



TBC CAPITAL

RESIDENTIAL REAL ESTATE IN TBILISI

JANUARY 2025
Monthly Watch

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RESIDENTIAL REAL ESTATE IN TBILISI

January 2025 vs January 2024

-6%



2,796

Number of
transactions

+1%



1,223\$

Average asking sale
price per SQM

-12%



10.7\$

Average asking rent
price per SQM

Transactions, price and yield

In January 2025, the activity on Tbilisi residential real estate slowed down and the **number of transactions** amounted 2,796, resulting in a 6% decrease relative to the same period of the previous year.

In the same period, the asking **sale price** remained unchanged compared to previous month, standing at \$1,223 and slightly increasing relative to January 2024 (+1%, YoY). The **market size** amounted to \$225 mln in value, posting a 5% annual reduction.

The **rent price** experienced a 12% annual decline and amounted to \$10.7. The **rental yield** in Tbilisi went down to 9.2%, marking a 1.3 percentage point decrease in annual terms.

Figure 1. Number of sold properties ('000 units)

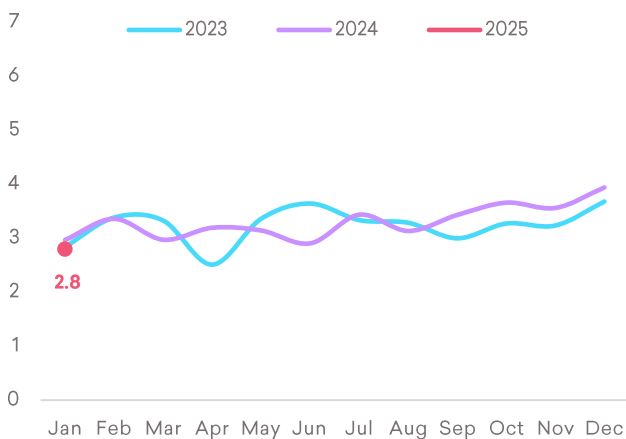


Figure 2. Average asking sale price (\$/SQM)

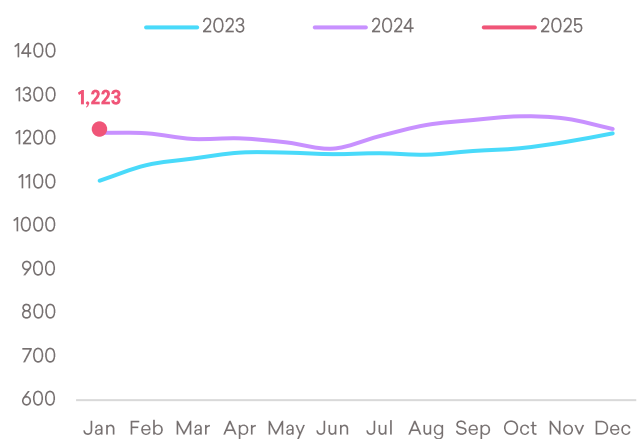


Figure 3. Average asking rent price (\$/SQM)

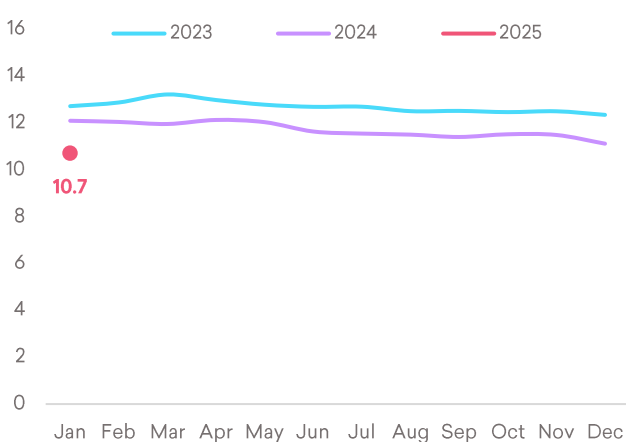
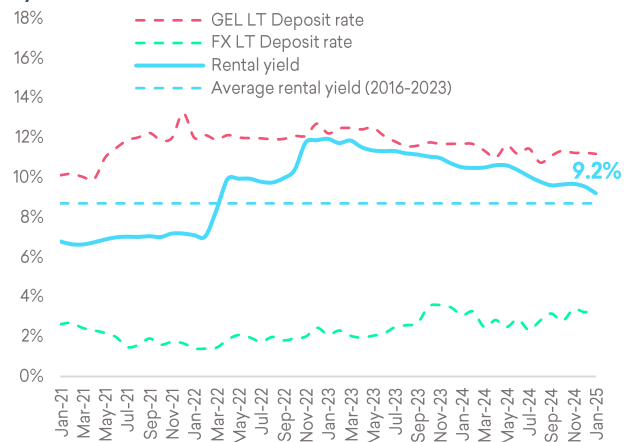


Figure 4. Rental yield and deposit rate dynamics



Source: NAPR, NBG, TBC Capital

Note: changes in sale and rent prices are calculated using NBG data, while absolute values are based on myhome data

New vs old apartments

In January 2025, 725 **new** apartments were sold, resulting in a 13% annual increase. As for **old** apartments, the number of transactions decreased by 11% annually and amounted to 2,071. Hence, the share of new apartments in total sales increased to 26%.

The average sale price of new apartments increased by 2% annually. As for old apartments, there was a 1% growth observed in annual terms.

Apartments ranging from 50 to 75 SQM represents the largest category of total sales, with a share of 43%.

The flats above 125 SQM accounted for a 5% share, unchanged from December 2024.

In January 2025, the proportion of apartments priced above 900 \$/SQM in total sales was higher than in the same period of the previous year. The share of high-priced apartments (>1500 \$/SQM) in total property sales reached 22% (+4pp, YoY).

