



GALT & TAGGART
CREATING OPPORTUNITIES

Tbilisi Residential Real Estate

2025 FULL YEAR OVERVIEW

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Key Figures

2023

2024

2025

Sales

of apartments

39,380

40,637

42,388

Primary

17,589

19,934

20,961

Secondary

21,791

20,703

21,427

Price

US\$ / m²

\$1,233

\$1,320

\$1,373

Rent

US\$ / m²

\$10.7

\$9.7

\$9.8

Permits

'000 m²

1,940

1,810

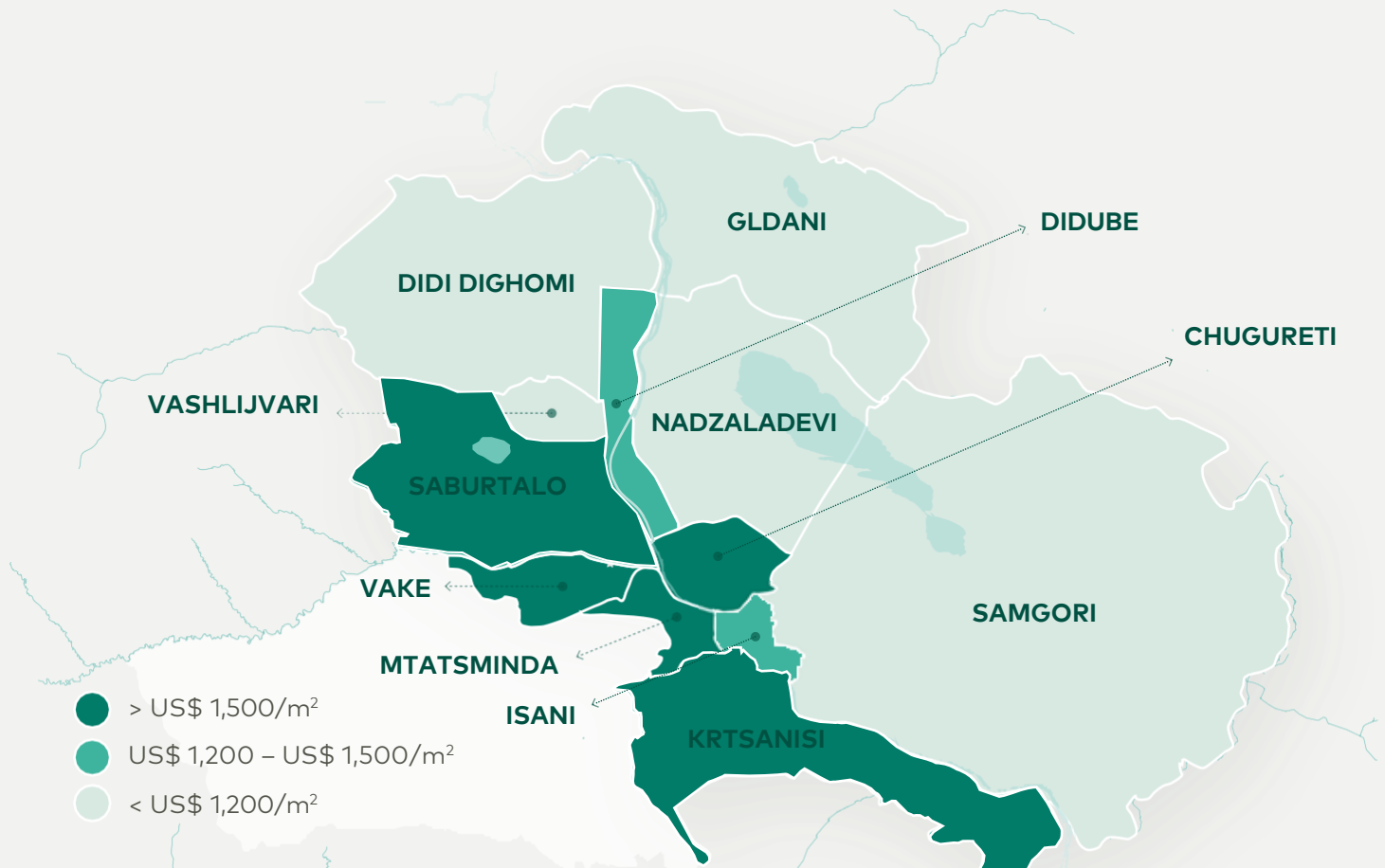
1,734



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

Real estate sale patterns in 2025



MTATSMINDA

Number of sales
653 apartments
Average price
3,294 us\$ / m²
Average rent
12.0 us\$ / m²

VAKE

Number of sales
1,327 apartments
Average price
2,781 us\$ / m²
Average rent
14.2 us\$ / m²

CHUGURETI

Number of sales
1,155 apartments
Average price
1,973 us\$ / m²
Average rent
9.9 us\$ / m²

