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Tbilisi Residential Real Estate

MARCH 2026 UPDATE

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Key Figures

	Mar-24	Mar-25	Mar-26
Sales # of apartments	2,992	3,139	4,121
Primary	1,324	1,510	2,053
Secondary	1,668	1,629	2,068
Price US$ / m^2	$1,271	$1,330	$1,403
Rent US$ / m^2	$9.9	$9.5	$9.9
Permits '000 m^2	150	161	150

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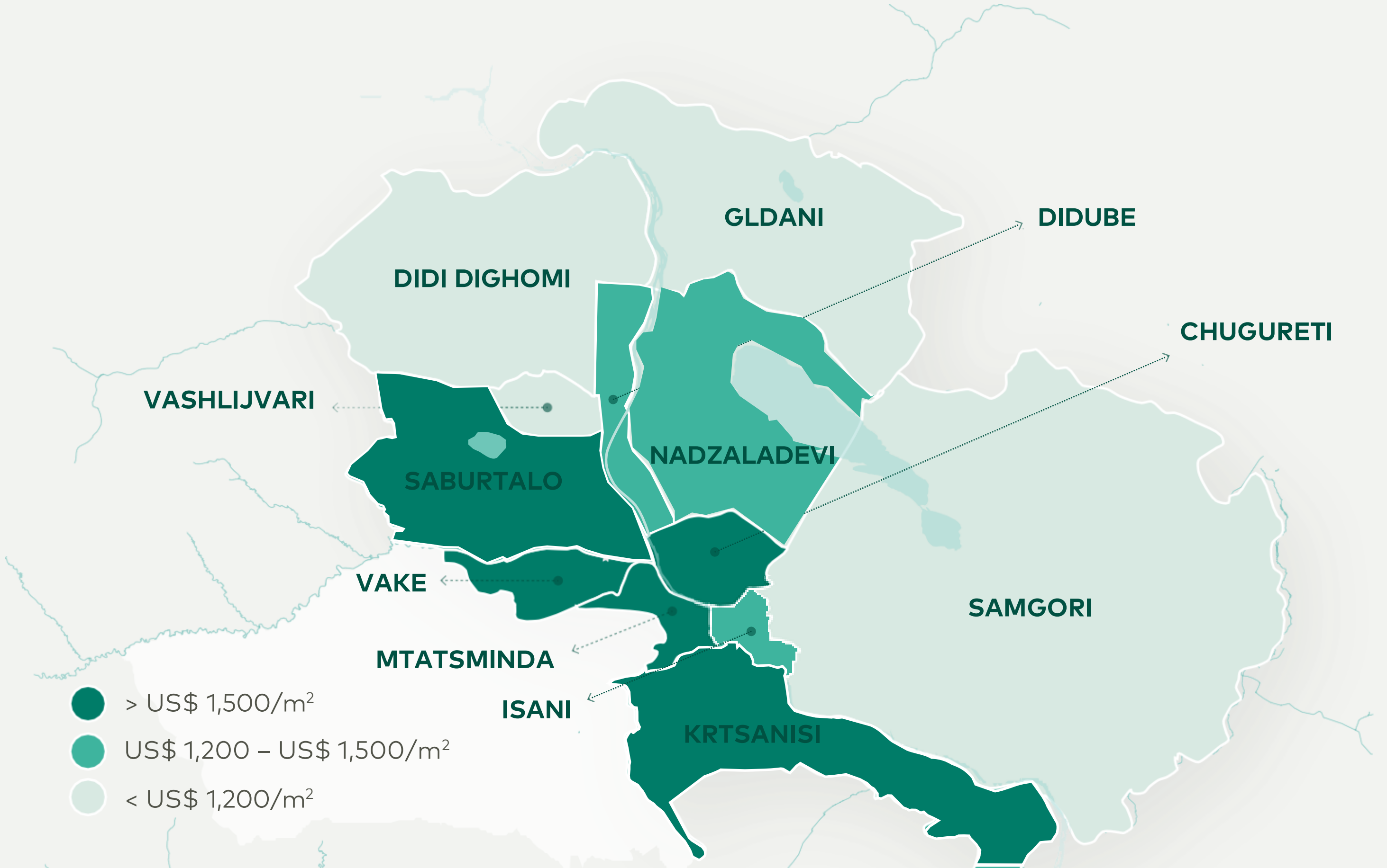
Note: Prices are given for the primary market white frame apartments

