



GALT & TAGGART
CREATING OPPORTUNITIES

Tbilisi Residential Real Estate

FEBURARY 2025 UPDATE

Eva Bochorishvili

Head of Research | evabochorishvili@gt.ge | +995 32 2401 111 ext. 8036

Zuka Tavkelishvili

Research Associate | ztavkelishvili@gt.ge | +995 32 2401 111 ext. 8973

Otar Tsukhishvili

Analyst | otsukhishvili@gt.ge | +995 32 2401 111 ext. 3018

Key Figures

Feb-23

Feb-24

Feb-25

Sales

of apartments

3,413

3,444

3,290

Primary

1,484

1,659

1,763

Secondary

1,929

1,785

1,527

Price

US\$ / m²

\$1,083

\$1,258

\$1,325

Rent

US\$ / m²

\$11.5

\$9.9

\$9.6

Permits

'000 m²

118.4

86.0

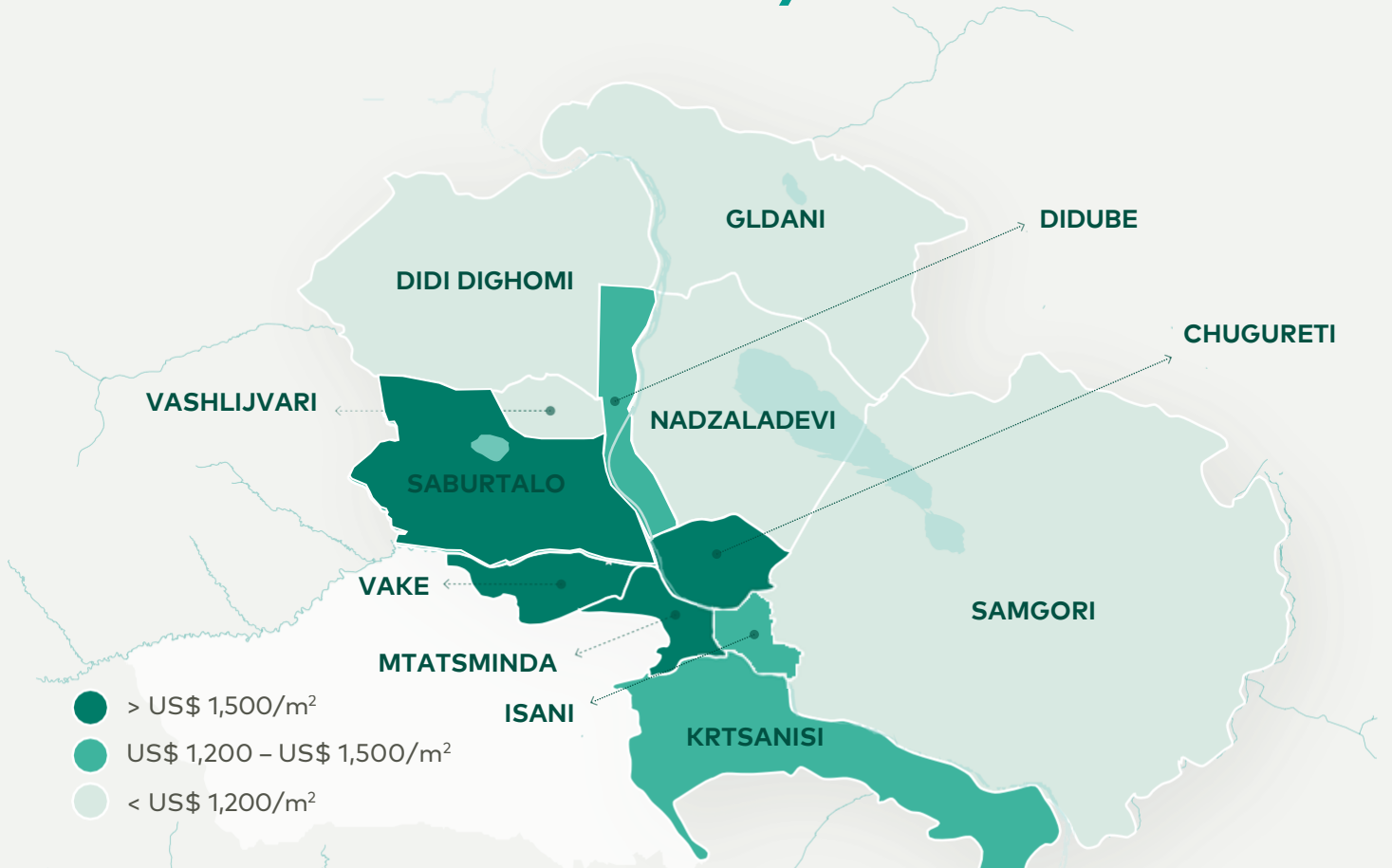
109.0



GALT & TAGGART
CREATING OPPORTUNITIES

Note: Prices are given for the primary market white frame apartments

Real estate sale patterns in February 2025



MTATSMINDA

Number of sales
53 apartments
Average price
2,900 us\$ / m²
Average rent
12.2 us\$ / m²

VAKE

Number of sales
94 apartments
Average price
2,525 us\$ / m²
Average rent
14.3 us\$ / m²

CHUGURETI

Number of sales
96 apartments
Average price
1,758 us\$ / m²
Average rent
9.1 us\$ / m²

SABURTALO

Number of sales
512 apartments
Average price
1,579 us\$ / m²
Average rent
11.1 us\$ / m²

KRTSANISI

Number of sales
169 apartments
Average price
1,430 us\$ / m²
Average rent
9.9 us\$ / m²