Figure 5. Number of sold properties, New vs Old ('000 units)

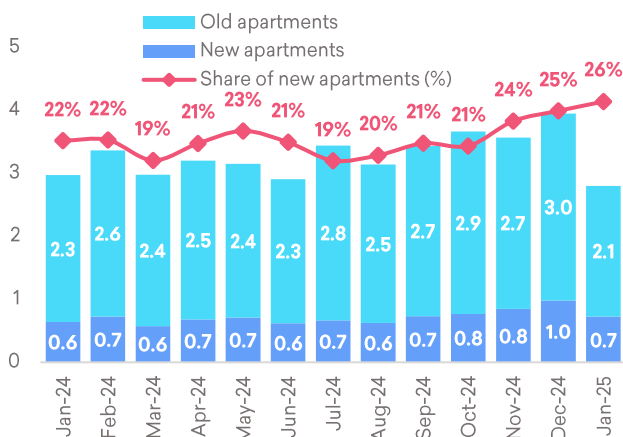


Figure 6. Average asking sale price, New vs Old (\$/SQM)

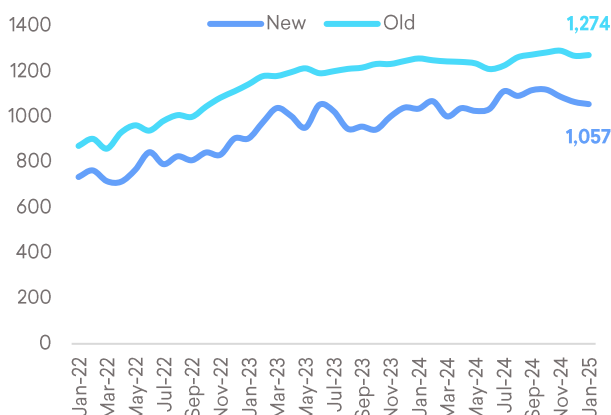


Figure 7. Distribution of sold properties by size (SQM), Tbilisi

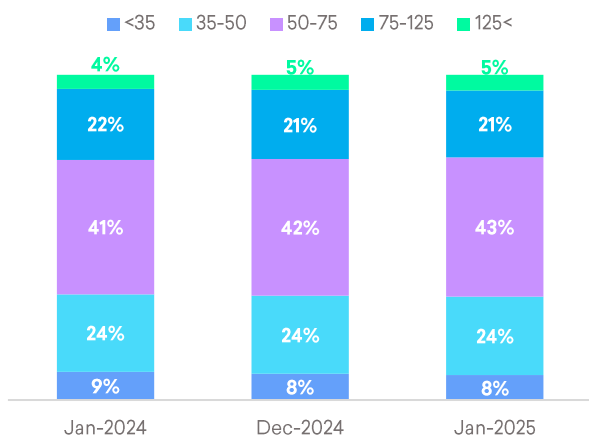
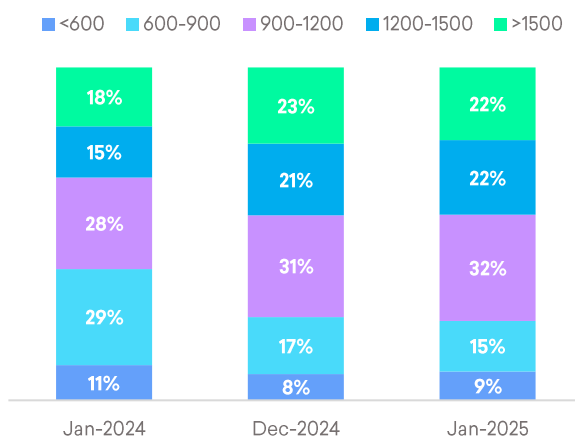


Figure 8. Distribution of sold properties by price categories (\$/SQM), Tbilisi



Source: NAPR, TBC Capital

Note I: "New" means a residential property with sale date within 3 years after construction permit issuance

Note II: NAPR sale prices adjusted using myhome data

Tbilisi districts

In January 2025, Didi Dighomi once again recorded the highest number of residential property sales in Tbilisi, accounting for 25% of total transactions, followed by Saburtalo with a 16% share of total property sales.

In January 2025, the highest average sale price per SQM was recorded in Mtatsminda and Vake, standing around 1800 \$/SQM. In both districts, more than 60% of the sold properties were priced above 1,500 \$/SQM.

In terms of new apartment sales, significant annual growth was observed in Chughureti and Gldani, primarily due to the base effect, followed by Didube and Krtsanisi districts with equal annual growth rates. Despite an annual decline in sales of old apartments across most districts, Krtsanisi experienced a notable increase, largely driven by the base effect.

Figure 9. Number of sold properties and YoY change (%), New vs Old apartments, January 2025

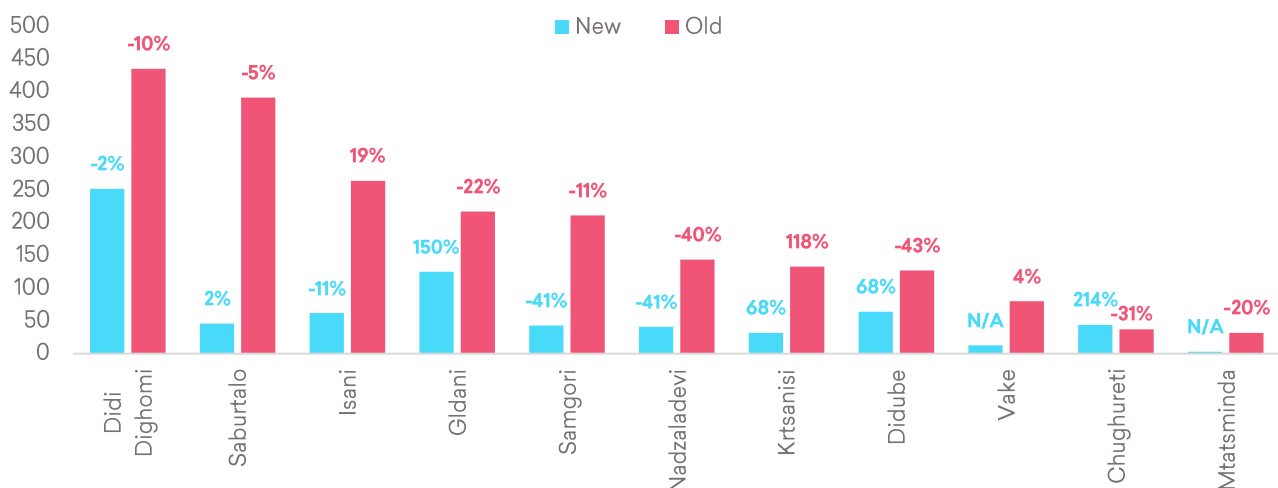
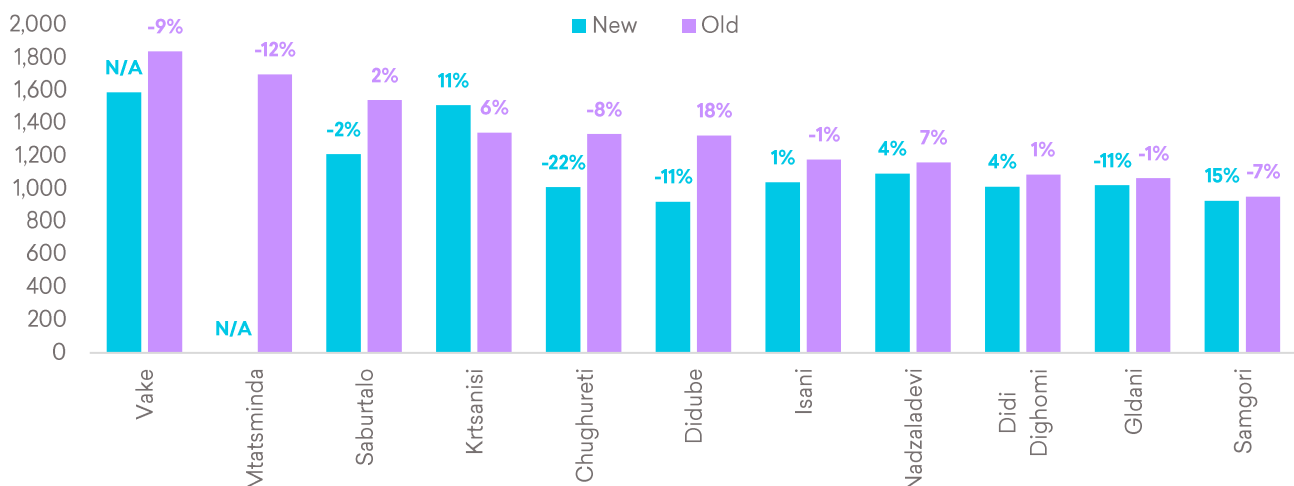