Real estate sale patterns in March 2026



VAKE

Number of sales
95 apartments
Average price
2,933 us$ / m²
Average rent
14.3 us$ / m²

MTATSMINDA

Number of sales
78 apartments
Average price
2,883 us$ / m²
Average rent
12.3 us$ / m²

CHUGURETI

Number of sales
97 apartments
Average price
2,200 us$ / m²
Average rent
9.9 us$ / m²

KRTSANISI

Number of sales
332 apartments
Average price
1,678 us$ / m²
Average rent
10.6 us$ / m²

SABURTALO

Number of sales
899 apartments
Average price
1,658 us$ / m²
Average rent
11.5 us$ / m²

DIDUBE

Number of sales
272 apartments
Average price
1,441 us$ / m²
Average rent
9.7 us$ / m²

ISANI

Number of sales
310 apartments
Average price
1,399 us$ / m²
Average rent
9.8 us$ / m²

NADZALADEVI

Number of sales
239 apartments
Average price
1,205 us$ / m²
Average rent
9.3 us$ / m²

DIDI DIGHOMI

Number of sales
812 apartments
Average price
1,142 us$ / m²
Average rent
8.6 us$ / m²

GLDANI

Number of sales
396 apartments
Average price
1,117 us$ / m²
Average rent
8.4 us$ / m²

SAMGORI

Number of sales
541 apartments
Average price
1,109 us$ / m²
Average rent
8.2 us$ / m²

VASHLIJVARI

Number of sales
50 apartments
Average price
1,029 us$ / m²
Average rent
8.8 us$ / m²

March 2026 overview

Summary

In Mar-26, primary market demand cooled, but still recorded an annual increase, due to low base effect. On the contrary, secondary market sales reached their second-highest level since 2023. On the supply side, the living area of issued permits declined annually for the sixth consecutive month. Prices continued to rise across both markets with primary market price increasing moderately, supported by strong demand and slower permit issuance.

Demand

In Mar-26, total number of sold apartments in Tbilisi, according to the Public Registry data, stood at 4,121 units, of which:

- Sales on the **secondary market** increased significantly by 26.9% y/y to 2,068 (up 15.1% y/y in 1Q26).
- Sales on the **primary market**, where data are impacted by delayed registrations, were up 36.0% y/y to 2,053 (up 16.6% y/y in 1Q26).

Our real-time survey of developers, which captures current trends on the primary market, shows a slowdown on the primary market demand in Mar-26, although sales were still up 8.6% y/y. Cumulatively, primary market sales were up 16.9% y/y in 1Q26. This largely reflects a low base effect from last year, driven by domestic political instability in Tbilisi.

In total, 10,907 transactions were registered in Tbilisi in 1Q26, bringing the residential market value to US$ 958mn (+23.1% y/y).

Supply

In Mar-26, construction permits were issued for 17 residential projects, with total living area reaching 150,241 sq.m (-6.7% y/y). Notably, the living area of issued permits has contracted annually for the 6th consecutive month, signalling a normalization after previously elevated levels. Overall, living area of permits in 1Q26 was down 29.9% y/y.

Prices

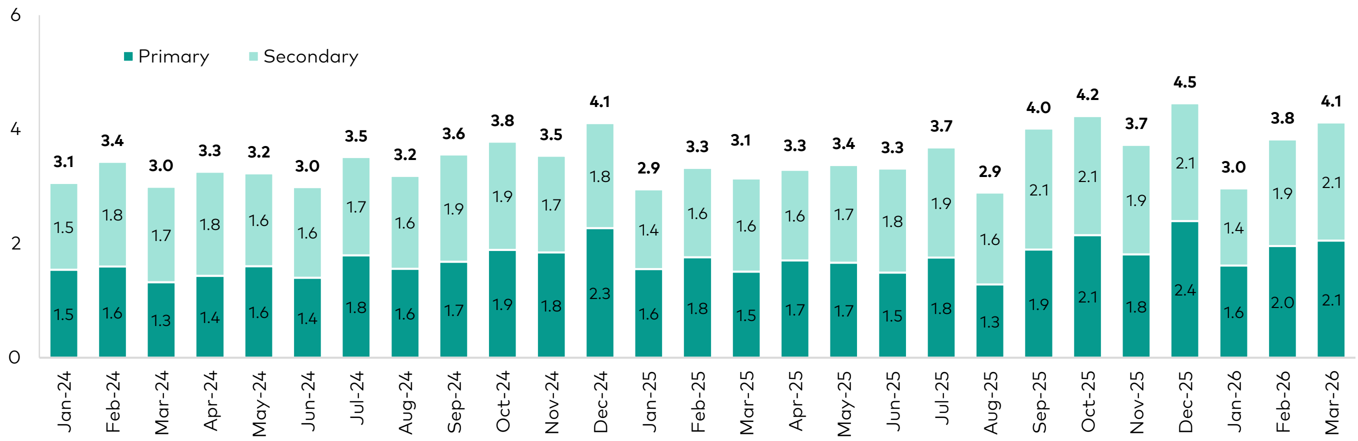
In Mar-26, primary market price increased moderately, up 0.4% m/m to US$ 1,403 per sq.m. The average price on the secondary market (for new buildings built with permits issued from 2013) was up 0.1% m/m, reaching US$ 1,305 per sq.m.