DIDUBE

Number of sales
361 apartments
Average price
1,423 us\$ / m²
Average rent
9.2 us\$ / m²

ISANI

Number of sales
224 apartments
Average price
1,372 us\$ / m²
Average rent
9.7 us\$ / m²

NADZALADEVI

Number of sales
213 apartments
Average price
1,155 us\$ / m²
Average rent
9.1 us\$ / m²

SAMGORI

Number of sales
422 apartments
Average price
1,073 us\$ / m²
Average rent
7.8 us\$ / m²

DIDI DIGHOMI

Number of sales
741 apartments
Average price
1,041 us\$ / m²
Average rent
8.1 us\$ / m²

GLDANI

Number of sales
354 apartments
Average price
1,031 us\$ / m²
Average rent
8.1 us\$ / m²

VASHLIJVARI

Number of sales
51 apartments
Average price
1,007 us\$ / m²
Average rent
8.5 us\$ / m²

Note: Small sample size for prices in Mtatsminda and Chugureti



February 2025 Overview

Sales from developers

In Feb-25, number of apartments sold in the selected developers' projects (based on survey of 17 systematic developers) declined by 11.0% y/y (-13.8% y/y in sold area), marking the third consecutive monthly decrease. Notably, 78% of the apartments in projects set to be completed in 2025 have already been sold. Importantly, the majority of these sales are facilitated through inner instalment schemes offered by developers.

Secondary market – registered transactions

In Feb-25, number of secondary market apartment sales stood at 1,527 indicating 14.5% y/y decrease. Cumulatively, in 2M25 number of apartments sold on the secondary market amounted to 2,890 (-12.1% y/y).

Prices

In Feb-25, price per square meter on the primary market increased by 0.4% m/m to US\$ 1,325, while on the secondary market average price in the new projects decreased by 4.4% m/m to US\$1,245.

Market size

In 2M25, the total market value of apartments sold in Tbilisi stood at US\$ 509.9mn.

Other noteworthy features of the market remained unchanged, such as the dominance of medium-sized apartments (51-80 m²), due to affordability and the ease of renting and falling share of sold apartments in the budget segment (<\$1,000/m²), driven by rising prices.

Rent

During 2024 rent prices remained largely stable at around US\$ 10 per m². In Feb-25 price for renting an average apartment (50-60 m²) in Tbilisi decreased by 1.7% m/m to US\$ 9.6 per m². Rental yield was 8.6%.

Construction permits

In Feb-25, 18 residential construction permits were issued, with total living area reaching 108,977 m² (+26.7% y/y). Despite the increase, permits issued in 2M25 still remain 17.4% lower than the same period last year.

Note 1: Apartment sales statistics are based on NAPR data, which has the drawback of late registrations of primary sales. To address this issue, we systematically conduct surveys of selected developers (see page 7).

Note 2: y/y means year-over-year change; m/m means month-over-month change.

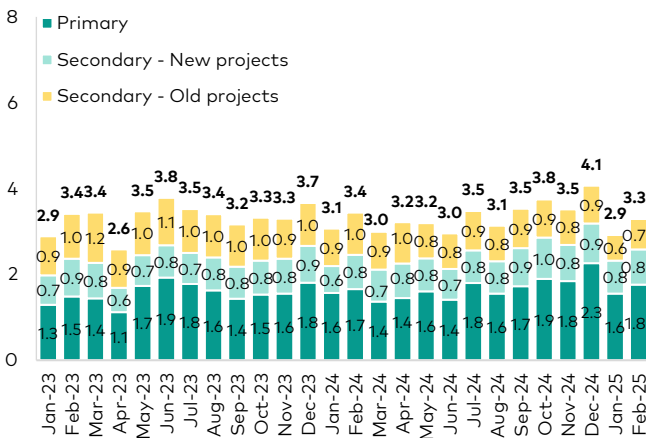


Real Estate Sales

Methodological note - we divide real estate sales into three categories:

- 1) **Primary sales** – real estate sold directly by construction companies/developers
- 2) **Secondary sales in new projects** – real estate sold by an individual owner in projects built by construction permits issued after 2013
- 3) **Secondary sales in old projects** – real estate sold by an individual owner in projects built by construction permits issued before 2013

Figure 1: Number of sold apartments by month, '000



Source: NAPR, Galt & Taggart

Note: Primary market transactions are lagged indicator; real time data is reflected in our developer's survey (see page 8 for details).

Figure 2: Number of sold apartments by year, '000

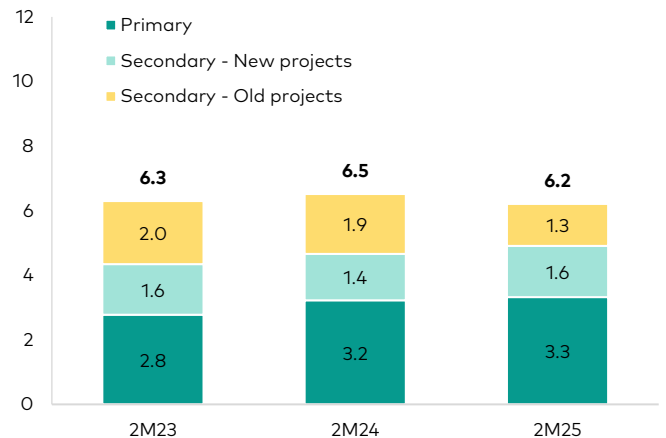
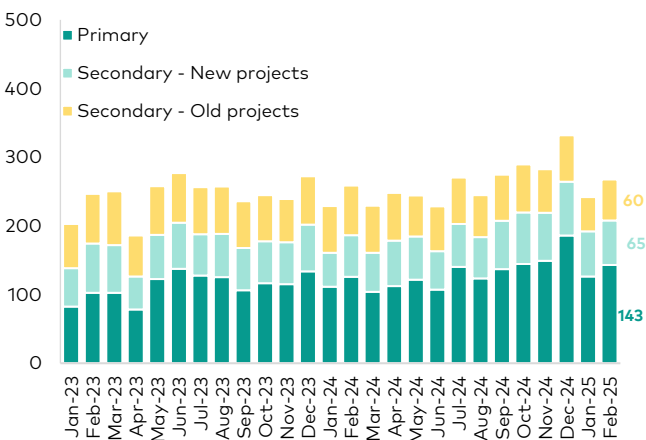