Figure 10. Weighted average sale price (\$/SQM) and YoY change (%), New vs Old apartments, January 2025



Source: NAPR, TBC Capital

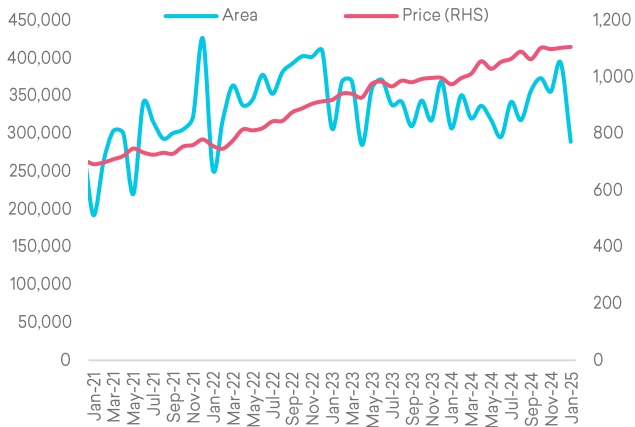
Note I: indicators are not calculated for districts that had less than 10 transactions in the specified period and are shown as N/A

Note II: change in sale price is calculated using NAPR data, while absolute values are adjusted by myhome data

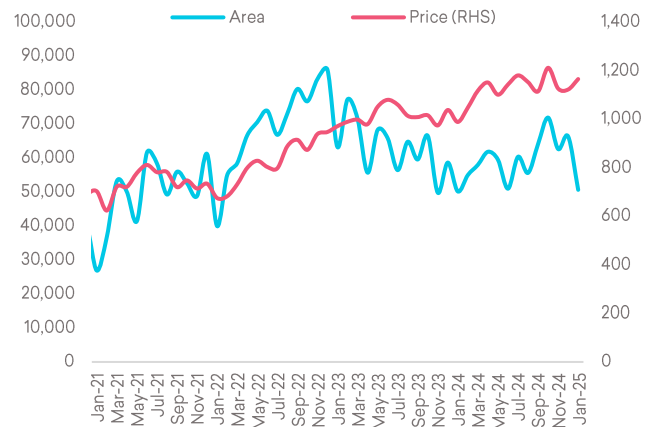
Annex: Georgia

A1. Area of sold properties (SQM) and weighted average sale price (\$/SQM)

