

Terrassa Bakuriani

Bakuriani Market Overview



Foreword

Georgia, located at the crossroads of Europe and Asia, is a combination of uniqueness and diversity. The country, known as "the cradle of wine", offers the Caucasus mountain range, Black Sea coastline, diverse climate and highly acclaimed mineral waters. There are stunning national parks, UNESCO Heritage Sites, rich culture, delicious cuisine and famous Georgian hospitality.

From the architecture of Tbilisi's Old Town to the vineyards of Kakheti; from the ancient stone towers of Svaneti to the beaches and nightlife of Batumi, there is something inspiring, stimulating and exciting for everyone.

Ski the Caucasus Mountains (Europe's highest mountain range) in the morning and relax at the Black Sea coast in the afternoon. Sample the delicious Georgian cuisine and wine at a traditional "Supra" (feast), then relax in our natural saunas and spas.

Georgia has a unique welcoming culture which helps explain its world-famous hospitality. With its unique music, alphabet and language, as well as many world-famous artists, Georgia will surprise and delight you at every turn.



Bakuriani

Thanks to its mountainous character Georgia offers various winter resorts, of which the main are: Gudauri and Bakuriani.

Bakuriani is a ski resort in the Borjomi region, located on the northern slope of the Trialeti Mountain Range, at an elevation of 1,700 metres above sea level. Bakuriani is located 2.5 hours drive from Tbilisi. The resort attracts a wide variety of tourists for skiing and winter sports. Artificial snow machines have been installed on the ski run Didveli recently, which will probably increase number tourists of the resort.

Bakuriani is connected with Borjomi by an electrified narrow-gauge railway, Kukushka. It was established in 1902. Kukushka still attracts tourists with an amazing 2.15 hour long tour from Borjomi to Bakuriani in winter as well as in summer.

Bakuriani park is the main destination of the resort. It offers visitors skating and skiing opportunities. Bakuriani provides cultural entertainment as well. Cinema, located in the center of the resort, hosts visitors during the winter and summer seasons.

Gastronomy sector of Bakuriani is dominated by traditional Georgian restaurants.

Total number of supplied accommodation units, rooms and beds are 63, 1,195 and 3,238 respectively. ADR and occupancy rates in Bakuriani are USD 58 and 34% respectively.

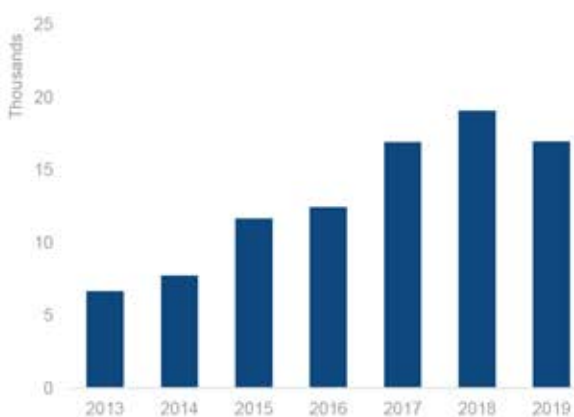
Bakuriani ski resort

Number of ski runs	17
Total length of ski runs	19 km
Snowmaking	2 km
Top elevation	2,700 m
Number of cableways	15
Distance from Tbilisi	180 km

Source: Mountain Resorts Development Company
Colliers International Georgia

Bakuriani Ski-lifts	Information
Kokhtagora	
Didveli	
Tatra	
25	
Park	100 metres long

Demand: Number of Hotel Guests (in thousands)



Supply

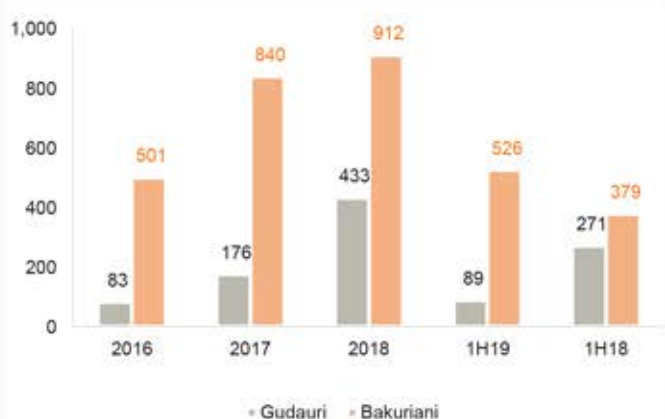


Snapshot of Bakuriani & Gudauri Residential Real Estate

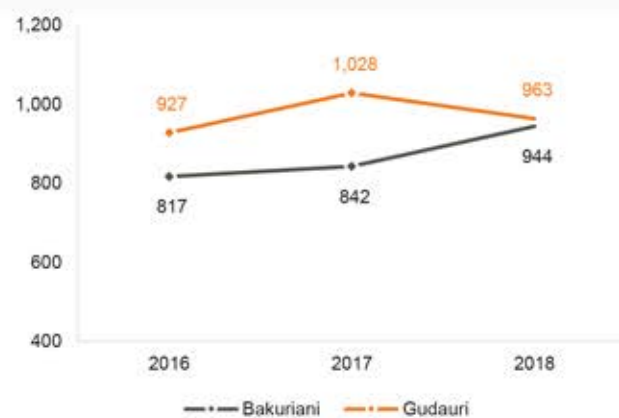
Tourism drives demand in the resort areas of Georgia. The country's main winter resort Bakuriani is at the heart of the residential boom, driven by "apart hotel" concept projects.

Foreigners and the second-home concept drives demand in bakuriani. After the tourism boom started in 2010s, tens of large-scale projects were initiated and the number of apartments sold is growing. 70% of apartments sold are in newly-built projects. In total, the number of apartments sold was up 14.9% y/y in 2018, after growing 37.9% y/y in 2017. Foreigners contribute solidly to apartment sales.

Apartment sales in Bakuriani and Gudauri, units



Average selling price in Bakuriani and Gudauri, US\$



Appraisal Document

Subject Excess/Remainder Parcel Data			
Project Name:		TERRASSA BAKURIANI	
Project owner:		Terrassa Group	
Parcel sq.m:		10 001 sq.	
Property Address or Location:		Street mtisubani , Bakuriani	
Country		Georgia	
Built up		35-40%	
Growth		Rapid	
Property values		Increasing	
Date of Appraisal Report:		23/10/2020	
Construction process		Possible value of apartments with white frame	
35%-40%		\$950-\$1050	
40%-60%		\$1070-\$1170	
60%-90%		\$1190-\$1290	
90%-100%		\$1310-\$1410	
Completed		\$1500-\$1700	
External Market Influences:		Possible value of completed apartments with white frame (competitors)	
Prices in different zones:		From:	To:
	Suburb:	\$1350	\$1450
	Center:	\$1400	\$1800
	Near ski roads:	\$1600	\$2000

Entertainment Facilities; Hotel Market

Bakuriani park is the main destination of the resort. It offers visitors skating and skiing opportunities. Bakuriani provides cultural entertainment as well. Cinema, located in the center of the resort, hosts visitors during the winter and summer seasons. Gastronomy sector of Bakuriani is dominated by traditional Georgian restaurants. Total number of supplied accommodation units, rooms and beds are 63, 1,195 and 3,238 respectively. ADR and occupancy rates in Bakuriani are USD 58-100 and min 50% respectively.