Figure 3: Real estate market size by month, US\$ mn



Source: NAPR, Galt & Taggart

Figure 4: Real estate market size by year, US\$ mn

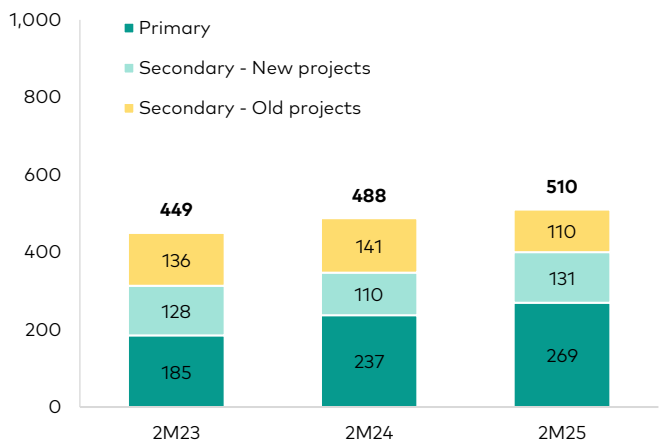
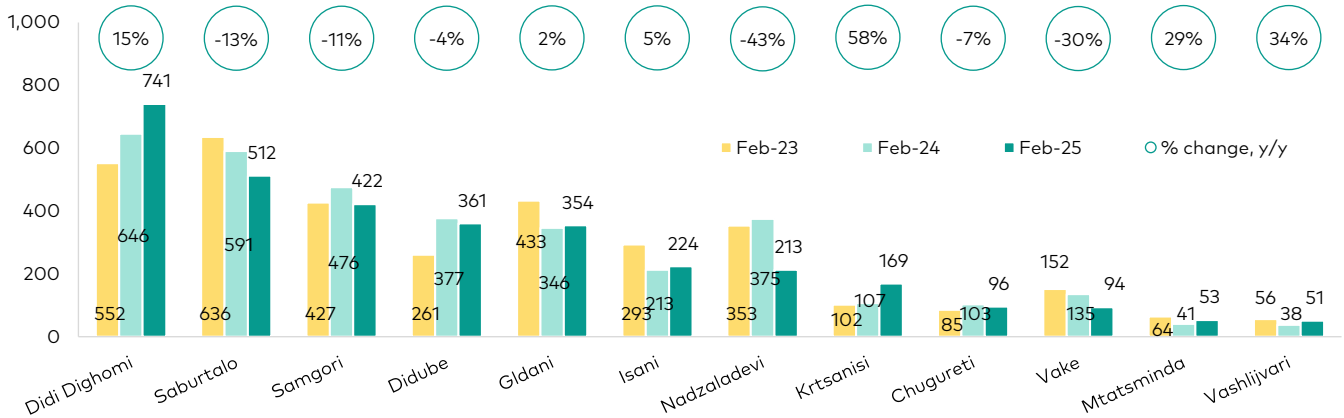


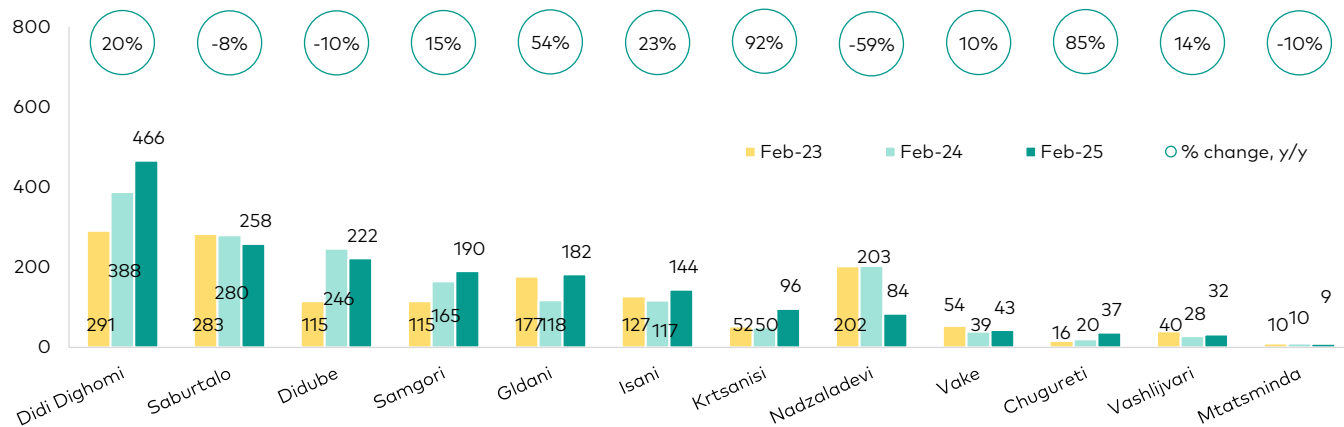


Figure 5: Number of sold apartments by districts (primary and secondary markets combined)



