



GALT & TAGGART
CREATING OPPORTUNITIES

Tbilisi Residential Real Estate

JANUARY 2025 UPDATE

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Key Figures

Jan-23

Jan-24

Jan-25

Sales

of apartments

2,886

3,068

2,918

Primary

1,291

1,565

1,555

Secondary

1,595

1,503

1,363

Price

US\$ / m²

\$1,059

\$1,246

\$1,319

Rent

US\$ / m²

\$11.4

\$10.4

\$9.7

Permits

'000 m²

71.9

132.3

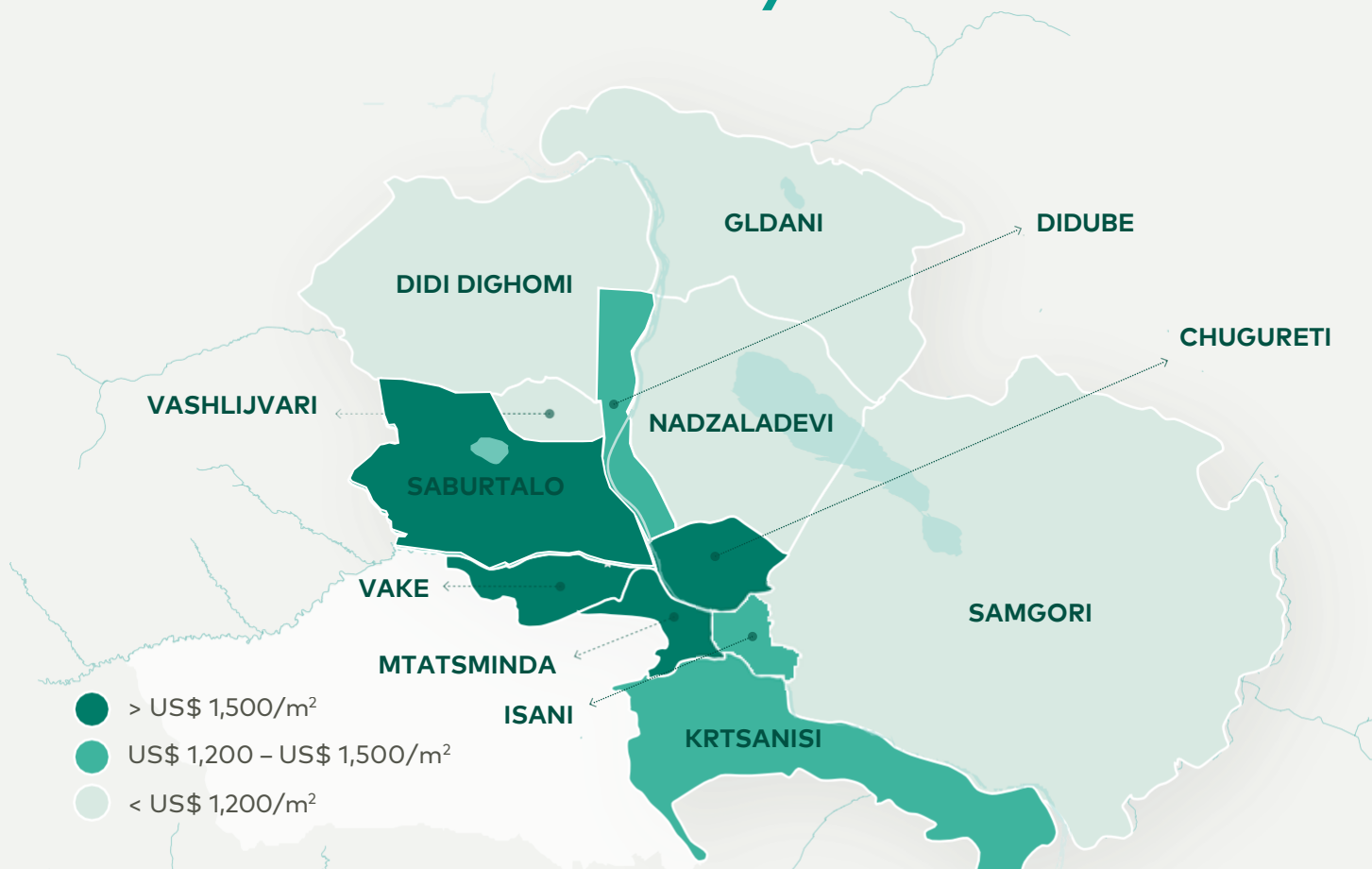
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Note: Prices are given for the primary market white frame apartments

Real estate sale patterns in January 2025



MTATSMINDA

Number of sales
30 apartments
Average price
2,900 us\$ / m²
Average rent
12.0 us\$ / m²

