.26:

Q17b. By installing these features do you believe you have increased its resale value a lot, a little or not at all?		
	%*	
A lot	34	⇒ 62%
A little	28	
Not at all	15	
Unsure	23	
* Caution: Small Base		

Around four in ten (44%) intend installing (additional) sustainable design features in the future, mainly solar panels, a sustainable water heater, energy efficient lights, insulation and window treatment (Table 3.27).

Table 3.27:

Q18. What, if any, additional sustainable design features do you plan to install in the future?	
	%*
Solar panels/solar power	9
Type of hot water system installed	7
Proportion of energy-efficient lights	5
Whether insulation in roof, ceiling, walls and underfloor	4
Windows shaded and/or tinted	4
Colour of roof	3
Ceiling fans	3
Rainwater tank	3
Swimming pool on off-peak or no swimming pool	2
Covered outdoor living area	2
Whether roof is vented or has whirlybirds	2
Type and rating of air conditioning	2
Water efficient taps	2
Dual flush toilets	1
Gas or induction cooking	0
Greywater system	0
Type of garden irrigation system if any	0
Water reticulation device for hot water taps	0
Accessible entry and movement within home to bathroom, toilet, bedrooms and kitchen	0
Other responses (none more than 2%)	0
None installed/unsure	56
* Caution: Small Base	
* Note: Table >100% as some people gave two or more answers.	

3.4.2 *Sellers of Dwellings*

Among sellers, three-quarters (77%) installed sustainable design features into their dwellings prior to advertising them for sale, mainly insulation (29%), energy efficient lights and rainwater tanks (Table 3.28).

Table 3.28:

Q19a. What, if any, sustainable design features did you install into the house prior to advertising it for sale?	
<i>Do not read out, accept multiples:</i>	%*
Whether insulation in roof, ceiling, walls and underfloor	29
Proportion of energy-efficient lights	19
Rainwater tank	17
Covered outdoor living area	12
Water efficient taps	12
Type of hot water system installed	11
Gas or induction cooking	11
Greywater system	9
Swimming pool on off-peak or no swimming pool	7
Windows shaded and/or tinted	6
Type and rating of air conditioning	6
Type of garden irrigation system if any	6
Ceiling fans	4
Solar panels/solar power	2
Accessible entry and movement within home to bathroom, toilet, bedrooms and kitchen	1
Colour of roof	0
Whether roof is vented or has whirlybirds	0
Dual flush toilets	0
Water reticulation device for hot water taps	0
Other responses (none more than 2%)	0
None installed/unsure	23
* Caution: Small Base	
* Note: Table >100% as some people gave two or more answers.	

Over half of these people (57%) believe this increased the resale value of their dwelling at least a little (Table 3.29).

Table 3.29:

Q19b. By installing these features do you believe you have increased its resale value a lot, a little or not at all?		
	%*	
A lot	13	⇒ 57%
A little	44	
Not at all	32	
Unsure	11	
* Caution: Small Base		

Around seven in ten sellers completed a Sustainability Declaration for their dwelling prior to its sale (Table 3.30), of whom most (57%) had it displayed prominently during the sale period (Table 3.31).

Table 3.30:

Q20a. Did you complete a Sustainability Declaration for your home prior to its sale?	
	%*
Yes	71
No	24
Unsure	5
* Caution: Small Base	

Table 3.31:

Q20b. If YES, was it displayed prominently during the sale period?	
	%*
Yes	57
No	23
Unsure	20
* Caution: Small Base	

Around half (54%) the sellers found the Sustainability Declaration at least quite easy to complete, but two in ten (22%) experienced some difficulty in doing so (Table 3.32).

Table 3.32:

Q20c. Was the Sustainability Declaration very easy, quite easy, neither easy nor difficult, quite difficult or very difficult to complete?		
	%*	
Very easy	7	⇒ 54%
Quite easy	47	
Neither/nor	13	
Quite difficult	9	⇒ 22%
Very difficult	13	
Unsure	11	
* Caution: Small Base		

Most (71%) thought the information they provided in the Sustainability Declaration was at least quite accurate (Table 3.33), only one in five (20%) left it blank because they were not sure of the information required (Table 3.34).

Table 3.33:

Q20d. How accurate did you feel the information you provided was in the Sustainability Declaration?		
	%*	
Extremely accurate	26	\
Very accurate	20	
Quite accurate	25	
Not very accurate	13	/
Not at all accurate	9	
Unsure	7	
* Caution: Small Base		

Table 3.34:

Q20e. Did you decide to leave it blank because you weren't sure of the information it asked you to provide, or not?	
	%*
Yes, left blank	20
No	67
Unsure	13
* Caution: Small Base	

Only one in five (20%) found the Reference Guide helpful in filling out the Sustainability Declaration form (Table 3.35).

