The Investor Exit Checklist

Selling Georgian real estate the disciplined way · Tbilisi Home · tbilisihome.ge

1 · Review market conditions

- ☐ Check current district price levels and 12-month trend (Geostat publishes quarterly; we can send you the latest)
- ☐ Check transaction volumes — an active market absorbs listings faster
- ☐ Note the season: spring and early autumn typically see the most buyer activity
- ☐ Ask: is this a price-driven sale or a timeline-driven sale? Decide which before pricing

2 · Determine valuation

- ☐ Get a comparable-property analysis for your building and micro-location (not just the district average)
- ☐ Value renovated vs. unrenovated stock separately — the gap in Tbilisi is wide
- ☐ If tenanted: price as an income-producing asset with the rent roll attached
- ☐ Set the listing price and your true floor before the first offer arrives

3 · Calculate taxes & costs

- ☐ Ownership 2+ years: capital gains tax is 0% for individuals — confirm your dates via the registry extract
- ☐ Ownership under 2 years: 5% applies to the gain — factor it in or consider waiting
- ☐ Budget exit costs: brokerage typically 2–4%, legal $300–800, closing incidentals
- ☐ If non-resident: confirm any home-country tax reporting on the sale proceeds

4 · Prepare documentation

- ☐ Registry extract (NAPR) — clean title, no liens or encumbrances
- ☐ Cadastral data matching the actual apartment (area, floor)
- ☐ If rented: lease agreement, payment history, and management statements — a verified rent roll widens your buyer pool to investors
- ☐ Renovation records and warranties if applicable
- ☐ Utility accounts current, building fees settled

5 · Decide sale timing & channel

- ☐ Vacant, staged and photographed — or sold tenanted as a performing asset? Choose deliberately
- ☐ Professional photography before listing — never phone photos for an investment-grade sale
- ☐ List on the portals + investor channels; off-market first if discretion matters
- ☐ Agree the negotiation strategy: response times, minimum increments, deposit terms

Selling a property Tbilisi Home sourced or manages? You benefit from a reduced listing commission, and your full income documentation is attached to the sale. Contact us for a free pre-sale valuation: info@tbilisihome.ge · +995 555 789 306

This checklist is general information, not legal or tax advice. Rules current as of August 2026 — verify with counsel at the time of sale.