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Tbilisi Residential Real Estate

September 2026 Overview

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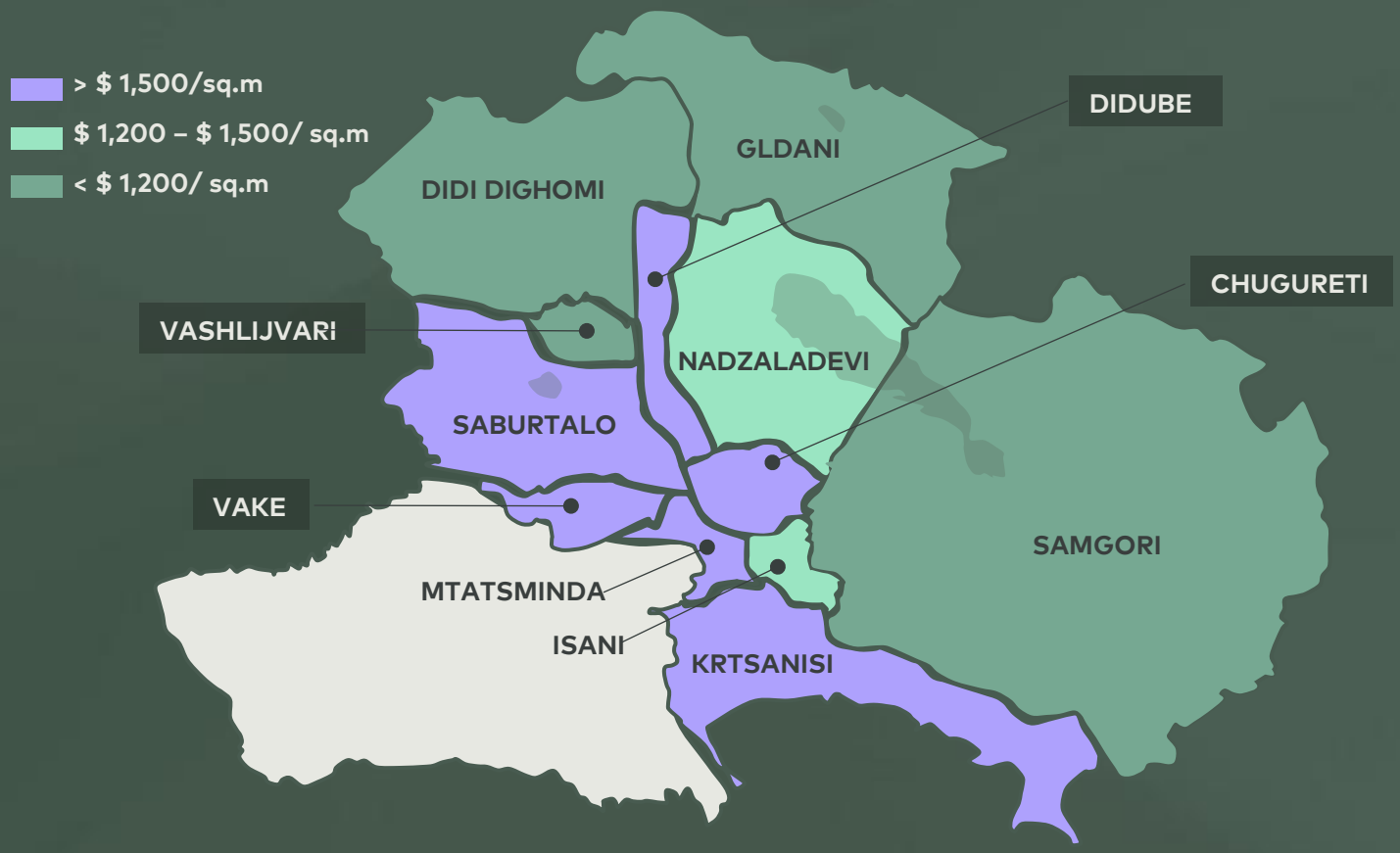
Key Figures

	Sep-24	Sep-25	Sep-26
Sales # of apartments	3,557	4,011	4,330
Primary	1,680	1,892	2,167
Secondary	1,877	2,119	2,163
Price US$ / sq.m	$1,303	$1,345	$1,434
Rent US$ / sq.m	$9.9	$9.7	$11.3
Permits '000 sq.m	131	194	117

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

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Real estate sale patterns in September 2026

