

1 Appendix

2 Questionnaire on the topic:

Analysis of the real estate market in Spain during COVID-19 crisis

1. What is your current gender identity?
 - Male
 - Female
 - Prefer not to answer

2. What is your age group?
 - Under 18
 - 18-24
 - 25-34
 - 35-44
 - 45-54
 - Above 54

3. What type of real estate do you own?
 - Residential real estate (new constructions, resale homes)
 - Commercial real estate (hotels, cinemas, malls, etc.)
 - Industrial real estate (manufacturing buildings)
 - Pieces of land (fields for farmers, ranch)

4. Rate on a 5-point scale how much COVID-19 influenced your property
 - 1 - not affected at all
 - 2 - influenced slightly
 - 3 - influenced perceptibly
 - 4 - influenced quite strongly
 - 5 - influenced extremely seriously

5. The impact on my property I can describe as...
 - Positive and stimulating

- Negative and inhibitory
- Neutral

6. Indicate how true this expression is for you: "I was able to adapt to the current trends in the real estate market, which were caused by the pandemic."

- True
- Partially true
- More wrong
- False
- I am at a loss to answer

7. During the COVID-19 period, your property brought you:

- More income
- Same income as before
- Less income
- There was no income at all

8. In your opinion, which of the listed threats related to COVID-19 are most likely for property owners? (Select one or more options)

- Decreased consumer confidence, leading to reduced consumption
- The likelihood of a global recession
- Lack of information to make informed decisions
- Financial implications, including in terms of deteriorating operating results and prospects, lack of liquidity and financial resources
- Supply chain problems
- Impact on workforce or people / decreased productivity
- Implications for taxation, trade and immigration
- Risks associated with violation of cybersecurity and personal data protection requirements, or risks of fraud
- Difficulties with financing
- None of the above

9. What are your expectations for the profitability of real estate in the second half of 2021 and 2022?

- Income growth
- Same income level
- Falling income

10. Do you agree with the statement: "The current time is favourable for the purchase of any type of real estate"?

- I agree
- I partially agree
- I disagree anymore
- I do not agree at all
- I find it difficult to grasp

11. What segment of real estate do you consider the most attractive for investment today?

- Residential real estate
- Commercial real estate
- Industrial real estate
- Pieces of land

12. Which of the following financial measures are you considering in response to the COVID-19 outbreak? (For owners of commercial real estate, industrial real estate, pieces of land)

- Taking measures to contain costs
- Changes to the financial plans of the company
- Postponement or rejection of planned investments
- Changes to the M&A strategy
- Making adjustments to guidance documents
- Financial measures in connection with the outbreak of coronavirus infection COVID-19 in the company are not considered
- None of the above

13. The potential size of the average market decline in the selling price of housing in the primary market will be, according to your estimates

- Will not change
- More than 10%
- 5-10%
- Up to 5%

14. What measures do you plan to take in connection with the aggravation of the situation with rental relations? (For owners of commercial real estate, industrial real estate, pieces of land)

- Reduced rental rates
- Deferment of payment
- Do not negotiate with tenants; be guided by the terms of the current contract
- None of the above

15. If the COVID-19 outbreak ended today, how long will it take to get your company / firm back to normal operation? (For owners of commercial real estate, industrial real estate, pieces of land)

- Less than one month
- 3 to 6 months
- 6 to 12 months
- 1 to 3 months
- More than one year

16. If the COVID-19 outbreak ended today, would you buy a residential real estate in the near future?

- Yes
- No
- I doubt