SABURTAŁO

Number of sales
7,186 apartments
Average price
1,613 us\$ / m²
Average rent
11.3 us\$ / m²

KRTSANISI

Number of sales
2,792 apartments
Average price
1,575 us\$ / m²
Average rent
10.5 us\$ / m²

ISANI

Number of sales
3,090 apartments
Average price
1,358 us\$ / m²
Average rent
10.2 us\$ / m²

DIDUBE

Number of sales
2,895 apartments
Average price
1,352 us\$ / m²
Average rent
8.5 us\$ / m²

NADZALADEVI

Number of sales
3,145 apartments
Average price
1,189 us\$ / m²
Average rent
9.4 us\$ / m²

DIDI DIGHOMI

Number of sales
9,440 apartments
Average price
1,076 us\$ / m²
Average rent
8.5 us\$ / m²

SAMGORI

Number of sales
6,049 apartments
Average price
1,065 us\$ / m²
Average rent
8.4 us\$ / m²

VASHLIJVARI

Number of sales
539 apartments
Average price
1,062 us\$ / m²
Average rent
9.3 us\$ / m²

GLDANI

Number of sales
4,117 apartments
Average price
1,038 us\$ / m²
Average rent
8.4 us\$ / m²



2025 full year overview

Summary

Weak start of 2025 brought correction fears, but Tbilisi's residential real estate market finished the year with recovered demand and stabilized price growth, though oversupply risks are still on the radar. Early in 2025, political uncertainty and weaker sentiment cooled demand, as many buyers postponed purchases. Apartment sales recovered later in the year as pent-up demand returned, lifting annual sales above 2023–24 levels, though still below the 2022 peak. On the supply side, even with an annual decline driven by a sharp 4Q25 slowdown, permit issuance stayed above 2015–22 healthy levels. Price growth moderated as strong permit issuance in recent years intensified competition, stabilizing price growth rate and pushing developers to offer their most refined inner instalment schemes yet.

In 2026, we expect demand to remain broadly in line with 2025, supported by long-term fundamentals - urbanization, declining household size and attractive yields. Price is expected to have a stable single-digit growth and will largely depend on the supply side - planned large-scale projects and continued high permit issuance could add substantial new stock, limiting room for price growth.

Demand

In 2025, total apartment sales in Tbilisi, according to the Public Registry data, stood at **42,388 units**, up 4.3% y/y.

- Sales on the **secondary market**, were up 12.3% y/y in Dec-25, bringing cumulative 2025 growth to 3.5% y/y.
- Sales on the **primary market**, where data are impacted by delayed registrations, increased by 5.4% y/y in Dec-25 and 5.2% y/y in 2025.

Our real-time survey of developers, which captures current trends on the primary market, shows that sales doubled y/y in Dec-25, supported by low base of Dec-24, when domestic political instability began. Cumulatively, primary market sales were up 27.3% y/y in 2025.

Supply

In 2025, permitted living area in Tbilisi declined by 4.2% y/y to 1.7mn sq.m, affected by sharp slowdown in 4Q25 (-32.1% y/y). Even so, permit issuance remained elevated, 32% above 2015-22 average healthy level. Notably, elevated permit issuance in 2023–25 was initially a response to the demand surge in 2022, but it has yet to fully realign with the lower post-peak sales.

Prices

In 2025, prices increased across both primary and secondary markets. Primary market price was largely flat through 9M25 (0.2% m/m), however, growth accelerated in 4Q25 to 0.7% m/m amid recovered demand and slowed issuance of permits, reaching \$1,373 in Dec-25. Overall, average price on the primary market increased by 4.0% y/y in 2025, down from 11.6% in 2024 and 20.2% in 2023. In Dec-25, average price on the secondary market (for new buildings built with permits issued after 2013) increased by 7.9% y/y to \$1,316 per sq.m.

