Hotel for Sale #200

Price: $16,500,000 USD



Bedrooms: 95

Rooms: 95

Address: Tulum Centro, Tulum Real Estate, Quintana Roo

Description

This income-producing hotel is located in central Tulum and has been in continuous operation since 2020. The asset is designed for efficient scale and steady demand across the Riviera Maya, with convenient access to Tulum International Airport (TQO) and Cancún International Airport (CUN).

The property totals 95 keys, comprising 87 guest rooms and 8 two-bedroom condominiums. Every guest room includes a private balcony or terrace. The condominiums add living and dining areas plus kitchenettes, which makes them suitable for families, long-stay guests, and VIP blocks.

A rooftop complex anchors the on-site experience and revenue. It includes an infinity-edge pool, a jacuzzi, and a full-service restaurant and bar with panoramic jungle views. The hotel also offers two dedicated event spaces—one accommodating approximately 250 guests and another designed for about 100—supporting weddings, corporate retreats, and private functions.

The site spans 4,600 m² of land with 11,000 m² of construction. Frontage includes two street-level commercial units that can generate supplemental lease income. A structured parking facility holds about 60 vehicles, which supports high-occupancy periods and events. Core infrastructure includes an independent water well with reverse-osmosis treatment, an emergency generator for continuity of operations, and energy-efficient LED lighting across the property.

Operational performance is supported by a strong digital presence. Since opening, the hotel has accumulated 4,000+ guest reviews and maintains high visibility on major online travel agencies, including top placement in Booking.com search results for Tulum. Over the past year, reservations and revenue have shown year-over-year growth, reflecting both reputation and market positioning.

Access and connectivity are competitive advantages. The property is near Tulum International Airport (TQO), offering straightforward regional and international links, while beaches, cenotes, dining, and cultural sites are within easy reach from the central Tulum location.

The investment case centers on scale, diversification, and operating leverage. The 11,000 m² build supports multiple income streams across Rooms, Extended Stay, Rooftop F&B, Events, and Retail. Demand is diversified among transient leisure, group business, and extended-stay segments, with further upside in event programming and channel mix optimization.

Sellers are highly motivated and open to offers.










































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