

FALKENSTEINER
RESIDENCES
LAKE GARDA

Your exclusive hideaway at Lake Garda

Behind the brand

More than 65 years ago, a small guesthouse in the South Tyrolean Alps laid the foundation stone for the Falkensteiner Michaeler Tourism Group (FMTG) – one of the leading regional providers and developers of tourism services and products in Central and Southeastern Europe.

To this day, FMTG is an owner-managed company with strong family roots. Profound industry know-how in tourism, many years of management and development experience, short decision-making processes, an efficient international commercial organisation and a unique can-do mentality have made our company a successful hotel operator and developer with more than 2,000 employees and 30 Hotels & Residences in seven countries.

- 1957** Maria and Josef Falkensteiner open a guest house in Ehrenburg / South Tyrol
- 1978** The brothers Andreas and Erich Falkensteiner take over the company
- 1995** Otmar Michaeler joins the company Foundation of Falkensteiner Hotel Management and Michaeler & Partner
- 1998/ 2003** Acquisition of the first hotels in Austria, Croatia & Czech Republic
- 2006/ 2007** Foundation of FMTG with new corporate structure and relocation of the headquarter to Vienna, launch of the 'Falkensteiner Residences' product line
- 2015/ 2021** Expansion in Italy & extensive refurbishments of hotels in Austria, Croatia & Italy
- 2022** Foundation of FMTG Invest and FMTG Premium Camping, expansion in Austria, extensive refurbishments in the Czech Republic & Croatia
- 2023** Opening of the Luxury Villas in Croatia (Punta Skala), expansion in Italy with new projects in Salò, Licata, Cesenatico and Bolzano
- 2024** Decision for market entry in Germany (Grömitz) & new project developments in Croatia



Falkensteiner Residences

OUR CONCEPT

With Falkensteiner Residences, you can fully relax while we take care of everything – giving you more time to enjoy your own holiday home.

Our real estate development concept embodies innovative architecture in prime locations, stylish and timeless furnishings and premium services with the cosiness of home. You are surrounded by elegance and beauty, inside and out. The services and amenities allow you to enjoy carefree vacations with your loved ones without the worries and work connected with second home ownership.

ADVANTAGES AT A GLANCE

- ◊ Apartments are part of a 5-star Falkensteiner resort
- ◊ Access to comprehensive services of the neighbouring hotels: SPA area, restaurants & outlets, entertainment programmes and much more
- ◊ Housekeeping and individual services on request
- ◊ Advantages through Loyalty Club membership
- ◊ Attractive rental models



RESIDENCES
AURORA
2026 · CROATIA



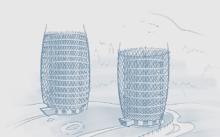
RESIDENCES
LAKE GARDA
2026 · ITALY



RESIDENCES
JESOLO
2021 · ITALY



RESIDENCES
SEНИA
2009 · CROATIA



RESIDENCES
EDELWEISS
2009 · AUSTRIA

Residences Lake Garda

The Falkensteiner Residences Lake Garda are located within the 5-star resort on Lake Garda, nestled in the [stunning bay of Salò](#). They offer luxurious living in a picturesque setting, surrounded by tranquil waters and the mountains of the Riviera dei Limoni.

In the first construction phase 96 high-end apartments will be built, with a further 74 planned for phase 2, available in various sizes – from units with one, two, or three bedrooms, featuring rooftop terraces, balconies, or both, as well as private pools or gardens.

The exceptional quality of the residences is reflected in the use of premium natural materials. Inspired by the Riviera lifestyle, both the indoor and outdoor spaces blend seamlessly, creating airy living areas with open spaces.

Residents also benefit from the amenities of the adjacent Falkensteiner Hotel Lake Garda and a wide range of leisure activities in the surrounding area, including watersports, excursions, culinary tours, and more.

[Construction of the Falkensteiner Residences Lake Garda](#) began in September 2024, with completion of the first phase scheduled for spring 2026 and early 2027 for phase 2.