District	Number of sales, apartments	Average price, US$ / sq.m	Average rent, US$ / sq.m
Vake	136	3,372	16.1
Mtatsminda	118	2,719	14.4
Chugureti	124	2,337	10.4
Saburtalo	707	1,770	13.2
Krtsanisi	199	1,690	12.9
Didube	266	1,509	10.6
Isani	328	1,422	11.8
Nadzaladevi	317	1,314	10.1
Samgori	638	1,172	9.4
Gldani	482	1,156	9.3
Didi Dighomi	962	1,144	9.6
Vashlijvari	53	1,111	10.4

September 2026 overview

Summary
In Sep-26, demand remained solid across both primary and secondary markets, following a seasonal slowdown in August. On the supply side, the living area of issued permits continued its annual decline. The primary market price increased slightly, while the secondary market price declined after two months of strong growth. In Sep-26 rent increased sharply, reflecting seasonally stronger demand at the start of the academic year, pushing the rental yield to 9.4%.

Demand
In Sep-26, total number of sold apartments in Tbilisi, according to the Public Registry data, stood at 4,330 units (+8.0% y/y), of which:

- Sales on the **secondary market** increased slightly by 2.1% y/y to 2,163 (up 14.0% y/y in 9M26).
- Sales on the **primary market**, where data are impacted by delayed registrations, were up 14.5% y/y to 2,167 (up 19.9% y/y in 9M26).
- Our **real-time survey of developers**, which captures current trends on the primary market, showed that demand on the primary market remained solid despite a 26.6% y/y decline from the high base of Sep-25. Cumulatively, the number of apartments sold on the primary market was up 20.6% y/y in 9M26.

In total, 35,033 transactions were registered in Tbilisi in 9M26, bringing the residential market value to US$ 3.2bn (+26.3% y/y).

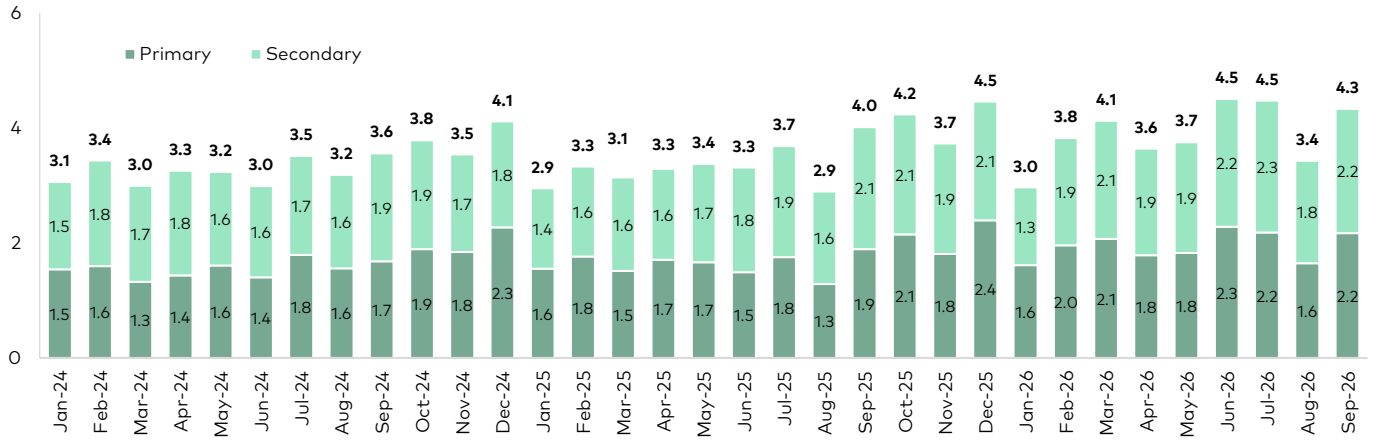
Supply
In Sep-26, the area of issued permits continued to decline, down 39.6% y/y to 117,252 sq.m in 19 construction projects. Cumulatively, living area of permits issued in 9M26 declined by 7.6% y/y.

Prices
In Sep-26, primary market price increased moderately, up 0.2% m/m at US$ 1,434 per sq.m (+6.7% y/y). The average price on the secondary market (for new buildings built with permits issued from 2013) was down 0.9% m/m after two months of strong growth, reaching US$ 1,387 per sq.m (+5.9% y/y).