Rents

In Mar-26, price for renting an average (50-60 sq.m) apartment in Tbilisi was at US$ 9.9 per sq.m (-1.2% m/m), keeping rental yield high at 8.5%.

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

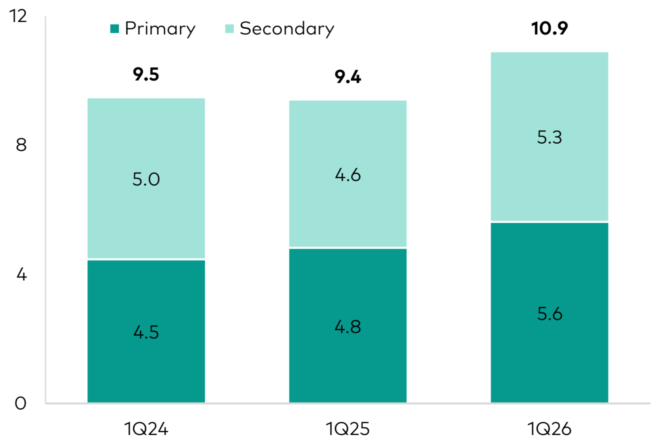
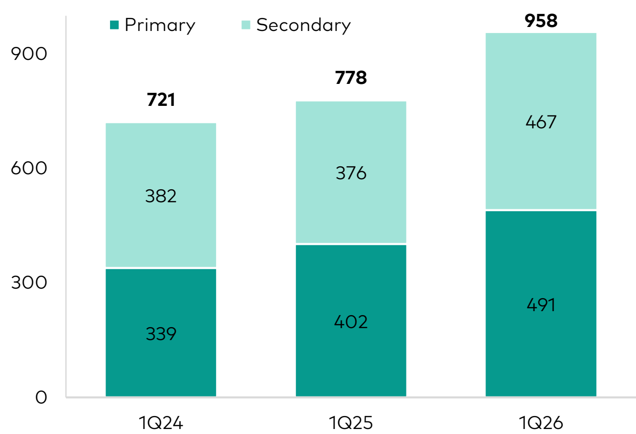


Figure 3: Real estate market size by year, US$ mn



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

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

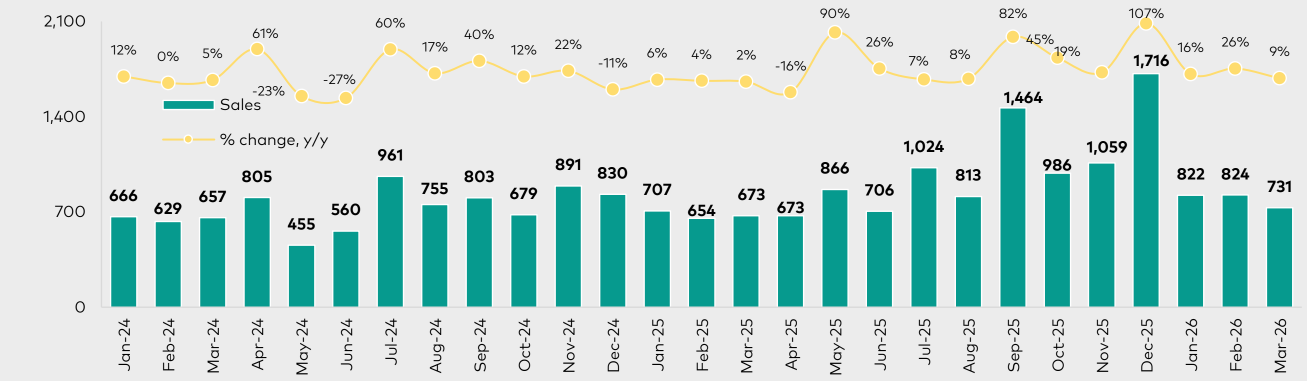
Secondary market - real estate sales made between individuals