Table 3.35:

Q20f. Did you find the Reference Guide to be helpful in filling out the form?	
	%*
Yes	20
No	28
Unsure	19
Not aware of Reference Guide	33
* Caution: Small Base	

One-quarter of sellers (27%) sought advice or help from someone in completing the form (Table 3.36), mainly the real estate agent followed by friends, relatives or workmates (Table 3.37). Few paid for the advice given, mostly less than \$50 (Table 3.38).

Table 3.36:

Q20g. Did you seek advice or help from anyone in completing the form?	
	%*
Yes	27
No	73
Unsure	0
* Caution: Small Base	

Table 3.37:

Q20h. Who did you seek advice or help from – energy assessor, real estate agent or other building professional?	
	%*
Real estate agent	56
Friend/relative/workmate [not professional]	20
Solicitor/conveyance	12
Building professional	8
Energy assessor	4
Unsure	0
* Caution: Small Base	

Table 3.38:

Q20i. How much, if anything, did you pay for their advice?	
	%*
Up to \$50	20
\$51 to \$100	4
\$101 to \$150	0
\$151 to \$200	0
\$251 to \$300	0
More than \$300	0
Unsure/nothing	76
* Caution: Small Base	

Around four in ten (40%) believe the Sustainability Declaration form influenced the prospective buyers' purchase decisions, whereas half (53%) thought it did not (Table 3.39), mainly because they believe little importance is placed on the Sustainability Declaration in the market place (Table 3.40).

Table 3.39:

Q21a. Do you believe the Sustainability Declaration form influenced the prospective buyers' purchase decisions a lot, a little or not at all?		
	%*	
A lot	3	⇒ 40%
A little	37	
Not at all	53	
Unsure	7	
* Caution: Small Base		

Table 3.40:

Q21b. Why is that?	
	%*
Little importance placed on declaration in the market place	53
Not important for this house	31
House not sold yet	13
Unsure	3
* Caution: Small Base	

4.0 Detailed Tabular Results

Table 4.1: Q1. Are the following sustainable design features important to you to have in a home, or not?

Table 4.1a: Q1-Solar panels/solar power

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	80	81	79	87	87	79	66	69	84	84	81	79
No	17	16	18	12	10	17	30	28	12	15	16	18
Unsure	3	3	3	1	3	4	4	3	4	1	3	3
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1b: Q1-Type of hot water system installed

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	84	89	82	82	89	87	79	79	88	84	81	87
No	12	11	12	13	10	8	16	16	8	13	13	10
Unsure	4	0	6	6	1	5	4	5	4	3	6	2
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1c: Q1-Swimming pool off-peak

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	52	50	53	56	63	46	44	49	50	57	46	57
No	46	48	45	38	36	53	56	50	48	39	52	41
Unsure	2	2	3	7	1	1	0	1	2	3	2	2
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1d: Q1-Covered outdoor living area

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	90	88	92	92	92	90	88	88	93	89	90	91
No	9	11	7	4	8	10	12	12	6	10	10	8
Unsure	1	1	1	4	0	0	0	0	2	1	1	1
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1e: Q1-Whether insulation in roof, etc

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	94	92	96	94	96	93	95	93	98	92	93	96
No	6	7	4	4	4	7	5	6	2	8	7	4
Unsure	0	1	0	1	0	0	0	1	0	0	0	1
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1f: Q1-Colour of roof

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	62	66	59	53	61	66	67	65	59	63	50	72
No	35	32	36	39	35	34	32	35	37	31	46	26
Unsure	3	2	4	8	4	0	1	0	4	6	4	2
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1g: Q1-Windows shaded/tinted

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	77	79	76	78	81	80	71	79	77	76	70	84
No	22	19	23	21	17	20	29	20	21	24	29	16
Unsure	1	2	1	1	3	0	0	1	2	0	1	1
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1h: Q1-Whether roof is vented

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	72	73	72	78	78	64	70	74	78	61	71	73
No	26	25	26	22	21	31	27	23	19	38	27	24
Unsure	2	2	3	0	1	5	3	2	3	1	1	3
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1i: Q1-Proportion of energy efficient lights

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	93	94	92	90	93	94	93	95	94	89	90	95
No	6	5	7	8	6	5	7	5	5	10	8	5
Unsure	1	1	1	1	1	1	0	0	1	1	1	1
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1j: Q1-Gas or induction cooking

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	64	68	62	74	69	61	53	63	71	56	62	66
No	30	26	32	24	22	34	40	27	27	38	32	29
Unsure	6	5	6	3	8	5	7	10	2	6	7	5
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1k: Q1-Type and rating of air conditioner

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	75	75	75	82	82	71	67	71	81	72	76	75
No	23	22	24	17	17	27	32	28	17	26	23	23
Unsure	2	3	1	1	1	2	1	1	2	1	1	2
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1l: Q1-Ceiling fans

