

GALILEO BOUTIQUE HOTEL

Investment Opportunity

Cerro Catedral, Patagonia



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INTRODUCTION

Executive Summary

Galileo Boutique Hotel, built in 2008, is the only boutique hotel located directly on el Cerro Catedral, offering luxury, privacy, international clientele, and a unique experiential value proposition. With over 70% of revenues collected in USD/EUR and a legally flexible ownership structure, Galileo represents a scarce, premium asset anchored by exceptional design, prime location, and strong international demand.

Property Highlights

- 19 luxury units (residences, suites, studios)
- 300m from ski lifts
- Full kitchens & heated stone floors
- Fireplaces & private jacuzzis
- Wine bar & restaurant
- Exclusive astronomical observatory
- Expansion / condo-hotel potential

Strategic Advantages

- Only boutique hotel on Cerro Catedral
- Legally subdivided units → flexible resale / exit
- Premium guest experience with unique amenities
- Strong US / Brazil / Chile / Europe demand
- Positive investment climate & tourism incentives

KEY FEATURES

Property Overview

Design

Swiss Alpine architecture with Patagonian stone & wood. Warm interiors, natural textures, high-end finishes.

Accommodations

19 luxury units (4 residences, 8 suites, 7 studios). Capacity for up to 100 guests.

Interiors

Wood-burning fireplaces, private jacuzzis, heated stone floors, full kitchens with premium appliances.

Common Areas

Reception & lobby, wine bar & restaurant, landscaped gardens.

Service

Daily maid service, room service & breakfast-in-room option, booking assistance for rentals and local activities.

Observatory

Exclusive astronomical observatory with GPS-guided telescope for private stargazing.

Property Size & Location

- 4,142 m2 of land with surrounding gardens
- 300 meters from the ski lifts
- Only boutique hotel on Cerro Catedral
- 15–25 minutes from lakes & Bariloche center
- Year-round activities: rafting, kayaking, hiking, biking, fishing, canopy, rock climbing

ROOM CATEGORIES

Our 5 Unit Categories

All units feature fully furnished interiors, fully equipped kitchens, heated stone floors, wood-burning fireplaces, premium appliances & electronics, flatscreen TV with satellite, and high-end, mountain-inspired finishes.

Studio — For 2

36M2. Compact and cozy unit ideal for couples, featuring warm interiors and mountain views. King-size bed or twin setup, living area with seating & flatscreen TV, wood-burning fireplace, private jacuzzi (in select units), heated stone floors, high-end finishes.

Junior Suite — For up to 4

50M2. Spacious suite with separate living and sleeping areas. Bedroom with king-size bed, bathroom with double jacuzzi tub, living room with two sofa beds, flatscreen TV with satellite service, private wood-burning fireplace, fully equipped kitchen, dining table for 6 guests.

Deluxe Suite — For up to 6

84M2. Spacious suite ideal for couples or small families, featuring warm Alpine design and a separate living area. Master bedroom with king-size bed & en-suite bathroom, second bedroom with twin beds (convertible to king), second bathroom with jacuzzi, spacious living room with two sofa beds, dining area for 8 guests, wood-burning fireplace, flatscreen TV with satellite.

Mountain Residence — For up to 8

93M2. Three-bedroom residence with generous social spaces and mountain-inspired comfort. Master bedroom with en-suite bathroom (Scottish shower), two twin bedrooms sharing a second bathroom with jacuzzi, large living room with two sofa beds, dining area for up to 10 guests, wood-burning fireplace, flatscreen TV with satellite.

Luxury Residence — For up to 10

125M2. The property's most spacious unit, perfect for larger groups seeking luxury and comfort. Four bedrooms, master bedroom with en-suite bathroom (Scottish shower), twin bedrooms sharing a second bathroom with jacuzzi, expansive living room with two sofa beds, large dining area, wood-burning fireplace, flatscreen TV with satellite service.



LOCATION

Cerro Catedral, Bariloche

Cerro Catedral is the largest ski resort in the southern hemisphere and one of Argentina's most recognized winter destinations. Located 20 km from downtown Bariloche, it offers 120 km (75 miles) of ski slopes, extensive services, and year-round tourism infrastructure.

Key Facts:

- 19 km from Bariloche town / gateway to Patagonia
- ~120 km ski slopes • ~1,200 ha terrain
- All-season resort (winter + summer adventure)
- Positioned within Nahuel Huapi National Park

WHY CERRO CATEDRAL

Strategic Location & Accessibility

Why Cerro Catedral

Cerro Catedral combines year-round tourism, growing international demand, and major private investment. It is considered the premier ski destination in South America and a top location for hospitality and real estate opportunities.

