

Residential

Q1 2025

BRIEFLY ABOUT THE MAIN THING

	Compared	
	1 sq 25	Q1 24
Prices	↔	↔
Absorption	↓	↑

MAIN TOPICS

- Number of housing purchase and sale transactions;
- Commissioning of residential buildings;
- Mortgage lending;
- Average market sales prices and rental rates.

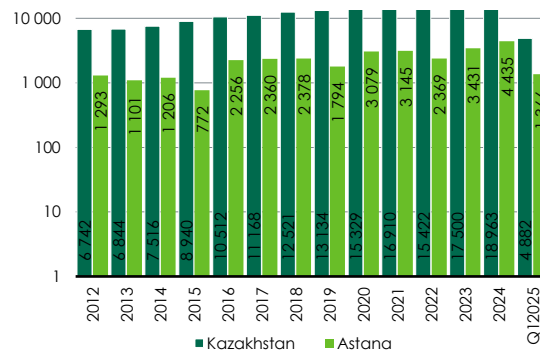
ECONOMIC INDICATORS

- Population (March 1, 2025) - 1,544,142 people;
- Unemployment rate (Q1)2025) – 4,4%;
- GRP (Q1 2025)- 11,9%;
- Inflation (January-June 25) - 12,8%;
- Weighted average official exchange rate KZT/USD (Q1 25) - 510,28

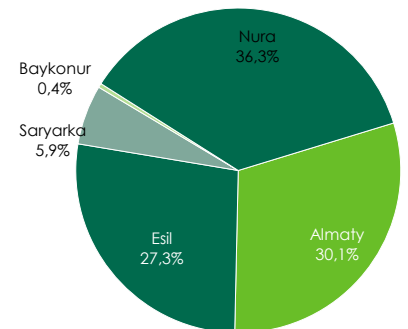
➤ REVIEW

Astana remains the leader in terms of the number of commissioned square meters of residential real estate. In January-March 2025, the total area of commissioned housing increased by 6.2% and amounted to 1,365 thousand square meters. In 2024, the largest share of housing was commissioned in the Nura district - 36.3%. The next in terms of construction activity is the Almaty district, the share of which was 30.1%. In third place is the Yesil district, the share of which was 27.3%.

Housing commissioning 2012-Q1 2025, thousand sq.m.



Commissioning of housing by districts, January-December 2024.



Source: Bureau of National Medicine. Statistics of the Republic of Kazakhstan

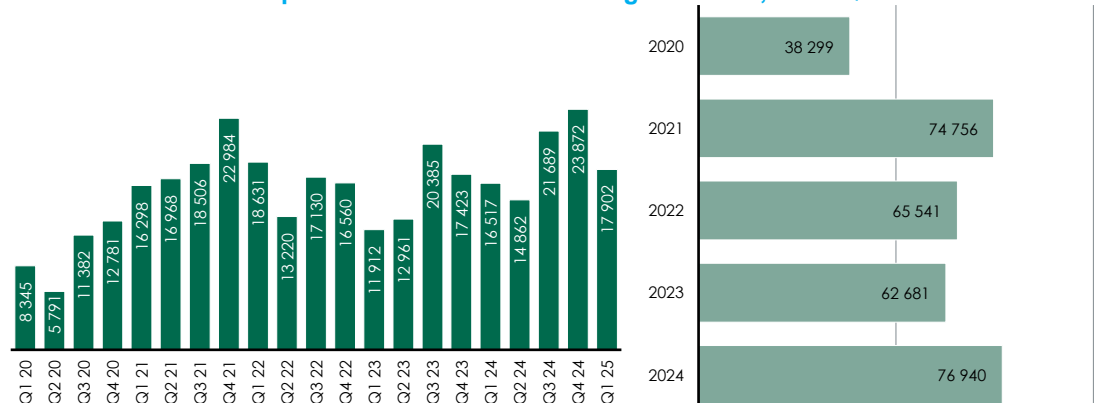
The volume of construction work (services) amounted to 490.6 billion KZT, or 133.6% compared to January-June 2024

According to data for 2024, the provision of housing per capita in Astana is 31.3 sq.m., which is the highest level in the country. For comparison, in Almaty this figure is 30.0 sq.m., and in Kazakhstan as a whole – 23.9 sq.m.

In January-December 2024, 76,940 transactions were concluded in Astana, which is 18.5% more compared to the same period in 2023.