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	81	79	82	85	86	78	74	78	84	78	76	84
No	18	20	18	15	13	20	26	21	16	21	22	16
Unsure	1	1	1	0	1	1	0	1	0	1	1	0
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1m: Q1-Rainwater tank

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	88	85	89	92	86	90	82	94	90	78	88	88
No	12	15	11	8	14	10	16	6	10	21	12	12
Unsure	0	1	0	0	0	0	1	0	0	1	1	0
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1n: Q1-Greywater system

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	65	55	71	68	75	57	62	66	69	60	58	71
No	33	43	28	31	21	42	38	33	29	39	41	27
Unsure	2	3	1	1	4	1	0	1	2	1	1	2
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1o: Q1-Type of garden irrigation

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	56	45	63	61	63	52	51	49	63	53	43	67
No	40	51	34	36	35	42	47	48	33	44	53	29
Unsure	4	5	3	3	3	6	3	3	4	3	4	4
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1p: Q1-Water efficient taps

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	89	85	91	94	88	89	84	87	90	90	90	88
No	10	14	8	4	13	10	15	12	9	10	10	11
Unsure	1	1	1	1	0	1	1	1	2	0	1	1
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1q: Q1-Dual flush toilets

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	97	96	97	100	97	95	96	97	96	100	98	96
No	2	3	2	0	1	4	4	2	3	0	1	3
Unsure	1	1	1	0	1	1	0	1	1	0	1	1
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1r: Q1-Water reticulation device for hot water

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	51	55	48	42	57	57	47	49	52	49	45	55
No	18	19	17	24	15	13	19	16	15	23	19	16
Unsure	31	25	35	35	28	30	34	35	33	28	36	28
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.1s: Q1- Accessible entry and movement within home to bathroom, toilet, bedrooms and kitchen

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	23	21	26	14	25	24	27	21	25	23	23	23
No	43	44	42	49	44	41	41	42	43	43	45	41
Unsure	34	35	32	37	31	35	32	37	32	34	32	36
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.2: Q2. Which of those sustainable design features are the most important to you? [ACCEPT UP TO THREE]

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Solar panels/solar power	43	47	40	51	51	37	32	40	48	40	51	36
Whether insulation in roof, ceiling, walls and underfloor	42	45	41	49	42	46	33	35	45	46	43	42
Rainwater tank	32	23	37	33	29	37	27	24	34	37	34	30
Type of hot water system installed	20	26	17	15	22	23	21	28	15	21	19	21
Proportion of energy-efficient lights	18	16	19	19	21	16	16	21	16	18	14	21
Type and rating of air conditioning	14	17	12	19	15	6	15	14	13	14	10	17
Windows shaded and/or tinted	12	15	10	7	8	20	10	12	10	14	13	11
Covered outdoor living area	11	8	13	11	8	13	12	10	10	14	9	13
Water efficient taps	11	8	12	14	13	5	12	8	15	8	13	9
Gas or induction cooking	9	5	12	8	7	11	11	14	7	8	12	7
Whether roof is vented or has whirlybirds	7	5	7	6	7	6	8	7	7	6	7	7
Ceiling fans	7	7	6	6	4	10	7	6	6	7	5	8
Greywater system	7	5	8	7	11	7	3	9	6	6	4	10
Dual flush toilets	6	4	7	11	7	4	3	6	6	6	7	5
Swimming pool on off-peak or no swimming pool	3	4	3	3	4	2	4	2	3	5	3	4
Colour of roof	3	3	4	3	4	4	3	6	2	2	1	5
Water reticulation device for hot water taps	3	3	3	4	1	2	4	0	5	3	4	2
Accessible entry and movement within home to bathroom, toilet, bedrooms and kitchen	2	2	2	3	1	2	3	1	3	2	2	1
Type of garden irrigation system if any	1	1	2	4	1	0	0	3	1	0	1	2
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.3a: Q3. When buying a home, how important a role would its sustainable design features play in your decision – would it be extremely important, very important, quite important, not very important or not important at all?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Extremely important	17	15	18	14	19	19	15	17	17	17	15	19
Very important	37	37	37	36	31	35	48	42	37	34	32	41
Quite important	35	35	34	39	36	37	26	31	34	38	40	30
Total important	89	87	89	89	86	91	89	90	88	89	87	90
Not very important	9	12	7	10	13	6	7	8	10	7	10	7
Not at all important	2	1	3	1	0	2	4	1	2	3	1	2
Unsure	0	0	1	0	1	0	0	0	1	0	1	0
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.3b

	Total %	Active	
		Buyer %	Seller %
Extremely important	17	19	11
Very important	37	37	32
Quite important	35	30	47
Total important	89	86	90
Not very important	9	11	10
Not at all important	2	3	0
Unsure	0	0	0
Base [n=]	900	96	126

Table 4.4a: Q3b. Why do you say that, in what ways is it important?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Save money/lower energy and water bills/more economical	49	45	52	54	57	47	40	50	48	49	48	51
Save the environment/lower greenhouse gas emissions/smaller carbon footprint	44	34	51	56	47	39	37	35	45	54	51	39
More efficient/Less wasteful	19	19	19	18	19	25	14	16	23	18	18	21
Enhances living environment	8	9	7	4	10	8	10	10	8	6	6	10
Don't need to install features yourself	2	5	1	1	1	5	1	5	2	0	1	3
Other responses (none more than 2%)	10	15	7	6	6	12	15	13	7	9	8	11
Unsure	3	3	3	1	3	1	7	5	3	1	2	4
Base [n=]	801	293	506	192	193	195	193	229	331	232	362	437

Table 4.4b: Q3b. Why do you say that, in what ways is it important?