VAKE

Number of sales
80 apartments
Average price
2,501 us\$ / m²
Average rent
14.6 us\$ / m²

CHUGURETI

Number of sales
77 apartments
Average price
1,798 us\$ / m²
Average rent
9.5 us\$ / m²

SABURTAŁO

Number of sales
447 apartments
Average price
1,543 us\$ / m²
Average rent
11.4 us\$ / m²

DIDUBE

Number of sales
261 apartments
Average price
1,429 us\$ / m²
Average rent
9.4 us\$ / m²

KRTSANISI

Number of sales
178 apartments
Average price
1,405 us\$ / m²
Average rent
10.0 us\$ / m²

ISANI

Number of sales
192 apartments
Average price
1,361 us\$ / m²
Average rent
9.8 us\$ / m²

NADZALADEVI

Number of sales
196 apartments
Average price
1,146 us\$ / m²
Average rent
9.2 us\$ / m²

SAMGORI

Number of sales
413 apartments
Average price
1,069 us\$ / m²
Average rent
7.9 us\$ / m²

DIDI DIGHOMI

Number of sales
618 apartments
Average price
1,037 us\$ / m²
Average rent
8.1 us\$ / m²

GLDANI

Number of sales
369 apartments
Average price
1,032 us\$ / m²
Average rent
8.3 us\$ / m²

VASHLIJVARI

Number of sales
57 apartments
Average price
972 us\$ / m²
Average rent
8.5 us\$ / m²

Note: Small sample size for prices in Mtatsminda and Chugureti



January 2025 Overview

Sales from developers

In Jan-25, apartment sales in the projects of selected developers continued declining (-7.5% y/y). Notably, 77% 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 Jan-25, secondary market apartment sales stood at 1,363 indicating 9.3% y/y decrease. January is generally quieter for sales, and while this may not reflect broader trends, a continued slowdown could be a concern.

Prices

In Jan-25, price per square meter on the primary market remained flat m/m at US\$ 1,319.

Market size

In Jan-25, the total market value of apartments sold in Tbilisi stood at US\$ 242.2mn, up by 5.7% y/y.

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. The trend persisted in Jan-25 and price for renting an average apartment (50-60 m²) in Tbilisi stayed flat at US\$ 9.7 per m².

Construction permits

In Jan-25, only 7 residential construction permits were issued, marking the lowest figure since Jan-22. Total living area of issued permits also decreased sharply, reaching 71,296 m² (-46.1% y/y).

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.

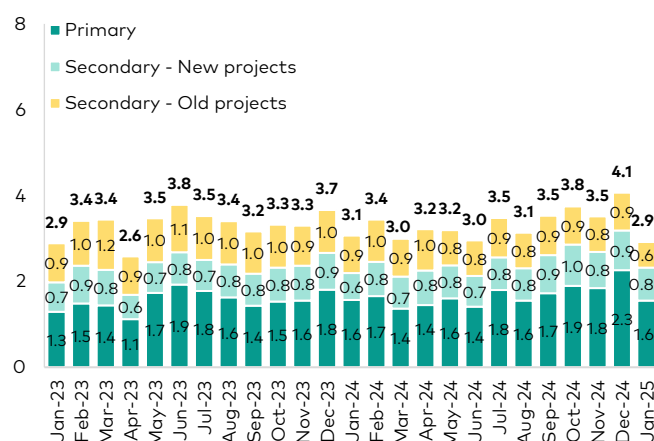


Real Estate Sales

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

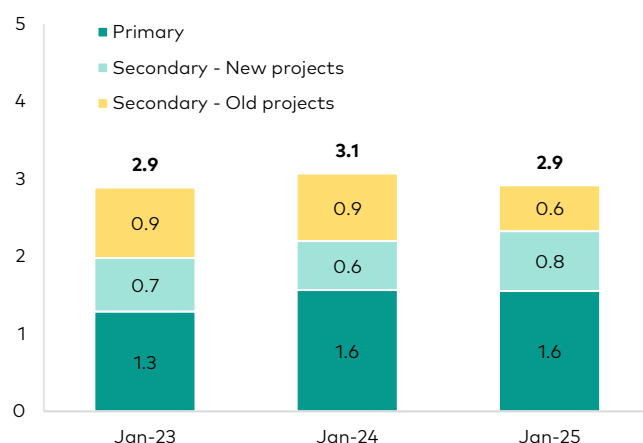
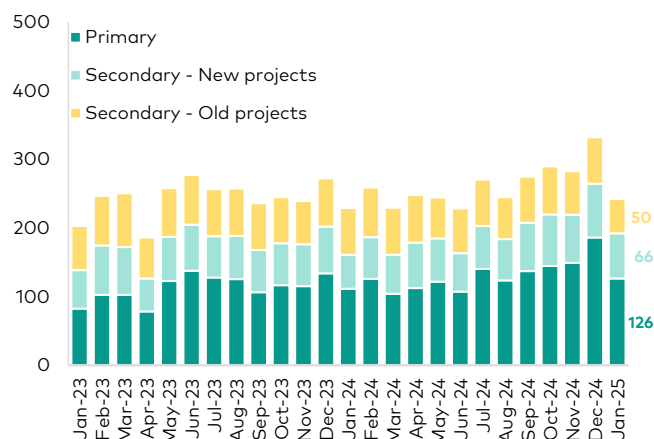