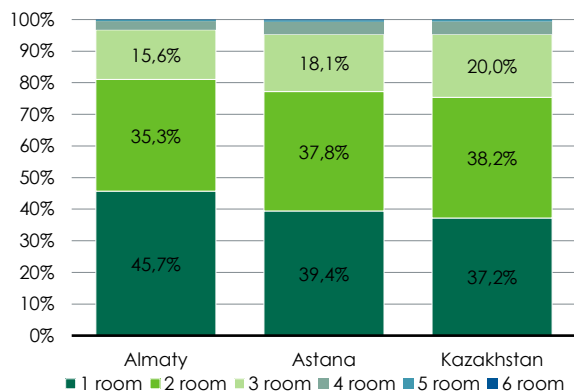
The share of transactions with apartments is on average 98%, and with houses - 2%.

Transactions for the purchase and sale of housing in Astana, 2020-Q1 2025



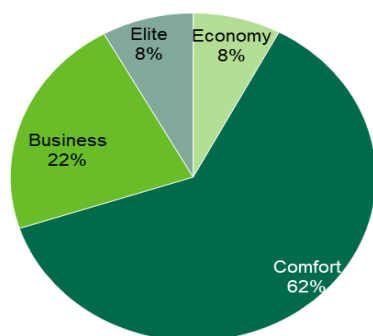
Source: Bureau of National Medicine. Statistics of the Republic of Kazakhstan

Transactions for the purchase and sale of apartments at number of rooms in Q1 2025



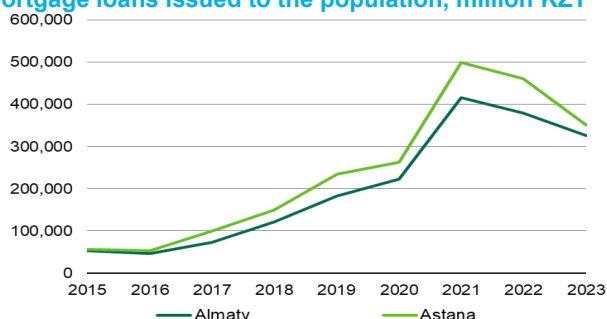
Source: Bureau of National Medicine. Statistics of the Republic of Kazakhstan

Distribution of the primary market in Astana by classes in 2024



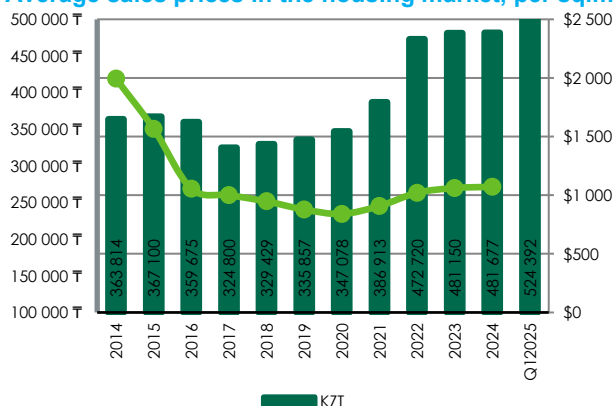
Source: Scot Holland LLP

Mortgage loans issued to the population, million KZT



Source: National Bank of the Republic of Kazakhstan

Average sales prices in the housing market, per sq.m



Source: Krisha.kz

As of April 1, 2025, the banking sector of the Republic of Kazakhstan is represented by 21 second-tier banks, of which 12 banks with foreign participation, including 9 subsidiary banks.

As of April 1, 2025, the assets of the banking sector amounted to 62.0 trillion KZT, having increased by 1.6% in March of this year (an increase of 0.7% since the beginning of 2025), mainly due to the growth of the loan portfolio of banks by 2.0% to 36.7 trillion KZT.

In the structure of issuing new mortgage loans, the positive dynamics of market lending continues - since the beginning of the year, mortgage loans for 617.8 billion KZT have been issued on market terms, which is 36.3% more compared to the same period in 2023. As a result, their share increased from 31.3% to 34.6% compared to the same period in 2023.

Loans to the population amounted to 21.4 trillion KZT, having increased by 1.3% in March 2025 (an increase of 3.5% since the beginning of 2025) as a result of an increase in consumer loans by 1.9% to 14.4 trillion KZT.

In March 2025, the weighted average interest rate on loans issued to the population in KZT increased to 19.7% (in February 2025 - 18.6%) due to an increase in the rate on consumer loans from 19.1% to 20.4%.

The quality of the loan portfolio of banks remains at a high level. So, as of 01.04.2025. The share of loans overdue for more than 90 days in the total loan portfolio amounted to 3.4% or 1.2 trillion KZT, slightly increasing from 3.3% a month earlier.