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HIGHLIGHTS

- ◊ Prime location - In a premium park setting on the southwestern shore of Lake Garda, just a few steps from the waterfront and the charming town of Salò
- ◊ Perfect accessibility - Easily reachable by car and plane
- ◊ Design meets nature - Architecture and interior design by Matteo Thun, landscape design by João Nunes
- ◊ Individual living concept - Fully equipped apartments with 1 to 4 bedrooms, available in two exclusive design lines
- ◊ Spacious outdoor areas - Balconies, gardens or penthouses with roof terrace, private pool or whirlpool
- ◊ Comfort & security - Private, lockable garage boxes
- ◊ Flexible residential use - Rare dedication without rental obligation - ideal as a second or main residence
- ◊ 5-star luxury & service - Access to the exclusive amenities of the neighbouring 5-star hotel
- ◊ Concierge service - Tailored assistance for the highest living comfort
- ◊ Professional property management - All-round carefree package for your property



CUISINE

Let yourself be pampered by a wide culinary offer in the restaurants and bars of the Resort and varied evening entertainment. Whether it's a cosy dinner in your own lounge area or a themed dinner in a restaurant atmosphere - delight is only a few steps away.

WELLNESS & SPA

Treat yourself with access to the spacious pool & spa areas of surrounding Falkensteiner Hotels and a high-quality wellness offer with special regional highlights.

CHILDCARE SERVICES

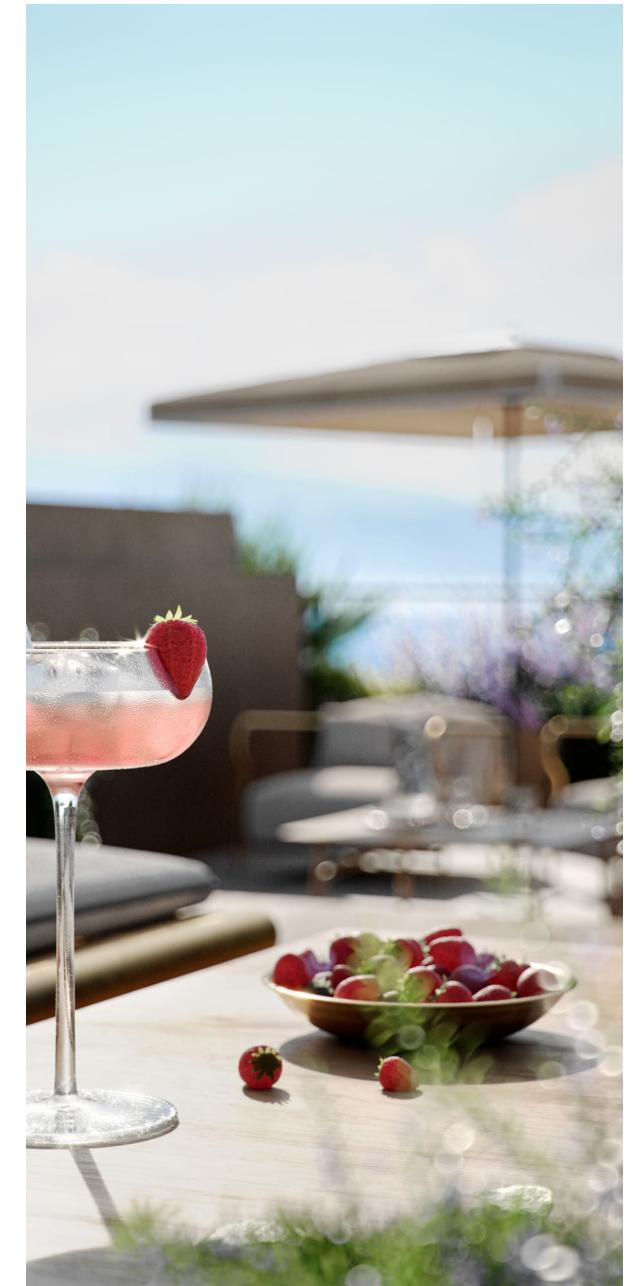
Your little ones are in good hands in Falkyland! The close-by Falkensteiner hotels have childcare and specially created children's programs in the play worlds as well as in the open-air playgrounds.

SPORT & RECREATION

In addition to the breathtaking scenery and great attractions in the surroundings of our Falkensteiner Residences, the diverse offerings in the sports and fitness facilities of the neighboring Falkensteiner Hotels provide a wide range of opportunities to continue your active lifestyle even on vacation.

