PATAGONIA ESTATE

WHERE INVESTMENTS TAKE ROOTS

MARKET INTELLIGENCE REPORT

SAN MARTÍN DE LOS ANDES

NEUQUÉN · ARGENTINA

Comprehensive Real Estate

Market Report

Report #1 · Q4 2025 Edition · Updated through Q1 2026 (May 2026 data revision)

Sources: Zonaprop · MercadoLibre · Argenprop · Properati · ANAC · Neuquén Informa · Sec. Turismo SMA · INDEC · CAT

Executive Summary

San Martín de los Andes (SMA) remains the premier alpine destination in Argentine Patagonia and one of the most structurally constrained premium land markets in the Neuquén province. The investment case rests on a permanently capped supply of premium land, confirmed year-round tourism demand, and a once-in-a-generation modernization of the Chapelco ski resort now underway.

The 2025 cycle closed on record connectivity: Chapelco Airport handled 321,000 passengers between January and November 2025, an 11% year-on-year increase and a historic high. The opening of 2026, however, marked a clear cooling: the airport accumulated 92,000 passengers in Q1 2026, a 10% decline versus the same period of 2025. We present both figures transparently — the long-term infrastructure trajectory remains strongly positive (terminal expansion, new Santiago de Chile route via Neuquén), but the short-term traffic softening is real and is reflected throughout this report.

Tourism occupancy, by contrast, held firm. SMA reached 83% average hotel occupancy in January 2026 — among the highest in Argentina — confirming that the destination's appeal is decoupling from pure air connectivity as regional and self-drive demand grows.

321K	−10%	83%	1,880 ha	+70%
AIRPORT PAX JAN–NOV 2025	AIRPORT PAX Q1 2026 YOY	HOTEL OCC. JAN 2026	CHAPELCO SKI AREA (EXPANDING)	CHAPELCO GOLF VS NEUQUÉN AVG

Sources: ANAC / Neuquén Informa (Dec 2025 & Apr 2026); CAT / Filo News (Feb 2026); Río Negro / San Martín a Diario (Mar 2025); Zonaprop (May 2026).

What changed in this revision (May 2026). This edition corrects the airport growth narrative to reflect the Q1 2026 decline (−10% YoY), adds a dedicated section on the Chapelco resort transformation, replaces the single-source land "average" with a verified premium-neighborhood price table cross-checked across multiple portals, and removes international price comparisons in favor of locally verifiable data only. Every figure now carries source and date.

THE CORE THESIS IN ONE PARAGRAPH

Lanín National Park forms a hard physical and legal boundary around the most desirable land in the SMA corridor; supply cannot expand. Demand is anchored by year-round tourism, a growing permanent-resident base, and — newly — a 25-year private investment program at Chapelco that is rebuilding the mountain's lift system, snowmaking, base village and dining. Short-term air traffic has softened; the structural assets have not. For a 5–15 year horizon, this remains a supply-constrained, USD-denominated asset class.

Connectivity & Infrastructure

Chapelco Airport (CPC) — Record 2025, Softer Q1 2026

Chapelco Airport closed 2025 as one of Argentina's fastest-growing terminals, then entered a cooling phase in early 2026 amid shifting regional tourism demand. Both realities matter to an investor and both are shown here. A terminal expansion — doubling covered surface, funded by the Province of Neuquén — is underway, and a new Neuquén–Santiago de Chile route (LATAM) adds international reach to the broader provincial system.

PERIOD	PASSENGERS	CHANGE	SOURCE
2023	**263,847**	Baseline	ANAC
2024 (full year)	**318,166**	+20.6% vs 2023	ANAC
2025 (Jan–Nov)	**321,000**	+11% YoY	ANAC / Neuquén Informa (Dec 2025)
Q1 2026 (Jan–Mar)	**92,000**	−10% YoY	Neuquén Informa / La Montaña (Apr 2026)
March 2026	**24,029**	−4% YoY	Neuquén Informa / Mejor Informado (Apr 2026)

Verified across two independent sources including the official provincial outlet (Neuquén Informa). Asking-period figures rounded as published.