	Total %	Active	
		Buyer %	Seller %
Save money/lower energy and water bills/more economical	49	61	59
Save the environment/lower greenhouse gas emissions/smaller carbon footprint	44	78	53
More efficient/Less wasteful	19	35	29
Enhances living environment	8	4	6
Don't need to install features yourself	2	4	0
Other responses (none more than 2%)	10	4	4
Unsure	3	0	0
Base [n=]	801	85	112

Table 4.5a: Q4a. When buying a home, how useful would it be to have information available about its sustainable design features – extremely useful, very useful, quite useful, not very useful or not useful at all?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Extremely useful	26	28	24	28	31	17	29	23	29	24	23	28
Very useful	44	40	48	42	40	53	44	50	40	47	44	46
Quite useful	21	21	21	21	18	23	21	19	23	18	24	18
Total useful	91	89	93	91	89	93	94	92	92	89	91	92
Not very useful	5	6	4	7	8	2	3	2	6	6	6	4
Not at all useful	3	4	2	1	3	5	1	2	2	5	2	3
Unsure	1	1	1	1	0	0	3	3	0	0	1	1
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.5b:

	Total %	Active	
		Buyer %	Seller %
Extremely useful	26	26	21
Very useful	44	44	21
Quite useful	21	19	32
Total useful	91	89	74
Not very useful	5	11	11
Not at all useful	3	0	5
Unsure	1	0	0
Base [n=]	900	96	126

Table 4.6a: Q4b. Do you feel you would definitely, probably or possibly use this information to compare homes when considering buying, or wouldn't you use it?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Definitely use	55	64	50	65	61	48	49	52	55	60	51	59
Probably use	23	16	27	20	22	25	26	24	22	23	26	21
Possibly use	11	8	13	12	11	10	10	13	11	10	11	11
Total use	89	88	90	97	94	83	85	89	88	93	88	91
Wouldn't use	9	8	9	3	6	13	10	8	11	5	11	6
Unsure	2	3	2	0	0	4	4	4	2	1	1	3
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.6b:

	Total %	Active	
		Buyer %	Seller %
Definitely use	55	63	63
Probably use	23	13	13
Possibly use	11	21	24
Total use	89	97	100
Wouldn't use	9	3	0
Unsure	2	0	0
Base [n=]	900	96	126

Table 4.7a: Q5. How useful would it be to have standardised information about the monetary, financial, energy and water savings of a variety of sustainable design features when comparing homes to buy – extremely useful, very useful, quite useful, not very useful or not useful at all?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Extremely useful	33	33	35	36	33	28	40	29	34	40	32	36
Very useful	39	36	40	39	38	39	40	47	35	33	38	39
Quite useful	19	21	18	14	22	23	16	19	20	18	21	17
Total useful	91	90	93	89	93	90	96	95	89	91	91	92
Not very useful	6	8	5	8	6	7	3	5	8	5	7	5
Not at all useful	2	1	2	3	0	4	0	0	2	3	2	1
Unsure	1	1	1	0	1	0	1	1	1	0	0	1
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.7b:

	Total %	Active	
		Buyer %	Seller %
Extremely useful	33	44	26
Very useful	39	26	32
Quite useful	19	19	32
Total useful	91	89	90
Not very useful	6	7	0
Not at all useful	2	4	5
Unsure	1	0	5
Base [n=]	900	96	126

Table 4.8a: Q6. Is providing a value of the savings in terms of financial, energy and water for each sustainable design feature important in this context?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	87	86	88	86	93	81	90	92	88	83	88	87
No	12	14	11	14	7	19	7	7	12	16	12	12
Unsure	1	0	1	0	0	0	3	1	0	1	1	1
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.8b:

	Total %	Active	
		Buyer %	Seller %
Yes	87	81	84
No	12	19	11
Unsure	1	0	5
Base [n=]	900	96	126

Table 4.9a: Q7. Do you think sustainable design features add value to a home?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	90	88	92	88	88	89	97	98	88	87	89	91
No	7	7	6	8	8	8	1	1	10	8	7	6
Unsure	3	5	2	4	4	2	1	1	2	5	4	2
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.9b:

	Total %	Active	
		Buyer %	Seller %
Yes	90	96	84
No	7	4	16
Unsure	3	0	0
Base [n=]	900	96	126

Table 4.10: Q8. In percentage terms, how much more would you be prepared to pay for a house if it contains a number of sustainability features?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
About 25% more +	7	7	6	7	3	6	11	7	10	2	8	5
About 20% more	11	11	11	15	10	8	11	15	9	10	8	13
About 15% more	8	12	6	8	7	6	11	8	9	6	9	7
About 10% more	18	15	19	22	15	22	11	10	18	25	20	16
About 5% more	16	21	13	17	26	10	12	15	15	18	15	16
Nothing more	11	11	11	10	14	12	8	5	11	17	11	11
Unsure/depends on features	29	23	34	21	25	36	36	40	28	21	29	30
At least 15% more	26	30	23	30	20	20	33	30	28	18	25	25
Up to 10% more	34	36	32	39	41	32	23	25	33	43	35	32
Total more at all	60	66	55	69	61	52	56	55	61	61	60	57
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.11a: Q9. If you were buying a house, would you prefer to buy a house with sustainable design features already in place, or would you prefer to choose those features you want to include in the house yourself?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Buy a house with features already in place	62	59	64	61	60	59	68	67	56	67	69	56
Prefer to choose those features yourself	31	33	30	31	33	34	26	27	36	26	26	35
Unsure	7	8	6	8	7	7	5	6	7	7	4	9
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.11b:

	Total %	Active	
		Buyer %	Seller %
Buy a house with features already in place	62	56	53
Prefer to choose those features yourself	31	37	32
Unsure	7	7	15
Base [n=]	900	96	126

Table 4.12a: Q10. If you received timely advice on measures to improve the sustainability of your house, including possible monetary, energy and water savings, would you be likely to make investments in these, following the purchase of a house – extremely likely, very likely, quite likely not very likely or not at all likely?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Extremely likely	15	15	15	24	14	12	10	9	15	20	16	13
Very likely	30	27	32	32	32	30	26	30	32	28	30	30
Quite likely	40	44	39	35	42	45	41	43	40	39	35	46
Total likely	85	86	86	91	88	87	77	82	87	87	81	89
Not very likely	10	10	9	8	4	10	16	13	7	9	15	5
Not at all likely	3	2	4	0	6	1	7	5	4	1	3	4
Unsure	2	3	1	1	3	2	0	0	2	3	1	2
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.12b:

	Total %	Active	
		Buyer %	Seller %
Extremely likely	15	15	0
Very likely	30	37	37
Quite likely	40	33	37
Total likely	85	85	74
Not very likely	10	15	26
Not at all likely	3	0	0
Unsure	2	0	0
Base [n=]	900	96	126

Table 4.13a: Q11a. If you were selling a house, prior to advertising its sale how likely is it that you would undertake sustainability improvements to increase the marketability of the property to prospective buyers – extremely likely, very likely, quite likely not very likely or not at all likely?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Extremely likely	7	8	7	6	11	6	7	9	5	9	6	9
Very likely	17	15	18	19	17	17	15	19	19	11	18	16
Quite likely	22	15	25	24	24	20	19	21	25	17	24	20
Total likely	46	38	50	49	52	43	41	49	49	37	48	45
Not very likely	36	37	35	40	36	33	36	31	35	44	36	36
Not at all likely	16	20	13	11	11	20	19	19	13	16	15	16
Unsure	2	4	2	0	1	4	4	1	3	2	1	3
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.13b:

	Total %	Active	
		Buyer %	Seller %
Extremely likely	7	4	0
Very likely	17	15	5
Quite likely	22	30	11
Total likely	46	49	16
Not very likely	36	41	63
Not at all likely	16	10	21
Unsure	2	0	0
Base [n=]	900	96	126

Table 4.14a: Q11b. If not, why wouldn't you undertake these improvements?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Not worth it/unlikely to get money back	45	63	35	47	47	47	41	37	49	47	41	47
Not my role/let the buyers do their own thing	34	28	36	34	24	44	30	25	36	40	34	34
Can't afford it/not enough money	21	25	17	27	25	16	15	16	19	11	23	19
Features already in place	7	11	3	3	9	3	2	3	7	4	4	9
Condition of house too poor for improvements	4	4	6	7	2	0	9	6	2	6	2	6
Don't have time/need quick sale	1	1	1	3	0	0	0	0	0	2	1	1
Other responses (none more than 2%)	4	4	4	4	1	4	5	2	2	7	5	2
Unsure	4	1	6	1	2	2	9	5	2	4	2	6
Base [n=]	469	176	304	115	116	136	117	138	198	139	218	262

Table 4.14b:

	Total %	Active	
		Buyer %	Seller %
Not worth it/unlikely to get money back	45	50	56
Not my role/let the buyers do their own thing	34	29	25
Can't afford it/not enough money	21	21	19
Features already in place	7	0	0
Condition of house too poor for improvements	4	7	6
Don't have time/need quick sale	1	0	0
Other responses (none more than 2%)	4	0	0
Unsure	4	0	0
Base [n=]	469	49	104

Table 4.15a: Q12. Are you aware of the Sustainability Declaration?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	37	38	36	36	40	45	26	26	43	40	39	35
No	59	59	59	61	56	52	70	71	55	55	57	61
Unsure	4	3	4	3	4	4	4	3	2	5	4	4
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.15b:

	Total %	Active	
		Buyer %	Seller %
Yes	37	56	68
No	59	37	32
Unsure	4	7	0
Base [n=]	900	96	126

Table 4.16a: Q13a. (As you may recall,) the Sustainability Declaration is a compulsory checklist that all sellers of a house, townhouse or unit in Queensland since January this year have been required to complete and display. It identifies a property's environmental and social sustainability features in the areas of energy, water, access and safety. Have you heard of this declaration?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	54	53	54	53	58	56	47	45	60	55	54	53
No	42	44	42	44	38	40	49	52	38	40	42	43
Unsure	4	3	4	3	4	4	4	3	2	5	4	4
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.16b:

	Total %	Active	
		Buyer %	Seller %
Yes	54	80	79
No	42	13	21
Unsure	4	7	0
Base [n=]	900	96	126

Table 4.17: Q13b. If heard, probe: How or where did you hear about it?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Media/n'papers/radio/TV	54	56	54	43	60	62	56	51	62	48	54	56
Real estate agent	24	20	28	28	32	31	9	22	22	32	28	22
Friends/relatives/workmates	21	22	21	21	19	15	26	23	21	19	21	22
Conveyance/solicitor	12	12	12	15	11	8	12	12	12	11	14	10
Brisbane City Council	5	4	5	8	3	5	3	2	6	5	7	2
Other responses (none more than 2%)	2	3	2	1	1	2	3	1	2	1	1	2
Unsure	1	0	2	0	3	1	0	0	0	3	2	0
Base [n=]	492	182	318	117	118	135	119	140	201	141	219	265

Table 4.18a: Q14. How helpful is the Sustainability Declaration in informing people about the sustainable design features of a house?

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Extremely helpful	9	12	7	13	2	11	9	15	11	0	7	10
Very helpful	21	14	25	10	30	15	29	21	20	22	16	25
Quite helpful	33	32	34	31	30	32	43	28	34	35	39	29
Total helpful	63	58	66	54	62	58	81	64	65	57	62	64
Not very helpful	18	22	15	23	16	17	14	21	16	18	19	17
Not at all helpful	6	10	4	3	9	9	3	5	7	6	5	7
Unsure	13	10	15	21	12	17	3	10	12	18	15	12
Base [n=]	492	177	315	117	129	141	105	117	222	147	225	267

Table 4.18b:

	Total %	Active	
		Buyer %	Seller %
Extremely helpful	9	10	0
Very helpful	21	14	12
Quite helpful	33	38	35
Total helpful	63	62	47
Not very helpful	18	14	41
Not at all helpful	6	10	6
Unsure	13	14	6
Base [n=]	492	96	126

Table 4.19: Q15ai Actively looking since Jan 2010

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	9	5	11	14	7	13	1	8	6	15	10	9
No	91	95	89	86	93	87	99	92	94	85	90	91
Unsure	0	0	0	0	0	0	0	0	0	0	0	0
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.20: Q15a Purchased dwelling since Jan 2010

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	2	3	1	1	1	4	0	2	2	1	2	1
No	98	97	99	99	99	96	100	98	98	99	98	99
Unsure	0	0	0	0	0	0	0	0	0	0	0	0
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.21: Q15b Intend to purchase within next 12 months

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	9	7	11	15	10	10	3	8	9	11	12	7
No	87	90	85	79	85	87	97	90	89	82	84	90
Unsure	4	3	4	6	6	4	0	2	2	7	4	3
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.22: Q15ci Tried to sell since Jan 2010

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	6	5	7	6	4	10	5	7	7	5	6	7
No	94	95	93	94	96	90	95	93	93	95	94	93
Unsure	0	0	0	0	0	0	0	0	0	0	0	0
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.23: Q15c Sold dwelling since Jan 2010

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	2	3	2	0	3	6	0	1	3	2	2	2
No	98	97	98	100	97	94	100	99	97	98	98	98
Unsure	0	0	0	0	0	0	0	0	0	0	0	0
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.24: Q15d Intend to sell within next 12 months

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Yes	8	9	7	13	7	8	3	7	7	9	6	9
No	90	89	91	86	92	87	97	92	90	89	91	90
Unsure	2	2	2	1	1	5	0	1	2	2	3	1
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.25: Q16a When you were looking at dwellings you might buy, was a Sustainability Declaration readily available at all, most, some, a few or at none of the dwellings you looked at?