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

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



Source: Galt & Taggart survey of selected developers

Figure 5: Distribution of the housing stock by project completion year and status

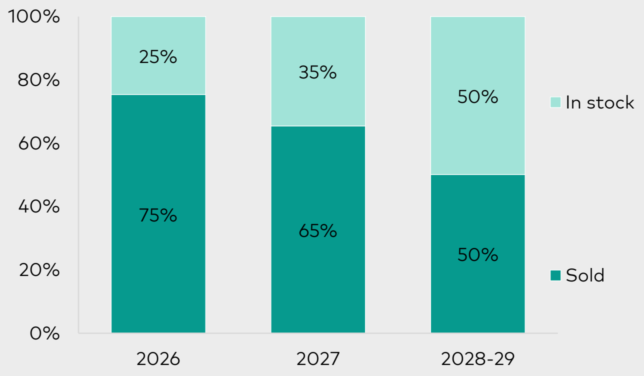
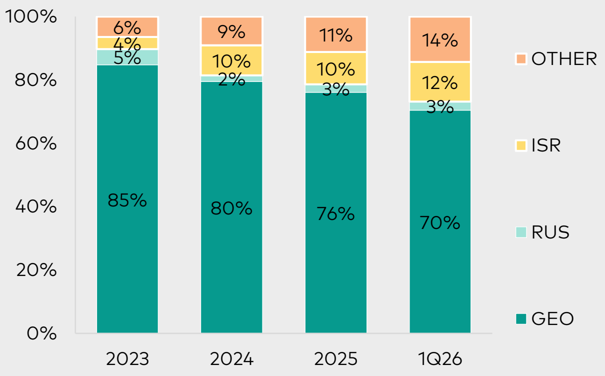


Figure 6: Real estate sales by citizenship



Source: Galt & Taggart survey of selected developers
Note: The calculations are based on the number of sold apartments.

Real estate supply

Figure 7: Area of construction permits issued for residential real estate in Tbilisi, '000 sq.m

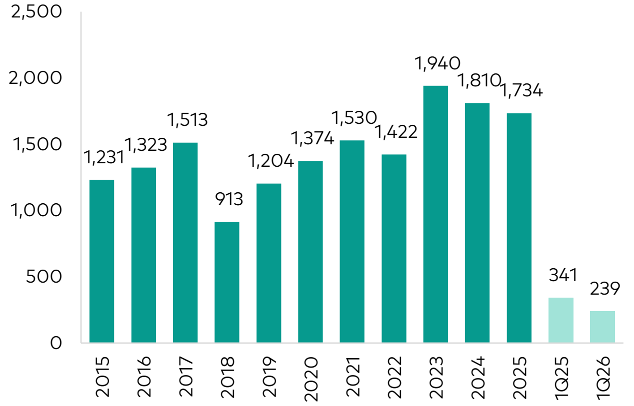
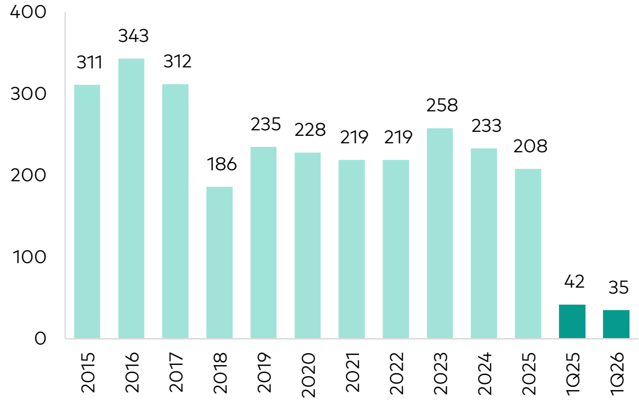
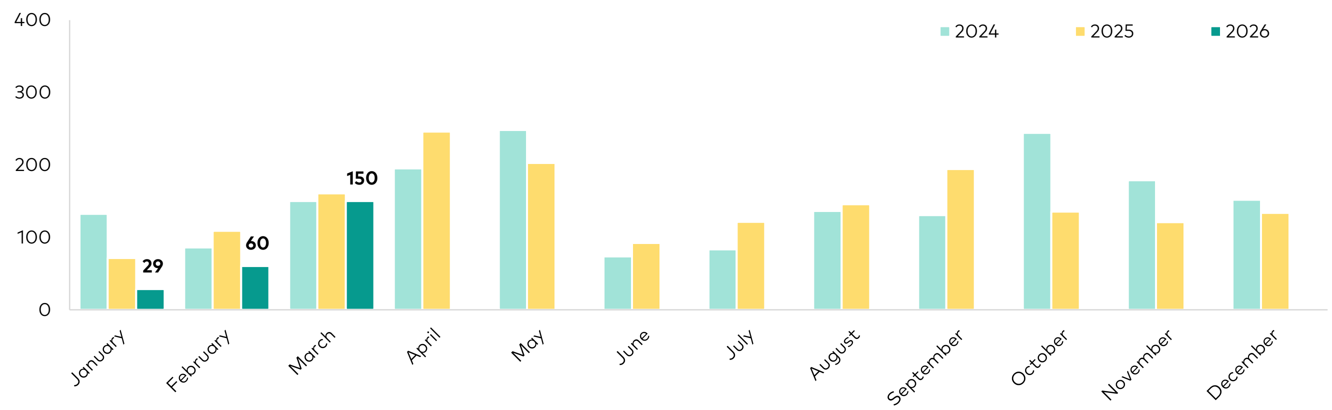


