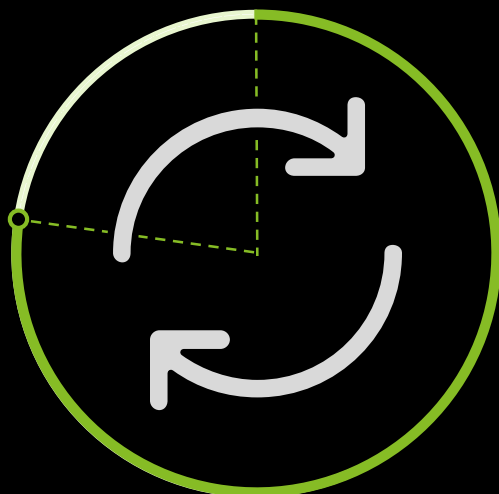


# Main conclusions



Overall, respondents aim to focus in an **investment strategy (77%)**

**Value added investments (39%)** are perceived as the preferred **investment strategy**



**Banks (85%)** stand out as the **main business feeder** of real estate acquisitions

Regarding **divestment strategy**, respondents are more keen in **selling "Core" assets (38%)**



**Funds of funds (62%)** are identified as the **main real estate buyers** in Portugal

There is a perception of an **increase in the volume and sales price** for hotels, residential, and industrial sectors, **and a greater stability of profitability rates**