Honest read. The 2025 record and the Q1 2026 decline are not contradictory — they reflect a high base, a strong peso, and softer early-2026 regional demand. Treat air connectivity as a medium-term structural driver (expanding terminal, new international route) rather than a smooth year-on-year line. We model it conservatively.

Tourism Demand & Occupancy

PERIOD	OCCUPANCY	NOTES	SOURCE
January 2026	**83% avg**	Among highest in Argentina; peak days near 100%	CAT / Filo News (Feb 2026)
February 2026	**65.1% avg**	94,307 overnights; peak 90.9% (Feb 16)	RealidadSM (Mar 2026)
Nov 2025 (long wknd)	**91% peak**	Shoulder season — confirms year-round demand	Observatorio Turístico SMA
Summer 2025 (Jan–Feb)	**65% avg**	41,538 visitors; avg stay 4 nights	Sec. Turismo SMA (Mar 2025)

Occupancy held despite the air-traffic dip, indicating growing regional/self-drive demand. Winter yield remains snowfall-dependent — model as upside, not baseline.

Chapelco — A Mountain in Transformation

The single most important new development for the SMA investment case is the 25-year private concession of Cerro Chapelco, awarded to Transportes Don Otto S.A. (the operator of Catedral Alta Patagonia). It triggers the most ambitious infrastructure overhaul in the resort's history — affecting lifts, skiable terrain, snowmaking, the base village, dining, road access and parking.

WHAT IS BEING BUILT

COMPONENT	DETAIL	TARGET
New gondola	POMA-Leitner detachable, 62 cabins of 10 passengers; capacity from ~900 to 2,960 pax/hour; 5-minute ride (50% faster), replacing the 1980s 6-seat unit	June 2026 (projected)
Skiable terrain	Currently 28 pistes / ~1,600 ha / 12 lifts moving 15,300 skiers per hour; concession expands the area toward ~1,880 ha	Phased
Snowmaking	Nine new fixed snow cannons; piste drainage; a water reservoir of up to 150,000 m³; new 33 kV power line	Winter 2026 onward
Base village	Single consolidated building: ski school, dining, excursions, express rental, lockers, instructor rooms	Winter 2026
Dining	New 600-person parador-restaurant at cota 1,600; reconstruction of the iconic Antulauquen confitería	Season 2027
Road & parking	Paving of Provincial Route 19 (RN40 to base); winter maintenance obligation; expanded parking	From Oct 2025

Sources: Diario Río Negro (Mar 2025); San Martín a Diario (concession terms); La Montaña (Jan 2026); RealidadSM / NoticiasNQN (Apr–May 2026). Scale: 150+ workers on site; POMA sent nine specialist technicians — first time the firm assembles a gondola outside France.

Why this matters for land values. Private capital is committing to Chapelco on a 25-year horizon precisely as short-term air traffic softens — a strong signal of long-term conviction. A modernized, higher-capacity, better-serviced mountain directly supports the premium ski-adjacent neighborhoods (Las Pendientes, Chapelco Golf, Valle Escondido, Estancia Miralejos) and lengthens the usable season. **Timing note:** the gondola is targeted for June 2026 and the 600-person restaurant for the 2027 season — both are committed but not yet delivered. We flag them as projected.

NOTE ON A PRIOR FIGURE

Earlier tourism materials cited "22 pistes / 140 ha" for Chapelco. The current official figure is 28 pistes across roughly 1,600 ha of skiable terrain (Río Negro, citing the concession dossier, 2025). This report uses the updated figure.

Real Estate Market Overview

All significant SMA transactions are denominated in USD. The market shows 880+ active land listings and ~1,980 total active property listings (Zonaprop, May 2026). The figures below are **asking prices (precio de publicación)** drawn from active listings — not closing prices — and are cross-checked across at least two portals per neighborhood, per our data protocol.