Figure 8: Number of construction permits issued for residential real estate in Tbilisi



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: Area of construction permits issued for residential real estate by month 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 10: Real estate weighted average prices by type, US$/sq.m

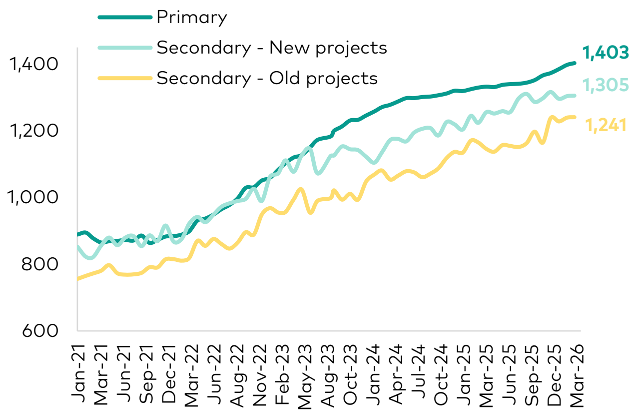
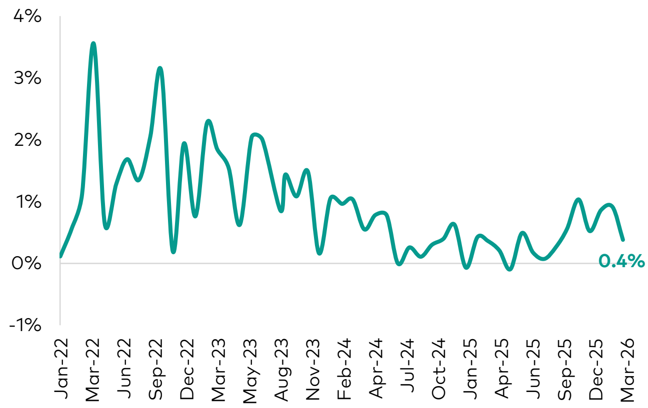


