

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

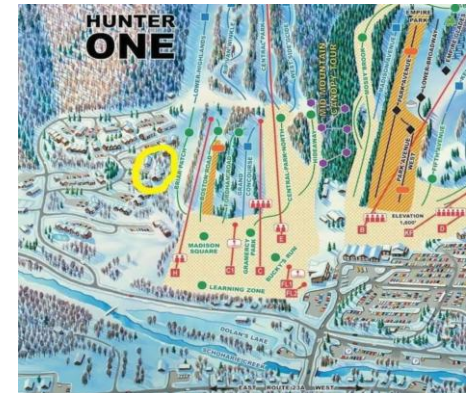
Asking Price  
**\$1,050,000**



Presented by:

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Phone: 518-528-6186





## Executive Summary

### Hunter Highlands Ski In/Out Portfolio

Highlands Drive, Hunter, NY 12442

3 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 three 1BR units (B4, 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: 3

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 2025 Economics (All 3 Units)**

**Trailing 8 months performance (since acquisition and renovation of E2)**

**Average Occupancy:** ~82%

**Average ADR:** ~\$160

**Annualized Gross Revenue:** ~\$177,152

**Annualized NOI:** ~\$143,554

**Average NOI per Unit:** ~\$47,851

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
- High weekend compression creates pricing power



# Combined Financials

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Combined 2025	1 Jan	2 Feb	3 March	4 April	5 May	6 June	7 July	8 August	9 Sept	10 Oct	11 Nov	12 Dec	Total	Trailing 8 Since May	T8 Annualized 2025	Avg Per Unit 2025
# of units	B4 and D6 Only				B4, D6, and E2									BDE		
Available Nights	62	58	62	60	93	90	93	93	90	93	90	93	977	735	1103	368
Occupied Nights	61	52	49	37	57	67	90	81	64	88	68	86	800	601	902	301
Vacant Nights	1	6	13	23	36	23	3	12	26	5	22	7	177	134	201	67
Occupancy %	98.4%	89.7%	79.0%	61.7%	61.3%	74.4%	96.8%	87.1%	71.1%	94.6%	75.6%	92.5%	81.9%	81.8%	81.8%	81.8%
ADR	\$201.84	\$197.69	\$120.61	\$115.71	\$158.41	\$149.82	\$143.01	\$181.00	\$144.05	\$159.98	\$131.08	\$197.87	\$160.76	\$159.45	\$159.45	\$159.45
Total Revenue	\$15,012.26	\$12,154.74	\$7,634.75	\$5,406.25	\$11,354.56	\$12,512.67	\$15,721.00	\$17,435.77	\$11,544.02	\$17,528.45	\$11,388.33	\$20,616.79	\$158,309.59	\$118,101.59	\$177,152.39	\$59,050.80
Cleaning	(\$2,700)	(\$1,875)	(\$1,725)	(\$1,125)	(\$2,325)	(\$2,475)	(\$2,850)	(\$2,775)	(\$2,325)	(\$3,450)	(\$2,475)	(\$3,600)	(\$29,700)	(\$22,275)	(\$33,412.50)	(\$11,137.50)
HOA Maint. Dues	(\$484)	(\$484)	(\$484)	(\$484)	(\$726)	(\$726)	(\$726)	(\$726)	(\$726)	(\$726)	(\$726)	(\$726)	(\$7,744)	(\$5,808)	(\$8,712.00)	(\$2,904.00)
Taxes	(\$202)	(\$202)	(\$202)	(\$202)	(\$303)	(\$303)	(\$303)	(\$303)	(\$303)	(\$303)	(\$303)	(\$303)	(\$3,232)	(\$2,424)	(\$3,636.00)	(\$1,212.00)
Insurance	(\$114)	(\$114)	(\$114)	(\$114)	(\$171)	(\$171)	(\$171)	(\$171)	(\$171)	(\$171)	(\$171)	(\$171)	(\$1,821)	(\$1,366)	(\$2,049.00)	(\$683.00)
Utilities	(\$500)	(\$500)	(\$500)	(\$500)	(\$750)	(\$750)	(\$750)	(\$750)	(\$750)	(\$750)	(\$750)	(\$750)	(\$8,000)	(\$6,000)	(\$9,000.00)	(\$3,000.00)
Total Expenses	(\$4,000)	(\$3,175)	(\$3,025)	(\$2,425)	(\$4,275)	(\$4,425)	(\$4,800)	(\$4,725)	(\$4,275)	(\$5,400)	(\$4,425)	(\$5,550)	(\$50,497)	(\$37,873)	(\$33,598.25)	(\$11,199.42)
NOI	\$11,012.43	\$8,979.91	\$4,609.92	\$2,981.42	\$7,079.81	\$8,087.92	\$10,921.25	\$12,711.02	\$7,269.27	\$12,128.70	\$6,963.58	\$15,067.04	\$107,812.26	\$80,228.59	\$143,554.14	\$47,851.38