PREMIUM NEIGHBORHOODS — VERIFIED ASKING PRICES (MAY 2026)

NEIGHBORHOOD	LAND (ASKING)	HOMES (ASKING)	PROFILE	SOURCES
Estancia Miralejos	**USD 80K–150K**	from USD 110K	430 ha club de campo, 114 lots, 2,500–10,000 m², Lácar/Lanín views	Zonaprop, MercadoLibre, Argenprop
Valle Escondido	**USD 60K–170K**	—	Club de campo, 9-hole golf, internal ski-trail access	MercadoLibre, Argenprop, Tizado
Chapelco Golf & Resort	**USD 52K–150K**	avg **USD 688K**	226 ha, 18-hole Nicklaus golf, 24/7 security — most prestigious barrio cerrado	Zonaprop, Argenprop, Adinco
Las Pendientes Ski Village	**USD 240K–630K**	USD 530K–1.9M	Only barrio in Argentina with private ski pistes; direct Chapelco access	Zonaprop, MercadoLibre, Patagonia Lands

Chapelco Golf home average: USD 687,882 last month — 70.3% above the Neuquén provincial median (Zonaprop neighborhood index, May 2026). Cross-checked against Argenprop and Adinco listings. All values are asking prices; closing prices typically negotiate below list.

On the "average lot" figure. A single all-SMA "average lot value" blends USD 18K urban infill with USD 600K+ ski-village lots and understates the premium segment. This edition therefore reports verified ranges by neighborhood instead of one blended number — more useful and more defensible for a qualified investor.

LAND SEGMENTS — BY USE TYPE

SEGMENT	SIZE RANGE	ASKING RANGE (USD)	KEY DEMAND
Urban Residential	200–1,500 m²	**USD 18K–115K+**	Remote workers, lifestyle, local buyers
Premium Barrios Cerrados	600–10,000+ m²	**USD 40K–630K+**	HNW, international, ski buyers
Commercial / Mixed	200–2,000+ m²	**USD 28K–200K+**	Developers, hospitality operators
Rural / Chakra / Estancia	1 ha–10,000+ ha	**USD 500–50K/ha**	Agro, eco-tourism, conservation

Rural land (Segment 4) subject to Ley 26.737 — foreign ownership capped at 15% per municipality, with added border-zone restrictions. Sources: Zonaprop, Argenprop, MercadoLibre, Properati (May 2026).

Short-Term Rental & Investment Zones

SHORT-TERM RENTAL YIELD REFERENCE (ESTIMATES)

PROPERTY TYPE	NIGHTLY (USD)	ANNUAL GROSS EST.	SOURCE
Studio / 1BR apartment	**70–110**	USD 15K–28K*	Parairnos / Mitula (Q1 2026)
2BR cabin (standard)	**120–200**	USD 28K–50K*	AlquilerArgentina / Parairnos
3BR cabin (well-located)	**200–400**	USD 45K–90K*	Mitula / local brokers
Premium chalet (Chapelco)	**350–600**	USD 70K–130K*	Local broker network

**Estimates only. Assume summer (Jan–Feb) 75–85% occupancy, winter (Jul–Aug, snowfall-dependent) 55–70%, shoulder 30–40%. Net yield after fees (15–20%), taxes and maintenance: typically 4–7% on well-located properties. Winter yield highly sensitive to Chapelco snowfall. Not a guaranteed return.*

INVESTMENT ZONE GUIDE — SELECTED ZONES

URBAN · MOST LIQUID

Zone 1 — Centro / Urban Core

Walking distance to all services; most established and liquid zone. Strong demand from remote workers and local buyers. Emblematic streets (Villegas, San Martín) command premiums.

USD 40,000–200,000+ (200–1,500 m²)

RESIDENTIAL · FASTEST GROWING

Zone 2 — Lago Lolog Corridor (RP-62)

10–15 km from center. Native forest, mountain views. Barrios Reserva Baja/Alta, Los Maitenes — large lots, full services, asphalt access. Best price-to-quality ratio in the market.