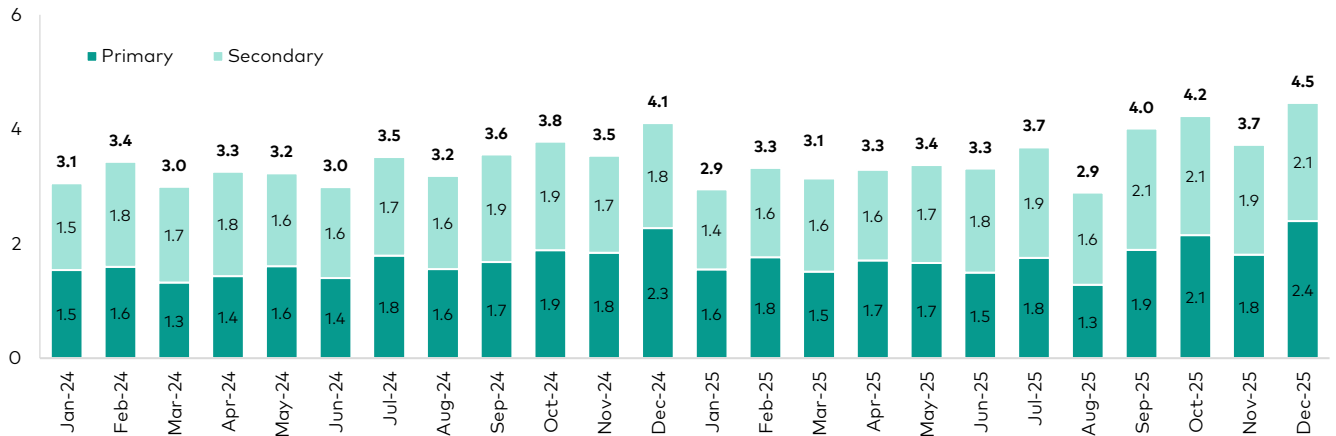
Rents

In 2025, average rent remained within the \$9-10 per sq.m stability range prevailing since 2024. In Dec-25, price for renting an average apartment (50-60 sq.m) in Tbilisi was \$9.8 per sq.m, keeping rental yield within its long-term healthy level at 8.6%.



Real estate demand

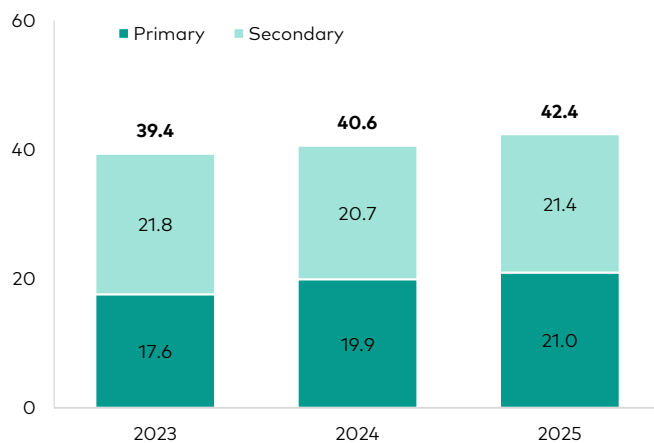
Figure 1: Number of sold apartments by month, '000



Source: NAPR, Galt & Taggart

Note: Primary market transactions are a lagging indicator; real time data are reflected in our developers' survey (see next page for details)

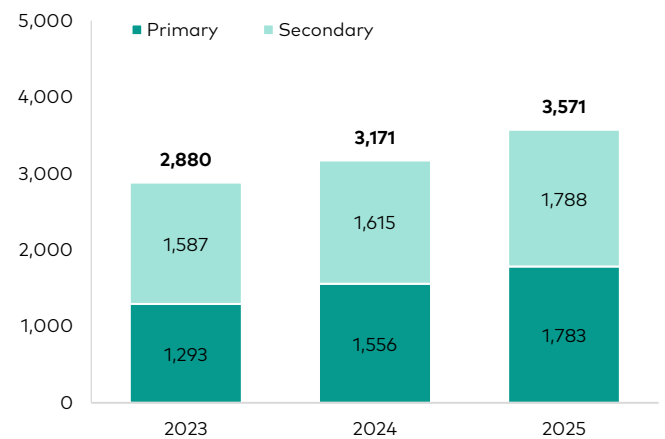
Figure 2: Number of sold apartments by year, '000



Source: NAPR, Galt & Taggart

Note: Due to issue of lagged transactions on the primary market in NAPR data, primary market size is calculated taking into account real-time trends

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



Primary market - real estate sales made directly between buyers and developers

Secondary market - real estate sales made between individuals

Apartment sales statistics based on NAPR data have the drawback of late registrations of primary sales, which impacts the accuracy of sales statistics. To address this issue, we systematically conduct survey of selected systematic developers and monitor real-time market dynamics (see the next page).



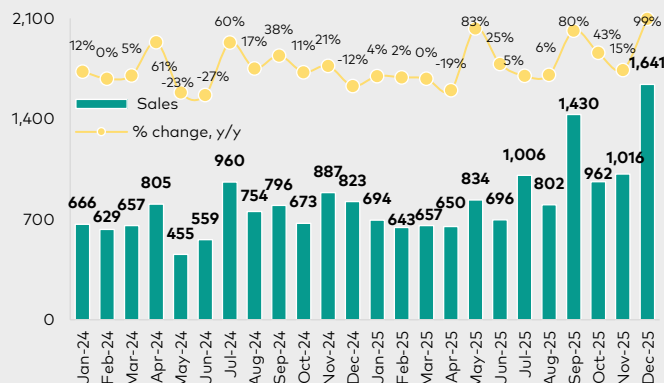
Survey of systematic developers by Galt & Taggart

In January 2026, we conducted a survey of systematic developers with over 100 ongoing residential construction projects in Tbilisi (c. 50% of total primary market).

