

1.8 million passengers a year, and **no hotel** at the airport.

Two international brands have committed to this catchment — Marriott with 120 keys in Kutaisi city, and 122 more at the former Sanatorium Tbilisi in Tskaltubo, EUR 58 m between them. Neither is at the airport, 976 m from which sits 3.63 hectares of non-agricultural land under one title, with 422 m of state-road frontage. Offered directly by the owner: sale, ground lease or option.

BRANDED ROOMS COMMITTED IN THIS CATCHMENT, AND WHERE THEY ARE

PROPERTY	DISTANCE FROM THE TERMINAL
Courtyard by Marriott, Kutaisi — 120 keys EUR 40 m, Rico Group, opening by 2028. In the city, on Tsereteli Street	≈ 22 km
Sanatorium Tbilisi conversion, Tskaltubo — 122 keys EUR 18 m, Aka LLC, opening around 2027. International brand; reporting differs on which	≈ 15 km
Legends Tskaltubo Spa Resort — 135 keys Four-star, trading today	≈ 15 km
This site — airport catchment No branded hotel, no scaled leisure, no logistics park within 2 km of the terminal	976 m

1,722,809

Passengers in 2024; about 1.8 m in 2025, +97% on 2019

2.5 m

Terminal design capacity — the ceiling the current building is built to

0

Hotel rooms within 2 km of the terminal today

THE SITE

AREA	36,318 sq m (3.63 ha), one consolidated title
CADASTRE	29.11.34.255, Tskaltubo Municipality (Partskhanakanevi), Imereti
STATUS	Non-agricultural — buildable without a change of land status, and open to direct foreign ownership, which agricultural land in Georgia is not
TITLE	Freehold, two registered co-owners; no mortgage, lien or prohibition registered. Privatised from the state at unconditional auction, 2021
ACCESS	422 m of frontage on the Kutaisi–Samtredia state road, 10 m off the centreline; 976 m to the passenger terminal (1.95 km / 3.3 min by road), 600 m to Kopitnari rail station
HEIGHT	Construction cleared to +83 m above sea level within the airfield's obstacle-limitation surface (United Airports of Georgia, letter N152, 2019); exact heights agreed with the operator before building

THE DEMAND A CITY HOTEL CANNOT SERVE

- **Early departures.** Wizz Air runs the airport with roughly 6,800 flights a year, heavily weighted to dawn slots. A 22 km transfer from Kutaisi city at 03:30 is the reason airport hotels exist.
- **Crew and disrupted passengers.** Ten airlines and 23–30 nonstop routes generate night-stop and irregular-operations demand that is contracted, year-round and indifferent to the August tourism peak.
- **Wide-body traffic from late 2026.** A GEL 240 m Code F runway lets the airport take Gulf carriers, Central Asian charters and long-haul charter — longer sectors, longer stays, larger groups.
- **Non-tourist demand in the same catchment.** The Kutaisi Technology Hub opened in July 2026 in the former parliament building, the country's largest technology park; Tskaltubo's spa redevelopment is 15 km away.
- **Land cost that lets a select-service model work.** Whole-title freehold at USD 1.5 m, or a ground lease that keeps land off the balance sheet entirely — the structure most brands prefer for a 120–180 key select-service build.

SUPPLY POSITION — PUBLIC REGISTRY, 31 JULY 2026

Of 1,277 registered parcels within 3 km of the terminal, 27 are non-agricultural and over 1 ha within 2 km of it. Eight of those sit in Tskaltubo and are not airport-operational land. Seven of the eight belong to United Airports of Georgia, Sakaeronavigatsia, Kinor Kutaisi Airport, Georgian Railway or an on-site business. This is the only one in private hands, and the only one of the eight with more than 100 m of highway frontage.

TERMS — ALL THREE STRUCTURES ARE OPEN

Freehold sale of the whole title, unencumbered, masterplan work included	USD 1,500,000
Long-term registered ground lease, indexed, rent-free during construction	by agreement
Option to purchase with exclusivity while permitting runs, fee credited against price	by agreement

Paata Kurdiani

Owner, direct. Site visit → data room → indicative offer → exclusivity.

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Please read. No hotel operator, franchise or management agreement is in place, and no feasibility study, ADR or occupancy projection is offered here — regional benchmarks should be taken from Galt & Taggart or TBC Capital rather than Tbilisi figures. A site 976 m from a runway is noise-exposed; contours and a glazing specification have not yet been prepared. The 2019 clearances on file from United Airports of Georgia, the Roads Department, Georgian Railway and Tskaltubo City Hall concern disposal and building coordination — they are not construction permits, and none is held. The +83 m height clearance was issued for the airfield as it stood in 2019; the new runway will redraw the obstacle-limitation surfaces and it should be re-confirmed. Passenger, runway and hotel-supply figures are drawn from airports.ge, the Ministry of Economy and published reporting; the parcel counts are from the National Agency of Public Registry, retrieved 31 July 2026, and are reproducible from the scripts in the data room. Nothing here is an offer capable of acceptance.