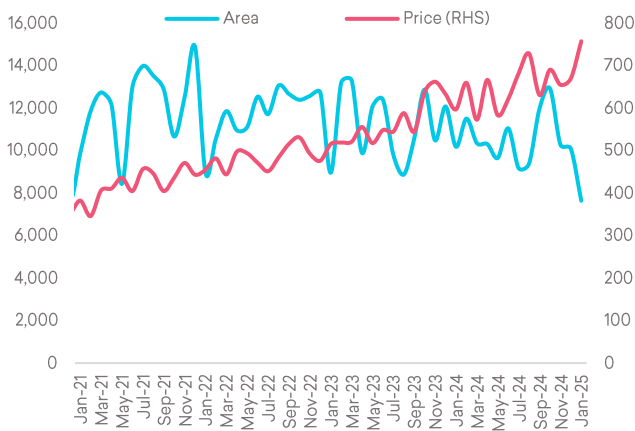
Georgia



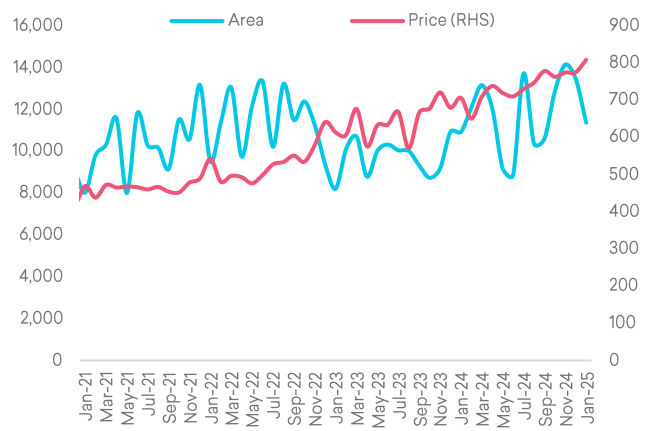
Batumi



Kutaisi



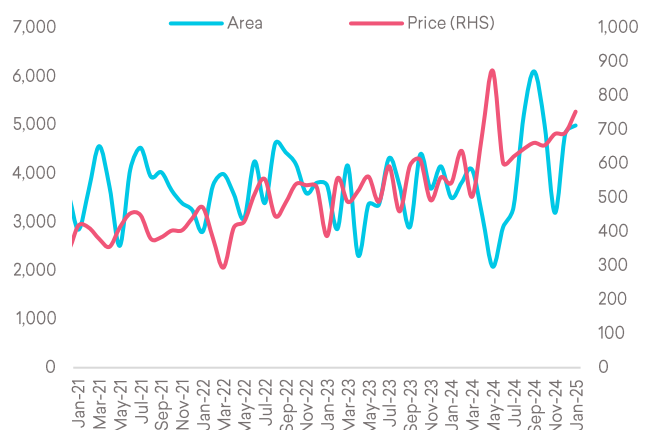
Rustavi



Borjomi



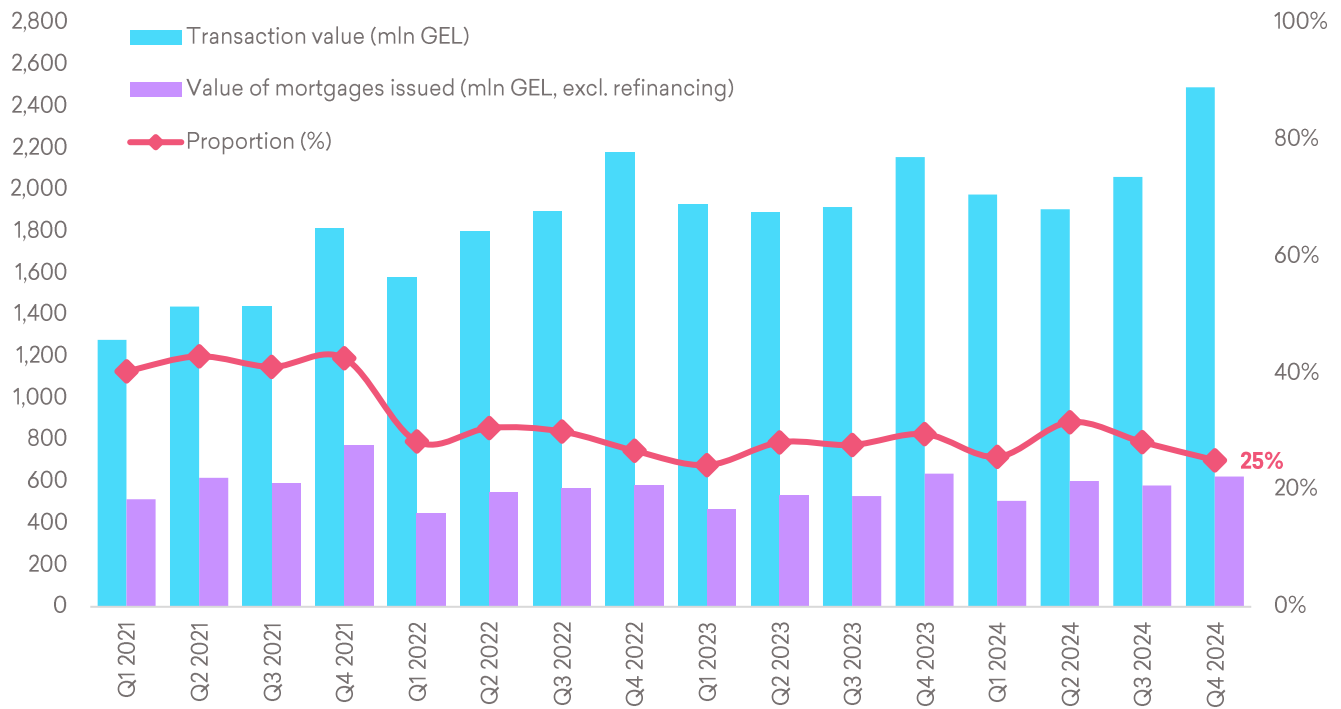
Gori



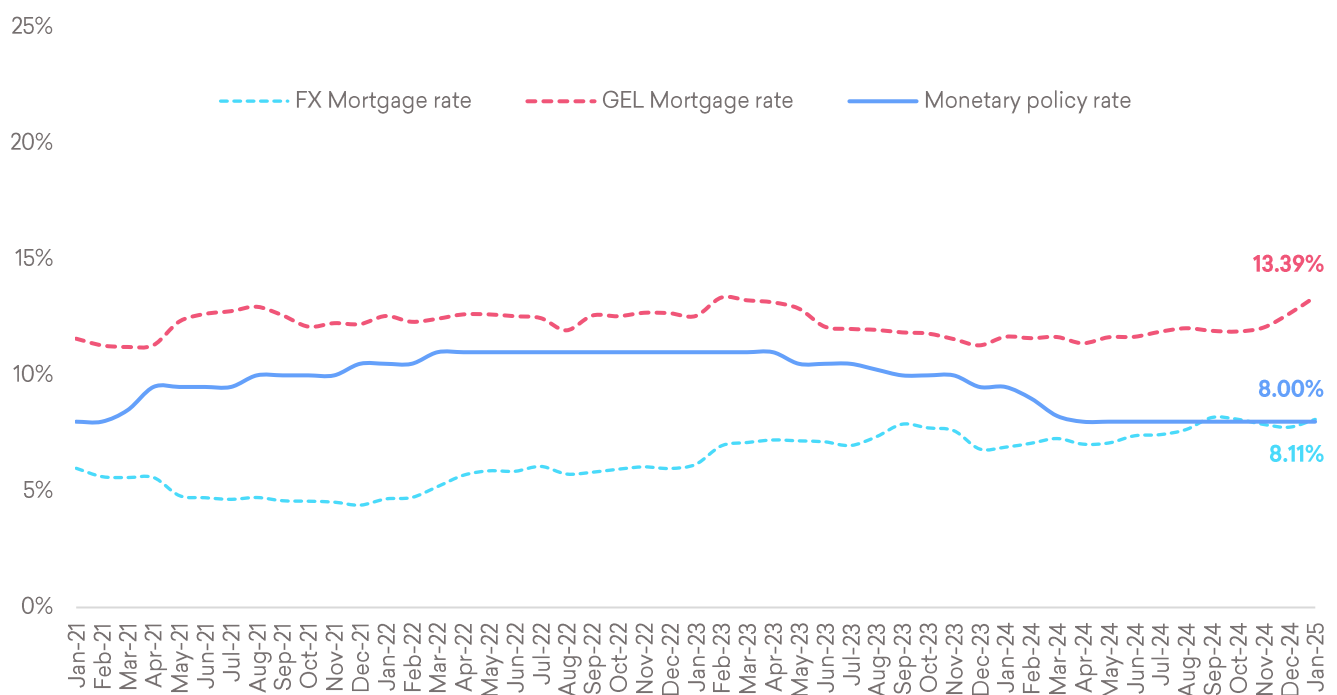
Source: NAPR, TBC Capital

Annex: Mortgage

A2. Value of issued mortgages to transaction value, Tbilisi