Figure 3: Real estate market size by month, US\$ mn



Source: NAPR, Galt & Taggart

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

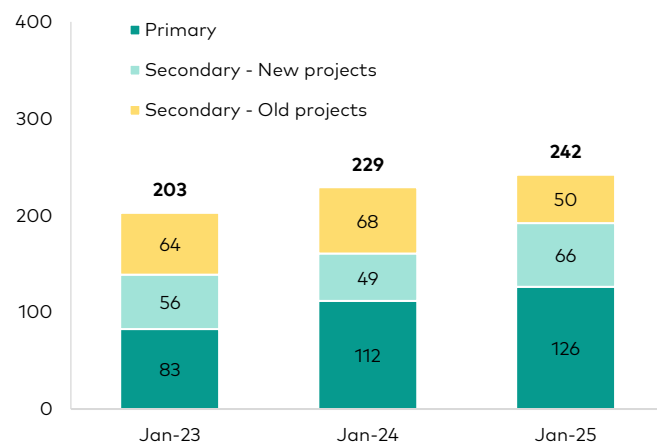
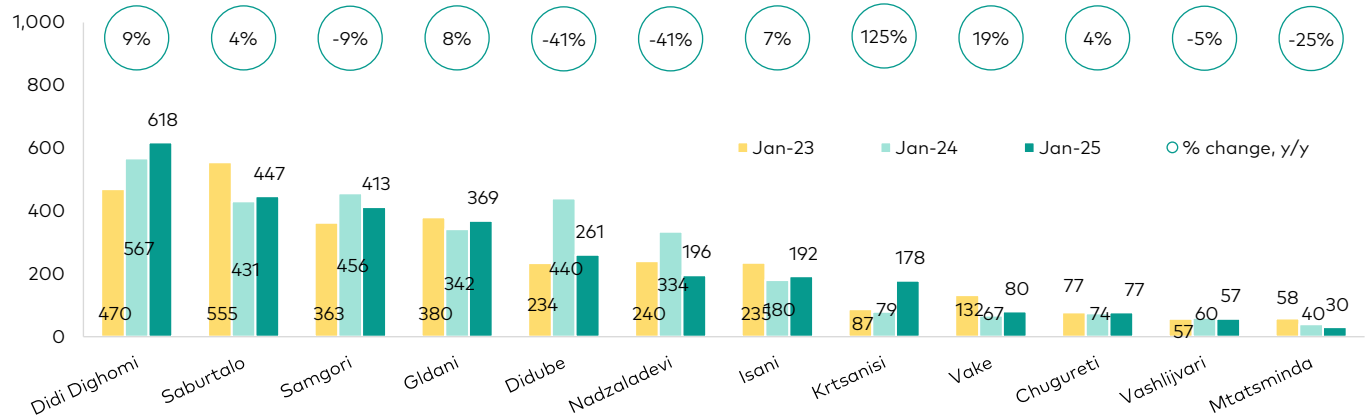