Based on survey results:

- In December 2025, sales in surveyed developers' projects increased to record high, attributed to demand recovery and new year offers causing sales to exceed Sep-25 peak. Notably, similar dynamics were also observed when measured by the total area sold.
- Due to weak demand at the start of 2025, sales declined in 4M25 (-4.1% y/y). However, sales in the next 8 months rebounded strongly (+42.0% y/y) supported by launch of several large-scale projects. Overall, sales on the primary market increased by 27.3% y/y in 2025.
- 94% of apartments were sold in projects completed in 2025. While below the 98% recorded at end of 2024, the rate remains high, indicating strong absorption. Importantly, the majority of these sales were facilitated through highly refined inner installment schemes offered by developers.

Figure 4: Number of sold apartments in projects of selected developers by months



Source: Galt & Taggart survey of selected developers

Figure 5: Number of sold apartments in projects of selected developers by years

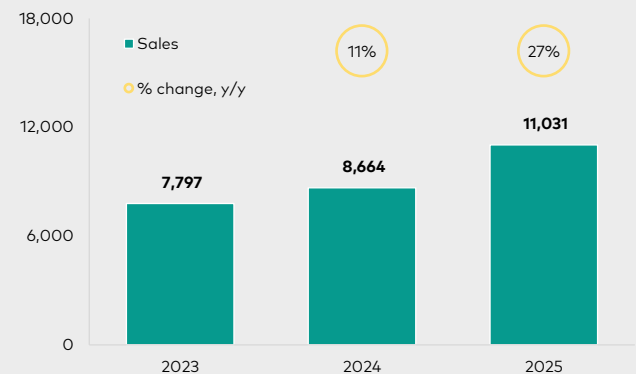
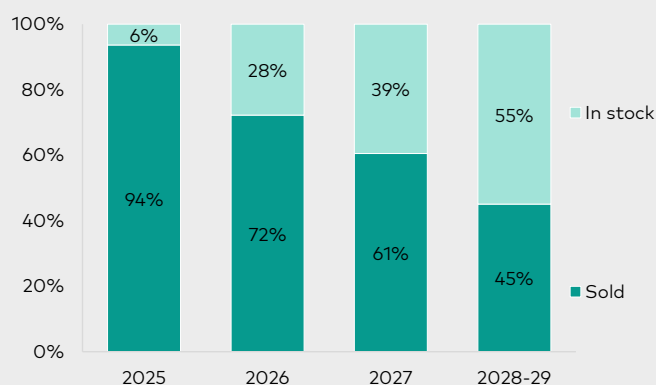


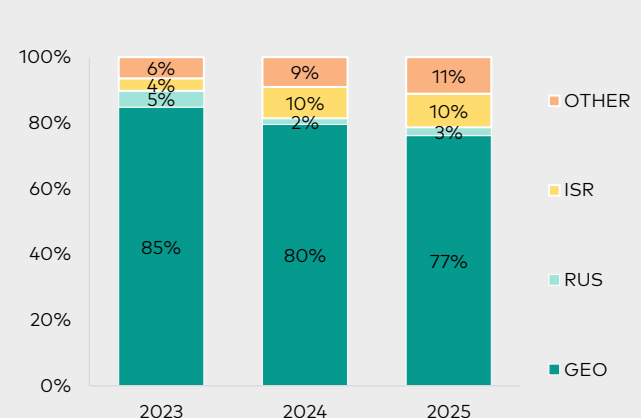
Figure 6: Distribution of the housing stock by project completion year and status



Source: Galt & Taggart survey of selected developers

Note: The calculations are based on the number of sold apartments.

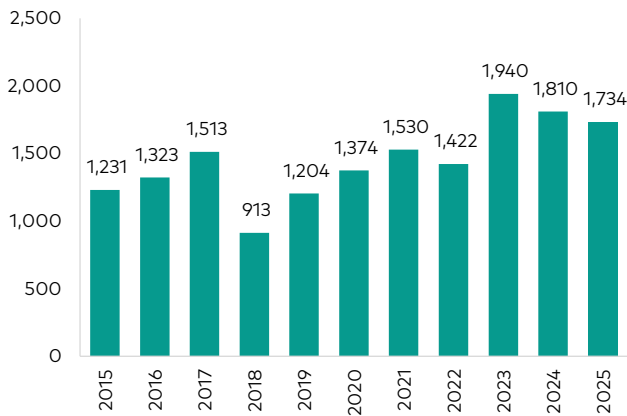
Figure 7: Real estate sales by citizenship





Real estate supply

Figure 8: Area of construction permits issued for residential real estate in Tbilisi, '000 sq.m



Source: TAS, Galt & Taggart

Note: Area of construction permits includes: 1) residential and balcony areas;
2) Only III and IV class multiapartment/multifunctional buildings

Figure 9: Number of construction permits issued for residential real estate in Tbilisi