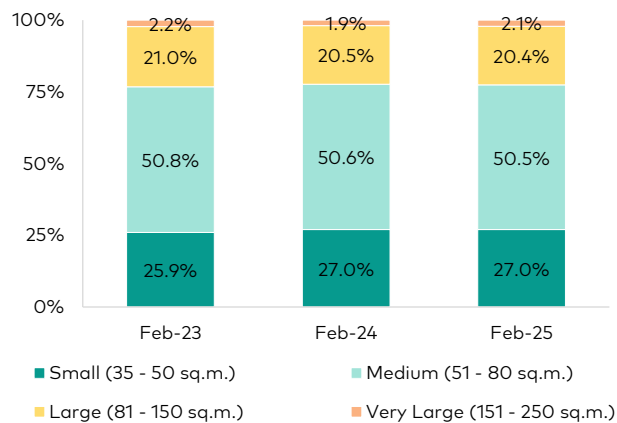
Source: NAPR, Galt & Taggart

Figure 6: Number of sold apartments on the primary market by districts



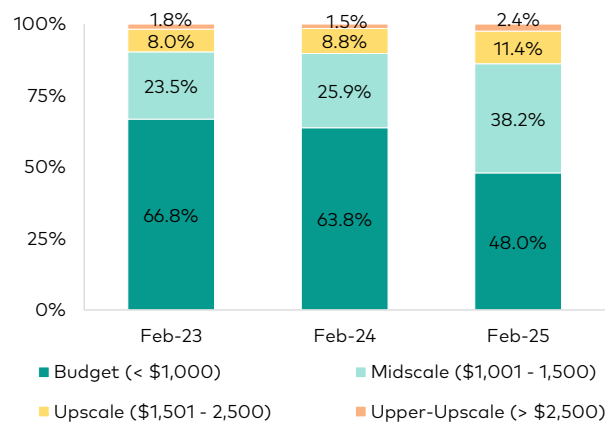
Source: NAPR, Galt & Taggart

Figure 7: Real estate sales by size, (% of total apartments sold)



Source: NAPR, Galt & Taggart

Figure 8: Real estate sales by segments, (% of total apartments sold)





Sales from developers

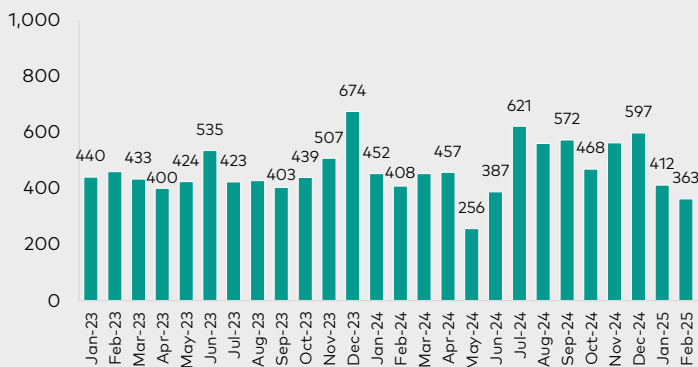
Box 1: Results of Galt & Taggart survey of systematic developers

In March 2025, we conducted a survey of 17 systematic developers with 85 residential construction projects in Tbilisi.

Based on survey results:

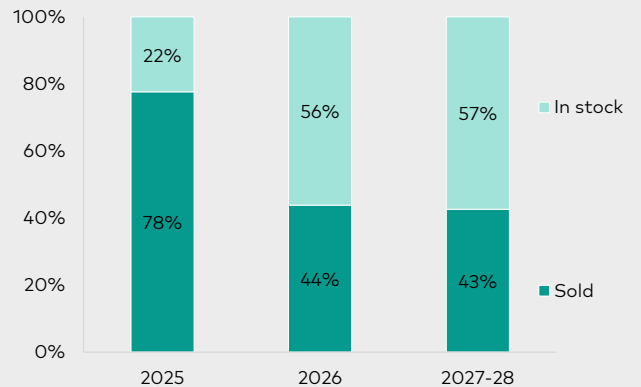
- In February 2025, number of apartments sold in the selected developers' projects declined by 11.0% y/y (-13.8% y/y in sold area), marking the third consecutive monthly decrease (-10.6% y/y in total apartment sales in the period of Dec-24 to Feb-25).
- 78% of apartments are already sold in the projects finishing in 2025. Importantly, the majority of these sales are facilitated through inner instalment schemes offered by developers.

Figure 9: Number of sold apartments in the projects of selected developers in Tbilisi by months



Source: Galt & Taggart survey of selected developers

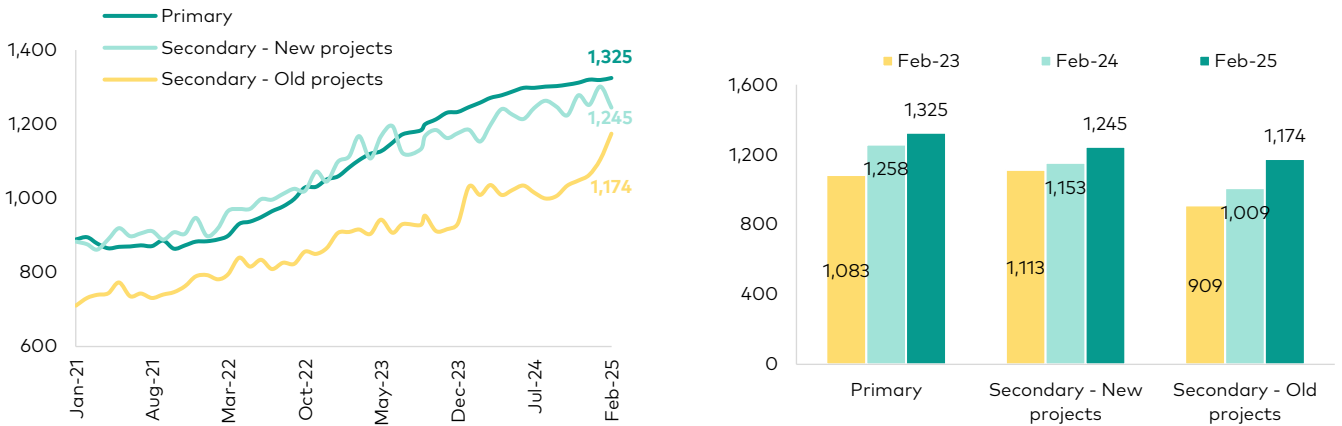
Figure 10: Distribution of the housing stock by project completion year and status in Tbilisi