\*E2 was acquired and renovated in 2025.  
Trailing 8 months performance (since acquisition and renovation of E2)

Average Occupancy: ~82%

Average ADR: ~\$159

Annualized Gross Revenue: ~\$177,152

Annualized NOI: ~\$143,554

Average NOI per Unit: ~\$47,851

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

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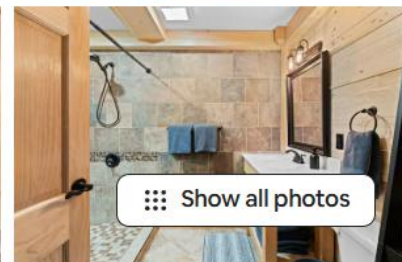
3 Unit Portfolio

Airbnb Link

[airbnb.com/h/catskillloasis3](https://airbnb.com/h/catskillloasis3)

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### Entire cabin in Lanesville, New York

4 guests · 1 bedroom · 2 beds · 1 bath



Guest favorite



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

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E2	1	2	3	4	5	6	7	8	9	10	11	12		Total	Annualized
2025	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec		May thru Dec	2025
Available Nights	Under Renovation				31	30	31	31	30	31	30	31		245	368
Occupied Nights					26	28	30	28	29	31	25	30		227	340.5
Vacant Nights					5	2	1	3	1	0	5	1		18	27
Occupancy %					83.9%	93.3%	96.8%	90.3%	96.7%	100.0%	83.3%	96.8%		92.7%	92.7%
ADR					\$134.55	\$142.18	\$160.92	\$165.64	\$128.67	\$168.65	\$130.45	\$183.89		\$152.79	\$152.79
Total Revenue					\$4,248.37	\$5,031.04	\$5,802.57	\$5,537.97	\$4,706.53	\$6,278.04	\$4,161.19	\$6,716.63		\$42,482.34	\$63,723.51
Cleaning					(\$750.00)	(\$1,050.00)	(\$975.00)	(\$900.00)	(\$975.00)	(\$1,050.00)	(\$900.00)	(\$1,200.00)		(\$7,800.00)	(\$11,700.00)
HOA Maint. Dues					(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)	(\$242.00)		(\$1,936.00)	(\$2,904.00)
Taxes					(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)	(\$101.00)		(\$808.00)	(\$1,212.00)
Insurance					(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)	(\$56.92)		(\$455.33)	(\$683.00)
Utilities					(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)	(\$250.00)		(\$2,000.00)	(\$3,000.00)
Total Expenses					(\$1,399.92)	(\$1,699.92)	(\$1,624.92)	(\$1,549.92)	(\$1,624.92)	(\$1,699.92)	(\$1,549.92)	(\$1,849.92)		(\$12,999.33)	(\$19,499.00)
NOI					\$2,848.45	\$3,331.12	\$4,177.65	\$3,988.05	\$3,081.61	\$4,578.12	\$2,611.27	\$4,866.71		\$29,483.01	\$44,224.51