APARTMENT SERVICES

With our various services such as regular checks of the apartments in your absence as well as the possibility to safely store your personal belongings while re-letting your holiday residence, your property will be cared for in every aspect. Pre-arrival and post-departure services like temperature setting, airing and cleaning are all within the scope of services.



PREMIUM	DELUXE
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HOME OWNER BENEFITS PACKAGES

One-Bedroom Apartment (S2, S4)	1.000€*	6.000€*
Two-Bedroom Apartment (M1, M1+, M2)	1.250€*	7.000€*
Three-Bedroom Apartment (L1, L2, L3, L5)	1.500€*	9.000€*

PREMIUM	DELUXE	À LA CARTE
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GENERAL

Resident manager on site	◆	◆	
Organisation of services as required	◆	◆	
Special benefits of Loyalty Club membership	◆	◆	
Control of the flat in the absence of the owner		◆	
Cleaning services & laundry service			◆
Small repairs/maintenance			◆
Fast charging for electric vehicles			◆
Maintenance of private pools and whirlpools			◆

POOL, SPA & SPORT

Access to hotel pools & SPA areas		◆	
Access to the hotel fitness area		◆	
Access to selected activity and relaxation programmes		◆	
SPA-Treatments			◆
Bathrobes and towels			◆
Further activity programmes			◆

PREMIUM	DELUXE	À LA CARTE
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CHILDREN

Unsupervised play area outdoors	◆	◆	
Baby changing room with makeshift kitchen for warming up baby food	◆	◆	
Access to the Falkyland with playgrounds, entertainment and infotainment program		◆	
Access to the water play area for children		◆	
Age-appropriate supervised activities (from 3 years) as part of the program for hotel guests		◆	
Babysitting			◆
SPA-Treatments for children			◆
Swimming lessons for babies and children			◆

CUISINE

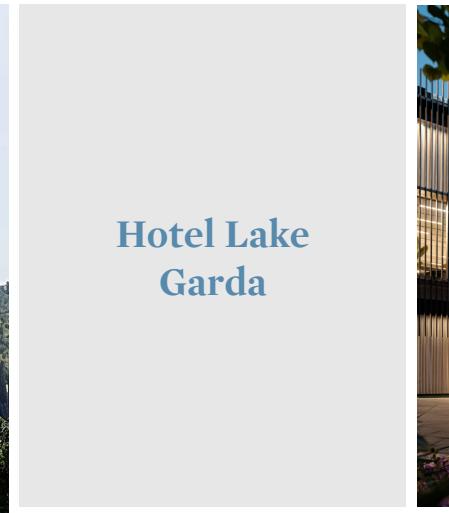
Access to the hotel/resort's restaurants and bars and to exclusive events, subject to availability	◆	◆	
Preferential consideration for table reservations		◆	
Catering by special arrangement			◆

*annual fee, excl. VAT

Subject to change without notice. All services are upon request and availability. Opening and operating hours depend on the hotel's guidelines and may vary.