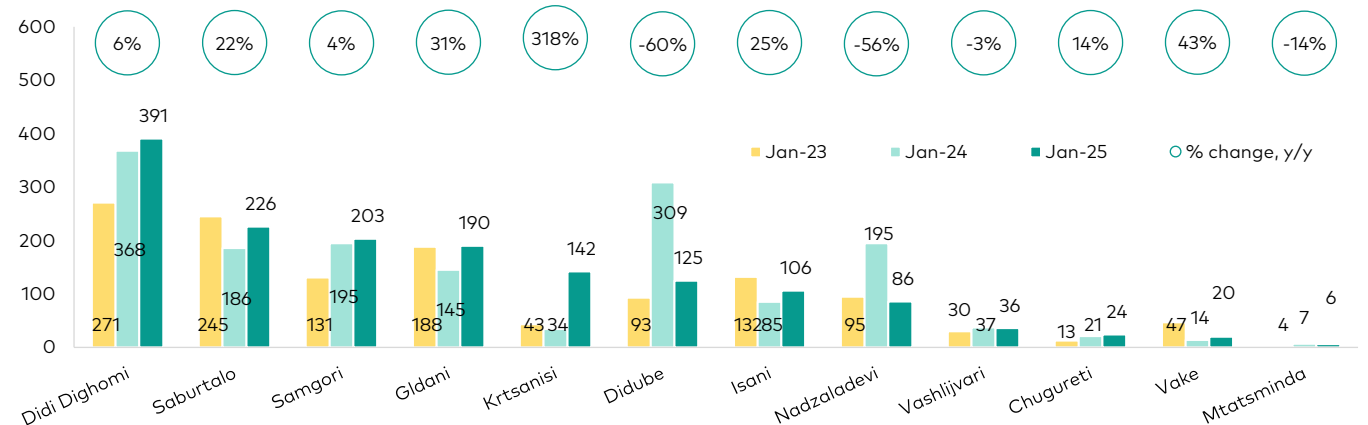


Figure 5: Number of sold apartments by districts (primary and secondary markets combined)



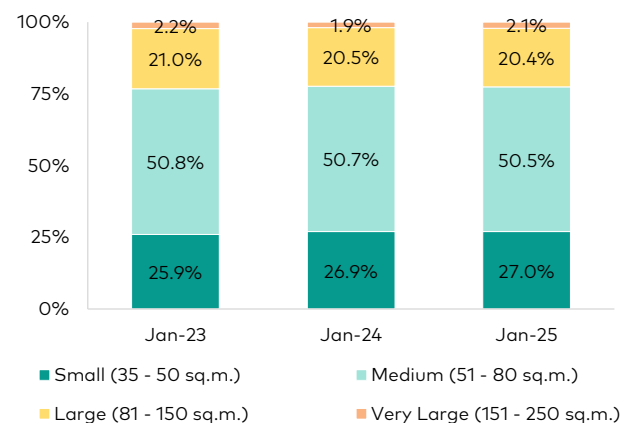
Source: NAPR, Galt & Taggart

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



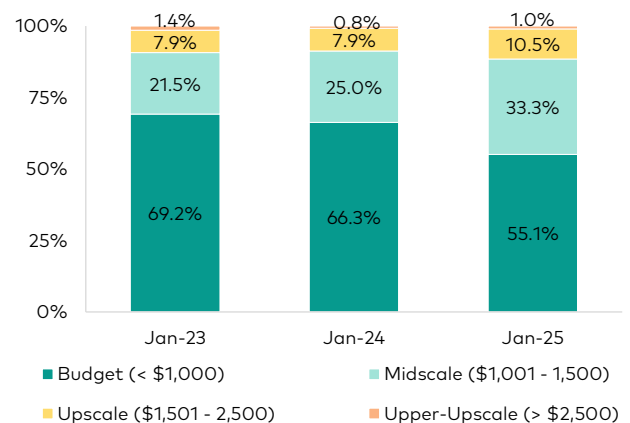
Source: NAPR, Galt & Taggart

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

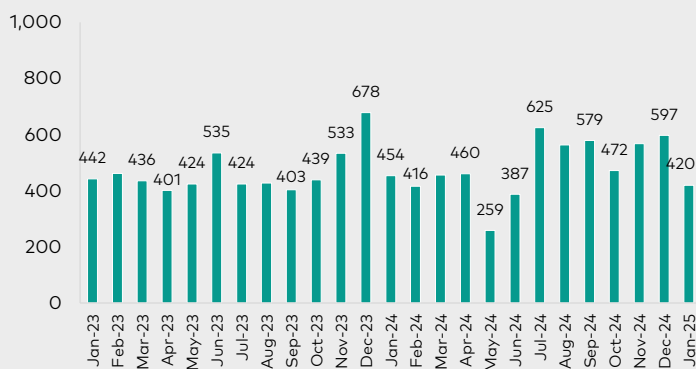
Box 1: Results of Galt & Taggart survey of systematic developers

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

Based on survey results:

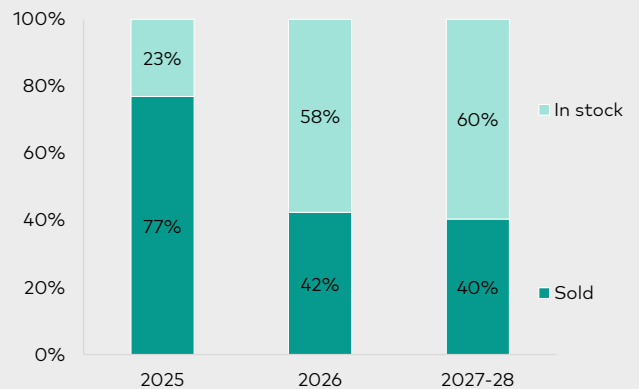
- In January 2025, apartment sales in the selected developers' projects continued decreasing (-7.5% y/y).
- 77% of apartments are already sold in the projects finishing in 2025. Importantly, the majority of these sales are facilitated through inner instalment schemes offered by developers.