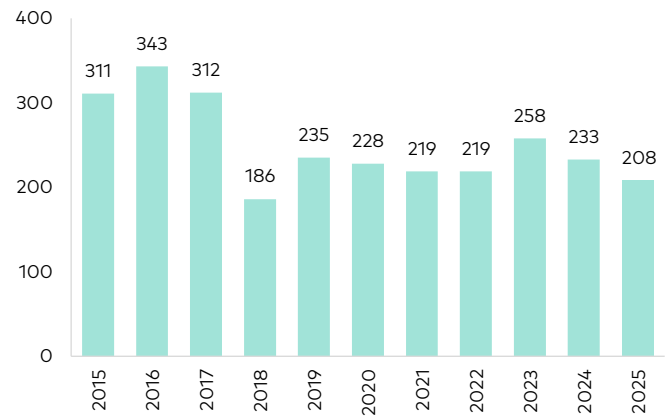
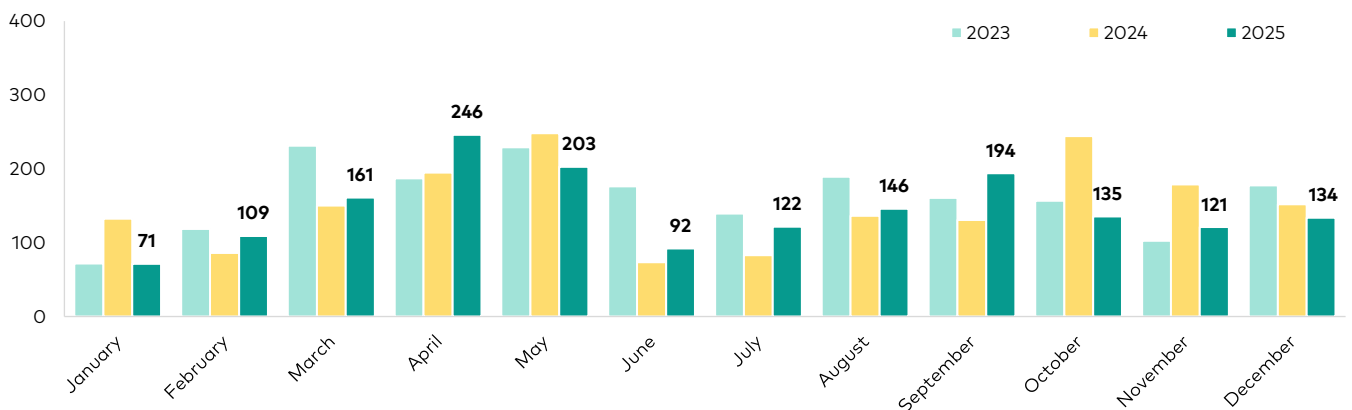


Figure 10: Area of construction permits issued for residential real estate by months in Tbilisi, '000 sq.m



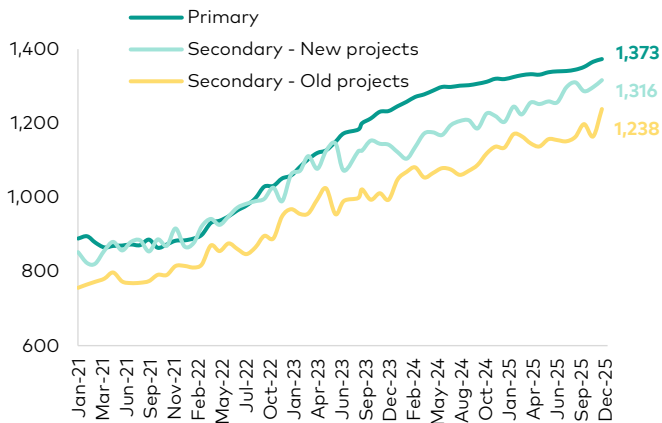
Source: TAS, Galt & Taggart

Note: Area of construction permits includes: 1) residential and balcony areas;
2) Only III and IV class multiapartment/multifunctional buildings



Prices & rents

Figure 11: Real estate weighted average prices by type, US\$/sq.m



Source: NAPR, Galt & Taggart

Note: 1) Secondary new projects include buildings built with construction permits issued from 2013;

2) Secondary old projects include buildings built with construction permits issued before 2013