Key Facts:

- One of the most iconic ski destinations in Latin America
- Premium infrastructure + global appeal
- Clear positioning for luxury + international guest profile
- Strategic scarcity: few boutique hotel alternatives

Accessibility & Surroundings

Galileo Boutique Hotel is ideally located at the base of Cerro Catedral, walking distance from the lifts and surrounded by lakes, national park landscapes, and mountain activities.

Accessibility:

- Easy access via Bariloche airport (~40-60 min)
- Fully serviced base village with restaurants, shops, etc
- Year-round destination: winter snow-sports, summer adventure & nature
- Positioned in Nahuel Huapi National Park with strong ecosystem appeal

MARKET AND COMPETITION

Competitor Landscape

Expanding accommodation supply

Bariloche currently registers 52 legally habilitated establishments, 5 more than in October 2024.

No new boutique or apart-hotel developments

Despite the growth in total establishments, no new boutique hotels or apart-hotels similar to Galileo have been developed in the Cerro Catedral area. Galileo remains the only boutique hotel located directly on el Cerro Catedral.

Aging traditional competitors

The mountain offers only two aging 4- and 5-star hotels, whose infrastructure and service levels do not meet current international luxury standards.

Rise of Short Term Rentals

A substantial part of new competition comes from Airbnb-type units, many without proper registration. These increase supply but lack service quality, amenities, and premium positioning, differentiating Galileo in the upper segment.

Future project under evaluation

A proposed tourist complex with a 5-star hotel at 1,200m elevation is in planning stages and subject to environmental and regulatory review, involving ~70 hectares of Cerro Catedral.

You can view the distribution of accommodations and filter by category. There are 47 authorized accommodations in the Cathedral area, with only 2 listed as 4-star Hotels or Apart Hotels.

INFRASTRUCTURE

Recent Investments in Cerro Catedral

Cerro Catedral has undergone a multi-year modernization program, including major upgrades to snowmaking, lift systems, piste design, safety infrastructure, and core utilities. These improvements significantly enhance mountain reliability, operational efficiency, and visitor capacity — strengthening long-term value for hospitality operators located on el Cerro Catedral.

Infrastructure Highlights

- Network of 40 snow generators ensuring continuous coverage in the lower third of the mountain
- Reservoir of 140,000 m³ capable of producing up to 60 cm of snow at the base
- 27 lifting devices and 58 slopes across all levels
- Multiple new ski slopes, new lifts, and expanded snowmaking system
- New ticketing/access system to reduce queues and streamline guest flow
- New tunnel improving safety by eliminating slope crossings

Strategic Impact

- Higher operational reliability through upgraded snowmaking and lift capacity
- Improved skier flow from reggraded tracks and redesigned embark/disembark zones
- Enhanced safety via remotely operated O'Bellx avalanche units
- Stronger infrastructure backbone with upgraded electrical and fuel systems
- Better connectivity through 16 km of underground fiber optic cable
- Supports premium hospitality assets with a more stable and competitive mountain environment

Tourism Outlook - New Policies & Incentives

Favorable Investment Climate & Residency-Linked Opportunity

- Argentine policy under the current administration is increasingly favorable to private tourism investment
- Reforms include improvements in regulatory clarity, enhanced competitiveness, and support for long-term hospitality projects
- This environment, together with the planned Argentina Citizenship by Investment / "Golden Visa" framework, positions Galileo as a highly likely qualifying hospitality asset
- Attractive for investors seeking strong real-estate fundamentals and a path to Argentine residence and citizenship
- Subject to final program rules and thresholds

Growth Opportunities

Time-Share Model

Flexible ownership structure, potential for recurring, predictable revenue, attractive model in high-demand, low-supply ski destination.

Corporate Events

Ideal setting for retreats, incentives, and team off-sites. Opportunity to grow shoulder-season revenue.

Development Potential

Available space for future expansion. Possibility to add high-value amenities or guest facilities.

Condo-Hotel Conversion

Units already legally subdivided. Straightforward path to condo-hotel model. Enhances resale flexibility and investment optionality.

CLIENTELE & PERFORMANCE

Guest Origins

Argentina and Brazil remain the hotel's core markets, consistently driving over half of guest origins across all years.