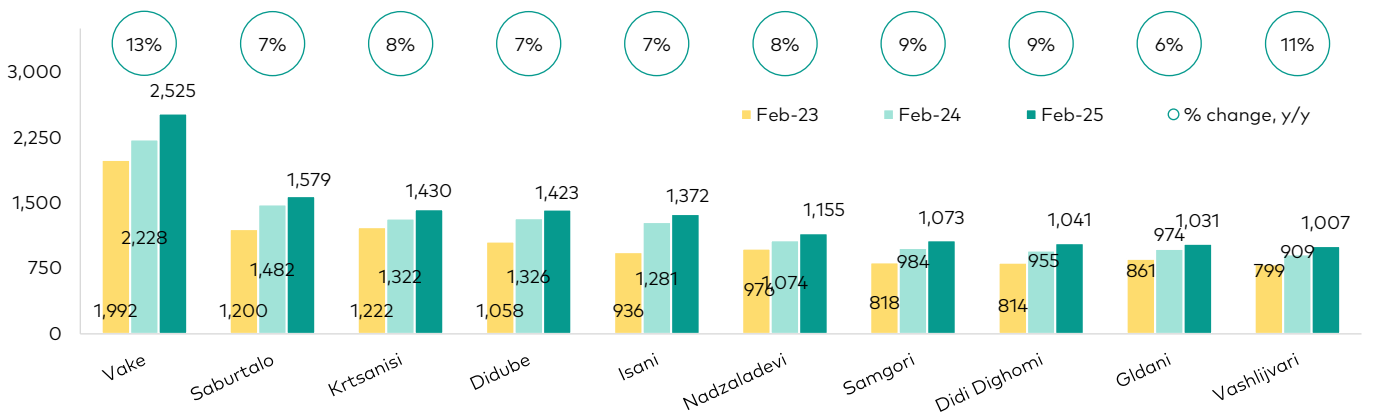
Real Estate Prices

Figure 11: Real estate weighted average prices by type, US\$/m²



Source: NAPR, Galt & Taggart

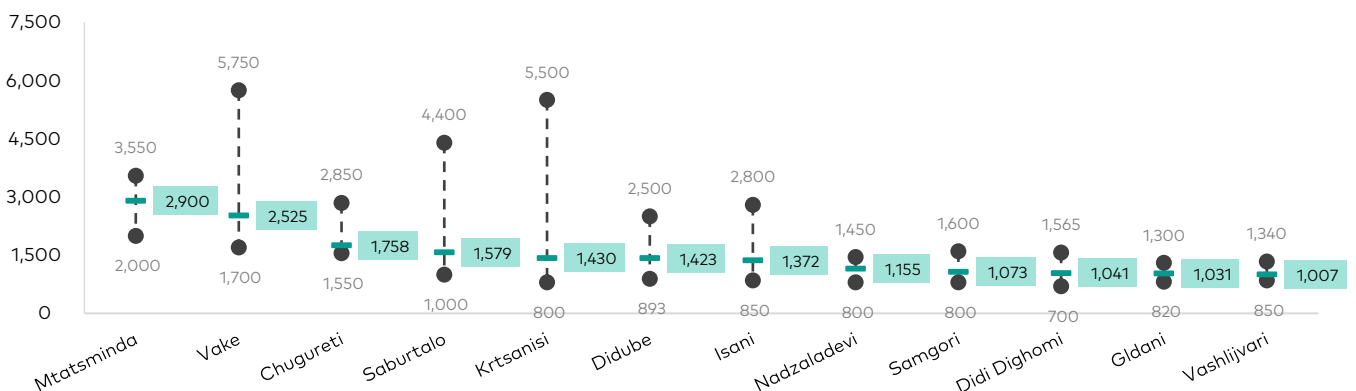
Figure 12: Real estate prices on primary market for white frame apartments by districts, US\$/m²



Source: Galt & Taggart

Note: Mtatsminda and Chugureti are excluded from primary market prices due to small sizes of samples

Figure 13: Real estate price ranges on primary market by districts in Feb-25, US\$/m²

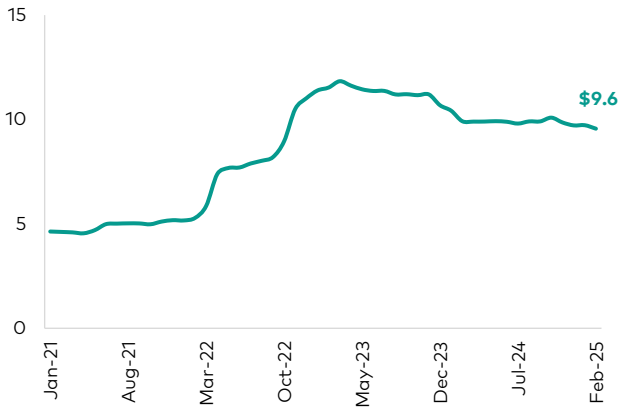


Source: Galt & Taggart



Real Estate Rents

Figure 14: Real estate weighted average rent price in Tbilisi, US\$/m²



Source: NBG, Galt & Taggart
Note: Rents displayed are for 50-60 m² new apartments in Tbilisi