In the first quarter of 2025, there are several mortgage programs in Kazakhstan that offer different conditions for buying a home. Major programs include 7-20-25, Nauryz, Otav, as well as programs from specific banks such as Freedom Bank and Altyn Bank. Within the framework of these programs, preferential conditions are provided, such as reduced interest rates and the possibility of buying housing in the primary and secondary markets.

Below is information on sales prices obtained by us during the analysis of supply in the primary residential real estate market in Astana in the 1st quarter of 2025 (by class; KZT per sq.m.):

Steward	Comfort	Business
300 - 400	400 - 500	500 - 700

Source: Scot Holland LLP

According to the results of monitoring the cost of 1 sq.m. of residential real estate, it can be concluded that the range of prices for the 1st quarter of 2025 remained within the same limits as in the 4th quarter of 2024.

Below are the average rental rates in Astana:

Apartment Type	Average rental rate (KZT per month)
1-room	175 000
2-room	250 000
3-room	350 000
4- and 4+ bedrooms	400,000 and above
Average rate	300 000

Source: Scot Holland LLP

BRIEFLY ABOUT THE MAIN THING

 Compared
 1Q25 1Q24

Rental rates	↔	↔
Occupancy	↔	↔

MAIN TOPICS

- Current and future supply;
- Medium occupancy rate;
- Rental rates;
- Sale prices.

ECONOMIC INDICATORS

- Population (March 1, 2025) - 1,544,142 people;
- Unemployment rate (Q1)2025) – 4,4%;
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REVIEW

The development of the office real estate segment in Astana is due to the current status of the city, which, thanks to the transfer of the functions of the capital to it, in a relatively short time has turned into the business center of the republic, with a constantly growing number of private and state enterprises and institutions.

In Astana, as of the end of Q4 2024, the market volume of the highest quality office space has changed and amounts to 624,102 sq. m GBA, which is 0.6% higher compared to the same period in 2023. 82% of all high-quality areas here are concentrated in the Yesil district.

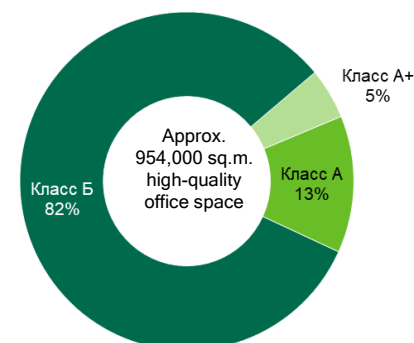
For the 1st quarter of 2025, the weighted average rental rate compared to the same period last year in Astana is as follows:

- in Class A+ offices, the rate was 43,496 KZT/sq. m. per month. In Class A offices, the rate was 14,929 KZT/sq. m. per month
- in class "B+" amounted to 12,619 KZT/sq. m. in class "B" it amounted to 8,916 KZT/sq. m. per month
- over the same period, the weighted average rate for Class C offices increased significantly from 4,300 KZT/sq. m. to 6,300 KZT/sq. m. per month, which is 31.7%. It should be noted that the rates presented are calculated taking into account operating expenses, but not including VAT and utility costs. The main factors behind the growth in rental rates were the low vacancy rate of vacant premises, the growth of operating costs, as well as the cost of construction.

In 2025, market preferences remain on the side of ready-made offices with high-quality renovation and infrastructure, however, due to the low vacancy rate of class "A"/"A+" offices, tenants are moving to classes "B"/"B+" and "C", where they are ready to provide more space at more attractive rates. The occupancy rate in the 1st quarter of 2025 for class A/A+ was 95.4%, for class B/B+ – 96.0%, having increased over the year from 90.4% for class A/A+ and 90.8% for B/B+.

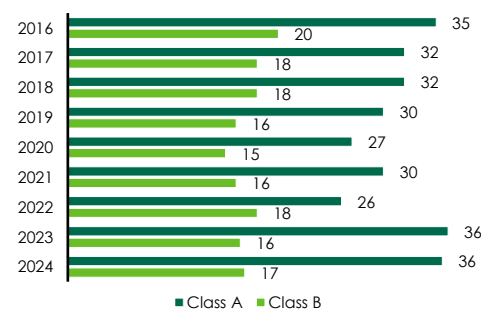
In the Astana market, there is an increase of 3% compared to the previous quarter and an increase of 17% compared to the same period in 2023. The highest growth was seen in the highest quality A+ class properties. At the moment, there are no factors that could lead to a reduction in rates in the short or medium term. The growth of rental rates is affected not only by inflation, but also by an increase in construction costs, an increase in utility tariffs and a reduction in available land suitable for the construction of office buildings. These factors create additional pressure on the market, intensifying the dynamics of rate growth.

