

ANATOLE HOUSE

SPRING 2025

BUYER'S GUIDE



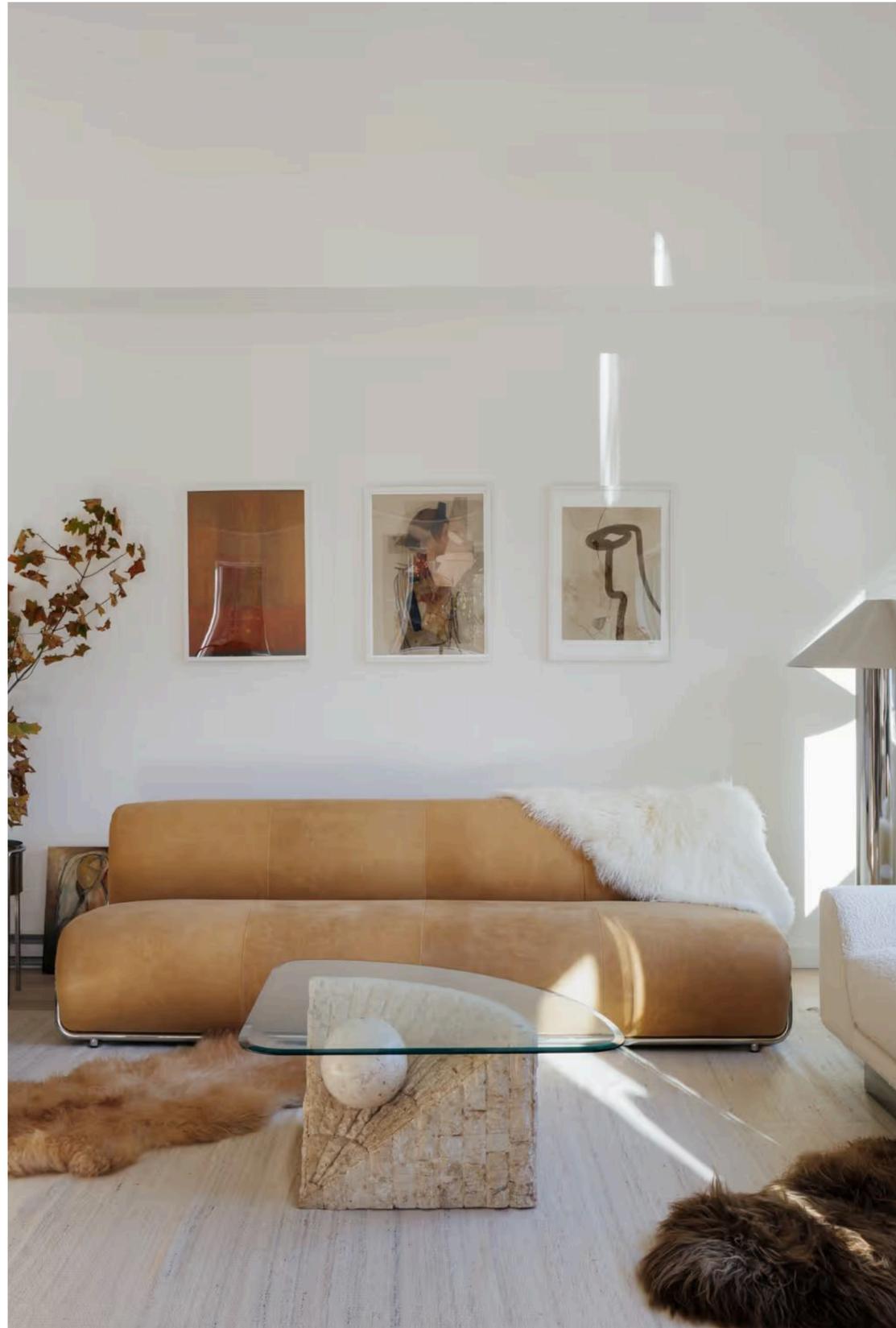


We are the leading boutique brokerage in Upstate New York with a reputation like no other for undeniably beautiful homes.

