

Hunter Highlands Ski In/Out Portfolio
Highlands Drive, Hunter, NY 12442
2 Unit Portfolio

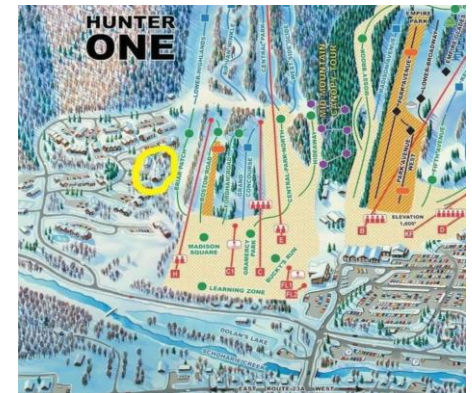
Asking Price
\$600,000



Presented by:

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Executive Summary

Hunter Highlands Ski In/Out Portfolio

Highlands Drive, Hunter, NY 12442

2 Unit Portfolio

The Opportunity

Win Morrison Realty is pleased to present this once in a lifetime opportunity to own a stabilized, professionally operated short-term rental portfolio located at Hunter Mountain, NY, one of the highest-demand four-season vacation markets within 2.5 hours of NYC.

The portfolio currently consists of two 1BR units (D6, E2) slopeside at Hunter Mountain, allowing for operational scale, pricing power, and centralized management. Two units have full multi-year operating history, while the third has completed renovation and is already outperforming pro forma.

Key Highlights

- Proven STR demand with multi-year operating history
- Winter-driven peak season plus strong summer and foliage performance
- Predictable fixed expenses through HOA structure
- Strong NOI margins relative to purchase price
- Clean data, transparent expenses, and tax-efficient structure

Portfolio Snapshot (At a Glance)

Units: 2

Configuration: 1BR / 1BA condos with utility room and washer/dryer

Location: Hunter Highlands, Hunter Mountain, NY

Target Guest: NYC metro couples, skiers, hikers, weekend travelers

Management: Owner-operated with Hostaway PMS

Average Stay: 1–3 nights

Seasonality: Strong winter, summer, foliage, and holiday demand

Portfolio-Level Trailing Twelve Months June 2026 Economics (All 2 Units)

Trailing 12 months performance (since acquisition and renovation of E2)

Average Occupancy: ~88%

Average ADR: ~\$171

Trailing 12 Months Gross Revenue: ~\$134,450

Annualized NOI: ~\$143,554

Average NOI per Unit: ~\$47,473

Implied Cap Rate on \$600k Asking Price: 15.8%

This is a rare combination of high occupancy and rising ADR in a drive-to leisure market with limited new supply.

Market & Demand Drivers

- 2.5-hour drive from NYC metro
- One of the closest true ski markets to Manhattan
- Four-season appeal: skiing, hiking, foliage, summer escapes



