

Change



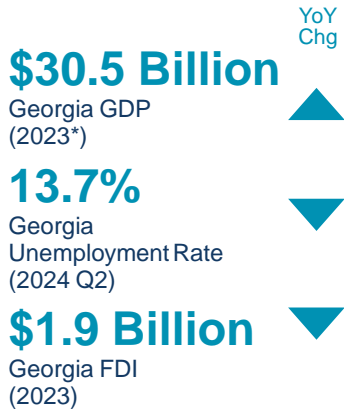
MARKET GROWTH DRIVEN BY RISING DEMAND AND CONSTRUCTION SURGE

Considering the various demand drivers, such as rising incomes and a notable social shift with younger generations increasingly moving out of their homes earlier, the residential market in Tbilisi is on an upward trajectory. Residential unit sales achieved a compound annual growth rate (CAGR) of 2.4% between 2018 and 2023. In 2023, a total of 42,026 transactions were registered, with a weighted average sales price of \$1,036 per SQM. In the first seven months of 2024, the market recorded 1,146,946 SQM in sales, with a total value of \$1,207,770,581, reflecting higher figures compared to the same period the previous year.

Additionally, during the first half of 2024, 2,152 permits were issued for residential construction in Tbilisi, covering a total area of 2.53 million SQM. This marks a significant increase compared to the same period in the previous year.

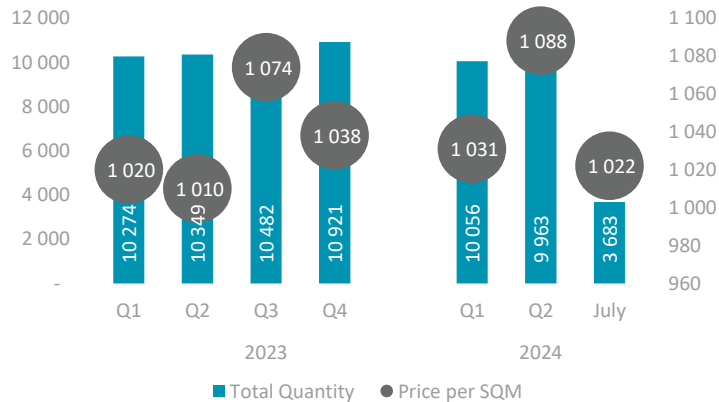
Source: Cushman & Wakefield Georgia Research

ECONOMIC INDICATORS



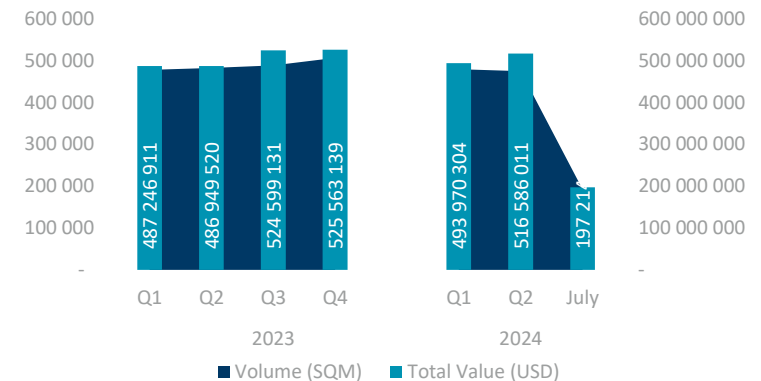
Source: Geostat
*Latest available data

NUMBER OF TRANSACTIONS AND WEIGHTED AVERAGE PRICE (USD)



Source: NASP

TOTAL VOLUME (THOUSAND SQM) AND TOTAL VALUE (MILLION USD)



Source: NASP

Change

3.8%

Weighted average price 2023-2024 7M



1.5%

Volume sold in Tbilisi 2023-2024 7M



6.1%

Value sold in Tbilisi 2023-2024 7M



PRICES PER SQM UP 3.8%

In the first seven months of 2024, Mtatsminda recorded the highest weighted average price per SQM at \$1,861, while Samgori had the lowest at \$843 per square meter. Overall, the weighted average price in Tbilisi increased by 3.8% during this period compared to the same timeframe in the previous year.