Figure 15: Real estate weighted average rent prices by districts, US\$/m²

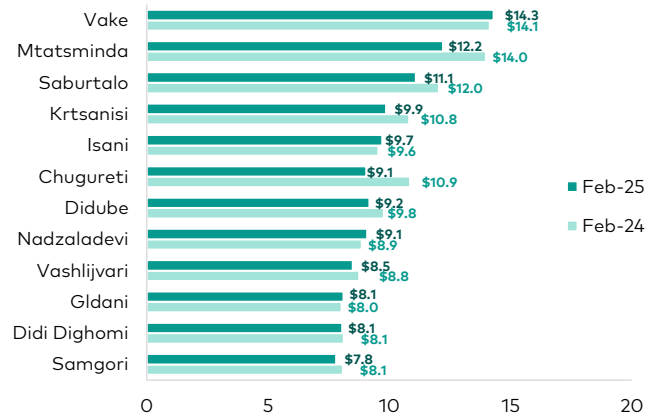
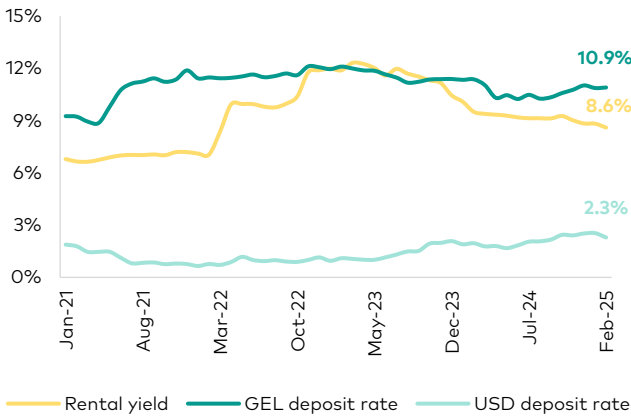
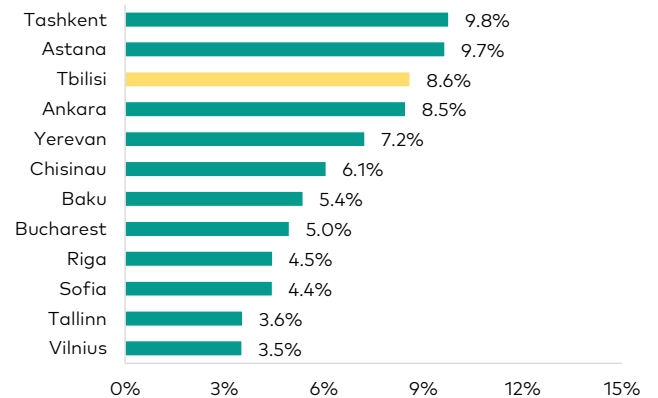


Figure 16: Real estate rental yield and deposit rates



Source: NBG, Numbeo, Galt & Taggart

Figure 17: Rental yield outside city center, Feb-25





Construction permits

Figure 18: Area of construction permits issued for residential real estate in Tbilisi, '000 m²

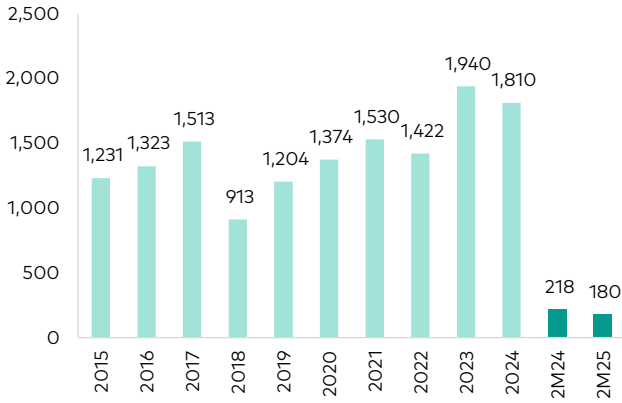
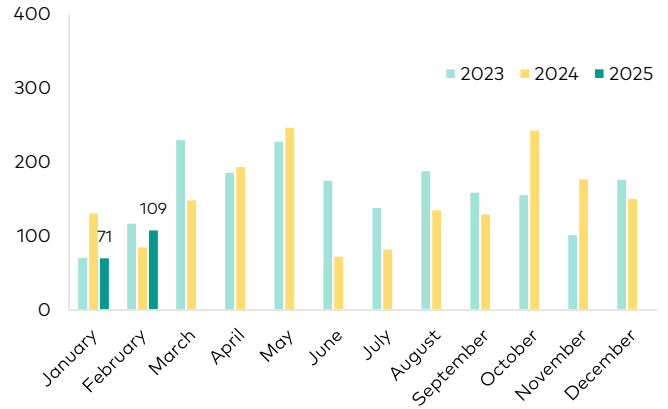
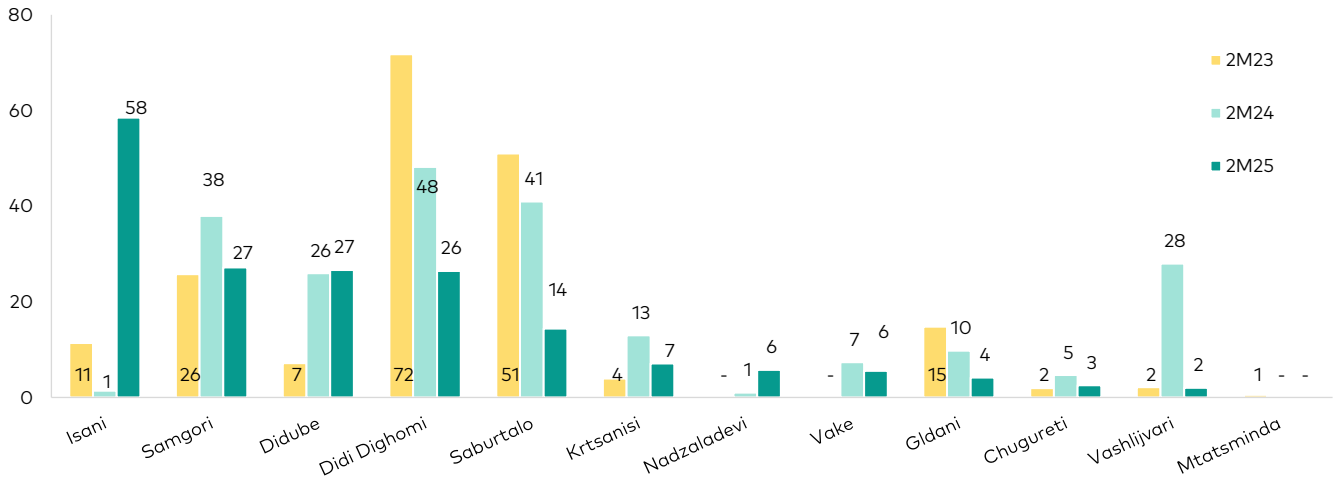