Figure 11: Monthly price change on the primary market, % m/m



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

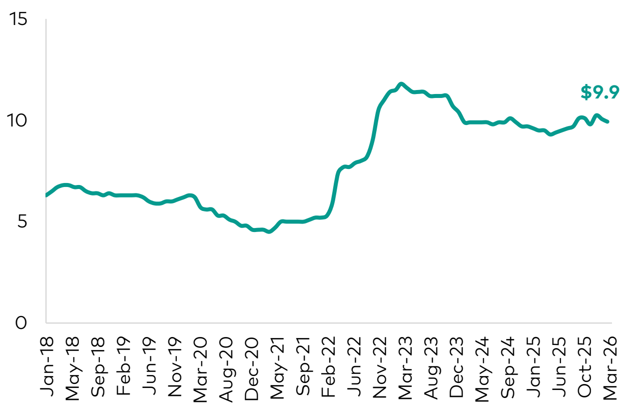
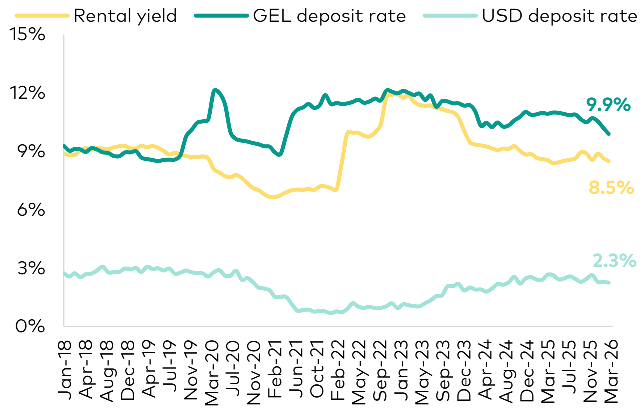


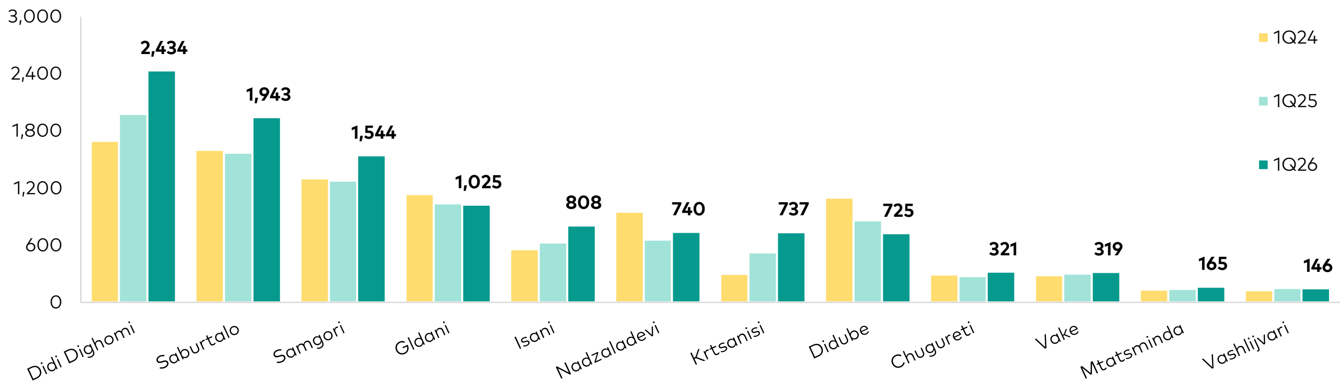
Figure 13: Real estate rental yield and deposit rates



