

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

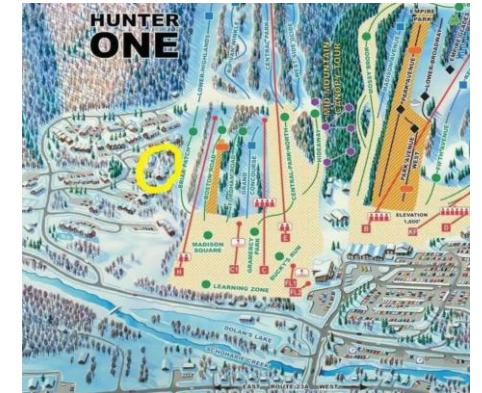
Asking Price  
**\$1,050,000**



Presented by:

**Phil Uhrik**  
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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

Hunter Highlands Ski In/Out Portfolio  
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| Combined         | 1                     | 2           | 3          | 4          | 5           | 6           | 7           | 8           | 9           | 10          | 11          | 12          | Total        | Trailing 8   | T8 Annualized         | Avg Per Unit  |
|------------------|-----------------------|-------------|------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|-----------------------|---------------|
| 2025             | Jan                   | Feb         | March      | April      | May         | June        | July        | August      | Sept        | Oct         | Nov         | Dec         |              | Since May    | 2025                  | 2025          |
| # of units       | <b>B4 and D6 Only</b> |             |            |            |             |             |             |             |             |             |             |             |              |              | <b>B4, D6, and E2</b> |               |
| 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

Airbnb Link

[airbnb.com/h/catskilloasis3](https://airbnb.com/h/catskilloasis3)

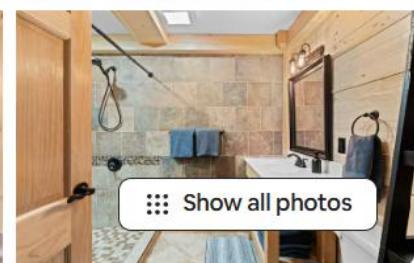
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Only Ski In Out on Mtn | Hike, Golf, Fish, Unwind

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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<br>Add date | CHECKOUT<br>Add date |
|----------------------|----------------------|

|                   |  |
|-------------------|--|
| GUESTS<br>1 guest |  |
|-------------------|--|

**Check availability**



## E2 Financials

Hunter Highlands Ski In/Out Portfolio  
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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 |     |     |       |       | 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

Airbnb Link

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

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

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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

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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

Airbnb Link

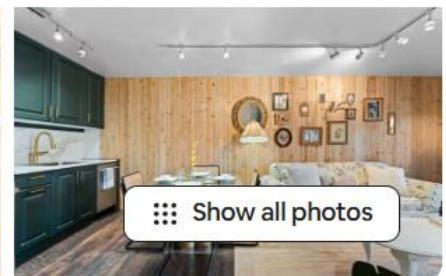
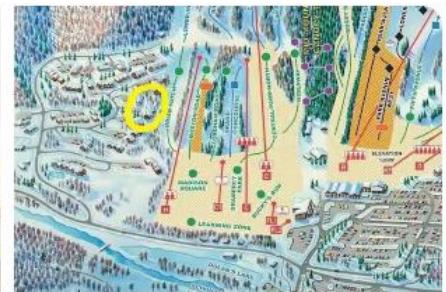
[airbnb.com/h/catskilloasis2](https://airbnb.com/h/catskilloasis2)

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

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3 Unit Portfolio

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### Entire cabin in Lanesville, New York

4 guests · 1 bedroom · 2 beds · 1.5 baths



Guest  
favorite

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

4.93  
★★★★★

274  
Reviews

Add dates for prices

CHECK-IN  
Add date

CHECKOUT  
Add date

GUESTS  
1 guest



Check availability



Hosted by Maxim

Superhost · 5 years hosting



## 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%

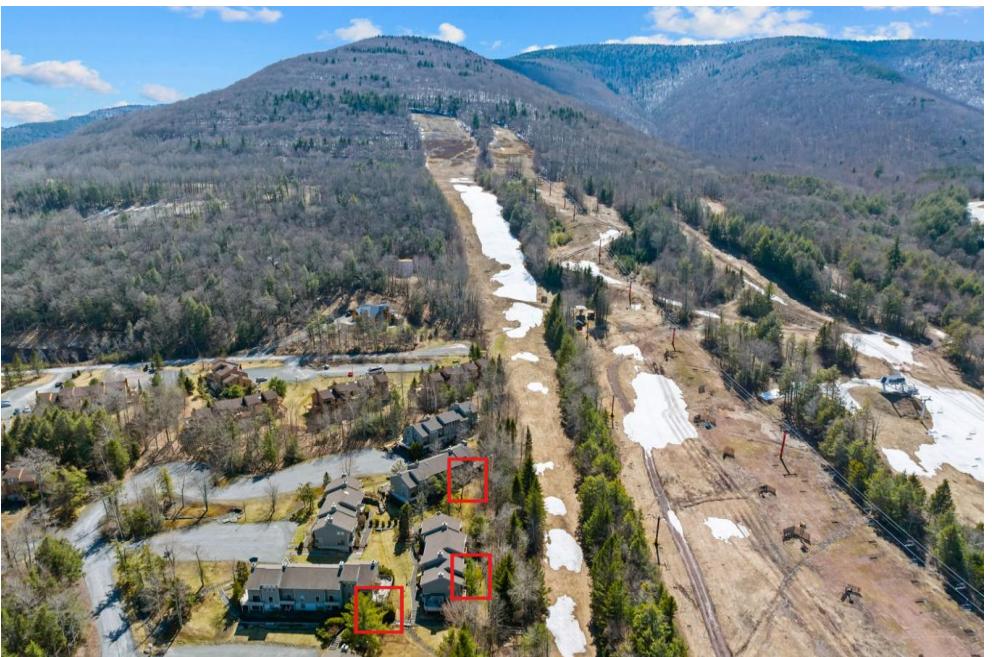
ADR: \$160.75

Revenue: \$55,125.40

NOI: \$37,051.40

## Aerial

Hunter Highlands Ski In/Out Portfolio  
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3 Unit Portfolio





Phil Uhrik  
[elitemountainrealestate@gmail.com](mailto:elitemountainrealestate@gmail.com)

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