USD 50,000–160,000 (1,500–5,000 m²)

PREMIUM GATED

Zone 3 — Chapelco Golf & Resort

226 ha, 430 lots, 18-hole Nicklaus golf, 24/7 security. Most prestigious barrio cerrado in SMA; active secondary market; strong premium rental yield. Home asking average ~USD 688K.

Land USD 52,000–150,000 · Homes to USD 565K+

SKI-IN VILLAGE

Zone 4 — Las Pendientes Ski Village

The only barrio in Argentina with its own private ski pistes, on the Chapelco slope. Direct beneficiary of the resort transformation. Scarcest premium supply in the corridor.

Land USD 240,000–630,000 · Homes USD 530K–1.9M

PREMIUM ECO-RESORT

Zone 5 — Valle Escondido / Estancia Miralejos

25 min from center. Valle Escondido: gated club de campo, 9-hole golf, internal ski-trail access. Miralejos: 430-ha estate, 114 lots, native lenga forest, Lácar/Lolog/Lanín views.

USD 60,000–170,000 (2,500–10,000 m²)

Who Is Buying & Why

URBAN PROPERTY BUYERS — LAKE DISTRICT PROFILE

BUYER ORIGIN	SHARE (EST.)	TYPICAL PROFILE
Argentina (Buenos Aires)	**~60–70%**	Second residence, retirement relocation, rental investment
Brazil	**~15–20% of foreign**	#1 international — ski buyers, summer resort, relocation
USA & Canada	**~10–15% of foreign**	Lifestyle, conservation, bolt-hole, remote workers
Europe (ES, IT, DE, FR)	**~8–12% of foreign**	Second residence, heritage connection, lifestyle
Middle East	**smaller, growing**	Ultra-luxury, exclusive resort development

Indicative estimates from broker interviews, EMPROTUR data and market research; no official registry tracks urban property by buyer nationality. All transactions in USD.

Investment Thesis

SUPPLY IS PERMANENTLY CAPPED

Lanín National Park (412,293 ha) forms a physical and legal boundary around the most desirable land in the SMA corridor. Municipal codes control density and subdivision. Every premium lot sold reduces the pool permanently — a structural, not cyclical, constraint.

YEAR-ROUND DEMAND — CONFIRMED BY DATA

83% occupancy in January 2026 (among Argentina's highest); 91% peak in November 2025 (shoulder, no ski). High occupancy across seasons is increasingly rare for a Patagonian destination — and it held even as air traffic dipped.

THE CHAPELCO CATALYST

A 25-year private concession is rebuilding the mountain — new gondola, expanded terrain toward 1,880 ha, snowmaking, base village, dining and paved access. Long-term private conviction at the exact moment short-term traffic cooled is, in our reading, the strongest signal in this report.

REMOTE WORK & PERMANENT MIGRATION

SMA grew from ~25,000 to over 35,000 permanent residents in a decade (~40%). USD-earning remote workers are the fastest-growing new buyer category, driving structural housing demand independent of tourism.

WORLD-CLASS FLY FISHING

The Chimehuín and Malleo rivers attract HNW anglers (US, UK, Japan) spending USD 3,000–8,000/week on guided lodge experiences — a premium hospitality demand profile rare in Patagonian markets.

