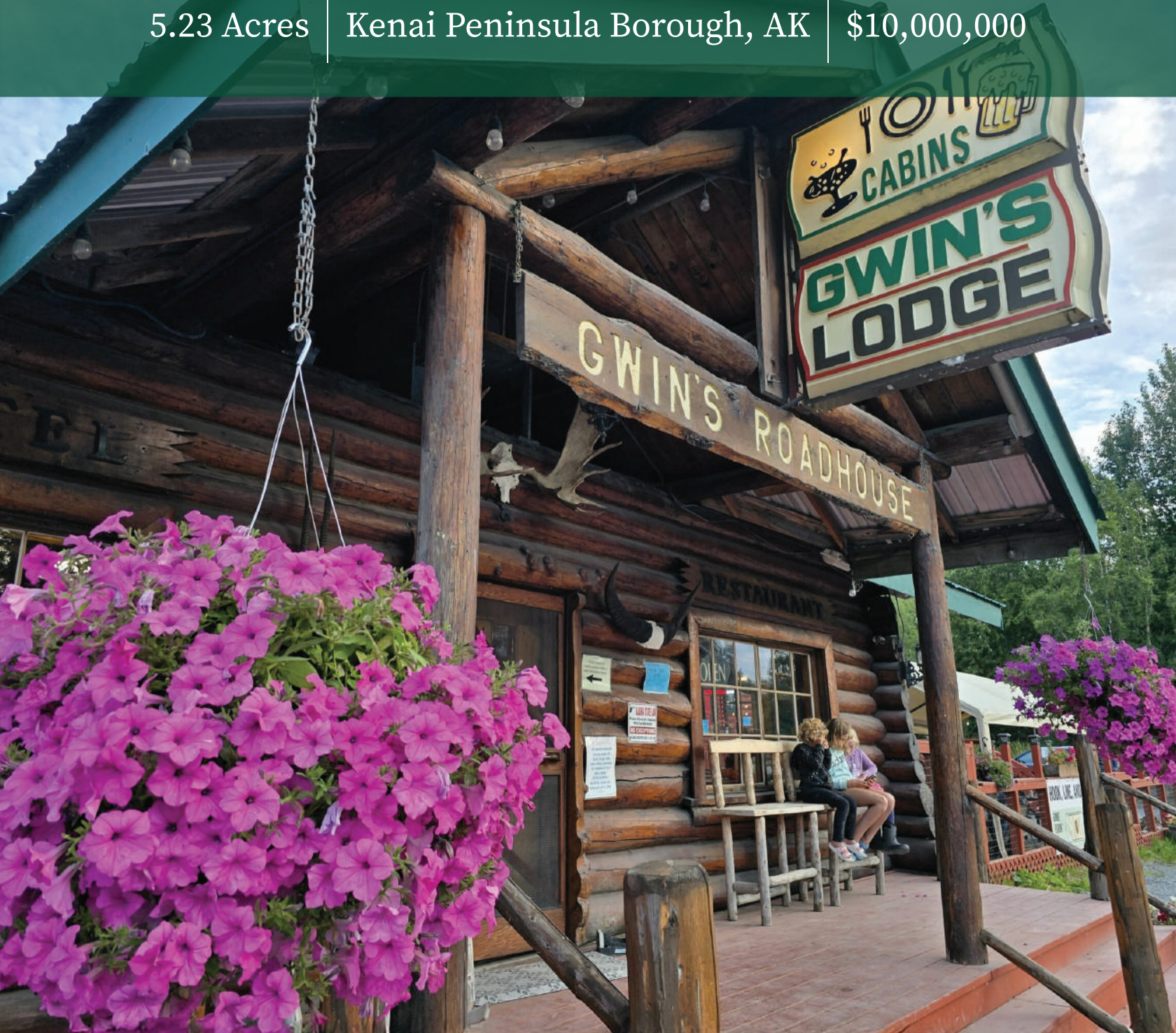


Gwin's Lodge and Roadhouse

5.23 Acres

Kenai Peninsula Borough, AK

\$10,000,000



HAYDEN  OUTDOORS.

Gwin's Lodge and Roadhouse

TOTAL ACRES:

5.23

PRICE:

\$10,000,000

COUNTY:

Kenai Peninsula Borough

CLOSEST TOWN:

Cooper Landing, AK

Presented by



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Property Summary

Gwin's Lodge is a prestatehood, pioneer-built log roadhouse opened in 1952 at Mile 52 Sterling Hwy, nestled at the confluence of the Kenai & Russian Rivers. The lodge offers 19 upgraded guest cabins and houses, full-service restaurant/bar, tackle shop/store, package liquor sales and potential year-round operations—a true Alaska icon.