Rents
In Sep-26, price for renting an average (50-60 sq.m) apartment in Tbilisi increased by 8.6% m/m to US$ 11.3 per sq.m, reflecting a temporary rise in demand at the start of the academic year, lifting rental yield to 9.4%.

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

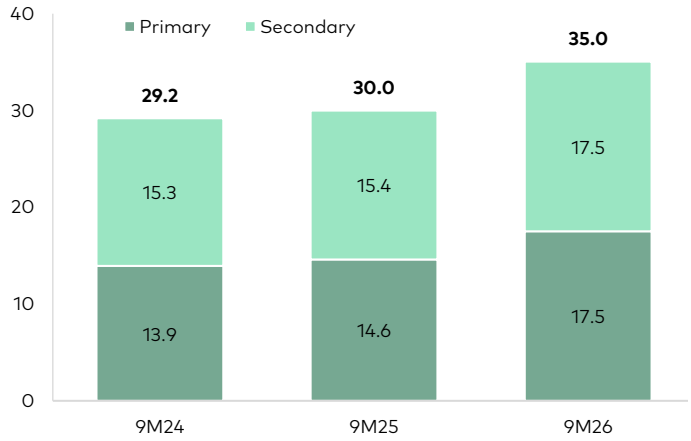
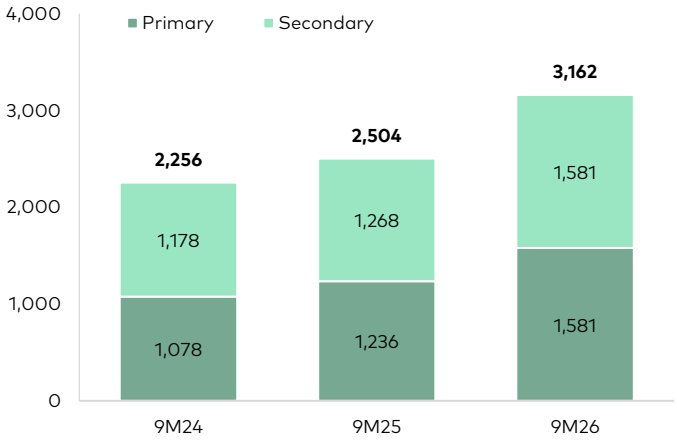


Figure 3: Real estate market size by year, US$ mn



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

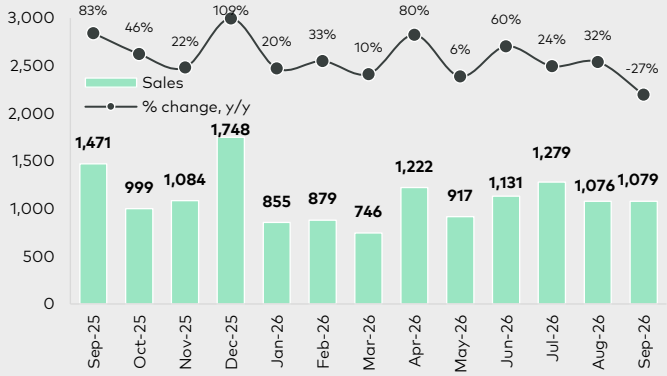
Secondary market - real estate sales made between individuals

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 October 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 months