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



Source: Galt & Taggart survey of selected developers

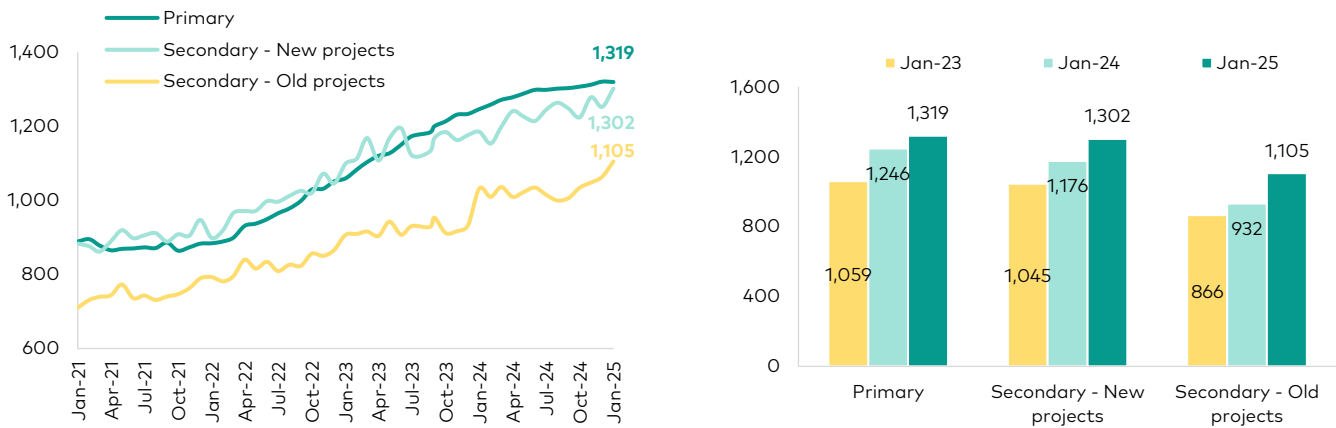
Figure 10: Distribution of the housing stock by project completion year and status in Tbilisi