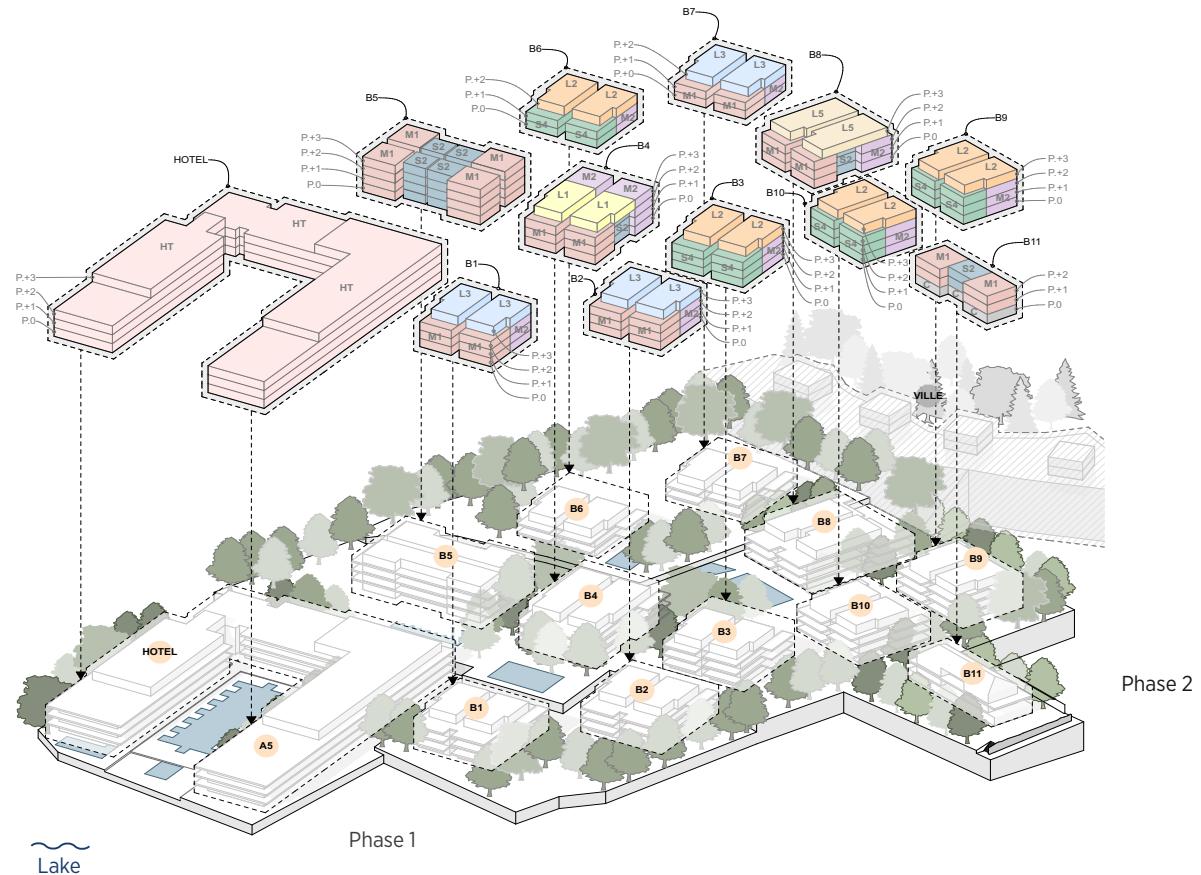
Hotel Lake
Garda



Resort Lake
Garda



Resort plan



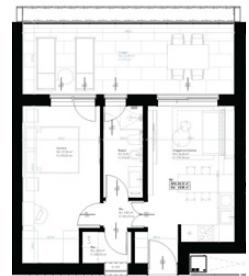
PHASE 1
 B1 VISENTINA
 B2 TOSCANO
 B3 GOLESANA
 B4 ORA
 B5 VINESSA

PHASE 2
 B6 DELLA ROCCA
 B7 GARDESANA
 B8 PELER
 B9 MONTIS
 B10 ANDER
 B11 BOARNO

TYPE S
 ALLORO
 NESPOLO

TYPE M
 OLIVO
 MIRTO

TYPE L
 MANDORLO
 CEDRO
 OLMO
 GELSO



S2 45,59 m²



S4 47,52 m²



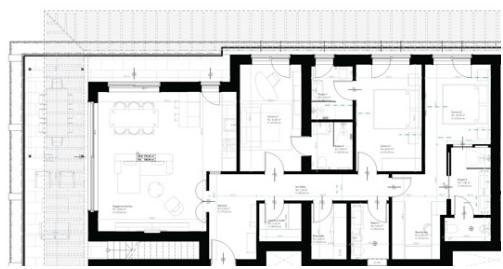
M1 76,00 m²



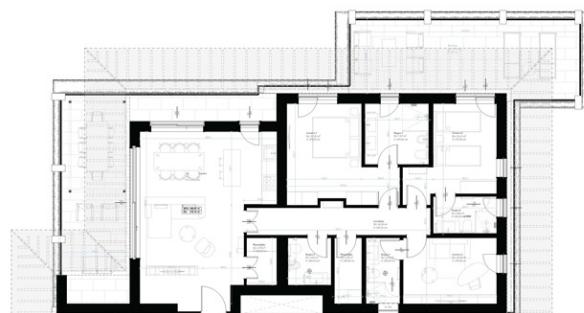
M1+ 76,00 m²



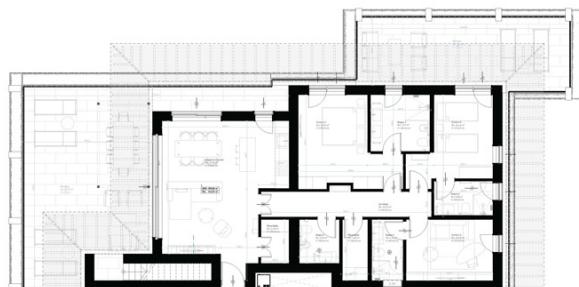
M2 76,00 m²



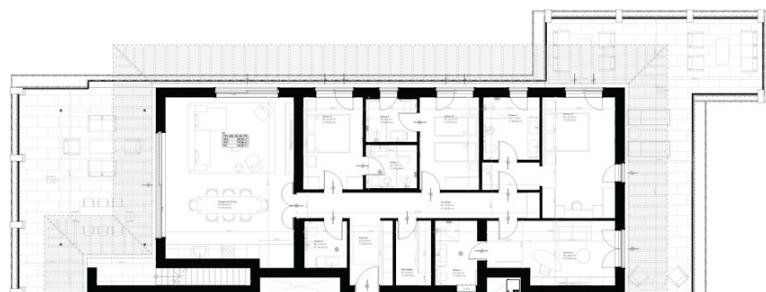
L1 129,99 m²



L2 115,36 m²



L3 114,51 m²



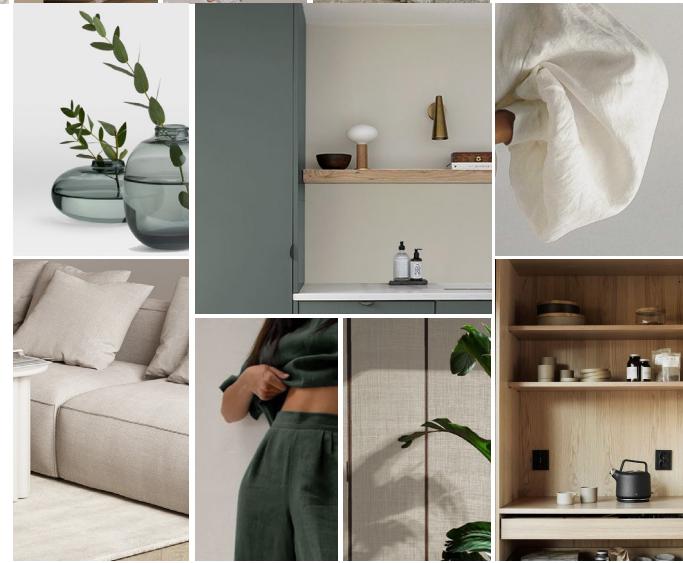