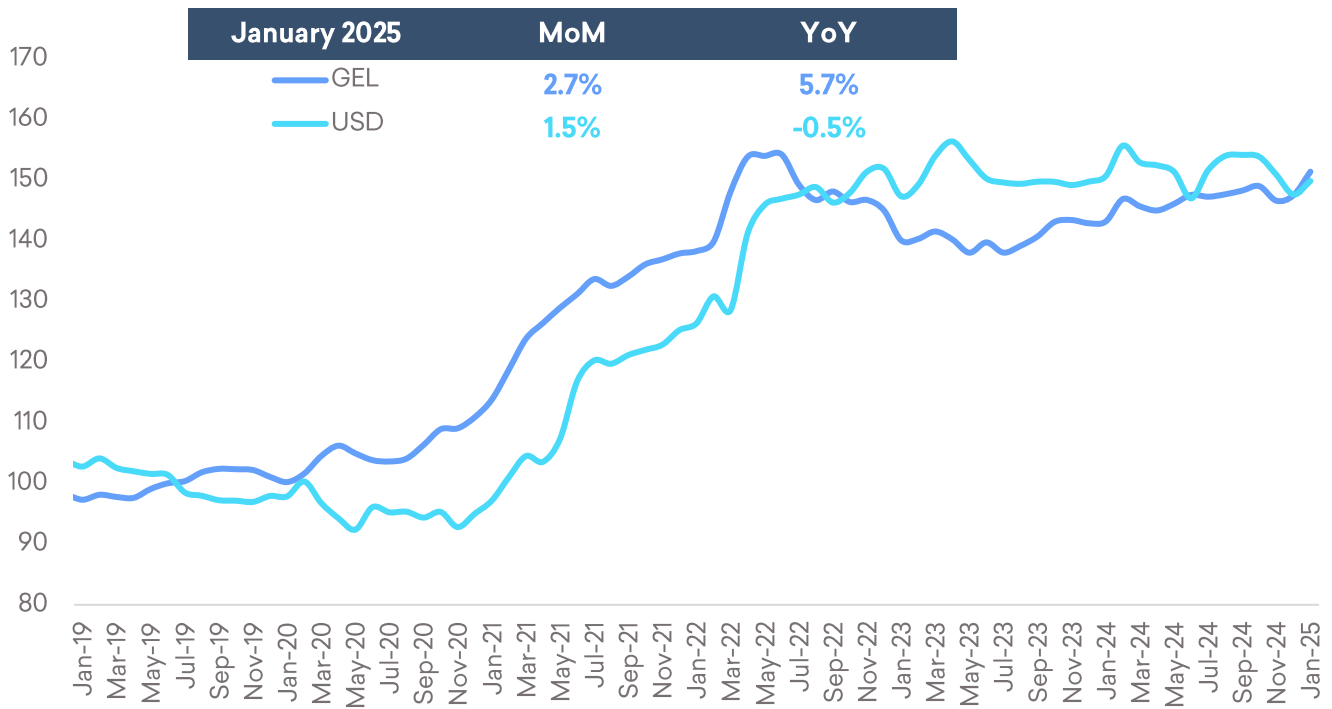
A3. Mortgage rate dynamics in Georgia



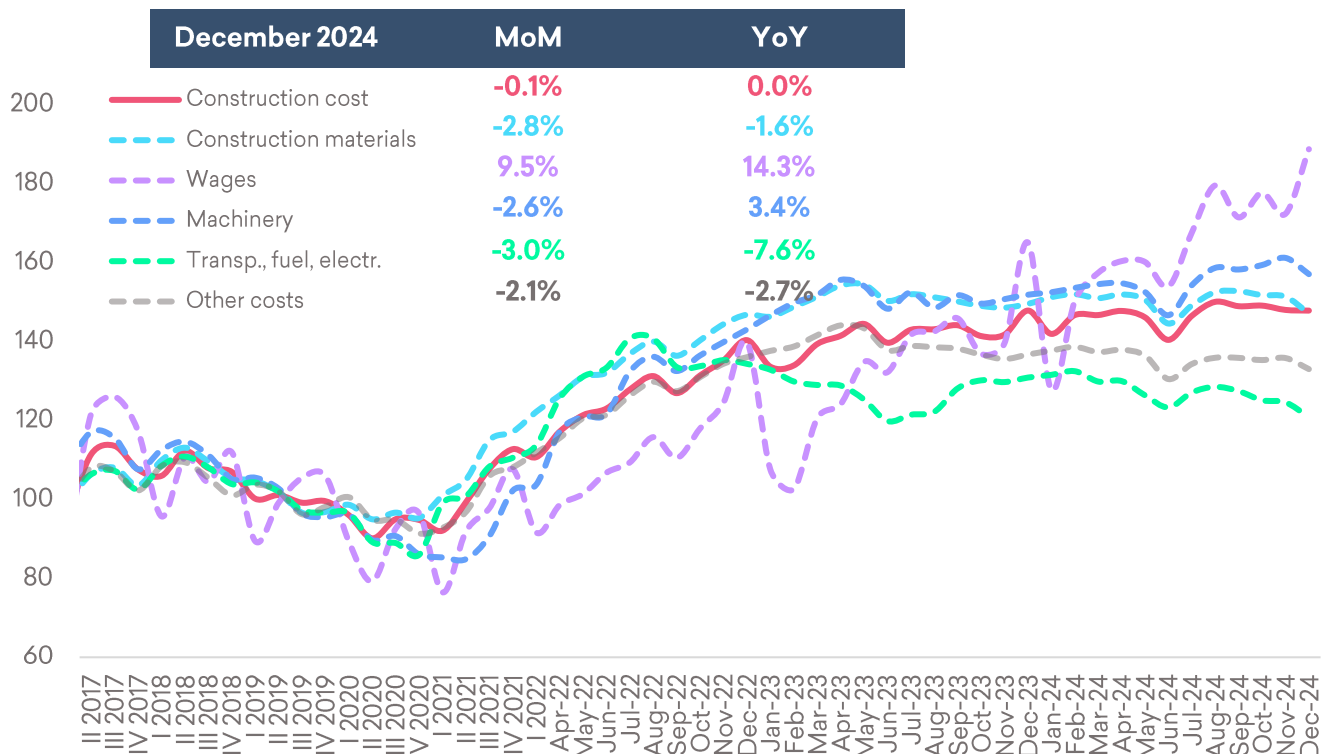
Source: NAPR, NBG, TBC Capital

Annex: Construction costs

A4. Prices of material inputs to construction industries, Indices (2019 average = 100)



A5. Construction cost index (2019 average = 100, \$)