Risk Analysis

RISK	SEVERITY	MITIGATION
Argentine peso volatility	**Low (USD buyers)**	All transactions in USD; no peso exposure on capital value.
Capital transfer / repatriation	**Medium**	BCRA regulations apply. Specialist counsel before committing capital; structure ownership correctly from day one.
Air connectivity softening	**Medium**	Q1 2026 traffic −10% YoY. Mitigated by terminal expansion, new international route, and resilient self-drive/regional demand. Model conservatively.
Winter snowfall dependency	**Medium**	Summer/shoulder demand self-sustaining. New snowmaking (150,000 m³ reservoir) reduces — but does not remove — snow risk.
Chapelco delivery risk	**Medium**	Gondola (June 2026) and restaurant (2027) are committed but not yet delivered. Track against published milestones before underwriting upside.
Foreign land ownership (rural)	**Low if structured**	Ley 26.737 — 15% cap on rural land. Urban property: no restriction. Border-zone rural land needs federal approval.
Market liquidity	**Medium**	Premium exit timeline 6–18 months. Long-horizon asset class (5–15 years recommended).
Title & cadastral risk	**Low w/ diligence**	Full title research and cadastral verification standard in our protocol.

Legal Framework for Foreign Buyers

REQUIREMENT	DETAILS
CDI (Tax ID)	Required for all transactions. Patagonia Estate coordinates for non-residents.
Urban property	No restriction on foreign ownership of urban residential or commercial real estate.
Rural land	Ley 26.737 applies. 15% foreign ownership cap per municipality. Border zone (50 km from Cardenal Samoré crossing) requires federal approval.
Transaction currency	All transactions in USD. Bank transfer or authorized exchange.
Closing costs	Approximately 8–11% of purchase price (stamps, notary, agent commissions).
Notarial process	Certified Argentine notary (escribano) required. Timeline: 60–120 days.

How Patagonia Estate Works With You

SERVICE	WHAT WE DELIVER
Market Intelligence	Off-market opportunities + real-time data from our local SMA network.
Land Acquisition	Sourcing, screening and negotiation — including deals never publicly listed.
Legal Due Diligence	Full title review, compliance, CDI assistance, zoning verification.
Transaction Structuring	Legal, tax and notarial coordination from reservation through title.
Architecture & Construction	Vetted architects, engineers, builders; project management for non-residents.
Property Management	Short- and long-term rental management. Monthly reporting EN + ES.
Investment Funds (SPV)	Special Purpose Vehicle structuring for collective real estate investment.

A Note from Sebastian Grazzini — CEO & Founder

San Martín de los Andes is my home. I've lived and worked here for over 11 years — walking these properties, fishing these rivers, and building the local relationships that give our clients access to opportunities that simply don't exist in any portal.

This edition is deliberately honest about a softer start to 2026 at the airport. I'd rather show you that than hide it — because what I see on the ground is a mountain being rebuilt for the next 25 years, a town that keeps filling up across every season, and a supply of premium land that only gets scarcer. The investors who understood this years ago did extraordinarily well. The window is still open. But the best positions don't wait.

— Sebastian Grazzini

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Important Notice — Data Sources & Accuracy

1. DATA SOURCES

Prepared by Patagonia Estate using publicly available information. Sources in this edition (Q4 2025 — Updated May 2026): Zonaprop · MercadoLibre Inmuebles · Argenprop · Properati · Adinco · ANAC · Neuquén Informa · Secretaría de Turismo SMA · Observatorio Turístico SMA · INDEC · CAT (Feb 2026) · Filo News (Feb 2026) · RealidadSM (Mar 2026) · La Montaña Noticias · NoticiasNQN · Diario Río Negro · San Martín a Diario · Mejor Informado · Patagonia Estate local broker network.

2. DATA CURRENCY & MARKET VOLATILITY

Market data has a shelf life. Real estate prices, rental rates, occupancy, tourist arrivals, airport volumes, exchange rates and regulatory frameworks change continuously and may not reflect conditions at time of reading. Listing prices are asking prices, updated daily on portals. Occupancy and tourism statistics are seasonal. Exchange rates fluctuate; all USD references are indicative. Argentine regulation (foreign land ownership, capital transfer, tax) may change by decree or legislation at any time.

3. REPORT-SPECIFIC NOTES

Originally published Q4 2025; revised May 2026 to correct the airport trajectory (2025 +11% close; Q1 2026 −10% YoY), add the Chapelco resort transformation section, and replace single-source land averages with cross-checked neighborhood asking-price ranges. Chapelco gondola (June 2026) and 600-person restaurant (2027) are committed but not yet delivered and are flagged as projected. Winter occupancy depends heavily on Chapelco snowfall — model conservatively.