	%	
Available at all	7	\ 50%
Available at most	21	
Available at some	12	
Available at a few	10	
Available at none	22	
Unsure	28	
Caution: Small Base [n=]	96	

Table 4.26: Q16b If YES, was it available at the dwelling you eventually purchased?

	%
Yes	92
No	8
Unsure	0
Caution: Small Base [n=]	48

Table 4.27: Q16c. If YES, was it prominently displayed or did you need to ask for it?

	%
Prominently displayed	82
Had to ask for it	4
Unsure	4
Caution: Small Base [n=]	46

Table 4.28: Q16d. How informative was the Sustainability Declaration about the various sustainable design features and savings ... was it extremely informative, very informative, quite informative, not very informative or not informative at all?

	%	
Extremely informative	7	\ 39%
Very informative	14	
Quite informative	18	
Not very informative	29	→ 36%
Not at all informative	7	
Unsure	25	
	100	
Caution: Small Base [n=]	48	

Table 4.29: Q16e. Did you use it... (READ OUT)

<i>Read out, rotate list.</i>	Yes	No	Unsure
<i>Table is percentaged horizontally:</i>	%	%	%
... to compare this house with another	21	79	0
... as a bargaining tool to lower the price	8	92	0
... to estimate likely total energy and water and money savings	6	94	0
Caution: Small Base for each row: n= 48			

Table 4.30: Q17a. What, if any, sustainable design features have you installed into your house since you purchased it?

<i>Do not read out, accept multiples:</i>	Q17a %
Windows shaded and/or tinted	18
Solar panels/solar power	15
Whether insulation in roof, ceiling, walls and underfloor	12
Proportion of energy-efficient lights	9
Type of hot water system installed	4
Whether roof is vented or has whirlybirds	3
Water efficient taps	3
Colour of roof	2
Ceiling fans	2
Dual flush toilets	2
Swimming pool on off-peak or no swimming pool	1
Covered outdoor living area	1
Type and rating of air conditioning	1
Rainwater tank	1
Gas or induction cooking	0
Greywater system	0
Type of garden irrigation system if any	0
Water reticulation device for hot water taps	0
Accessible entry and movement within home to bathroom, toilet, bedrooms and kitchen	0
Other responses (none more than 2%)	0
None installed/unsure	29
Caution: Small Base [n=]	96
<i>* Note: Table 4.>100% as some people gave two or more answers.</i>	

Table 4.31: Q17b. By installing these features do you believe you have increased its resale value a lot, a little or not at all?

	%	
A lot	34	⇒ 62%
A little	28	
Not at all	15	
Unsure	23	
Caution: Small Base [n=]	68	

Table 4.32: Q18. What, if any, additional sustainable design features do you plan to install in the future?

<i>Do not read out, accept multiples:</i>	Q18 %
Solar panels/solar power	9
Type of hot water system installed	7
Proportion of energy-efficient lights	5
Whether insulation in roof, ceiling, walls and underfloor	4
Windows shaded and/or tinted	4
Colour of roof	3
Ceiling fans	3
Rainwater tank	3
Swimming pool on off-peak or no swimming pool	2
Covered outdoor living area	2
Whether roof is vented or has whirlybirds	2
Type and rating of air conditioning	2
Water efficient taps	2
Dual flush toilets	1
Gas or induction cooking	0
Greywater system	0
Type of garden irrigation system if any	0
Water reticulation device for hot water taps	0
Accessible entry and movement within home to bathroom, toilet, bedrooms and kitchen	0
Other responses (none more than 2%)	0
None installed/unsure	56
Caution: Small Base [n=]	96
<i>* Note: Table 4.>100% as some people gave two or more answers.</i>	

Table 4.33: Q19a. What, if any, sustainable design features did you install into the house prior to advertising it for sale?

<i>Do not read out, accept multiples:</i>	%
Whether insulation in roof, ceiling, walls and underfloor	29
Proportion of energy-efficient lights	19
Rainwater tank	17
Covered outdoor living area	12
Water efficient taps	12
Type of hot water system installed	11
Gas or induction cooking	11
Greywater system	9
Swimming pool on off-peak or no swimming pool	7
Windows shaded and/or tinted	6
Type and rating of air conditioning	6
Type of garden irrigation system if any	6
Ceiling fans	4
Solar panels/solar power	2
Accessible entry and movement within home to bathroom, toilet, bedrooms and kitchen	1
Colour of roof	0
Whether roof is vented or has whirlybirds	0
Dual flush toilets	0
Water reticulation device for hot water taps	0
Other responses (none more than 2%)	0
None installed/unsure	23
Caution: Small Base [n=]	126
<i>* Note: Table 4.>100% as some people gave two or more answers.</i>	

Table 4.34: Q19b. By installing these features do you believe you have increased its resale value a lot, a little or not at all?