Distribution by class



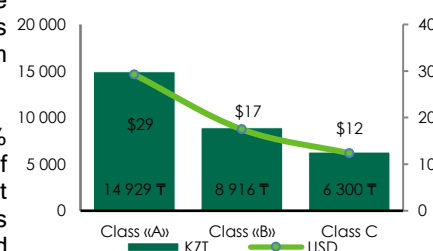
Source: Scot Holland LLP

Average rental rates of office space, USD per m2 per month



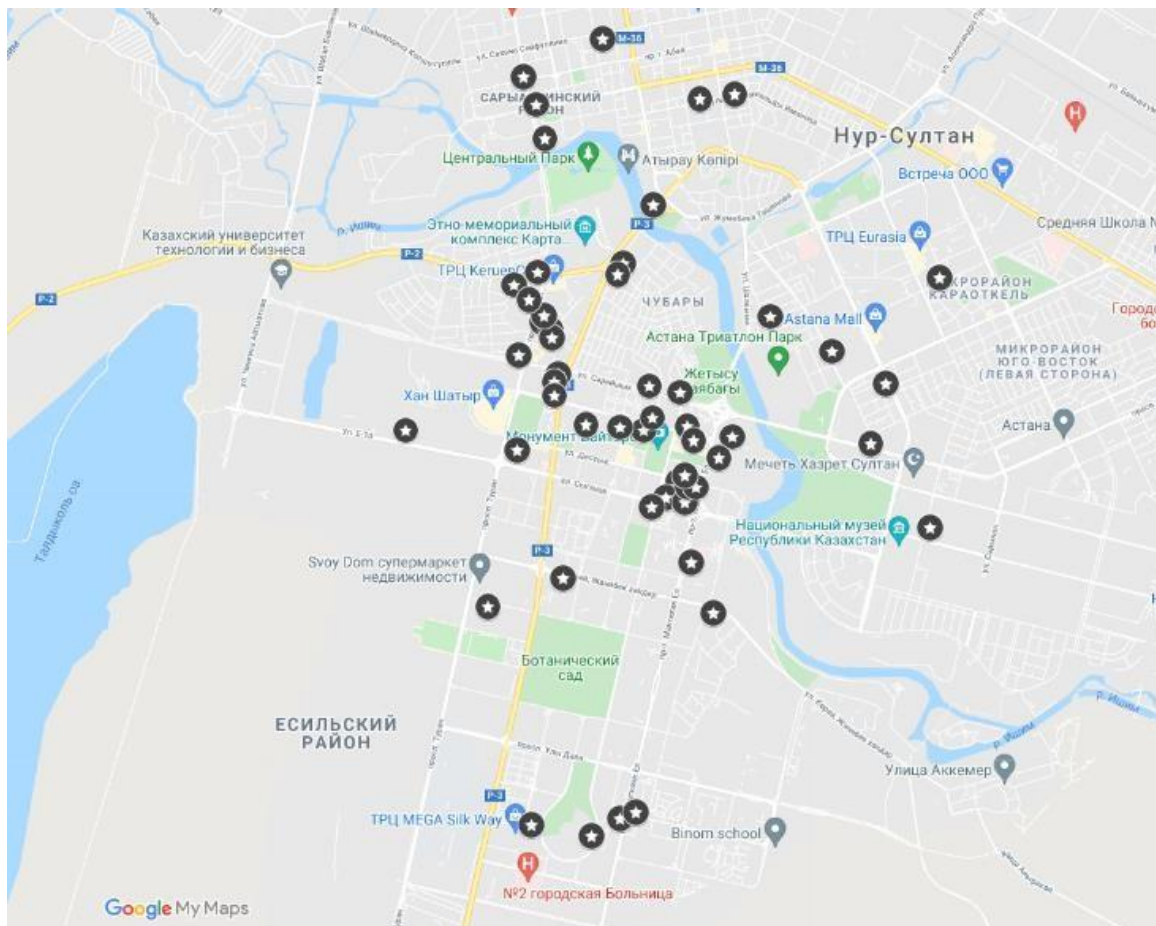
Source: Scot Holland LLP

Average base rental rates, per m2 in 1Q 2025



Source: Scot Holland LLP

Location of large office projects in Astana:



Source: Google, Scot Holland LLP

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