Combined Trailing 12 Month Historical Financials

Hunter Highlands Ski In/Out Portfolio

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2 Unit Portfolio

	2026						2025							
TTM	1	2	3	4	5	6	7	8	9	10	11	12	Total	Avg Per Unit
Jun-26	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec		TTM 6/2026
Available Nights	62	56	62	60	62	60	62	62	60	62	60	62	730	365
Occupied Nights	58	56	42	47	54	56	58	58	54	56	44	60	643	322
Vacant Nights	4	0	20	13	8	4	4	4	6	6	16	2	87	44
Occupancy %	93.5%	100.0%	67.7%	78.3%	87.1%	93.3%	93.5%	93.5%	90.0%	90.3%	73.3%	96.8%	88.1%	88.1%
ADR	\$220.90	\$256.08	\$176.33	\$152.78	\$157.01	\$145.02	\$152.86	\$164.89	\$132.77	\$166.25	\$138.82	\$186.47	\$171.92	\$171.92
Total Revenue	\$15,362.10	\$16,215.47	\$9,130.80	\$8,980.81	\$10,803.35	\$9,976.96	\$10,815.98	\$11,513.79	\$8,969.76	\$11,409.95	\$7,682.99	\$13,588.04	\$134,450.00	\$67,225.00
Cleaning	(\$2,550)	(\$1,875)	(\$1,725)	(\$1,800)	(\$2,325)	(\$1,856)	(\$1,950)	(\$1,950)	(\$1,800)	(\$2,100)	(\$1,575)	(\$2,400)	(\$23,906)	(\$11,952.99)
HOA Maint. Dues	(\$484)	(\$484)	(\$484)	(\$484)	(\$484)	(\$484)	(\$484)	(\$484)	(\$484)	(\$484)	(\$484)	(\$484)	(\$5,808)	(\$2,904.00)
Taxes	(\$202)	(\$202)	(\$202)	(\$202)	(\$202)	(\$202)	(\$202)	(\$202)	(\$202)	(\$202)	(\$202)	(\$202)	(\$2,424)	(\$1,212.00)
Insurance	(\$114)	(\$114)	(\$114)	(\$114)	(\$114)	(\$114)	(\$114)	(\$114)	(\$114)	(\$114)	(\$114)	(\$114)	(\$1,366)	(\$683.00)
Utilities	(\$500)	(\$500)	(\$500)	(\$500)	(\$500)	(\$500)	(\$500)	(\$500)	(\$500)	(\$500)	(\$500)	(\$500)	(\$6,000)	(\$3,000.00)
Total Expenses	(\$3,850)	(\$3,175)	(\$3,025)	(\$3,100)	(\$3,625)	(\$3,156)	(\$3,250)	(\$3,250)	(\$3,100)	(\$3,400)	(\$2,875)	(\$3,700)	(\$39,504)	(\$19,751.99)
NOI	\$11,512.27	\$13,040.64	\$6,105.97	\$5,880.98	\$7,178.52	\$6,821.15	\$7,566.15	\$8,263.96	\$5,869.93	\$8,010.12	\$4,808.16	\$9,888.21	\$94,946.03	\$47,473.01

*E2 was acquired and renovated in 2025.

Average Occupancy: ~88%

Average ADR: ~\$171

Trailing 12 Months Gross Revenue: ~\$134,450

Trailing Twelve Months NOI: ~\$94,946

Average NOI per Unit: ~\$47,473

This is a rare combination of high occupancy and rising ADR in a drive-to leisure market with no new slopeside supply and an unbeatable location.

Cash Flow Footnotes

Cleaning Fees include housekeeping fees that are included in the gross payout by booking platforms. Variable with revenue and average nights stayed.

HOA Maintenance Dues are \$242 month, which covers landscaping, plowing, roads, roofs, common areas, and deferred maintenance.

Utilities for each unit average \$250 per month.

Taxes on the units are a low \$1,212 per month.

Current Insurance is \$683 per year, per unit.



Property Summary - Unit E2

Hunter Highlands Ski In/Out Portfolio

Highlands Drive, Hunter, NY 12442

2 Unit Portfolio

Airbnb Link: airbnb.com/h/catskillloasis3

Only Ski In Out on Mtn | Hike, Golf, Fish, Unwind

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Entire cabin in Lanesville, New York