Figure 19: Area of construction permits issued for residential real estate by months in Tbilisi, '000 m²



Source: TAS, Galt & Taggart
Note: 1) Includes residential and balcony areas
2) Only III and IV class multiapartment/multifunctional buildings

Figure 20: Area of construction permits issued for residential real estate by districts, '000 m²



Source: TAS, Galt & Taggart
Note: 1) Includes residential and balcony areas
2) Only III and IV class multiapartment/multifunctional buildings



Annex

Table 1: Real estate sales by districts – value, number and area, 2M25

District	Value (mn US\$)	Number	Area ('000 m ²)
Saburtalo	113.6	974	75.5
Didi Dighomi	83.8	1,355	81.9
Didube	52.5	835	52.0
Samgori	49.1	614	41.1
Gldani	47.1	724	44.5
Isani	34.4	415	26.6
Vake	33.5	348	24.2
Krtsanisi	30.6	174	16.5
Nadzaladevi	28.7	409	26.4
Mtatsminda	14.3	181	12.9
Chugureti	12.2	83	7.0
Vashlijvari	7.0	96	6.7

Source: NAPR, Galt & Taggart

Table 2: Real estate weighted average prices by districts in Feb-25, US\$/m²

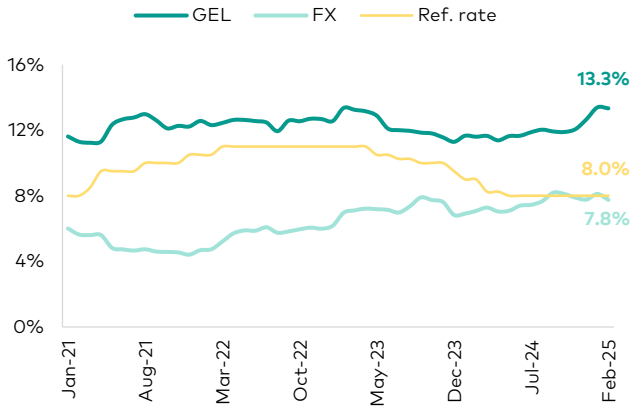
District	Primary market	Secondary market New projects	Secondary market Old projects
Mtatsminda	2,900	1,988	1,885
Vake	2,525	1,856	1,858
Chugureti	1,758	1,398	1,117
Saburtalo	1,579	1,640	1,267
Krtsanisi	1,430	1,252	960
Didube	1,423	1,256	1,134
Isani	1,372	1,259	1,247
Nadzaladevi	1,155	1,069	1,003
Samgori	1,073	1,046	897
Didi Dighomi	1,041	1,052	983
Gldani	1,031	1,103	994
Vashlijvari	1,007	1,060	976

Source: NAPR, Galt & Taggart



Annex

Figure 21: Mortgage interest rates, %



Source: NBG, Galt & Taggart

Figure 22: Share of mortgages in total sales value

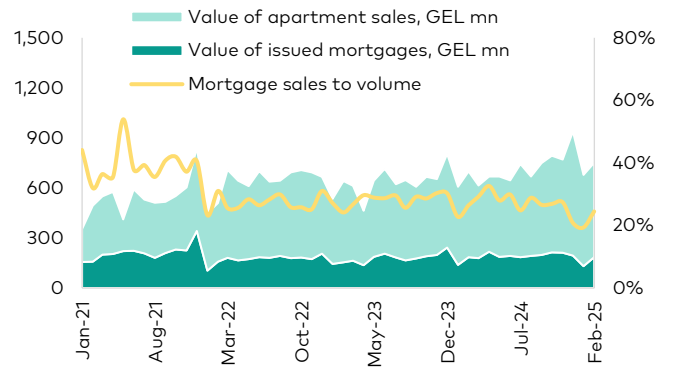
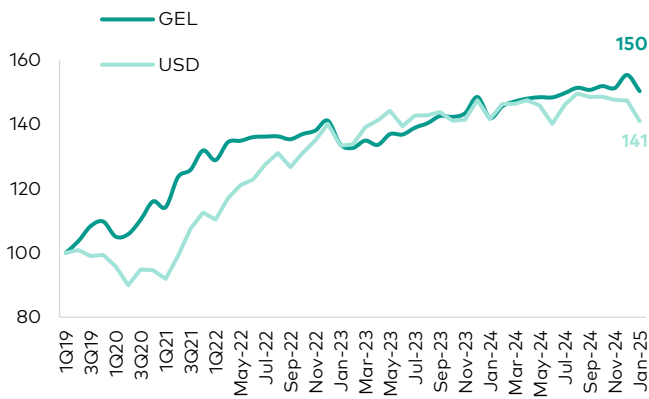