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EXPERIENCE REAL ESTATE, BUT POLISHED.



Anatole House is a leading boutique brokerage founded by real estate broker, entrepreneur and aspiring climate advocate, Robin Jones.

Our brand is known for the selection and presentation of undeniably beautiful second homes and co-primary homes. Our clients desire a return to nature, design-forward living, headspace and often dabble in hospitality.

Anatole House has been featured in The New York Times and Curbed NY. We are based in the Catskills, HudsonValley and Delaware River Valley regions of Upstate New York, and collaborate with an extensive network of niche market agents throughout the region.

ABOUT ROBIN JONES

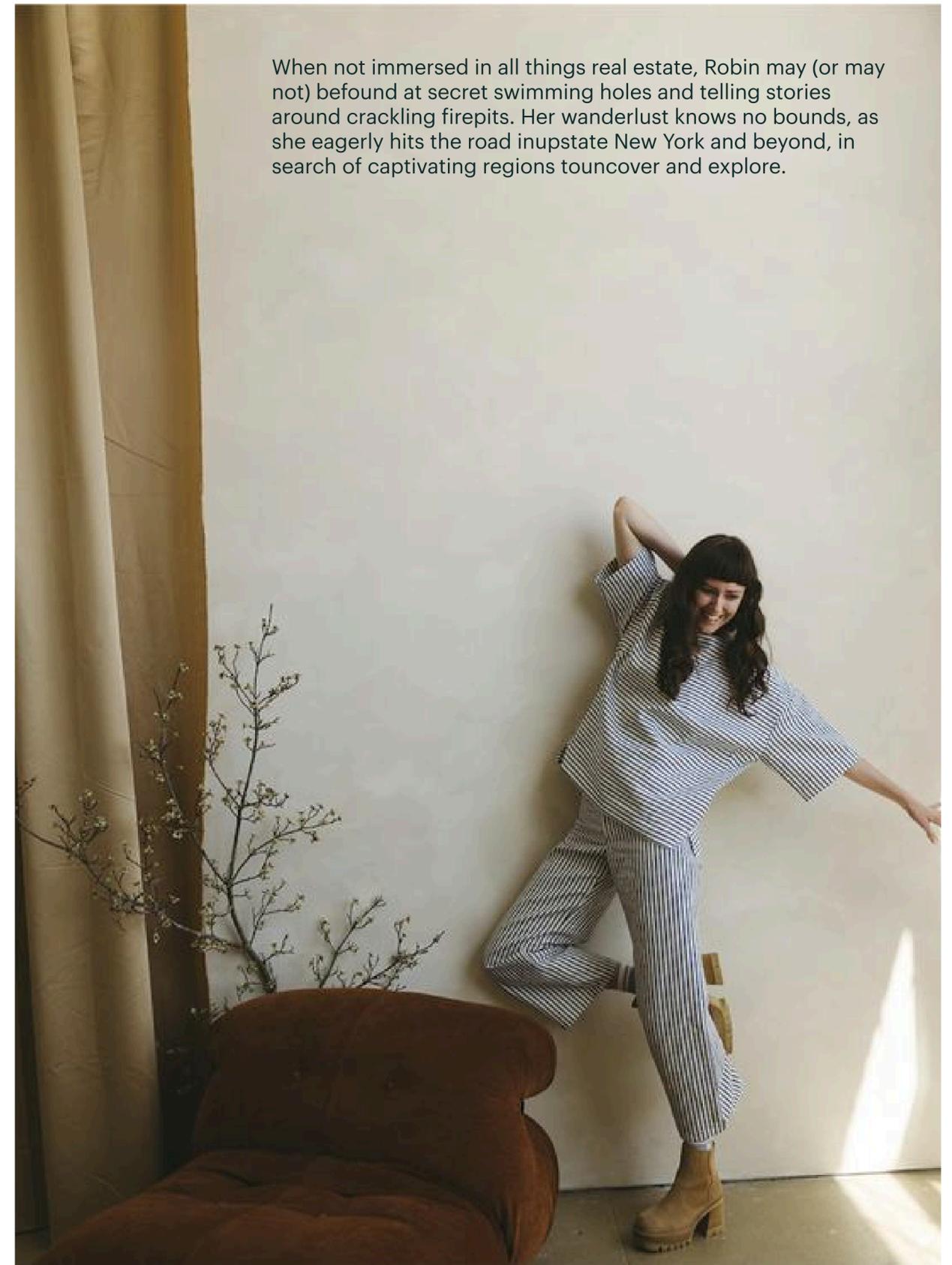
In 2015, Robin moved upstate for a brief break from the bustling streets of New York City, and never moved back.

