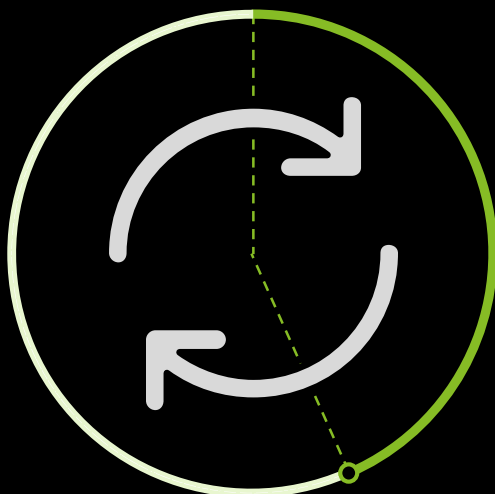


# Main conclusions



Overall, respondents aim to focus in an **investment strategy** (44%)

**Value added investments** (69%) are perceived as the preferred **investment strategy**



**Banks and Sovereign funds** (38% each) stand out as the **main business feeders** of real estate acquisitions

Regarding **divestment strategy**, respondents are more keen in **selling "Core" assets** (50%)



**Funds of funds** (50%) and **Insurance Companies** (43%) are identified as the **main real estate buyers** in Portugal

There is a perception of an **increase in the volume and sales price** for residential, retail/services and hotel sectors, **and a greater stability of profitability rates**