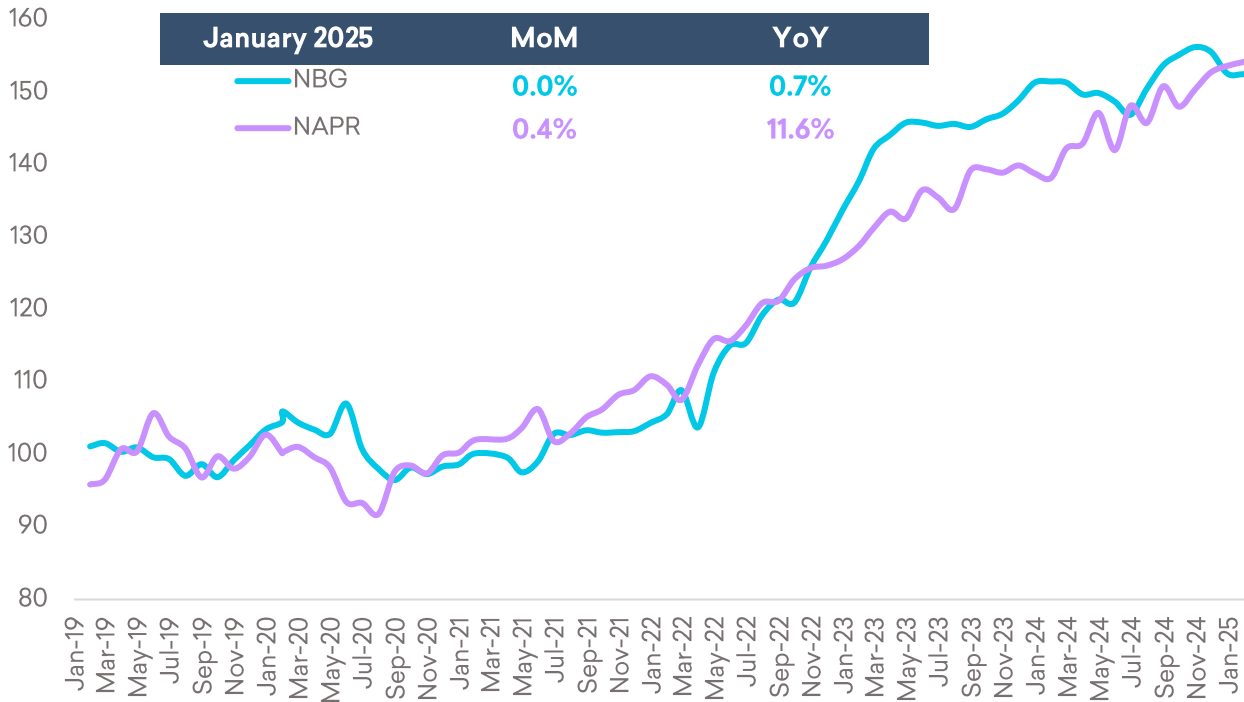


Source: Geostat, TBC Capital

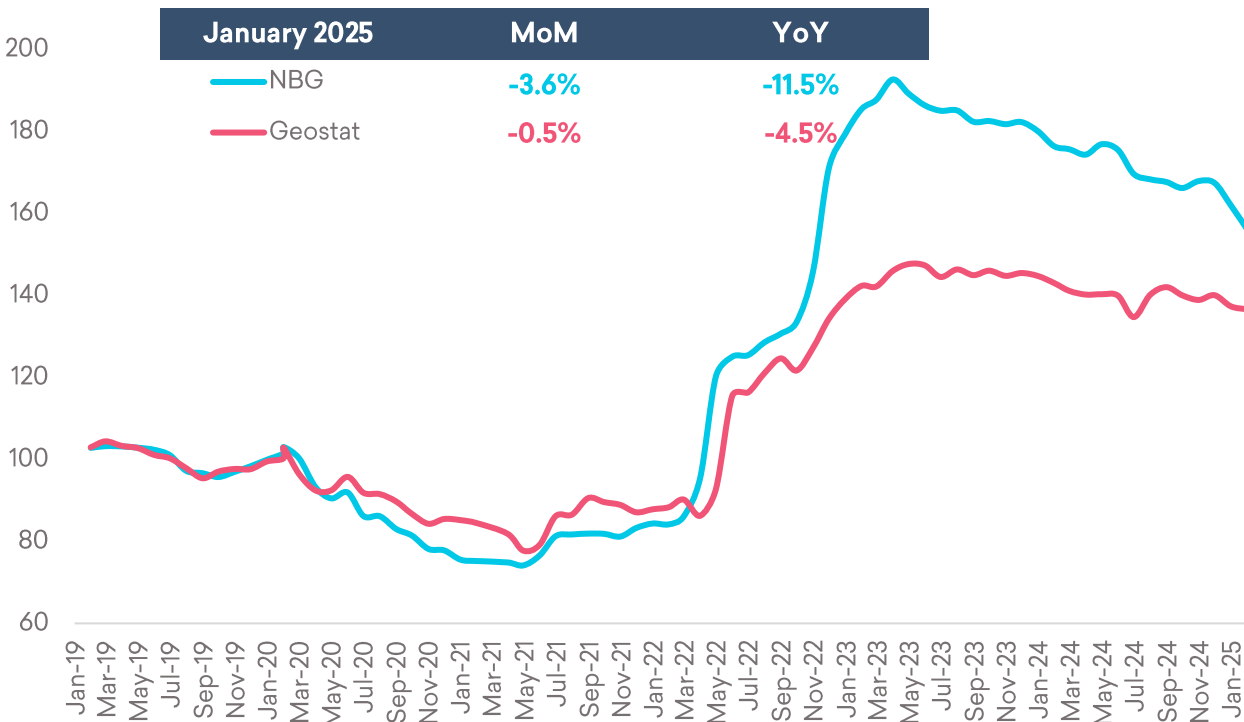
Note: Q1 2022 data is used for YoY change figures in construction cost index

Annex: Price indices

A6. Sale price indices (2019 average = 100)



A7. Rent price indices (2019 average = 100)