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

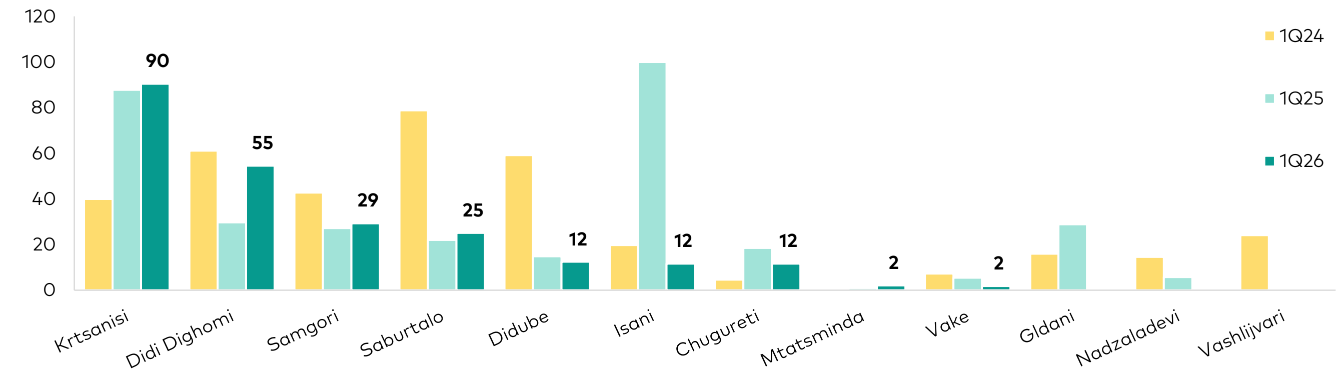
Districts in Tbilisi

Figure 14: Number of sold apartments by districts



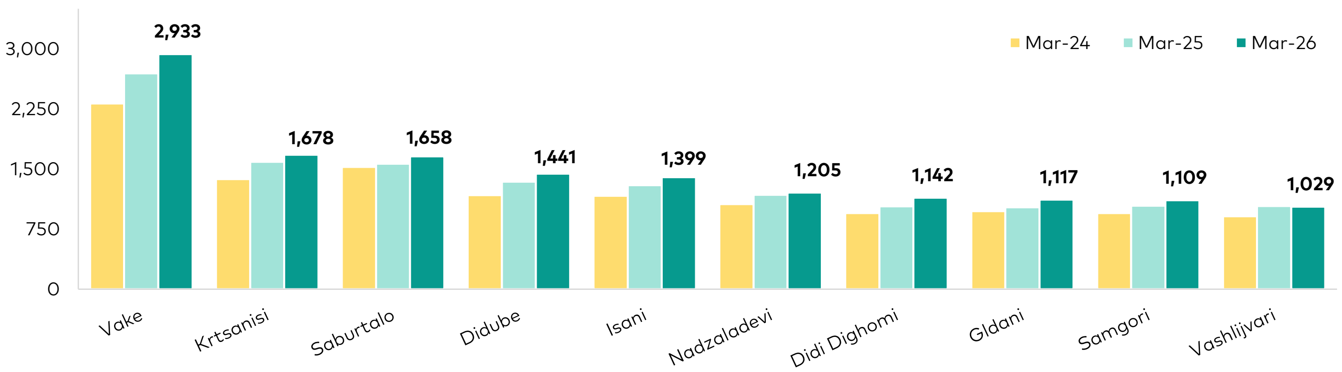
Source: NAPR, Galt & Taggart

Figure 15: 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

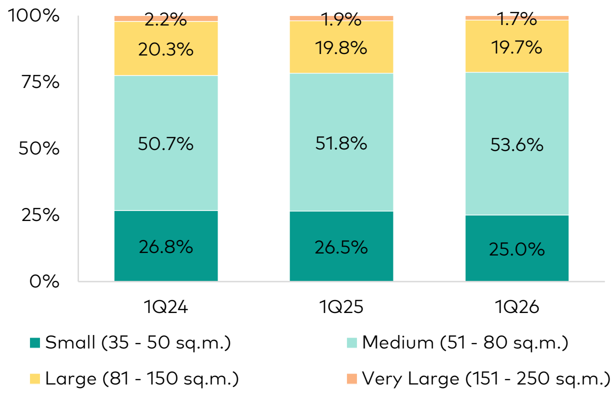
Figure 16: Real estate prices on primary market for white frame apartments by districts, US$/sq.m



Source: Galt & Taggart
Note: Mtatsminda and Chugureti are excluded from primary market prices due to small sample sizes

Real estate characteristics

Figure 17: Real estate sales by size, (% of total apartments sold)



Source: NAPR, Galt & Taggart

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

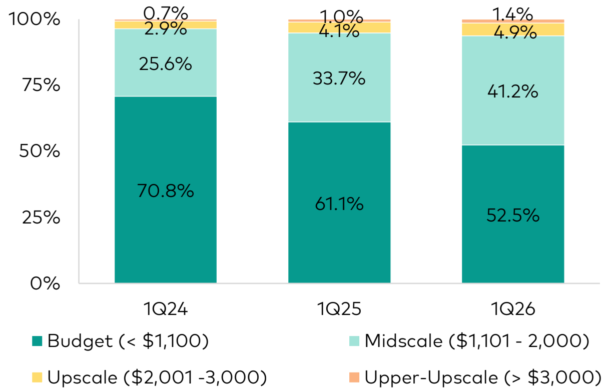
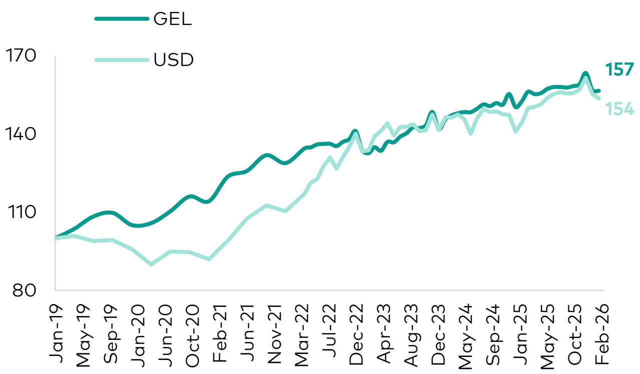