Figure 23: Construction cost index, 1Q19=100



Source: Geostat, Galt & Taggart

Note: Construction cost index is available by quarter over 2019-22; monthly statistics is available from Mar-22

	y/y growth Jan-25, US\$	m/m growth Jan-25, US\$
Total construction cost	-0.4%	-4.3%
Construction materials	-2.4%	0.2%
Wages	15.1%	-22.2%
Machinery	3.4%	0.3%
Transportation, fuel and electricity	-8.3%	-0.2%
Other costs	-4.0%	-0.7%



Disclaimer

This document is the property of and has been prepared by JSC Galt & Taggart ("Galt & Taggart"), a member of Lion Finance Group PLC ("Group") solely for informational purposes and independently of the respective companies mentioned herein. This document does not constitute or form part of, and should not be construed as, an offer or solicitation or invitation of an offer to buy, sell or subscribe for any securities or assets and nothing contained herein shall form the basis of any contract or commitment whatsoever or shall be considered as a recommendation to take any such actions.

Galt & Taggart is authorized to perform professional activities on the Georgian market. The distribution of this document in certain jurisdictions may be restricted by law. Persons into whose possession this document comes are required by Galt & Taggart to inform themselves about and to observe any and all restrictions applicable to them. This document is not directed to, or intended for distribution, directly or indirectly, to, or use by, any person or entity that is a citizen or resident located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction.

Investments (or any short-term transactions) in emerging markets involve significant risk and volatility and may not be suitable for everyone. The recipients of this document must make their own investment decisions as they believe appropriate based on their specific objectives and financial situation. When doing so, such recipients should be sure to make their own assessment of the risks inherent in emerging market investments, including potential political and economic instability, other political risks including without limitation changes to laws and tariffs, and nationalization of assets, and currency exchange risk.

No representation, warranty or undertaking, express or implied, is or will be made by Galt & Taggart or any other member of the Group or their respective directors, employees, affiliates, advisers or agents or any other person as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of this document and the information contained herein (and whether any information has been omitted from this document) and no reliance should be placed on it. This document should not be considered as a complete description of the markets, industries and/or companies referred to herein. Nothing contained in this document is, is to be construed as, or shall be relied on as legal, investment, business or tax advice, whether relating to the past or the future, by Galt & Taggart any other member of the Group or any of their respective directors, employees, affiliates, advisers or agents in any respect. Recipients are required to make their own independent investigation and appraisal of the matters discussed herein. Any investment decision should be made at the investor's sole discretion. To the extent permitted by law, Galt & Taggart, any other member of the Group and their respective directors, employees, affiliates, advisers and agents disclaim all liability whatsoever (in negligence or otherwise) for any loss or damages however arising, directly or indirectly, from any use of this document or its contents or otherwise arising in connection with this document, or for any act, or failure to act, by any party, on the basis of this document.

The information in this document is subject to verification, completion and change without notice and Galt & Taggart is not under any obligation to update or keep current the information contained herein. The delivery of this document shall not, under any circumstances, create any implication that there has been no change in the information since the date hereof or the date upon which this document has been most recently updated, or that the information contained in this document is correct as at any time subsequent to the date on which it is supplied or, if different, the date indicated in the document containing the same. No representation or warranty, expressed or implied, is made by Galt & Taggart or any other member of the Group, or any of their respective directors, employees, affiliates, advisers or agents with respect to the accuracy or completeness of such information.

The information provided and opinions expressed in this document are based on the information available as of the issue date and are solely those of Galt & Taggart as part of its internal research coverage. Opinions, forecasts and estimates contained herein are based on information obtained from third party sources believed to be reliable and in good faith, and may change without notice. Third party publications, studies and surveys generally state that the data contained therein have been obtained from sources believed to be reliable, but that there is no guarantee of the accuracy or completeness of such data. Accordingly, undue reliance should not be placed on any such data contained in this document. Neither Galt & Taggart, any other member of the Group, nor their respective directors, employees, affiliates, advisors or agents make any representation or warranty, express or implied, of this document's usefulness in predicting the future performance, or in estimating the current or future value, of any security or asset.

Galt & Taggart does, and seeks to do, and any other member of the Group may or seek to do business with companies covered in its research. As a result, investors should be aware of a potential conflict of interest that may affect the objectivity of the information contained in this document.

Unauthorized copying, distribution, publication or retransmission of all or any part of this document by any medium or in any form for any purpose is strictly prohibited.

The recipients of this document are responsible for protecting against viruses and other destructive items. Receipt of the electronic transmission is at risk of the recipient and it is his/her responsibility to take precautions to ensure that it is free from viruses and other items of a destructive nature.

Head of Research

Eva Bochorishvili | evabochorishvili@gt.ge

Research Associate

Zuka Tavklishvili | ztavklishvili@gt.ge

Analyst

Otar Tsukhishvili | otsukhishvili@gt.ge

Address: 3 Pushkin Street, Tbilisi 0105, Georgia

Tel: + (995) 32 2401 111

Email: research@gt.ge