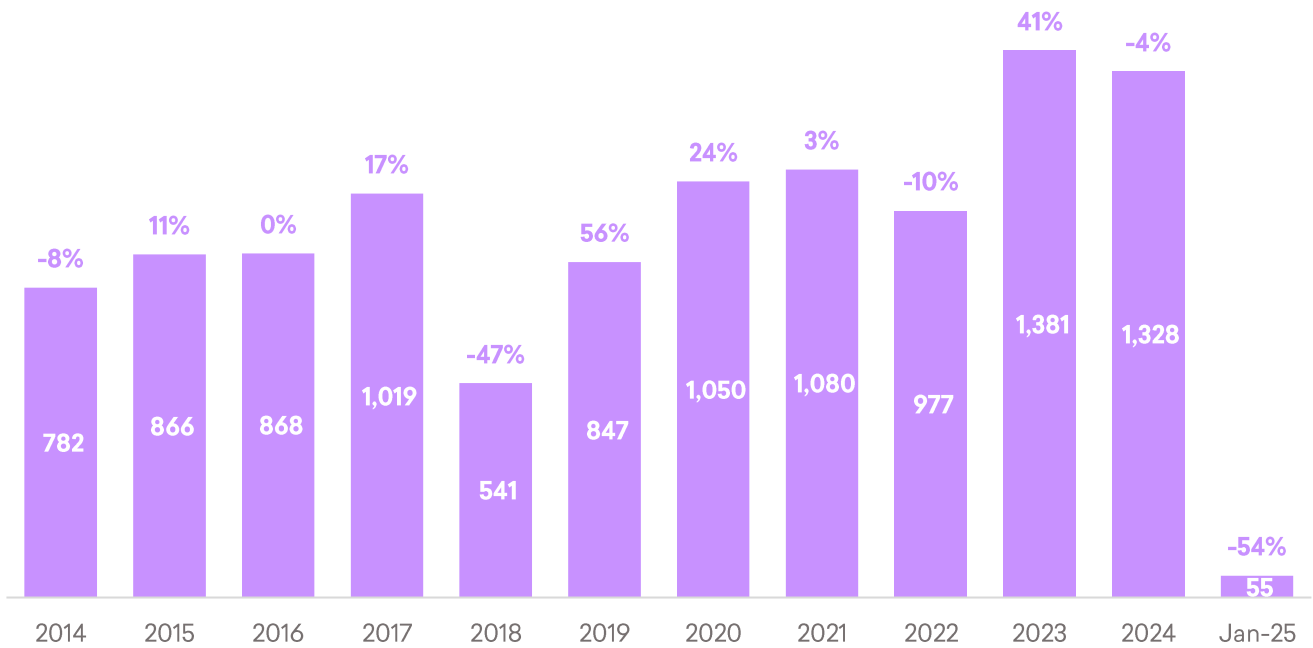


Source: Geostat, NBG, NAPR, TBC Capital

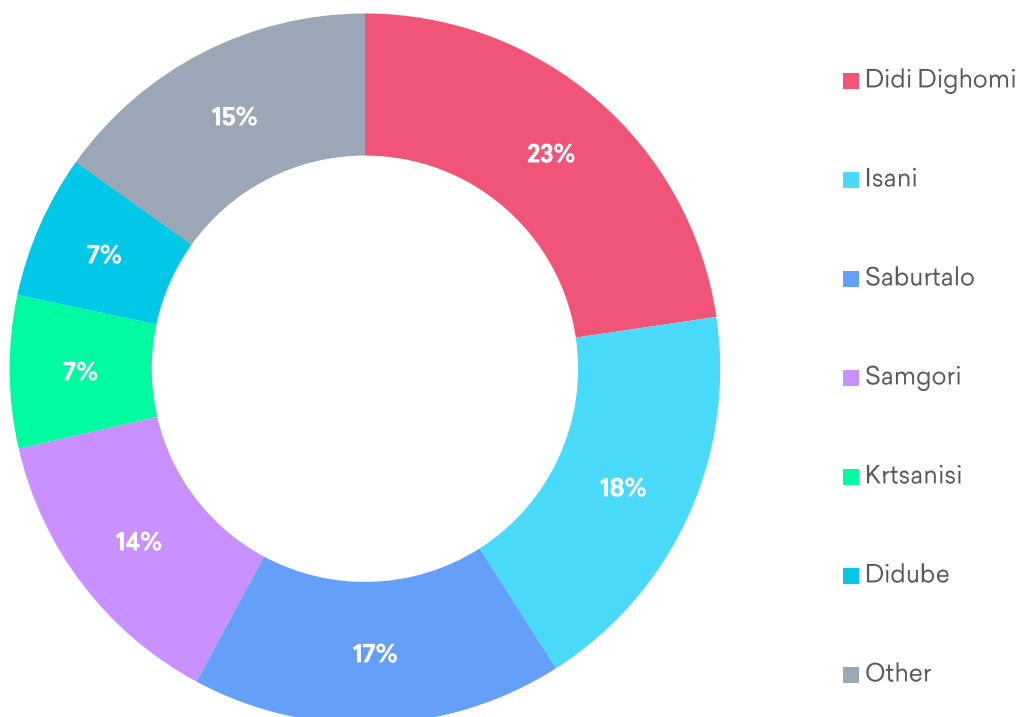
Note: index calculated using NAPR data shows change in average weighted prices recorded in RRE transactions

Annex: Construction permits

A8. Construction permits issued in Tbilisi ('000 SQM) and YoY change (%)



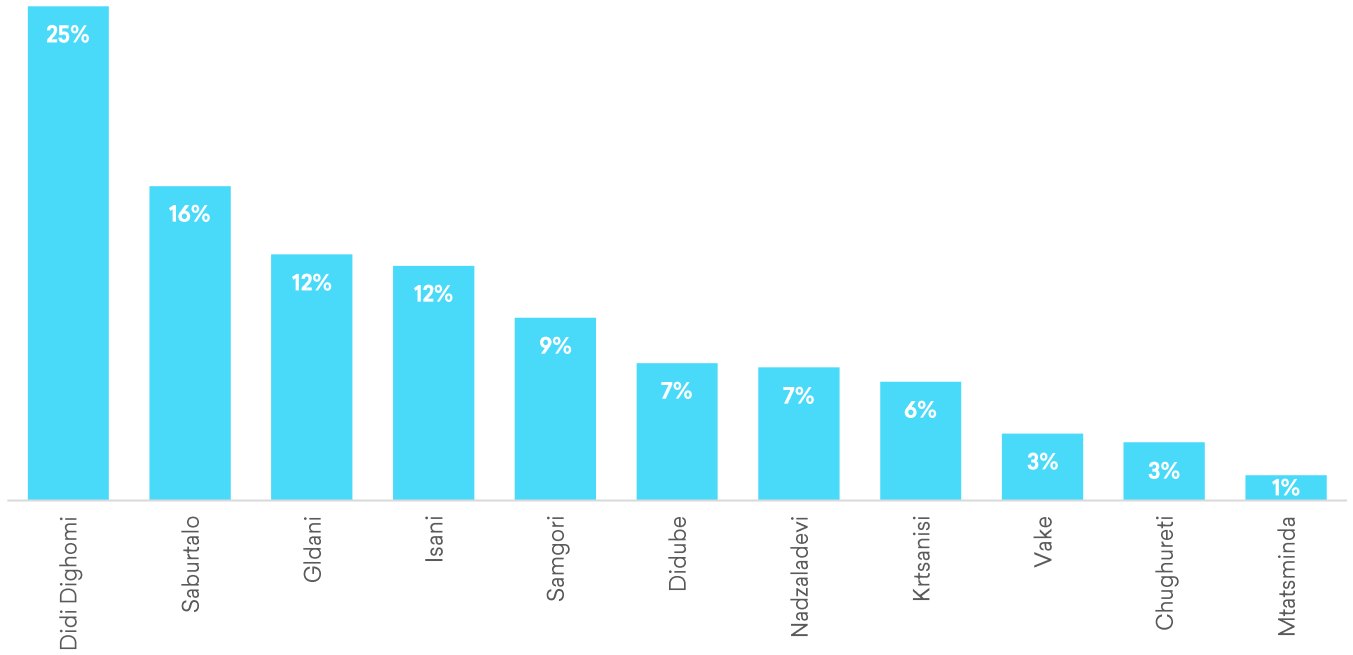
A9. Distribution of construction permits (SQM) by district (%), 2024