L5 163,38 m²



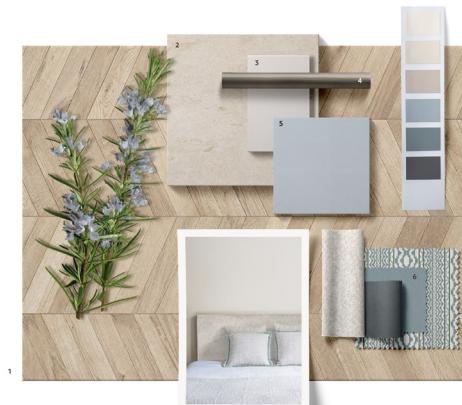
GIARDINO



INTERIOR FINISHES
MATERIAL SELECTION



Interior design lines



INTERIOR FINISHES
MATERIAL SELECTION

RIVIERA



Residences Lake Garda



[>> CLICK HERE TO VIEW
ALL VISUALISATIONS](#)

Cost overview

ADDITIONAL BUYING COSTS IN €

VAT apartment + garage	10%		
VAT furnishings + equipment	22%		
Registration, mortgage & cadastre costs	approx. 3.000		
Sub-division, condominium regulations & admin costs	2.000 + VAT		
	Purchase Price (From - To)*	Costs + VAT	
	400.000	500.000	9.900
	501.000	600.000	11.700
	601.000	700.000	13.300
	701.000	800.000	14.700
	801.000	900.000	15.600
	901.000	1.000.000	18.800
	1.001.000	-	20.100