4 guests · 1 bedroom · 2 beds · 1 bath



One of the most loved homes on
Airbnb, according to guests

4.94
★★★★★

87
Reviews



Hosted by Maxim
Superhost · 5 years hosting

Add dates for prices

CHECK-IN
Add date

CHECKOUT
Add date

GUESTS
1 guest



Check availability



E2 Financials

Hunter Highlands Ski In/Out Portfolio

Highlands Drive, Hunter, NY 12442

2 Unit Portfolio

						PROFORMA (5% Increase in ADR from 2025, assuming same expense ratio)								
E2	1	2	3	4	5	6	7	8	9	10	11	12		Total
2026	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec		
Available Nights	31	28	31	30	31	30	31	31	30	31	30	31		365
Occupied Nights	28	28	21	24	26	28	30	28	29	31	25	30		328
Vacant Nights	3	0	10	6	5	2	1	3	1	0	5	1		37
Occupancy %	90.3%	100.0%	67.7%	80.0%	83.9%	93.3%	96.8%	90.3%	96.7%	100.0%	83.3%	96.8%		89.9%
ADR	\$224.67	\$246.50	\$169.68	\$149.02	\$153.36	\$154.02	\$165.80	\$169.54	\$139.12	\$173.60	\$142.68	\$191.92		\$174.07
Total Revenue	\$7,490.64	\$7,726.99	\$4,538.34	\$4,476.58	\$5,112.35	\$5,282.59	\$6,092.70	\$5,814.87	\$4,941.86	\$6,591.94	\$4,369.25	\$7,052.46		\$69,490.57
Cleaning	(\$1,200.00)	(\$825.00)	(\$975.00)	(\$900.00)	(\$1,125.00)	(\$969.91)	(\$1,118.65)	(\$1,067.64)	(\$907.35)	(\$1,210.32)	(\$802.22)	(\$1,294.87)		(\$12,395.97)
HOA Maint. Dues	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)		(\$2,904.00)
Taxes	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)		(\$1,212.00)
Insurance	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)		(\$683.00)
Utilities	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)		(\$3,000.00)
Total Expenses	(\$1,849.92)	(\$1,474.92)	(\$1,624.92)	(\$1,549.92)	(\$1,774.92)	(\$1,619.83)	(\$1,768.57)	(\$1,717.56)	(\$1,557.27)	(\$1,860.23)	(\$1,452.14)	(\$1,944.79)		(\$20,194.97)
NOI	\$5,640.72	\$6,252.07	\$2,913.42	\$2,926.66	\$3,337.43	\$3,662.76	\$4,324.13	\$4,097.31	\$3,384.59	\$4,731.71	\$2,917.11	\$5,107.67		\$49,295.59

2025 NOI **\$44,224.51**
% Increase 11.5%

**Despite being under renovation earlier in 2025, E2 immediately achieved top-quartile occupancy and ADR relative to the other units, validating the renovation and positioning strategy*

Jan-May 2026 Actual, June-Dec Proforma (5% Increase in 2025 ADR).

Occupancy: 89.9%

ADR: \$174.07

Revenue: \$69,491

NOI: \$49,296



Property Summary - Unit D6

Hunter Highlands Ski In/Out Portfolio

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2 Unit Portfolio

Airbnb Link: airbnb.com/h/catskillloasis

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Entire cabin in Lanesville, New York