WEIGHTED AVERAGE PRICE (USD) OF RESIDENTIAL REAL ESTATE BY DISTRICTS (CUMULATIVE FOR THE FIRST 7 MONTHS OF 2024)



Source: NASP

Source: Cushman & Wakefield Georgia Research

ECONOMIC INDICATORS

YoY
Chg

\$30.5 Billion

Georgia GDP
(2023*)



13.7%

Georgia
Unemployment Rate
(2024 Q2)



\$1.9 Billion

Georgia FDI
(2023)



Source: Geostat
*Latest available data

Change

2.3%

Weighted average price 2023-2024 7M



13.6%

Number of transactions 2023-2024 7M



41%

Permission issued 2023-2024 6M



RISING PRICES AND STRONG INVESTMENT POTENTIAL

Batumi's residential real estate market presents a compelling story of dynamic growth and evolving trends. Known for its unique blend of modern architecture and historical charm, Batumi is not only a thriving tourist destination but also an emerging hub for real estate investment. While transaction numbers may have declined, the market continues to show strength and growth trends, making it an attractive area for both investors and prospective homeowners.

This shift can be attributed to rising prices, which reached \$1,168 per SQM in the first seven months of 2024. Notably, the weighted average price has seen a compound annual growth rate (CAGR) of 2.7% between 2018 and 2023. In the first half of 2024, 336 permits were issued for the construction of residential real estate in Batumi, covering a total area of 592,376 SQM.

Source: Cushman & Wakefield Georgia Research

ECONOMIC INDICATORS

YoY Chg

\$30.5 Billion

Georgia GDP (2023*)



13.7%

Georgia Unemployment Rate (2024 Q2)



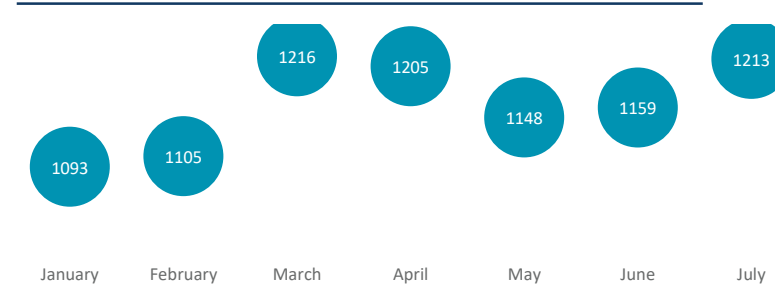
\$1.9 Billion

Georgia FDI (2023)



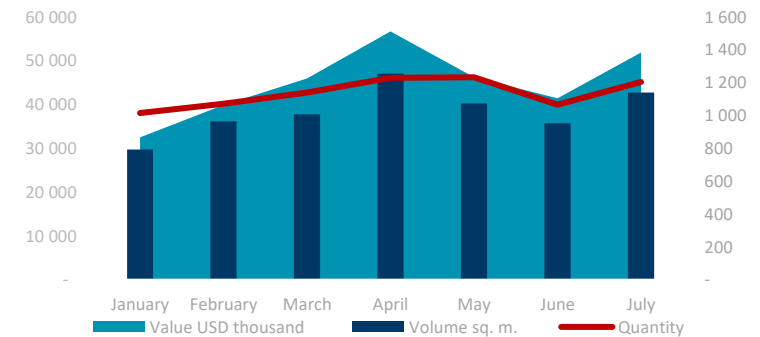
Source: Geostat
*Latest available data

WEIGHTED AVERAGE PRICE (USD per SQM) ON AN ANNUAL BASIS (2018 TO CUMULATIVE 7 MONTHS OF 2024)



Source: NASP

NUMBER OF TRANSACTIONS, TOTAL VOLUME (SQM), AND TOTAL VALUE (THOUSAND USD) ON A MONTHLY BASIS (FIRST 7 MONTHS OF 2024)



Source: NASP

SNAPSHOT

BATUMI

Residential Q1-Q2 2024



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About Cushman & Wakefield

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