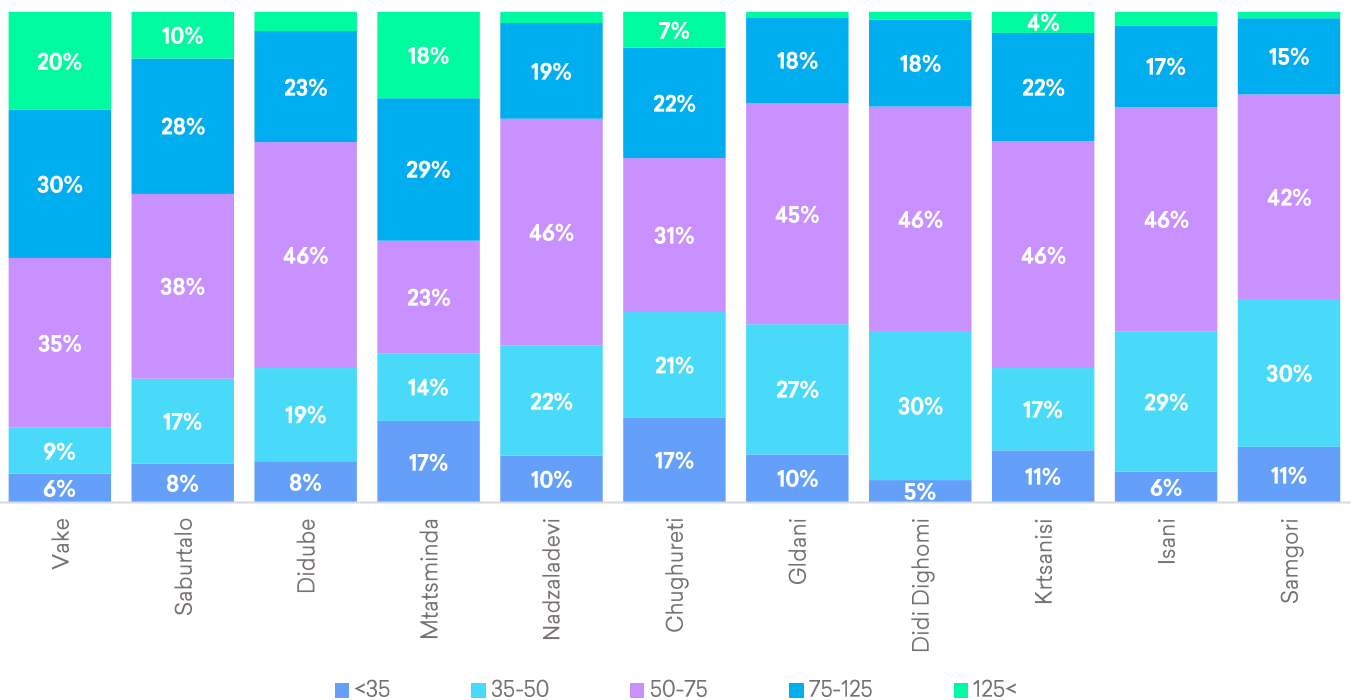
Source: TAS, TBC Capital
 Note: residential area in class III and IV multi-apartment and multifunctional buildings

Annex: Tbilisi districts

A10. Transaction distribution by districts, January 2025



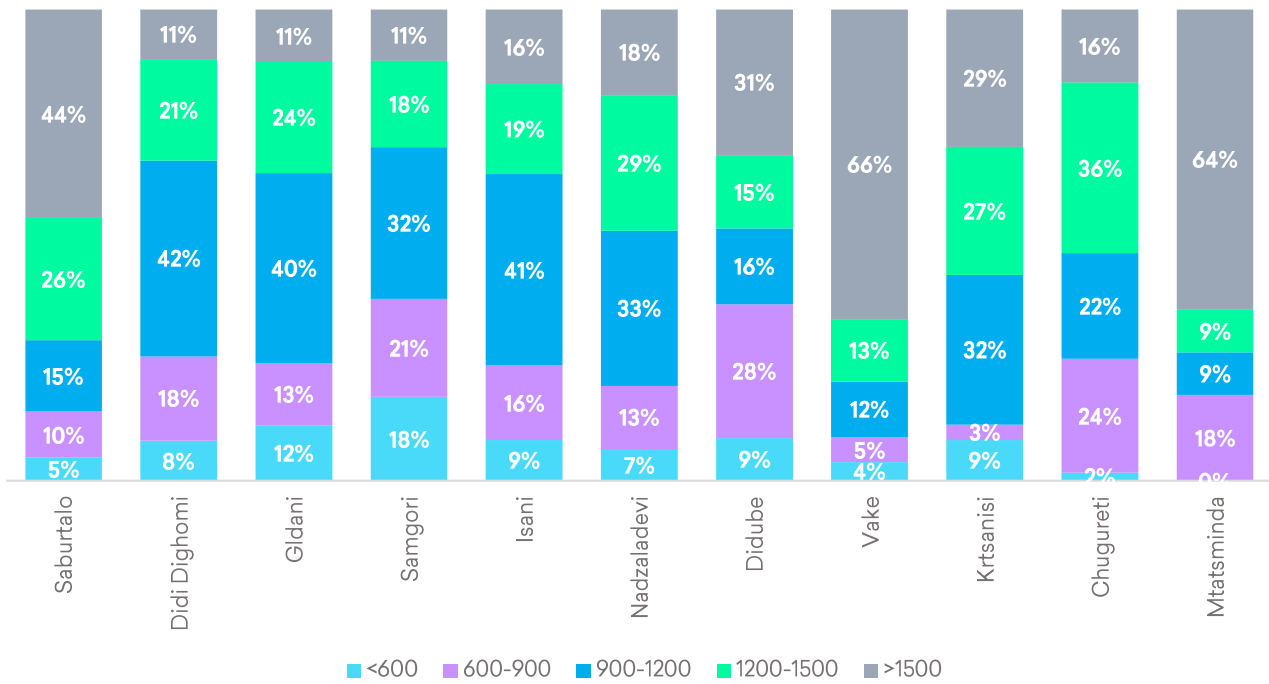
A11. Distribution of transactions by size (SQM) and districts, 2025



Source: NAPR, TBC Capital

Annex: Tbilisi districts

A12. Distribution of transactions by price categories (\$/SQM) and districts, 2025



Source: NAPR, TBC Capital

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