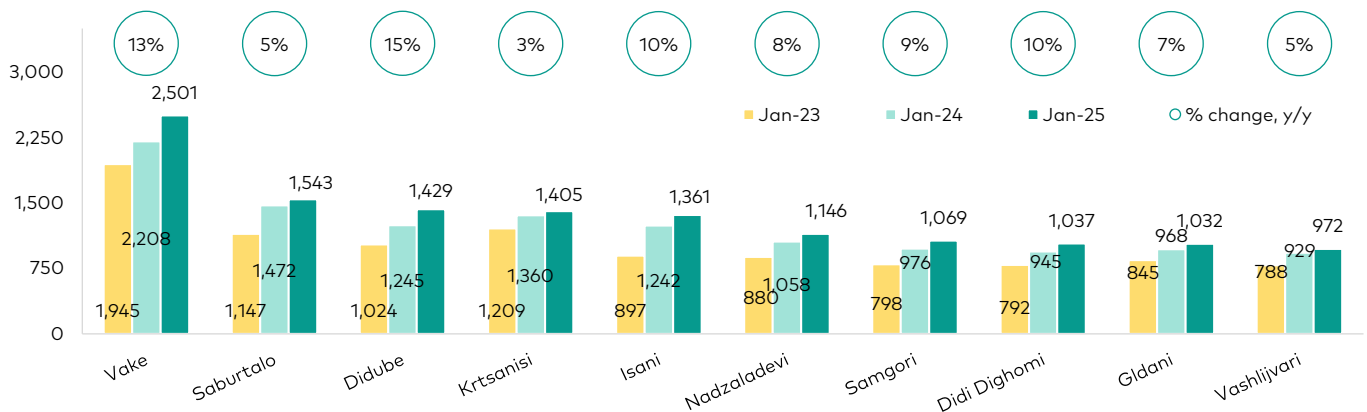
Real Estate Prices

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



Source: NAPR, Galt & Taggart

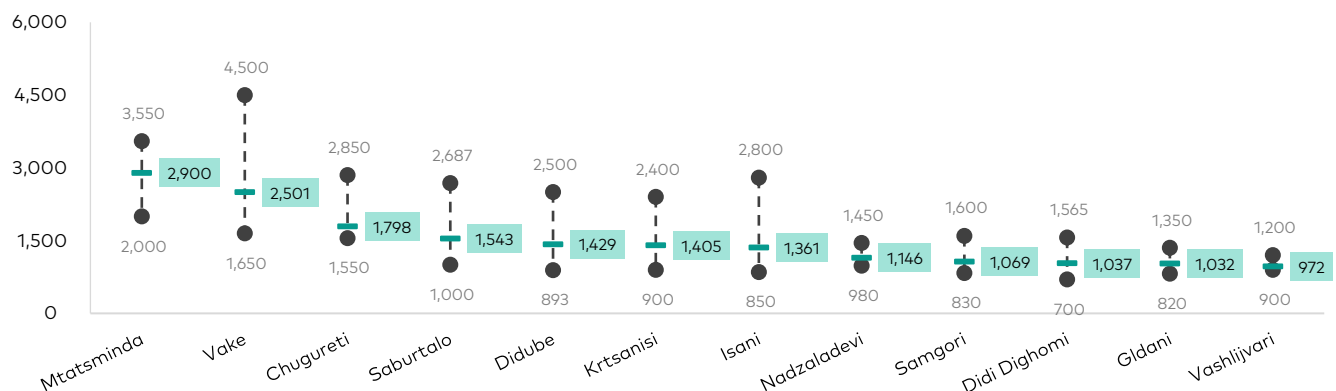
Figure 12: Real estate prices on primary market for white frame apartments by districts, US\$/m²



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 Jan-25, US\$/m²

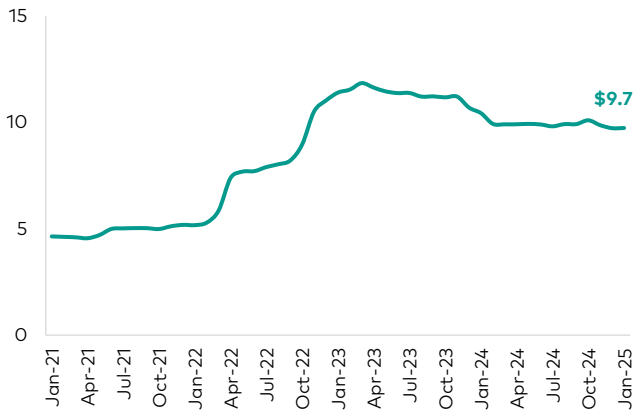


Source: Galt & Taggart



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

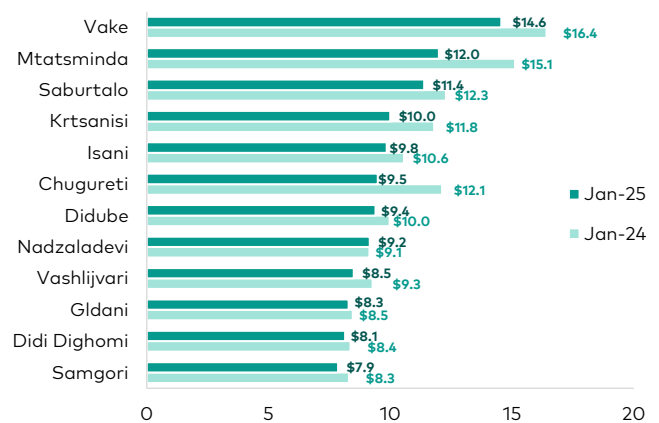
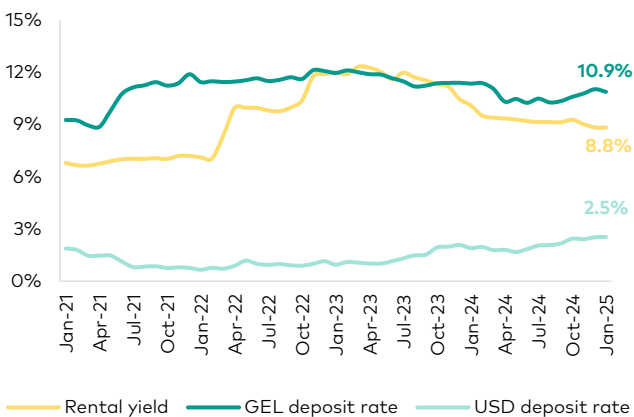
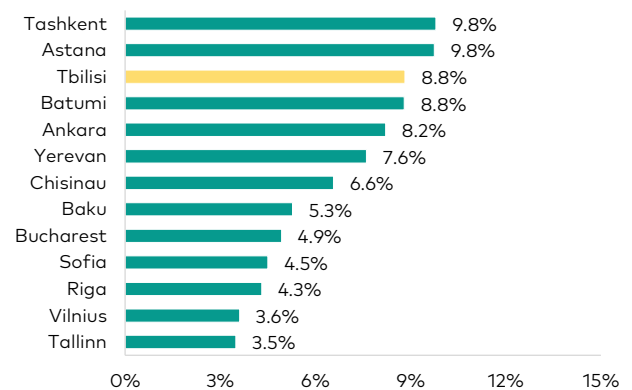