Figure 12: Monthly price change on the primary market, % change m/m

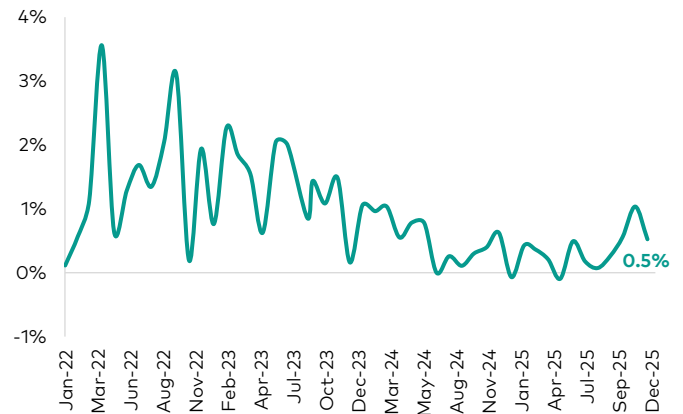
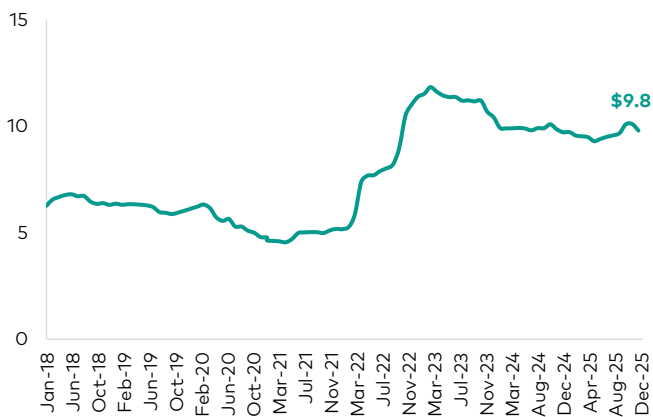


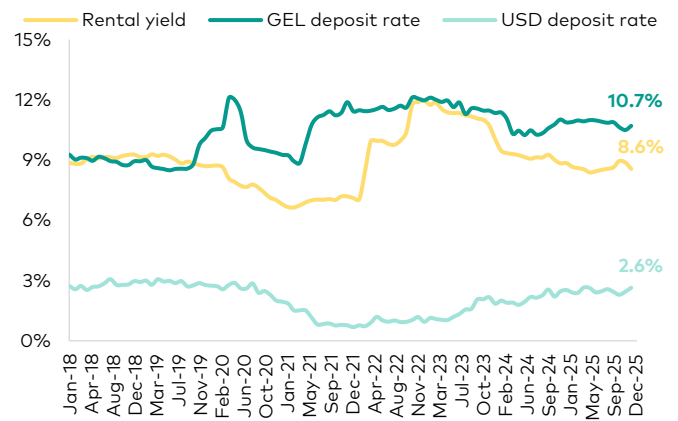
Figure 13: Real estate weighted average rent price in Tbilisi, US\$/sq.m



Source: NBG, Galt & Taggart

Note: Rents displayed are for 50-60 sq.m new apartments in Tbilisi

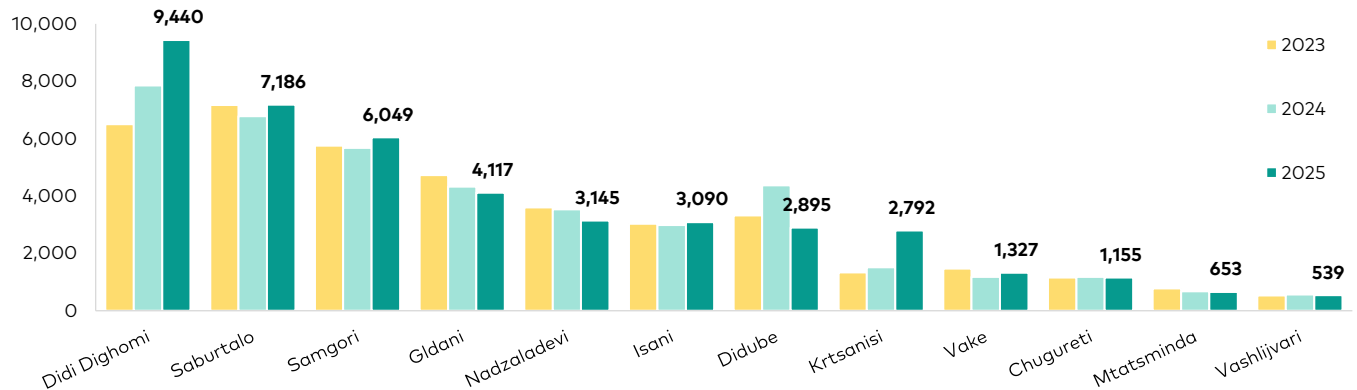
Figure 14: Real estate rental yield and deposit rates