Figure 19: Construction cost index, 1Q19=100

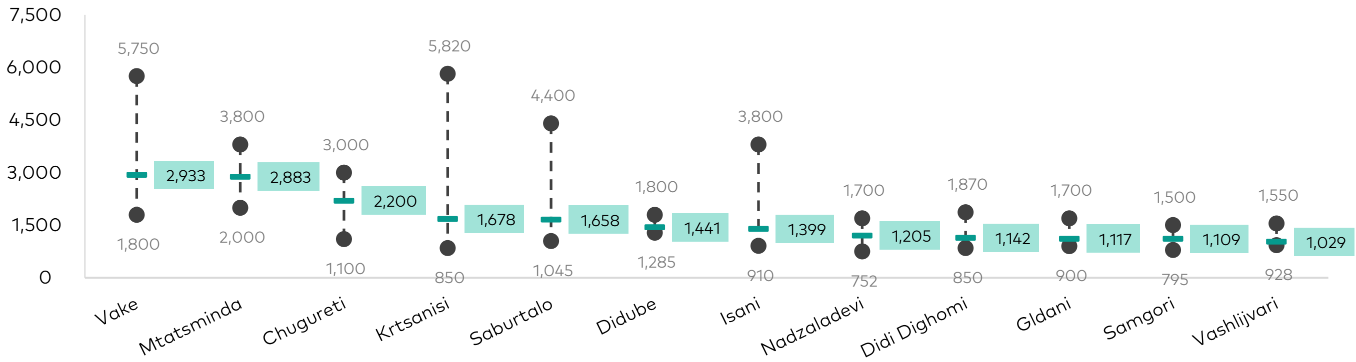


Source: Geostat, Galt & Taggart

	y/y growth Feb-26, US$	m/m growth Feb-26, US$
Total construction cost	**6.2%**	**-1.1%**
Construction materials	*3.0%*	*-1.5%*
Wages	*13.9%*	*1.1%*
Machinery	*4.1%*	*-0.7%*
Transportation, fuel and electricity	*0.2%*	*-1.6%*
Other costs	*8.4%*	*-0.7%*

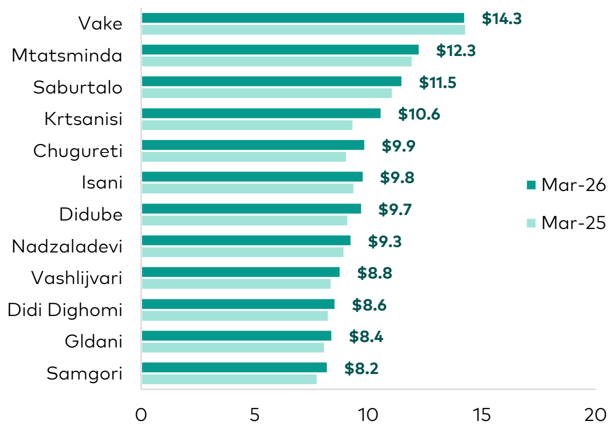
Annex

Figure 20: Real estate price ranges on primary market by districts in Mar-26, US$/sq.m



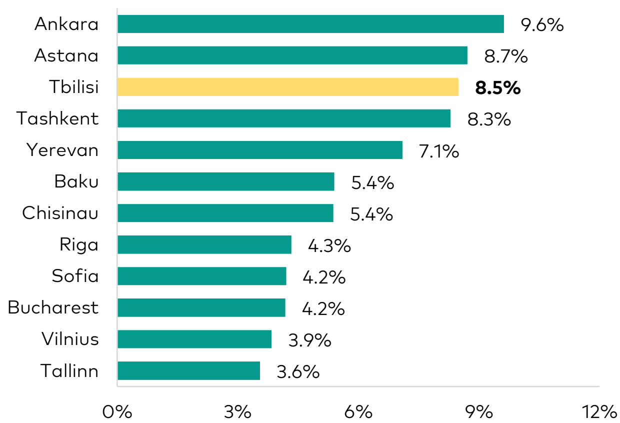
Source: Galt & Taggart

Figure 21: Real estate weighted average rent prices by districts, US$/sq.m



Source: NBG, Numbeo, Galt & Taggart

Figure 22: Rental yield by cities, Mar-26



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