Figure 16: Real estate rental yield and deposit rates



Source: NBG, Numbeo, Galt & Taggart

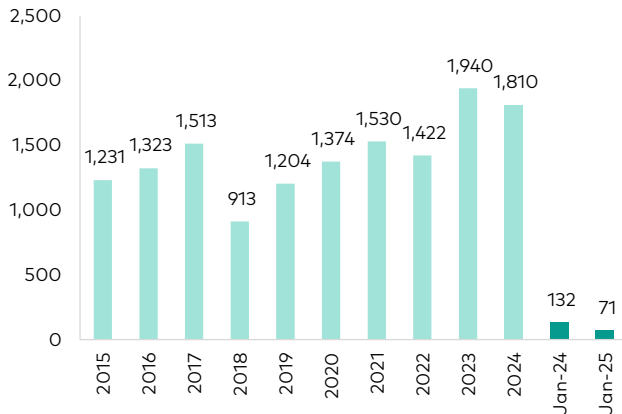
Figure 17: Rental yield outside city center, Jan-25





Construction permits

Figure 18: Area of construction permits issued for residential real estate 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 19: Area of construction permits issued for residential real estate by months in Tbilisi, '000 m²

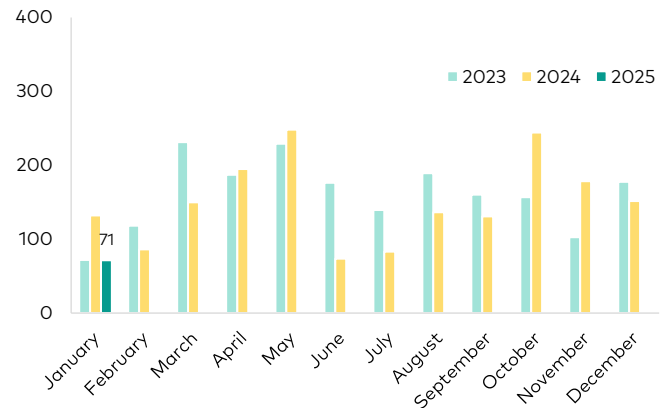
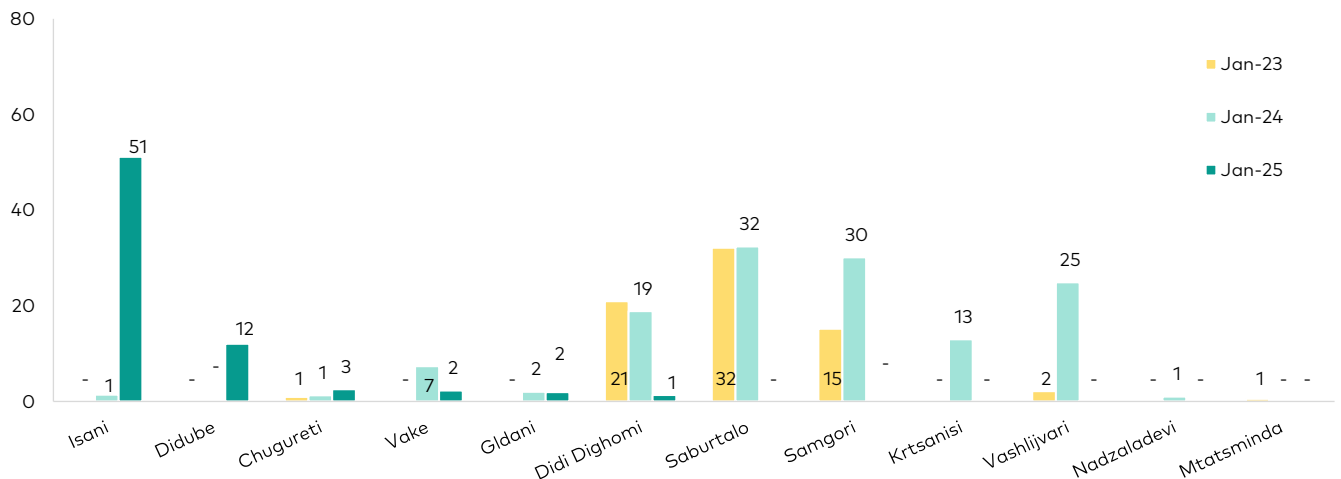


Figure 20: Area of construction permits issued for residential real estate by districts, '000 m²