Her path intertwined with the region's go-to boutique hospitality company, Red Cottage Inc., where she assumed the role of Managing Director for a five-year tenure. Her architectural curiosity and love of design led her to become a licensed real estate agent and eventually forge her own path as a broker, resulting in the creation of Catskill Mountain Houses.

Drawing upon her extensive background in international relief and development, Robin imparts a refreshing human touch to the real estate market.

Her ethos revolves around principles deeply rooted in trust, discretion, and diligence. Having experienced the contrasting landscapes of both rural Midwest upbringing and the urban tapestry of New York City, she possesses a rare ability to seamlessly navigate between these diverse realms, making her an ideal advisor for clients seeking to strike the perfect balance.

When not immersed in all things real estate, Robin may (or may not) be found at secret swimming holes and telling stories around crackling firepits. Her wanderlust knows no bounds, as she eagerly hits the road in upstate New York and beyond, in search of captivating regions to uncover and explore.



01 INITIAL CONSULTATION

Meet your agent. This is an initial chat to get to know your agent, their aesthetic, area of expertise, geographical radius and general vibe. That last one is so important, as this is the biggest purchase most of us will ever make. Does your agent get you, do they get it, are you communicating on the same wavelength? Discuss the current market and trends. Discuss your goals - more on this in the next section.

02 FINE TUNE YOUR GOALS

Fine tune your search parameters based on factors like location, budget, beds/baths, square footage, privacy level, amenities, short-term rental goals and more.

Your agent will assist through conversation and with our buyer intake form.

We highly recommend getting a bank pre-approval letter at this stage, as this will inform your price parameters and make sure you're poised to make an offer when the right one comes along. The strongest offers are submitted with supporting proof of funds and/or bank pre-approval, which can take days to prepare and might crunch your window of time for making an offer in a competitive environment.

03 EXPLORE LISTINGS

Your agent will run regular searches based on your parameters. We also love it when you send us listings that catch your eye. With sustainability as a core value, we're extra motivated not to waste your time on the road. We'll ask questions and double down on due diligence to pinpoint the most promising listings for you in advance.

04 HIT THE ROAD

This is the fun part! Work with your agent to schedule private showings and to sign you up for open houses.



BUYING: A STEP - BY - STEP

THE PURCHASE PROCESS



1-3 DAYS

01 MAKE AN OFFER

Your agent will craft, present, and negotiate your offer.

1-2 WEEKS

02 DUE DILIGENCE

Your agent will connect you to inspectors, attorneys, banks and more.

1 WEEK

03 CONTRACT NEGOTIATION

Your attorney will fine-tune your offer into a formal contract.

1 WEEK

04 CLOSING TIME PERIOD

As needed, this includes the bank appraisal, title, survey, and any other contingencies.

BUYER AGENT COMPENSATION

Here's how buyer's agents get compensated:

01 FROM THE SELLER

Sellers may offer compensation to buyer's agents, either upfront or as part of the acceptance of your purchase offer, if it includes a compensation contingency. As a buyer, you may choose to only see and make offers on listings where the seller offers compensation.

02 FROM THE BUYER

As a buyer, you can agree to compensate your agent directly. Since your agent likely won't work for free, this option gives you the most flexibility to see all properties of interest, even those where sellers are not offering compensation.