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

May–December 2025 Actual

Occupancy: 92.7%

ADR: \$152.79

Revenue: \$42,482.34

NOI: \$29,483.01

Annualized NOI: \$44,224.51



## Property Summary - Unit D6

Hunter Highlands Ski In/Out Portfolio

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3 Unit Portfolio

Airbnb Link

[airbnb.com/h/catskilloasis](https://airbnb.com/h/catskilloasis)

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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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3 Unit Portfolio

D6	1	2	3	4	5	6	7	8	9	10	11	12		Total
2025	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec		
Available Nights	31	29	31	30	31	30	31	31	30	31	30	31		366
Occupied Nights	31	28	25	21	28	28	28	30	25	25	19	30		318
Vacant Nights	0	1	6	9	3	2	3	1	5	6	11	1		48
Occupancy %	100.0%	96.6%	80.6%	70.0%	90.3%	93.3%	90.3%	96.8%	83.3%	80.6%	63.3%	96.8%		86.9%
ADR	\$213.76	\$197.00	\$96.48	\$118.01	\$121.28	\$130.21	\$144.23	\$164.19	\$137.53	\$163.28	\$149.83	\$189.05		\$154.33
Total Revenue	\$7,976.66	\$6,491.00	\$3,311.89	\$3,153.11	\$4,520.78	\$4,470.83	\$5,013.41	\$5,975.82	\$4,263.23	\$5,131.91	\$3,521.80	\$6,871.41		\$60,701.85
Cleaning	(\$1,350.00)	(\$975.00)	(\$900.00)	(\$675.00)	(\$1,125.00)	(\$825.00)	(\$975.00)	(\$1,050.00)	(\$825.00)	(\$1,050.00)	(\$675.00)	(\$1,200.00)		(\$11,625.00)
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)	(\$1,624.92)	(\$1,549.92)	(\$1,324.92)	(\$1,774.92)	(\$1,474.92)	(\$1,624.92)	(\$1,699.92)	(\$1,474.92)	(\$1,699.92)	(\$1,324.92)	(\$1,849.92)		(\$19,424.00)
NOI	\$5,976.74	\$4,866.08	\$1,761.97	\$1,828.19	\$2,745.86	\$2,995.91	\$3,388.49	\$4,275.90	\$2,788.31	\$3,431.99	\$2,196.88	\$5,021.49		\$41,277.85

2025 Actual

Occupancy: 86.9%

ADR: \$154.33

Revenue: \$60,701.85

NOI: \$41,277.85





## Property Summary - Unit B4

Hunter Highlands Ski In/Out Portfolio

Highlands Drive, Hunter, NY 12442

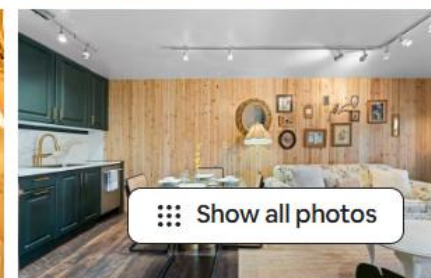
3 Unit Portfolio

Airbnb Link

[airbnb.com/h/catskillloasis2](https://airbnb.com/h/catskillloasis2)

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### Entire cabin in Lanesville, New York