4. NOT FINANCIAL OR LEGAL ADVICE

This is an informational document to assist qualified investors in understanding general market conditions. Nothing herein is a recommendation to buy, sell or hold any asset, nor should it be the sole basis for any decision. Patagonia Estate is not a licensed financial advisor, attorney or regulated investment firm.

5. BEFORE ANY INVESTMENT DECISION, WE RECOMMEND:

- Independently verifying all price, occupancy and statistical data with the cited sources at the time of your decision.
- Consulting a qualified Argentine lawyer on the legal framework for foreign ownership (Ley 26.737, border-zone rules, BCRA FX regulations).
- Consulting a licensed financial advisor on suitability, capital transfer and tax implications in your country of residence.
- Conducting independent due diligence on any specific property — title research, cadastral verification, zoning confirmation.

6. LIMITATION OF LIABILITY

Patagonia Estate makes no warranty, express or implied, as to the accuracy, completeness or timeliness of any information herein, and shall not be liable for any decisions made in reliance on it. All data provided in good faith based on publicly available sources at time of research.

Source Traceability Sheet

Per Patagonia Estate's data protocol: every numeric claim carries source, consultation date and a confidence level an investor can audit. Confidence: **High** = official source or 2+ independent sources agree; **Med** = single official source or sector estimate; **Est.** = our modelled estimate / range.

DATA POINT	VALUE	SOURCE(S)	DATE	CONF.
Airport pax 2025 (Jan–Nov)	321,000 (+11%)	ANAC / Neuquén Informa; San Martín a Diario; Lacar Digital	Dec 2025	High
Airport pax Q1 2026	92,000 (−10% YoY)	Neuquén Informa (official); La Montaña; Mejor Informado	Apr 2026	High
Airport pax March 2026	24,029 (−4% YoY)	Neuquén Informa; Mejor Informado	Apr 2026	High
Hotel occupancy Jan 2026	83% avg	CAT / Filo News	Feb 2026	Med
Hotel occupancy Feb 2026	65.1% avg	RealidadSM	Mar 2026	Med
Nov 2025 peak occupancy	91%	Observatorio Turístico SMA	Nov 2025	Med
New gondola specs	62×10-pax, 900→2,960/h	NoticiasNQN; La Montaña; Nevasport; Lugares de Nieve	Jan–May 2026	High
Chapelco terrain	28 pistes / ~1,600→1,880 ha	Diario Río Negro (concession dossier)	Mar 2025	High
Snowmaking / reservoir	9 cannons / 150,000 m³	La Montaña	Jan 2026	Med
New restaurant (cota 1,600)	600 persons, 2027	San Martín a Diario; Noticias de los Andes	2025	High
Chapelco Golf homes avg	USD 687,882 (+70.3%)	Zonaprop neighborhood index	May 2026	Med
Chapelco Golf land	USD 52K–150K (asking)	Zonaprop; Argenprop; Adinco	May 2026	High
Valle Escondido land	USD 60K–170K (asking)	MercadoLibre; Argenprop; Tizado	May 2026	High
Estancia Miralejos land	USD 80K–150K (asking)	Zonaprop; MercadoLibre; Argenprop	May 2026	High
Las Pendientes land/homes	USD 240K–630K / 530K–1.9M	Zonaprop; MercadoLibre; Patagonia Lands	May 2026	High
Active listings	880+ land / ~1,980 total	Zonaprop	May 2026	Med
Rental yields (net)	4–7% (range)	Patagonia Estate model	2026	Est.
Permanent residents	~25K → 35K (decade)	Municipal / census references	2025	Med

Per protocol: asking prices labelled as such; no international comparables used; single-portal figures excluded or flagged. This sheet may be shown to clients on audit.