Source: TAS, Galt & Taggart

























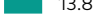


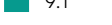


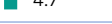





Note: 1) Includes residential and balcony areas

2) Only III and IV class multiapartment/multifunctional buildings
























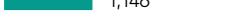


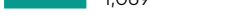


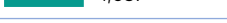


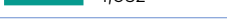

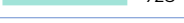

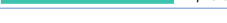
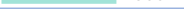
Annex

Table 1: Real estate sales by districts – value, number and area, Jan-25

District	Value (mn US\$)	Number	Area ('000 m²)
Saburtalo	 52.5	 226	 34.9
Didi Dighomi	 39.8	 391	 38.6
Samgori	 26.6	 203	 26.2
Gldani	 23.8	 190	 22.6
Didube	 21.2	 125	 17.9
Krtsanisi	 16.7	 142	 11.9
Isani	 15.7	 106	 12.3
Vake	 14.7	 20	 8.1
Nadzaladevi	 13.8	 86	 12.5
Chugureti	 9.1	 24	 5.7
Vashlijvari	 4.7	 36	 4.6
Mtatsminda	 4.0	 6	 2.5

Source: NAPR, Galt & Taggart

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

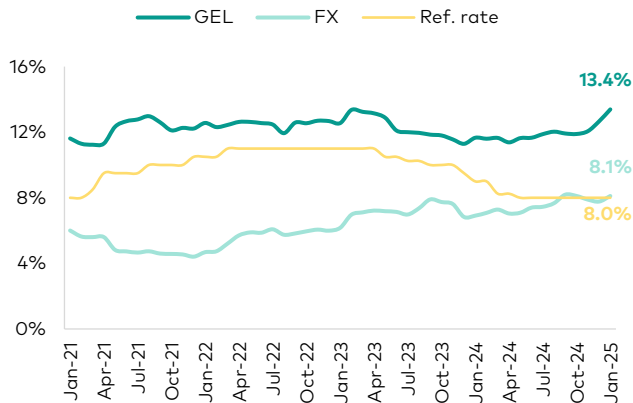
District	Primary market	Secondary market New projects	Secondary market Old projects
Mtatsminda	 2,900	 1,699	 1,530
Vake	 2,501	 1,785	 1,711
Chugureti	 1,798	 1,545	 1,033
Saburtalo	 1,543	 1,746	 1,193
Didube	 1,429	 1,261	 1,005
Krtsanisi	 1,405	 1,630	 832
Isani	 1,361	 1,287	 1,100
Nadzaladevi	 1,146	 1,182	 976
Samgori	 1,069	 1,101	 895
Didi Dighomi	 1,037	 1,067	 970
Gldani	 1,032	 1,160	 928
Vashlijvari	 972	 1,188	 855

Source: NAPR, Galt & Taggart



Annex

Figure 21: Mortgage interest rates, %



Source: NBS, Galt & Taggart

Figure 22: Share of mortgages in total sales value

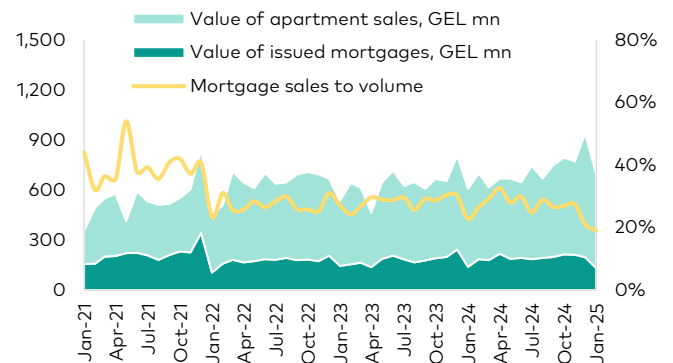
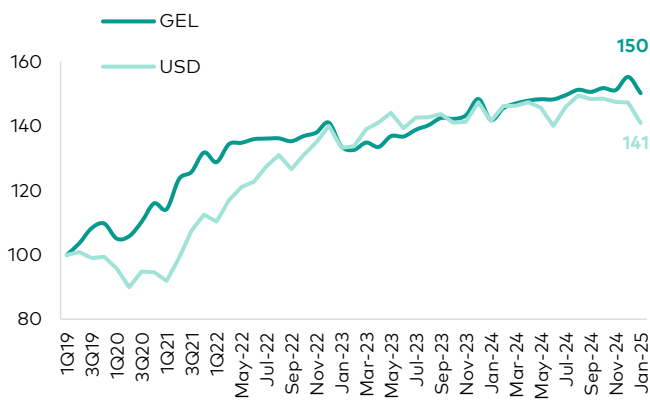


Figure 23: Construction cost index, 1Q19=100



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%



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