Source: Galt & Taggart survey of selected developers

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

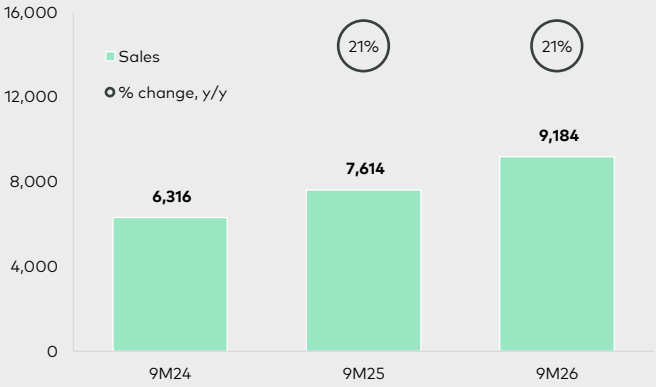
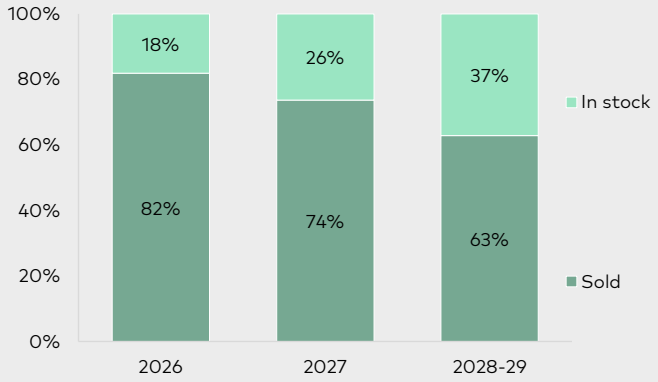
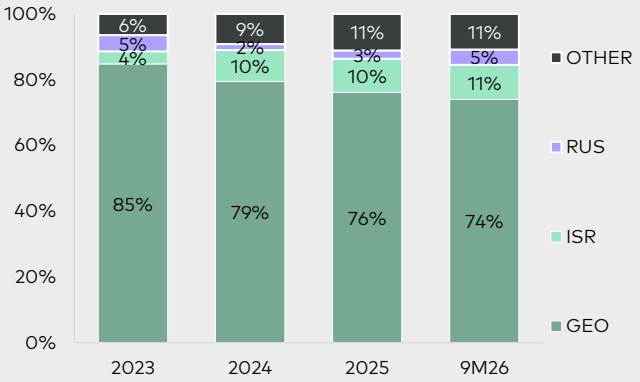


Figure 6: Distribution of the housing stock by project completion year and status



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

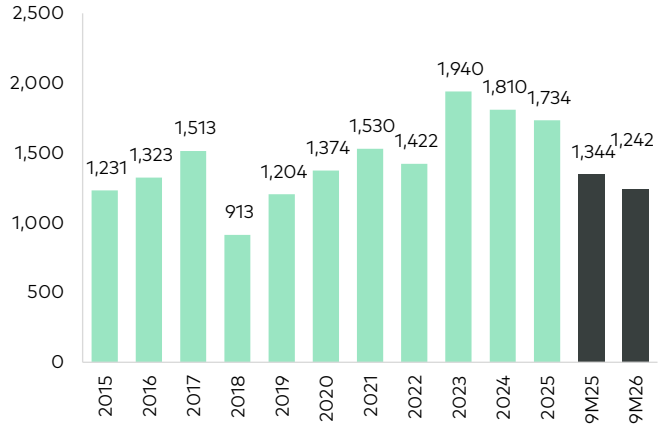
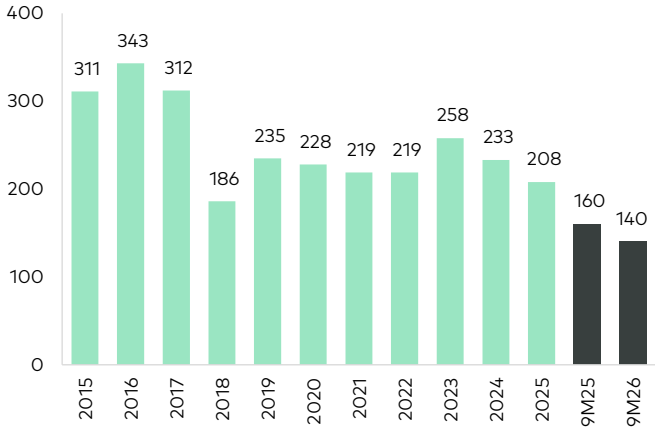
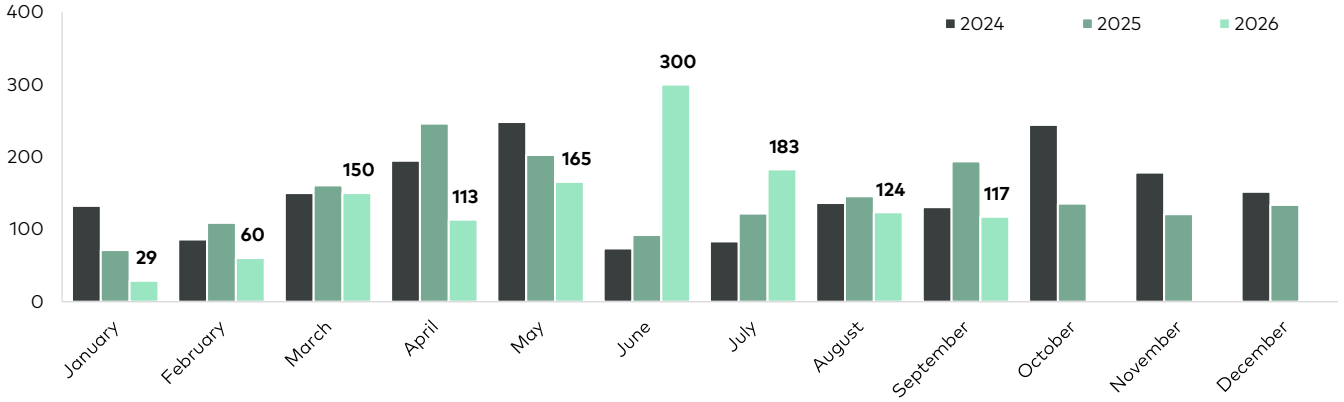


