



ANATOLE HOUSE

SPRING / SUMMER 2026

BUYER'S GUIDE



While real estate platforms show you what's available, they can't tell you what deserves your attention. Our approach blends technology with deep local knowledge that only comes from spending years in these communities.

Contents

- 03 Introduction
- 04 About
- 05 Buying: A Step-by-Step
- 06 The Purchase Process
- 07 Buyer Agent Compensation
- 08 On Anatole House
- 09 Testimonials

REAL ESTATE FOR THE DESIGN-CONSCIOUS

Anatole House is a leading boutique brokerage based in the Catskills, Hudson Valley and Delaware River Valley regions of Upstate New York.

Featured in The New York Times and Curbed NY, we're the discerning choice for those seeking artful living spaces in Upstate New York. Our reputation has been built on the curation and presentation of undeniably beautiful second homes and co-primary residences.

We collaborate with an exclusive network of niche market specialists throughout the region. Our clients share a common desire: a thoughtful return to nature, design-forward living spaces, mental clarity, and often, a passion for hospitality.

ABOUT ARLENA ARMSTRONG-PETOCK

After Arlena’s first weekend in the Catskills, she knew she wanted to call them “home.”

She fell in love with the Catskills while renting a house in Kerhonkson with her husband and pup. It was mid-October, peak foliage, and their host gave them a laundry list of places to check out. When packing up their rental after the long weekend, their host’s children pulled some carrots out of their garden and said to them, “Look! We just harvested a snack!” And they thought to themselves, “Wow. These people are doing it right!”

After a year-long journey of finding the perfect weekend home, Arlena settled in Catskills; and in 2020, she made the move from weekender to full-time Hudson Valley resident. Having originally been a New York City buyer looking for a weekend escape, she deeply understands her clients’ style and needs. She promises a personal, thoughtful, and professional experience.

When Arlena isn’t working with clients, she can be found doing DIY renovations, foraging for mushrooms, gardening, taking yoga classes, or working on freelance fashion work.



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, 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

01 NEGOTIATE AN OFFER (1 - 3 DAYS)

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

02 DUE DILIGENCE (1 - 2 WEEKS)

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

03 CONTRACT NEGOTIATION (1 WEEK)

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

04 CLOSING TIME PERIOD (45 - 60 DAYS)

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



BUYER AGENT COMPENSATION

& OTHER COSTS OF BUYING

Here’s how buyer’s agents
get compensated:

As of August 2024, written buyer agreements are legally required. Your agent will provide the agreement and explain compensation options before starting work. Compensation may include a percentage of purchase price or a flat fee, tailored to your needs and the agent's service level. Without a mutually agreeable written agreement, agents may not legally work with you or show properties.

01FROM 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.

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.

02FROM 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.

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.

03ANY 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.

Compensation is not set by law or any Realtor® association or MLS. Compensation to a broker is fully negotiable between the buyer and the broker.

ON THE TOPIC OF ANATOLE HOUSE

HERE'S WHAT I THINK.

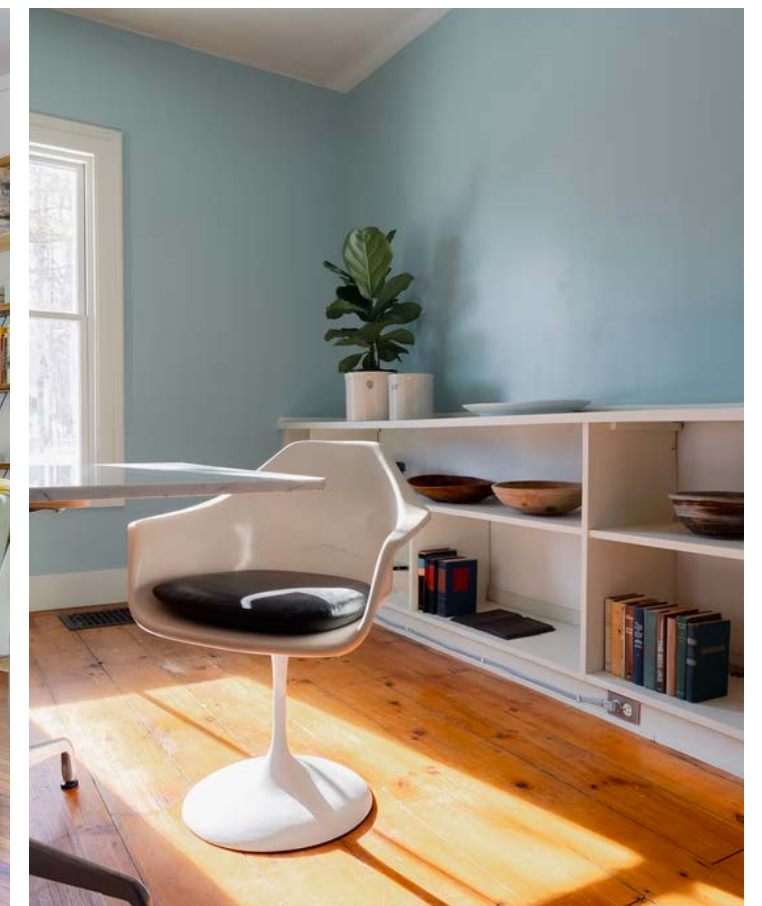
Our industry is currently flooded with buyer's agents - some are great, some are not. Here at Anatole House, our approach is incredibly niche and selective.

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

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!





MAX & JESS, KERHONKSON, NY

“Arlena helped us find our ideal upstate home with the ease, confidence, and "bedside manner" of a total pro.

She has a deep understanding of the area and was able to point us in the right direction in terms of helping us find the right location and type of home for us. She was always eager to share her design expertise and renovation knowledge, too, which was helpful while visiting homes that weren't quite turnkey. As first time buyers, we had a steep learning curve and Arlena was helpful and generous with her time and knowledge, making sure we understood all the real estate jargon and that we were well-equipped to make competitive offers. We'd recommend Arlena in a heartbeat!”



JACOB AND MORGANE, CANAAN, NY

“We were so impressed with Arlena’s instincts, responsiveness, and professionalism.

Within weeks of contacting her, we had bought our dream home. She took our loose vision for a future house and somehow brought us the perfect property on the first try. She answered all of our questions thoroughly and it was a pleasure to work with her! We feel very lucky to have worked with Arlena.”



ARLENA ARMSTRONG-PETOCK

Licensed Real Estate Salesperson
Anatole House / 412-760-0176

arlena@anatolehouse.com
Instagram: @that.upstate.agent
www.anatolehouse.com

19 Conklin Hill Rd
Livingston Manor, NY 12758

224 Fair Street Suite 1
Kingston, NY 12401