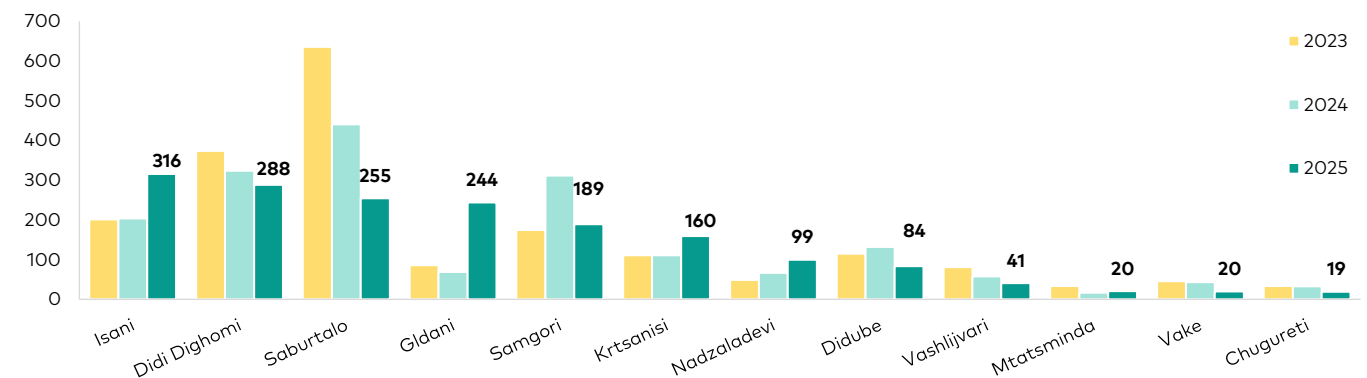
Districts in Tbilisi

Figure 15: Number of sold apartments by districts



Source: NAPR, Galt & Taggart

Figure 16: Area of construction permits issued for residential real estate by districts, '000 sq.m

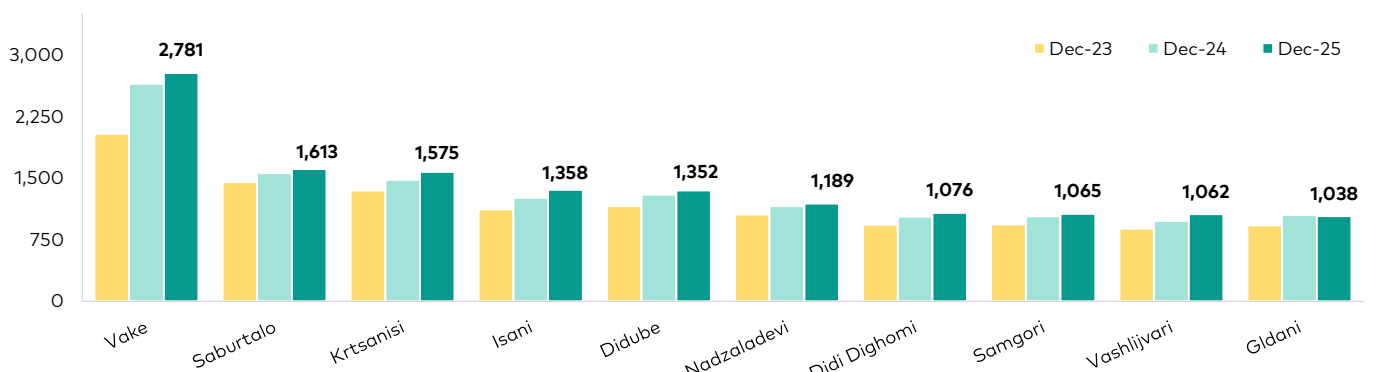


Source: TAS, Galt & Taggart

Note: 1) Includes residential and balcony areas

2) Only III and IV class multiapartment/multifunctional buildings

Figure 17: Real estate prices on primary market for white frame apartments by districts, US\$/sq.m



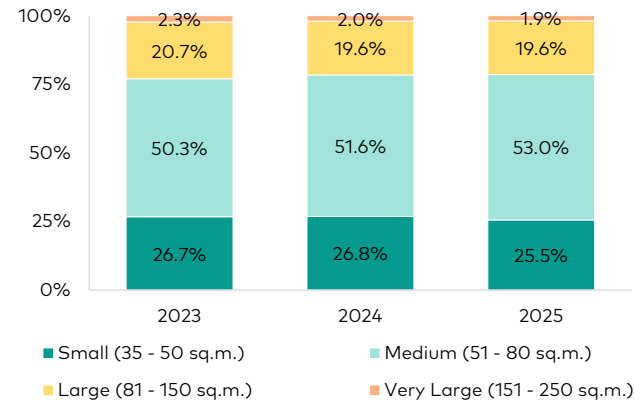
Source: Galt & Taggart

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



Real estate characteristics

Figure 18: Real estate sales by size, (% of total apartments sold)



Source: NAPR, Galt & Taggart

Figure 19: Real estate sales by segments, (% of total apartments sold)

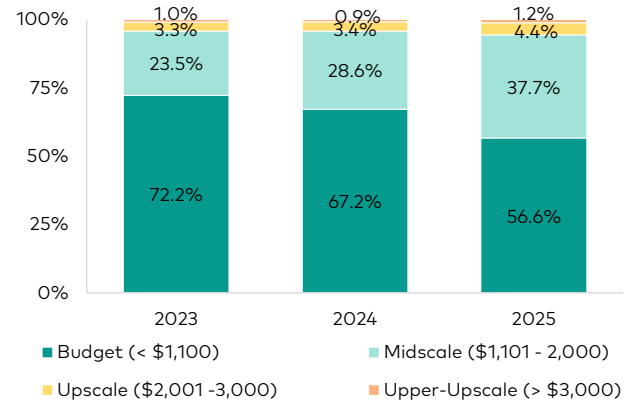
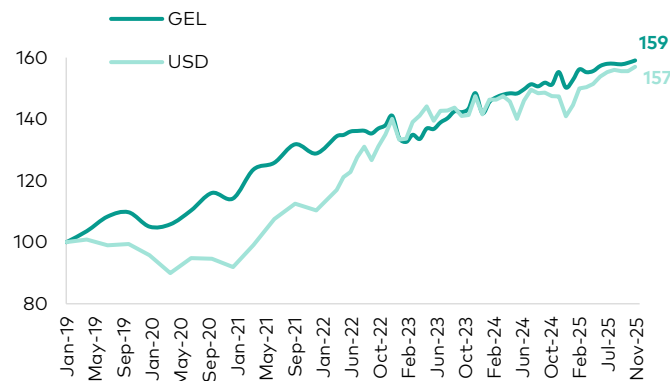