4 guests · 1 bedroom · 2 beds · 1.5 baths



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

4.93  
★★★★★

274  
Reviews



Hosted by Maxim

Superhost · 5 years hosting

### Add dates for prices

CHECK-IN  
Add date

CHECKOUT  
Add date

GUESTS  
1 guest



Check availability





B4 Financials

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3 Unit Portfolio

B4	1	2	3	4	5	6	7	8	9	10	11	12		Total
2025	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec		
Available Nights	31	29	31	30	31	30	31	31	30	31	30	31		366
Occupied Nights	30	24	24	16	16	16	27	31	14	30	21	30		279
Vacant Nights	1	5	7	14	15	14	4	0	16	1	9	1		87
Occupancy %	96.8%	82.8%	77.4%	53.3%	51.6%	53.3%	87.1%	100.0%	46.7%	96.8%	70.0%	96.8%		76.2%
ADR	\$189.52	\$198.49	\$145.74	\$112.70	\$133.46	\$150.68	\$148.33	\$164.42	\$146.38	\$158.95	\$133.59	\$194.29		\$160.75
Total Revenue	\$7,035.60	\$5,663.74	\$4,322.86	\$2,253.14	\$2,585.41	\$3,010.80	\$4,905.02	\$5,921.98	\$2,574.26	\$6,118.50	\$3,705.34	\$7,028.75		\$55,125.40
Cleaning	(\$1,350.00)	(\$900.00)	(\$825.00)	(\$450.00)	(\$450.00)	(\$600.00)	(\$900.00)	(\$825.00)	(\$525.00)	(\$1,350.00)	(\$900.00)	(\$1,200.00)		(\$10,275.00)
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)	(\$1,549.92)	(\$1,474.92)	(\$1,099.92)	(\$1,099.92)	(\$1,249.92)	(\$1,549.92)	(\$1,474.92)	(\$1,174.92)	(\$1,999.92)	(\$1,549.92)	(\$1,849.92)		(\$18,074.00)
NOI	\$5,035.68	\$4,113.82	\$2,847.94	\$1,153.22	\$1,485.49	\$1,760.88	\$3,355.10	\$4,447.06	\$1,399.34	\$4,118.58	\$2,155.42	\$5,178.83		\$37,051.40

2025 Actual

Occupancy: 76.2%

ADR: \$160.75

Revenue: \$55,125.40

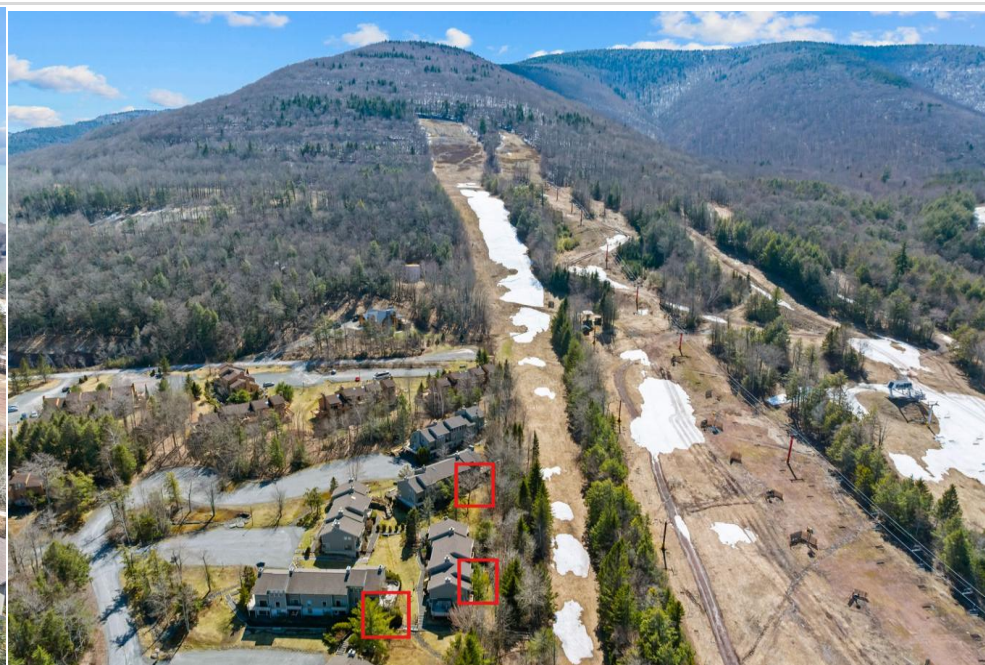
NOI: \$37,051.40

## Aerial

### Hunter Highlands Ski In/Out Portfolio

Highlands Drive, Hunter, NY 12442

3 Unit Portfolio





Phil Uhrick  
elitemountainrealestate@gmail.com

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