Figure 9: Number of construction permits issued for residential real estate in Tbilisi



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 10: 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 11: Real estate weighted average prices by type, US$/sq.m

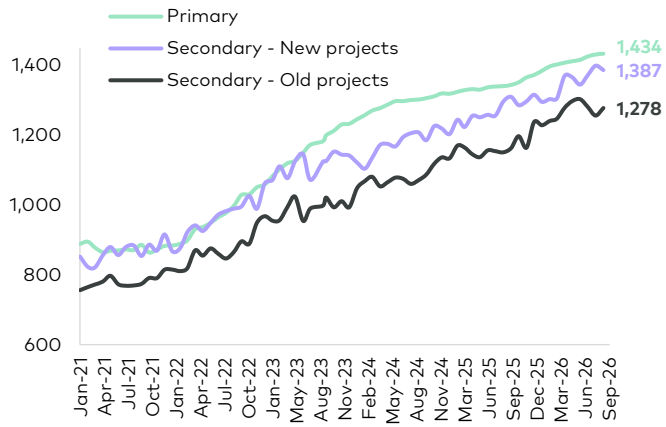
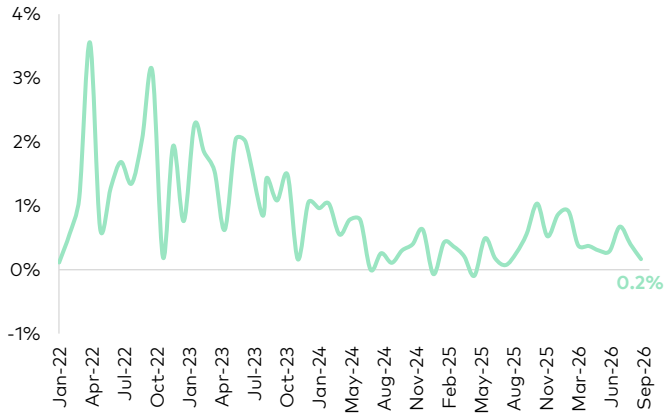


Figure 12: Monthly price change on the primary market, %



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

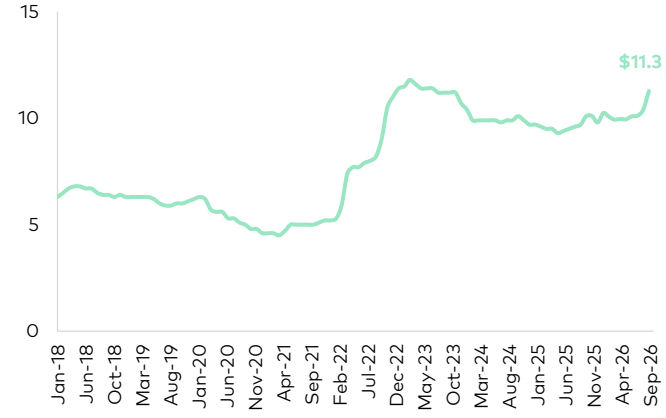
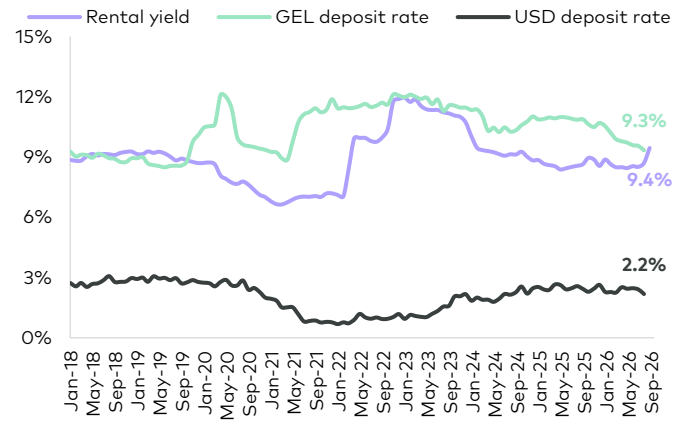