Land Details

Address: 14865 Sterling Hwy., Cooper Landing, Alaska 99572, USA

Closest Town: Cooper Landing

Total Acres: 5.23

Deeded Acres: 5.23

Elevation: 410

Topography: Flat, Sloping

Include Business? Yes

Estimated Taxes: \$5,697 - 2024

Source of lot size: Assessor/Tax Data





Land

Gwin's Lodge is ideally situated on a scenic and accessible parcel of wooded land within the Chugach National Forest—one of Alaska's most sought-after recreational regions. Nestled at Mile 52 on the Sterling Highway in Cooper Landing, the property borders the world-famous Kenai River, a mecca for salmon and trout fishing, and lies less than a mile from the trailheads to Resurrection Pass and Russian Lakes. The terrain is rich with mature spruce and birch forest, offering privacy, natural beauty, and direct immersion in Alaska's wilderness. Guests enjoy stunning views of the Kenai Mountains, frequent wildlife sightings, and nearby riverfront access just steps from their cabins. With very well maintained year-round road access and proximity to multiple lakes, mountains, and trails, the land surrounding Gwin's Lodge is not only picturesque—it's a turnkey basecamp for outdoor recreation and the Alaskan dream.





Improvements

Lodging: Gwin's Lodge features a well-developed and charming mix of rustic log cabins and larger guest accommodations, thoughtfully renovated to retain their historic character while offering modern comfort. There are 17 cozy guest cabins that sleep between 4 to 6 people, each uniquely styled with authentic Alaskan touches. Many include kitchenettes or mini-fridges, wood-burning stoves, and private bathrooms. In addition, two spacious family-style cottages can accommodate large groups of 8 to 10 guests, ideal for fishing parties or multi-family getaways.

Amenities: The heart of the property is its iconic full-service log restaurant and bar, open seasonally and known for hearty Alaskan fare, fresh seafood, homemade pies, and local craft beer. The restaurant also offers a popular summer "To-Go" window, catering to early-morning anglers and late-night travelers alike. A well-stocked tackle shop and gift store caters to outdoor enthusiasts with gear, licenses, and souvenirs. Outdoor picnic areas and BBQ stations allow guests to enjoy meals amid the natural surroundings and provides a relaxing retreat after long days of fishing or hiking. The property also includes ample guest parking, Wi-Fi access in public areas, and on-site laundry facilities. Staff accommodations include 20 employee housing units that can accommodate 40 employees with shared bathrooms, kitchen, and lounge—enabling smooth seasonal operations and staff comfort.

From hospitality to infrastructure, the improvements at Gwin's Lodge are extensive and well-maintained, offering a turnkey opportunity for a new owner to step into an iconic and fully operational Alaskan business.





Recreation

Gwin's Lodge is a premier basecamp for sport-fishing and outdoor adventure on Alaska's Kenai Peninsula. Situated at the confluence of the Kenai and Russian Rivers, it offers direct access to world-class salmon and trout fishing, with guided river trips and saltwater charters available. The lodge also coordinates whitewater rafting, glacier tours, bear viewing, scenic flights, and more. Located near major hiking trailheads and surrounded by the wildlife-rich Chugach National Forest, it's an ideal hub for guests seeking both relaxation and rugged Alaskan experiences.





General Operations

Gwin's Lodge operates as a diversified hospitality and adventure tourism business in Cooper Landing, Alaska, targeting outdoor enthusiasts, anglers, and eco-tourists seeking authentic Alaskan experiences on the Kenai Peninsula. Established in 1952, the core revenue streams include lodging (cabins and camping), food and beverage services, guided excursions, and retail sales, with a focus on seasonal peak operations from June to September to capitalize on high tourism volumes to the Kenai Peninsula. Lodging comprises 17 rustic cabins priced at \$190–\$350 per night based on occupancy and season, achieving average daily rates of approximately \$346 during high season through online platforms like Booking.com and direct reservations via website or phone. Complementary camping options generate ancillary income with 10 tent sites at \$25 per night and dry RV/group sites at \$40–\$100 per night (no hookups; porta-john facilities only), emphasizing low-overhead, high-margin utilization of 5+ acres of forested land. The on-site restaurant drives food and beverage revenue, operating daily from 8 a.m. to 8 p.m. with seasonal breakfast service (June 1–September 15) until 10:30 a.m. and full Alaskan-inspired menus (e.g., salmon specialties, home fries) from 11 a.m., complemented by a roadhouse bar open 10 a.m. to 10 p.m. for locals and transients. Additional high-margin services include guided float fishing trips on the Kenai and Russian Rivers (\$225 half-day, \$325 full-day per group of up to four, gear included) and kayak rentals (\$125 per person, minimum two adults), booked via concierge with zero commission to support cross-selling. Retail operations feature a tackle shop for fishing gear, souvenirs, and an on-site liquor store, contributing 15–20% of total revenue through impulse purchases. Staffing consists of 15–20 seasonal employees (cooks, guides, housekeepers) hired for summer peaks, with year-round management overseeing maintenance with potential for off-season bookings for events or winter retreats. Sustainability practices prioritize low-impact tourism, including waste reduction, aligning with market demand for responsible travel while minimizing operational costs in this remote location. Overall, the business model leverages its prime location near the world's top salmon fishery to achieve 85–90% summer occupancy and diversified income, with enhanced digital marketing and partnerships, year-round viability is easily accomplished.