*Dependent on the net purchase price of the apartment incl. garage; Payment Schedule: 50% at notary signing of preliminary purchase agreement, 50% at signing purchase agreement

RUNNING COSTS IN €

PER MONTH		
Maintenance costs per m ² of usable area + applicable VAT		approx. 4,50 + VAT
Utilities per m ² of usable area		approx. 1,50 + VAT
PER YEAR		
Homeowner Benefits Fee*	Premium	Deluxe
Typ S	1.000 + VAT	6.000 + VAT.
Typ M	1.250 + VAT	7.000 + VAT
Typ L	1.500 + VAT	9.000 + VAT
Municipal property levy (IMU) depending on letting (yes/no) and apartment size	approx. 900 - 2.300	
Waste disposal fee (TARI) mainly depending on the number of residents in the apartment	approx. 300 - 500	

* „Premium“ program mandatory as basic program; upgrade to „Deluxe“ program optional

Rental Models

Owners can choose to rent out their residences as part of the Falkensteiner offering.

Should you decide to sub-let, Falkensteiner offers you the following models:

YIELD PARTNER PROGRAM

Rental income	60:40 share of net income in favour of owners
Owner stays	Up to 2 weeks in high season + up to 4 weeks in low season
Additional use	Subject to availability, with preferential rates

YIELD GUARANTEE PROGRAM

Return p.a.	4% of total net purchase price
Duration	5 years (one-time, fixed term)
Owner stays	Maximum 3 weeks, excluding high season
Additional use	Subject to availability, with preferential rates
Service fee	75% of the service fee



Terms of service



To ensure smooth operations along with the safety and comfort of all guests, we kindly ask all owners to strictly adhere to the maximum occupancy limits for fire, life, health and safety reasons.

The names of registered guests must be submitted by the owners at the beginning of each calendar year. Changes to the registered guestlist can be made up to 60 days prior to the start of the next year. If no updates are declared within this period, the existing registration will be automatically extended for the following calendar year.

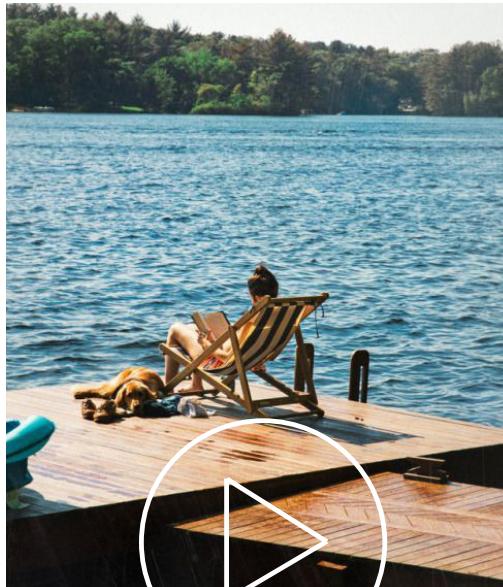
Proper registration is required to allow guests access to the exclusive Falkensteiner services. All registered guests must present a valid photo ID.

APARTMENT TYPE	MAXIMUM OCCUPANCY	REGISTERED GUESTS
One-Bedroom Apartment (S2, S4)	2 adults + 1 adult or 2 children*	8 persons
Two-Bedroom Apartment (M1, M1+, M2)	4 adults + 2 children*	12 persons
Three-Bedroom Apartment (L1, L2, L3, L5)	6 adults + 3 children*	18 persons

*up to 12 years



Salò at Lake Garda



The breathtaking bay and town of Salò at the Lake Garda with its beaches, its exclusive boutiques offering Italian designer labels and excellent restaurants exudes an authentic and elegant atmosphere.

Salò and the surrounding area offer a range of exciting and diverse activities for all ages. Enjoy the pleasures and comfort of your second home in one of Italy's stunning destinations together with your near and dear ones. Create your own private space for remote work in beautiful and relaxing surroundings. Or simply take a break.

Discover the charm of Salò for yourself.

On the right you will find further documents about the Residences Lake Garda. Only one click to access the documents.

If any questions appear, please contact us.

You are welcome to visit our showroom and the construction site in Salò.

REQUEST APPOINTMENT

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All texts and visualisations are subject to change.