Figure 14: Real estate rental yield and deposit rates

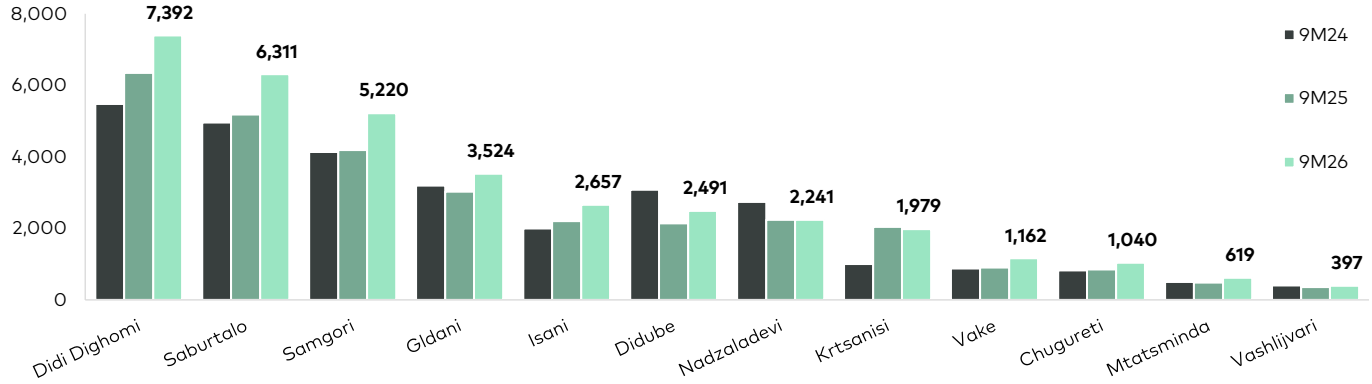


Source: NBG, Galt & Taggart

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

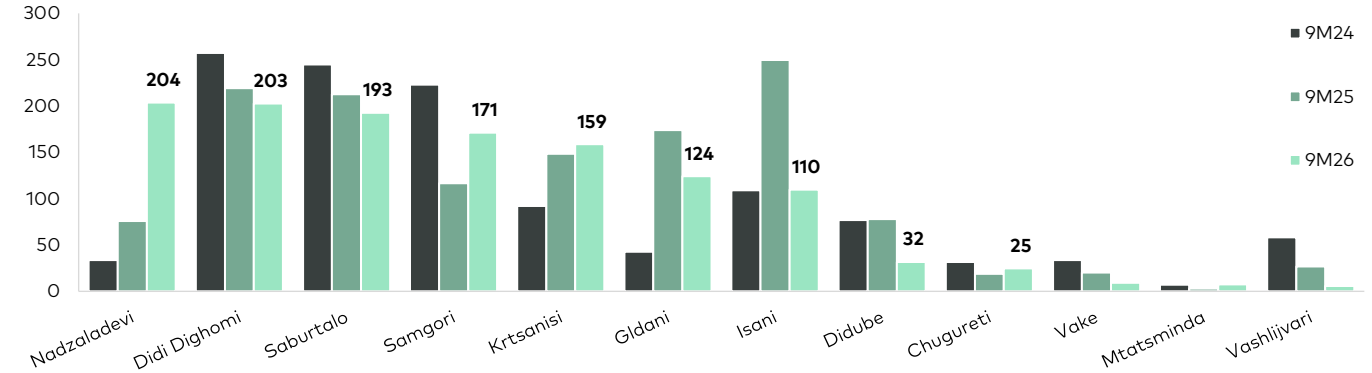
Districts in Tbilisi

Figure 15: Number of sold apartments by districts