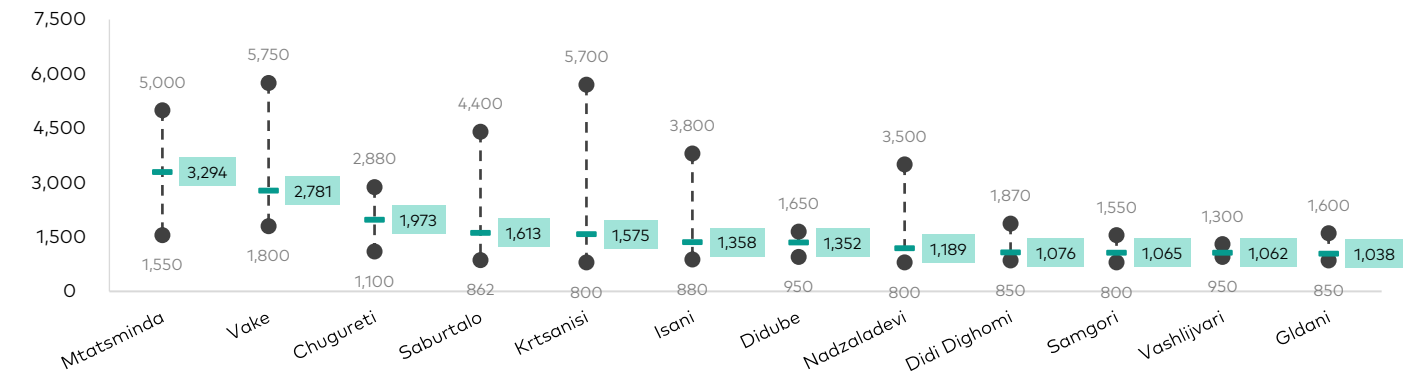
Figure 20: Construction cost index, 1Q19=100





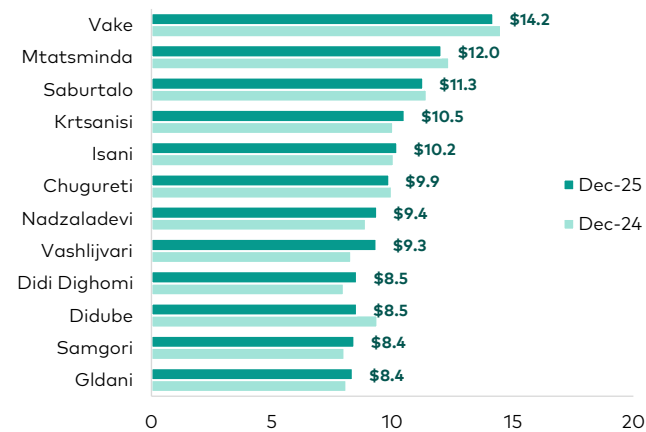
Annex

Figure 21: Real estate price ranges on primary market by districts in Dec-25, US\$/sq.m



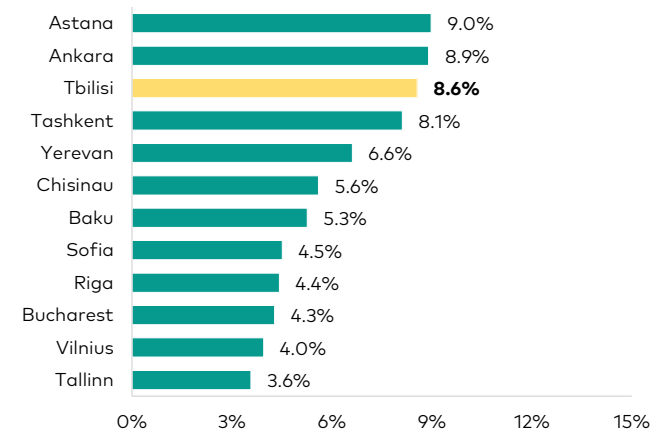
Source: Galt & Taggart

Figure 22: Real estate weighted average rent prices by districts, US\$/sq.m



Source: NBG, Numbeo, Galt & Taggart

Figure 23: Rental yield by cities, Dec-25





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