4 guests · 1 bedroom · 2 beds · 1 bath



One of the most loved homes on Airbnb, according to guests

4.94
★★★★★

367
Reviews



Hosted by Maxim
Superhost · 5 years hosting

Add dates for prices

CHECK-IN
Add date

CHECKOUT
Add date

GUESTS
1 guest



Check availability



D6 Financials

Hunter Highlands Ski In/Out Portfolio

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2 Unit Portfolio

						PROFORMA (5% Increase in ADR from 2025, assuming same expense ratio)								
D6	1	2	3	4	5	6	7	8	9	10	11	12		Total
2026	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec		
Available Nights	31	28	31	30	31	30	31	31	30	31	30	31		365
Occupied Nights	30	28	21	23	28	28	28	30	25	25	19	30		315
Vacant Nights	1	0	10	7	3	2	3	1	5	6	11	1		50
Occupancy %	96.8%	100.0%	67.7%	76.7%	90.3%	93.3%	90.3%	96.8%	83.3%	80.6%	63.3%	96.8%		86.3%
ADR	\$217.38	\$265.66	\$182.97	\$156.71	\$160.39	\$136.01	\$152.52	\$169.68	\$145.26	\$174.86	\$157.89	\$195.11		\$177.53
Total Revenue	\$7,871.46	\$8,488.48	\$4,592.46	\$4,504.23	\$5,691.00	\$4,694.37	\$5,264.08	\$6,274.61	\$4,476.39	\$5,388.51	\$3,697.89	\$7,214.98		\$68,158.46
Cleaning	(\$1,350.00)	(\$1,050.00)	(\$750.00)	(\$900.00)	(\$1,200.00)	(\$886.06)	(\$993.59)	(\$1,184.33)	(\$844.92)	(\$1,017.08)	(\$697.98)	(\$1,361.83)		(\$12,235.79)
HOA Maint. Dues	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)		(\$2,904.00)
Taxes	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)		(\$1,212.00)
Insurance	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)		(\$683.00)
Utilities	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)		(\$3,000.00)
Total Expenses	(\$1,999.92)	(\$1,699.92)	(\$1,399.92)	(\$1,549.92)	(\$1,849.92)	(\$1,535.98)	(\$1,643.51)	(\$1,834.25)	(\$1,494.84)	(\$1,667.00)	(\$1,347.89)	(\$2,011.74)		(\$20,034.79)
NOI	\$5,871.54	\$6,788.56	\$3,192.54	\$2,954.31	\$3,841.08	\$3,158.39	\$3,620.57	\$4,440.36	\$2,981.56	\$3,721.51	\$2,350.00	\$5,203.24		\$48,123.67

2025 NOI **\$42,487.78**
 % Increase 13.3%

Jan-May 2026 Actual, June-Dec Proforma (5% Increase in 2025 ADR).

Occupancy: 86.3%

ADR: \$177.53

Revenue: \$68,158

NOI: \$48,124

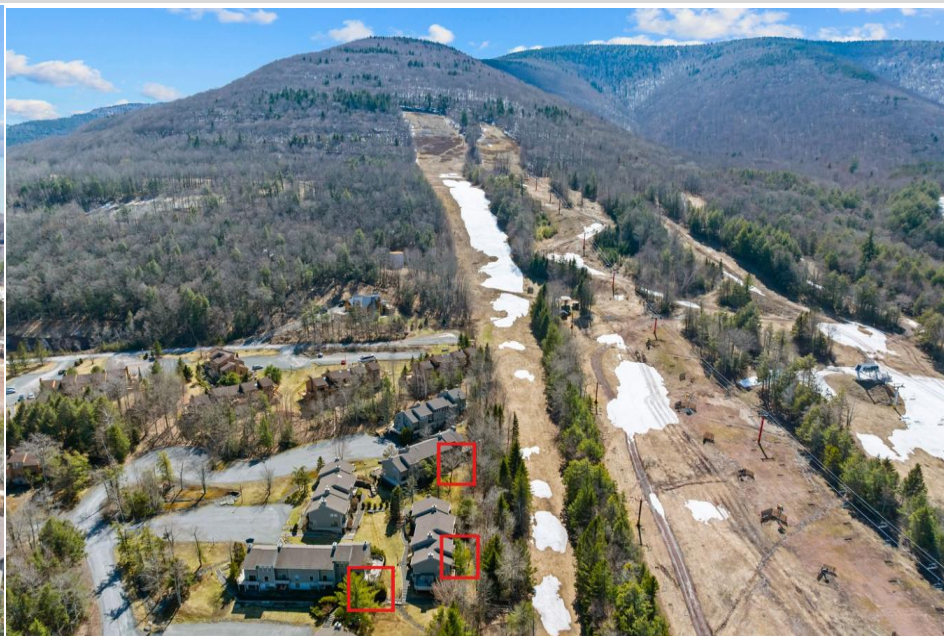


Aerial Proximity to Hunter Mountain

Hunter Highlands Ski In/Out Portfolio

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2 Unit Portfolio





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