Country	2021	2022	2023	2024	2025
Argentina	96%	68%	49%	42%	33%
Brazil	2%	20%	24%	25%	38%
USA	3%	4%	7%	10%	10%
Chile	0%	2%	6%	1%	1%
Uruguay	1%	2%	4%	1%	3%
Mexico	0%	2%	2%	4%	5%
Europe	0%	2%	1%	2%	3%
United Kingdom	0%	1%	2%	2%	1%
Other	0%	4%	6%	2%	1%

Sales Channels Performance

Channel	2021	2022	2023	2024	2025
Online Travel Agents	24%	31%	43%	49%	49%
Direct Reservations	62%	53%	46%	41%	39%
Argentine Travel Agents	10%	11%	8%	9%	11%
Recurring Guests	4%	5%	3%	—	—
International Travel Agents	0%	0%	0%	1%	1%

Key Takeaways

- Online travel platforms have doubled their contribution since 2021 and now drive almost half of all bookings.
- Direct reservations remain the hotel's most profitable channel, even with a gradual decline.
- Argentine travel agents continue to provide a steady and reliable source of domestic demand.

PERFORMANCE

Rates - Seasonality Performance

Room Type	Average Rate (\$)	Q1 (25)	Q2 (25)	Q3 (25)	Q4 (24)
Studio	80	93	305	90	
Jr Suite	86	156	490	116	
Deluxe Suite	154	218	844	180	
Mountain Residence	218	211	893	430	
Luxury Residence	219	0	862	147	
Average Across Room Type	151.4	135.6	678.8	192.6	

Key Takeaways

- **Q3 dominates revenue** with exceptionally high ADR (\$678.8)
- Q1-Q2 stable and predictable (\$135-\$151)
- **Luxury units drive premium pricing**, especially in high season
- **Strong Q4 demand (\$192.6)** supports year-round performance

GUEST SATISFACTION

Guest Reviews & Ratings

Galileo Boutique Hotel maintains consistently high guest satisfaction across all major platforms, reinforcing its premium positioning and strong service standards.

9.0

Booking.com

109 reviews

4.6

Google Reviews

268 reviews

4.5

Tripadvisor

292 reviews

9.2

Expedia

45 reviews

9.1

Agoda

17 reviews

Key Takeaways

- Strongest ratings in service, cleanliness, and comfort
- Guests highlight fireplaces, jacuzzis, heated floors
- Exceptional reviews for location (near lifts)
- Strong appeal among international travelers
- High repeat-guest satisfaction

EXPERIENCE & BRAND

Observatory Experience

Galileo offers the only private astronomical observatory on Cerro Catedral, equipped with a GPS-guided Celestron CPC telescope for high-precision stargazing under exceptionally clear Patagonian skies. This unique amenity strengthens Galileo's differentiation, supports premium ADR performance, and increases guest satisfaction and repeat visitation.

Professional Telescope

- Housed in a motorized observatory dome for unobstructed 360° night-sky viewing
- Celestron CPC Schmidt-Cassegrain telescope with high-resolution optics
- Integrated GPS for automatic celestial alignment
- SkyAlign technology enabling fast and precise setup
- Manual hand controller to select and track 40,000+ celestial objects
- Ideal for viewing galaxies, nebulae, star clusters, planets, and the Moon
- Stable, high-performance system favored by amateur and experienced astronomers

Guest Experience

Private guided sessions led by Galileo's resident astronomer offer a unique, immersive activity that enhances the hotel's boutique positioning. Observations are scheduled during full darkness around 20:00 in winter and after 22:00 in summer allowing guests (ages 7+) to explore the seasonal Patagonian sky.

Value Impact

The observatory is a unique asset on Cerro Catedral, contributing to:

- Higher ADR vs. comparable properties due to differentiated experiences
- Longer average stays during winter and shoulder seasons
- Above-average guest satisfaction scores and repeat bookings

Restaurant & Wine Bar

Seasonal Restaurant

Winter menu featuring regional Patagonian cuisine, including:

- Braised meats & hearty stews
- Salmon ravioli
- Trout & prawn empanadas
- Desserts such as dulce de leche mousse and apple crumble

Wine Bar Experience

- Regional Patagonian cuisine during winter season
- Après-ski wine bar featuring Galileo's own Malbec and boutique local wines
- Signature comfort offerings: hot chocolate, artisan alfajores, empanadas

A cozy space designed with wood, stone, and Patagonian lamb-skin accents, creating an intimate après-ski atmosphere for guests.