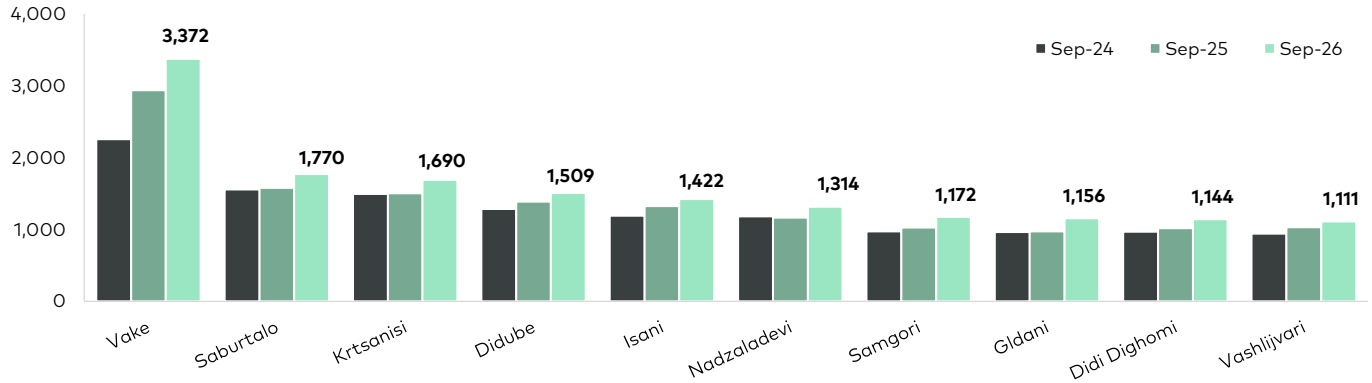
Source: NAPR, Galt & Taggart

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

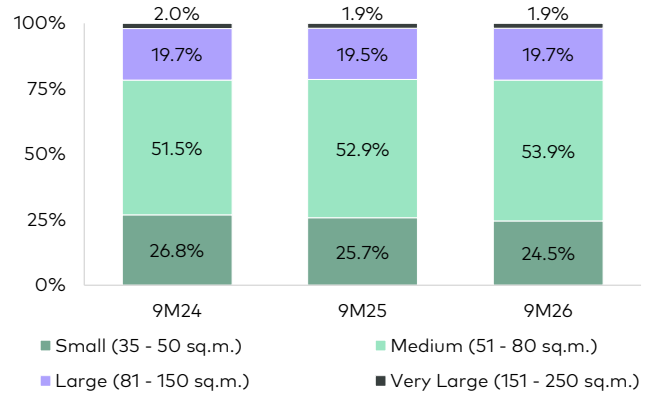
Figure 17: Real estate prices on primary market for white frame apartments by districts, US$/sq.m