03 ANY COMBINATION OF BOTH

For example, as a buyer you can require that your buyer agent's compensation first be drawn from the seller, when available, and any balance be covered by you.

Written buyer agreements are now required by law, as of August 2024. Your agent will provide the agreement and chat through compensation options before working with you. Compensation can take many forms, for example a percentage of your purchase, a flat fee, or pay per service. Your agent will propose a compensation structure based on your terms and the level of service they will provide. If as a buyer you refuse to an agreeable form of compensation with your agent, in the form of a written agreement, your agent does not have to work with you. In fact, without a written agreement, your agent cannot by law work with you or show you properties.

04 OTHER COSTS OF BUYING

As a buyer, you will be responsible to cover all due diligence fees leading up to your closing. These typically include home and septic inspections, bank appraisal fees, title search and surveying fees. Some of these may be rolled into your closing costs.

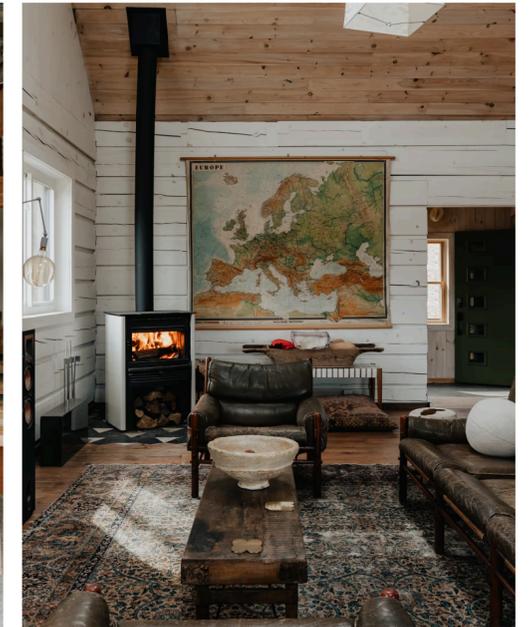
Closing costs will be itemized by your attorney closer to closing. Your agent cannot estimate these costs for you but can advise on the types of costs to expect.

ON THE TOPIC OF ANATOLE HOUSE

HERE'S WHAT I THINK.

Our industry is currently flooded with buyer's agents - some are great, most are average. Here at Anatole House, our approach is incredibly niche and selective.

In an ideal world, each of us would only work with a handful of clients per year, each beautifully aligned in aesthetic, location, ethos.



The reason being that we put in triple the effort of an average transactional agent. Buying a home is about more than opening a door and drafting an offer. It's about obtaining an aspiration, connecting with a motivation, realizing your pricing terms and having access to a network of pros from showing to closing.

Here's what I can bring to the table. I'm based in the Hudson Valley and Catskills, providing me with convenient and flexible access and availability to accommodate last minute requests. My local knowledge is invaluable, as it is important to buy not just a property but also understand the area.

In addition, I have a strong stack of resources - inspectors, attorneys, lenders, contractors and more. I operate specifically in the niche market of clients coming from New York City, buying and selling second homes and co-primary homes. I have a strong network of similar niche market agents upstate, so if there's a property you'd like to see outside of my region, I can easily set that up for you as well.

I'd love to work with you!



ESTHER & AARON, JEFFERSONVILLE, NY

“Selling a home can be daunting but Robin makes the process appear seamless.

She is organized, responsive and knowledgeable; having Robin by your side really makes things easy. She guides you every step of the way and will go above and beyond to support and help with inspections, appraisals, etc. Robin has a really good understanding of the market, having worked the real estate and lived in the area for several years. She puts so much passion and care into what she does and it translates into every interaction you have with her. We would highly recommend working with Robin to sell your home.”



TOM & ANNA, LIVINGSTON MANOR, NY

“Robin was such a pleasure to work with.

Through the whole process she remained extremely professional, responsive, and knew when it was right to push, and when it was right to give a little. Furthermore she’s naturally a very calm, honest and straightforward person, which rightly earned her a lot of trust on the side of both the buyer and seller. We couldn’t recommend her enough.”



ROBIN JONES

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