Region & Climate

Located centrally on the Kenai Peninsula, ~100 mi south of Anchorage, ~50 mi from Seward and Soldotna, ~120 mi from Homer. Alpine subarctic climate: summer highs average mid-60s °F, winters down to ~20 °F. Surrounded by rivers, mountains, lakes, wildlife, and within reach of Kenai Fjords National Park.

History

Gwin's Lodge was established in 1952, making it one of the oldest continually operating lodges in Alaska. Built by pioneer hands using local spruce logs, it began as a classic roadhouse serving travelers along the Sterling Highway. Over the decades, it became a beloved stop for fishermen, adventurers, and locals alike—famous for its hearty meals, rustic cabins, and authentic Alaskan charm. With major restoration beginning in the early 2000s and ongoing upgrades, Gwin's remains a landmark steeped in Alaska's frontier history.





Location

Gwin's Lodge is located at 14865 Sterling Highway in Cooper Landing, Alaska, on the eastern Kenai Peninsula within Chugach National Forest. Established in 1952, it sits along the Sterling Highway (Alaska Route 1), across from the Kenai River and 3 miles west of central Cooper Landing, near the Kenai-Russian Rivers confluence—a top salmon fishing spot.

Nearest airports include Kenai Municipal Airport (ENA), 49-56 miles north (50-minute drive); Ted Stevens Anchorage International Airport (ANC), 90-100 miles north (2-2.5 hours via Seward Highway); and Seward Airport (SWD), 50 miles south (1 hour, limited flights). Private pilots can use Quartz Creek Airport (JLA), 3 miles east.

Nearby towns: Sterling, 15-20 miles north (20-25 minutes) for basics; Soldotna, 30 miles north (35-40 minutes) for shopping and hospitals; Kenai, 50 miles northwest (1 hour) for museums and markets; Seward, 50 miles south (1 hour) for marine activities; and Anchorage, 100 miles north (2-2.5 hours) for urban services.

On-site amenities at the lodge include a restaurant (breakfast, lunch, dinner with Alaskan fare), bar, tackle/souvenir shop, and liquor store. In Cooper Landing (3 miles away): gas, small grocery/post office, charters, rafting, hikes like Russian Lakes Trail, and the U.S. Forest Service Visitor Center (2 miles). For more (pharmacies, hardware), visit Soldotna (30 miles). Free parking is available, with a focus on outdoor gear.





Kenai River

Kenai River

STERLING HWY

Gwin's Lodge

Gwin's RV Park

Kenai Cache

 Boundary

BOUNDARY LINES
MAP BOUNDARIES ARE ONLY
APPROXIMATE AND MUST BE
VERIFIED FOR ACCURACY.





BUYER QUALIFICATION: Each potential purchaser will be evaluated with respect to very specific submission requirements. Confidentiality will be held in the highest regard. Sellers will be made aware of each potential purchaser's ability to perform, should that become their goal.

PROPERTY SHOWINGS: With regard to scheduling showings on your property, Hayden Outdoors understands and respects your livelihood and personal items. The property will be presented to potential purchasers by a Hayden Outdoors representative by appointment only, unless arranged otherwise.

REPRESENTATION OF OFFERS: Hayden Outdoors will advise and support sellers in the presentation and representation of offers. Hayden Outdoors will supply active and current marketing materials when dealing with each potential offer. Offers must be presented in a timely manner, and Hayden Outdoors brokers will travel to present the offers, and in special cases, Hayden Outdoors may execute a webinar for presentation.

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- RICK STEINER, SELLER/BUYER

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Hayden Outdoors is a family-owned real estate company and brokerage with a background in the cattle and ranching business. In 1976, Leo Hayden founded the company as the Property Exchange, working with farms and ranches for sale near Hays, Kansas. The brokerage moved to Goodland, Kansas in 1981 and became Hayden Inc. In the late 1990's, Leo was joined by his two sons, Dax and Seth, to help grow the business in multiple states. In 2003, Hayden Outdoors was formed to represent sellers and buyers on farm, ranch, and recreational properties in the Great Plains and Rocky Mountains.

The team at Hayden Outdoors has grown and prospered to include over 200 brokers, agents, and an excellent full-time staff supporting the sale of rural land. Hayden Outdoors represents the finest farms, legacy properties, working ranches, hunting lands and recreational properties from coast to coast.

Over time, we have built our team to be composed of brokers and agents with experience and knowledge in their markets and an affinity to "Do what they say they will". Hayden Outdoors is about honesty and integrity with customers and a rich sense of land stewardship. We understand land, water, habitat, livestock, wildlife, minerals and what is necessary to maximize value for our clients. **We truly love the great outdoors!**

We are blessed to work with the owners and buyers of the farms, ranches and other fine recreational properties we represent, because it is still the diversity of owners over the years that make these places so special.

At Hayden Outdoors, we're proud to say that we only work with the **best** brokers and agents who are experienced farmers, ranchers & outdoor enthusiasts.

Hayden Outdoors Real Estate

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