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

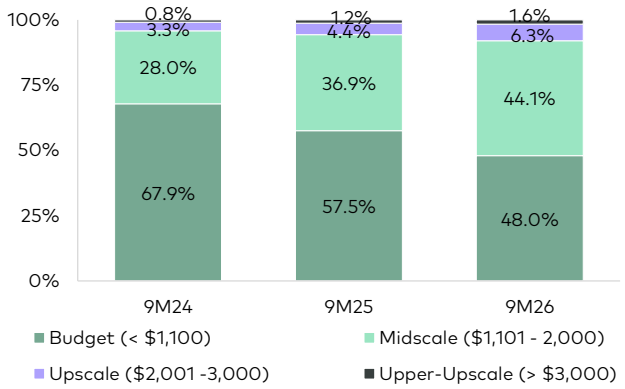
Real estate characteristics

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



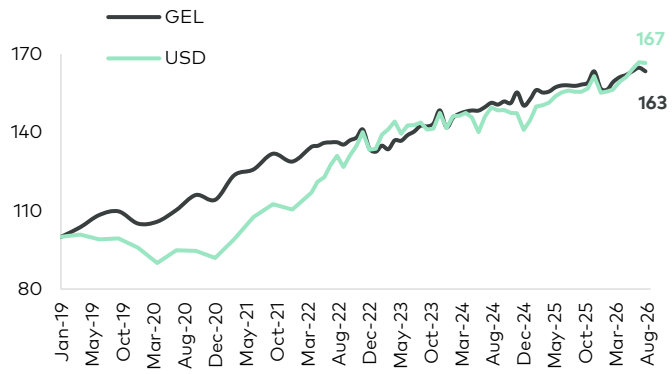
Source: NAPR, Galt & Taggart

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



Source: NAPR, Galt & Taggart

Figure 20: Construction cost index, 1Q19=100

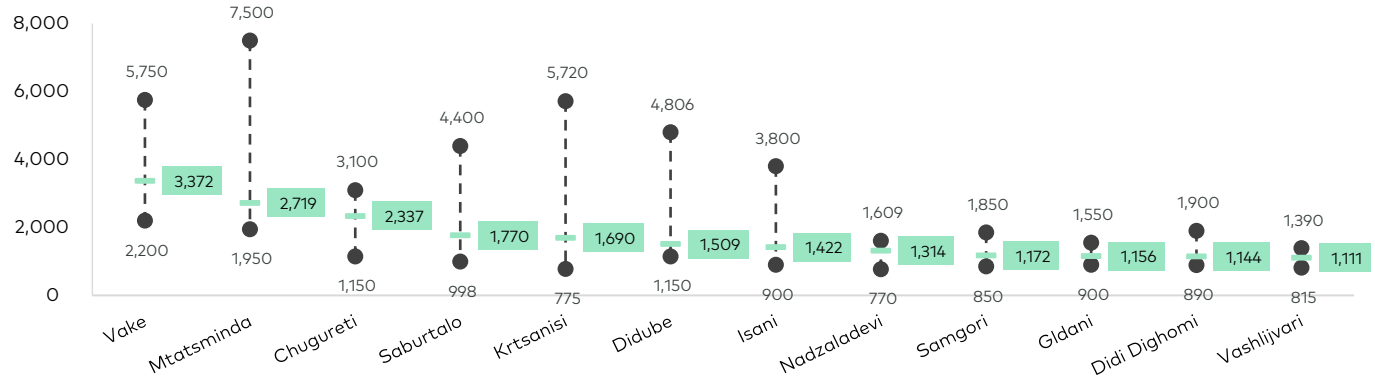


Source: Geostat, Galt & Taggart

	Annual growth Aug-26, US$	Monthly growth Aug-26, US$
Total construction cost	**6.7%**	**-0.2%**
Construction materials	*4.1%*	*0.6%*
Wages	*-0.3%*	*-5.9%*
Machinery	*8.1%*	*0.6%*
Transportation, fuel and electricity	*23.5%*	*5.8%*
Other costs	*9.0%*	*1.1%*

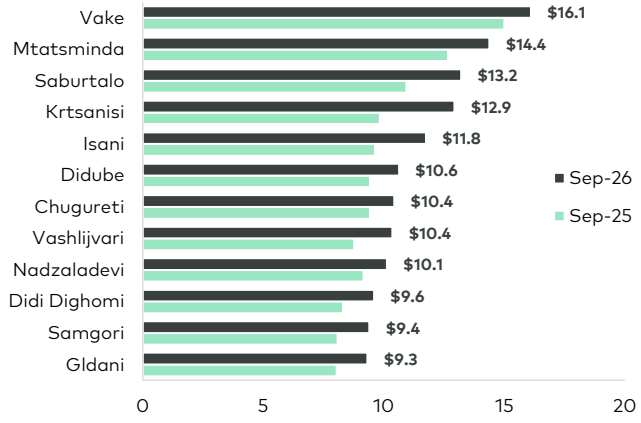
Annex

Figure 21: Real estate price ranges on primary market by districts in Sep-26, US$/sq.m



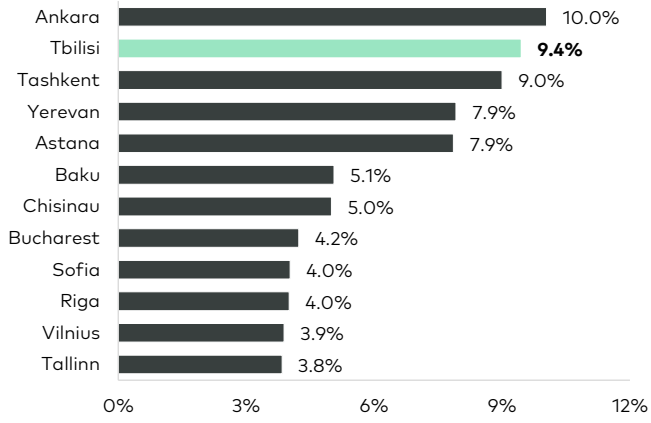
Source: Galt & Taggart

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



Source: NBG, Numbeo, Galt & Taggart

Figure 23: Rental yield by cities, Sep-26



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