	%	
A lot	13	⇒ 57%
A little	44	
Not at all	32	
Unsure	11	
Caution: Small Base [n=]		97

Table 4.35: Q20a. Did you complete a Sustainability Declaration for your home prior to its sale?

	%	
Yes	71	
No	24	
Unsure	5	
Caution: Small Base [n=]		126

Table 4.36: Q20b. If YES, was it displayed prominently during the sale period?

	%	
Yes	57	
No	23	
Unsure	20	
Caution: Small Base [n=]		89

Table 4.37: Q20c. Was the Sustainability Declaration very easy, quite easy, neither easy nor difficult, quite difficult or very difficult to complete?

	%	
Very easy	7	⇒ 54%
Quite easy	47	
Neither/nor	13	
Quite difficult	9	⇒ 22%
Very difficult	13	
Unsure	11	
Caution: Small Base [n=]		89

Table 4.38: Q20d. How accurate did you feel the information you provided was in the Sustainability Declaration?

	%	
Extremely accurate	26	\
Very accurate	20	
Quite accurate	25	
Not very accurate	13	/
Not at all accurate	9	
Unsure	7	
Caution: Small Base [n=]		89

Table 4.39: Q20e. Did you decide to leave it blank because you weren't sure of the information it asked you to provide, or not?

	%	
Yes, left blank	20	
No	67	
Unsure	13	
Caution: Small Base [n=]		89

Table 4.40: Q20f. Did you find the Reference Guide to be helpful in filling out the form?

	%
Yes	20
No	28
Unsure	19
Not aware of Reference Guide	33
Caution: Small Base [n=]	89

Table 4.41: Q20g. Did you seek advice or help from anyone in completing the form?

	%
Yes	27
No	73
Unsure	0
Caution: Small Base [n=]	89

Table 4.42: Q20h. Who did you seek advice or help from, was it an energy assessor, real estate agent or other building professional?

	%
Real estate agent	56
Friend/relative/workmate [not professional]	20
Solicitor/conveyance	12
Building professional	8
Energy assessor	4
Unsure	0
Caution: Very Small Base [n=]	25

Table 4.43: Q20i. How much, if anything, did you pay for their advice?

	%
Up to \$50	20
\$51 to \$100	4
\$101 to \$150	0
\$151 to \$200	0
\$251 to \$300	0
More than \$300	0
Unsure/nothing	76
Caution: Very Small Base [n=]	25

Table 4.44: Q21a. Do you believe the Sustainability Declaration form influenced the prospective buyers' purchase decisions a lot, a little or not at all?

	%	
A lot	3	⇒ 40%
A little	37	
Not at all	53	
Unsure	7	
Caution: Small Base [n=]	89	

Table 4.45: Q21b. Why is that?

	%
Little importance placed on declaration in the market place	53
Not important for this house	31
House not sold yet	13
Unsure	3
Caution: Small Base [n=]	89

Table 4.46: Location

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Brisbane	45	44	46	47	42	49	42	41	43	54	100	0
Regional Queensland	55	56	54	53	58	51	58	59	57	46	0	100
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.47: Gender

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Male	37	100	0	36	38	40	33	29	40	37	35	38
Female	63	0	100	64	63	60	67	71	60	63	65	62
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.48: Age

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
18-24 years	0	0	0	0	0	0	0	0	0	0	0	0
25-34 years	6	6	6	26	0	0	0	1	8	9	4	8
35-44 years	18	17	18	74	0	0	0	13	17	24	21	15
45-54 years	24	25	24	0	100	0	0	16	27	28	22	26
55-64 years	28	30	26	0	0	100	0	29	28	24	30	26
65+ years	24	22	26	0	0	0	100	41	19	15	23	26
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492

Table 4.49: Highest level of education reached so far

	Total %	Gender		Age				Education			Region	
		Men %	Women %	U45 years %	45-54 years %	55-64 years %	65+ years %	Part high school %	Completed HS %	Tertiary educated %	Brisbane %	Regional %
Completed primary	4	3	5	0	3	0	15	15	0	0	6	3
Completed year/ grade 10 high school	24	20	27	17	17	30	33	85	0	0	20	28
Completed year/ grade 12 high school	14	7	17	11	15	17	11	0	33	0	15	13
trade qualification	10	22	3	8	14	7	11	0	24	0	7	13
Certificate/diploma	18	16	18	24	18	18	11	0	43	0	18	18
Bachelor's degree	16	13	17	19	18	13	12	0	0	54	16	15
Post grad certificate/diploma	7	7	7	8	10	10	1	0	0	25	10	5
Master's degree	4	5	4	8	3	2	3	0	0	14	4	4
PhD	2	5	1	4	3	0	1	0	0	7	4	1
Pre-primary	1	3	0	0	0	2	1	0	0	0	1	1
Base [n=]	900	330	570	216	216	249	219	258	372	261	408	492