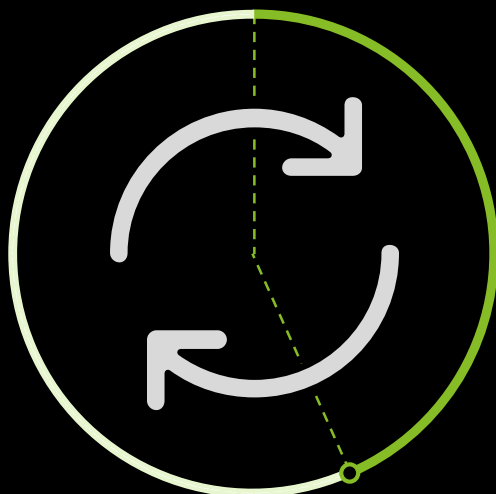


# Main conclusions



Overall, respondents aim to focus in a **portfolio management strategy (41%)**

**Core investments (41%)** are perceived as the preferred **investment strategy**



**Banks (41%)** stand out as the **main business feeder** of real estate acquisitions

Regarding **divestment strategy**, respondents are more keen in **selling "Core" assets (41%)**



**Funds of funds (36%)** and **pension funds (27%)** are identified as the **main real estate buyers** in Portugal

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

