

# 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.

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# 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 ERICA KEBERLE

After being a “weekender” for nearly 10 years, Erica took the leap to full-time Catskills living.

What began as a weekend escape and part-time retreat evolved into a full-time residence in 2021, allowing Erica to cultivate a balance between her cosmopolitan inclinations and her profound connection to the natural world. Erica has a master’s degree in environmental policy from Columbia University and worked for almost 10 years in senior positions in NYC government followed by 5 years in Brooklyn’s fierce real estate market.

From her experience as a legislative negotiator, landlord, investor and serial renovator, she offers invaluable insights and instincts to guide, prepare and advise her clients.

Her keen design and enthusiasm for history and community come to the fore to bring strategic vision and creative solutions to maximize the return on real estate projects large and small.

When Erica isn't transforming houses, she can most often be found on horseback and other equestrian pursuits.



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.

MAKE AN OFFER

ACCEPTED OFFERS

CONTRACT NEGOTIATION

IN CONTRACT

CLOSING DATE



# 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.

### 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.

### 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.

### 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.

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.

### 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.

# ON THE TOPIC OF ANATOLE HOUSE

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.

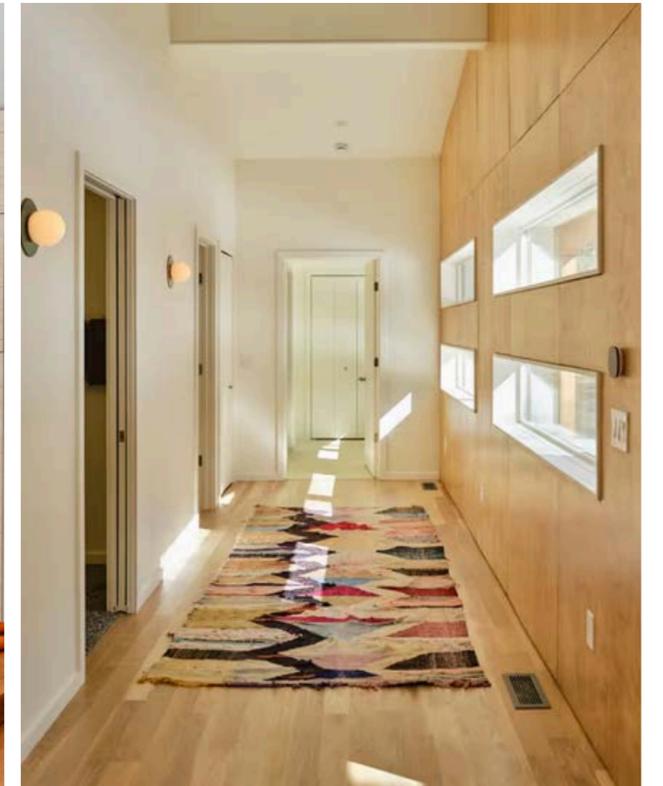
Here's what I can bring to the table. I'm based in the Hudson Valley and Catskills, providing me with convenient and flexible access and availability to accommodate last minute requests. My local knowledge is invaluable, as it is important to buy not just a property but also understand the area.

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!

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.





ANA & JEREMIAH, YULAN, NY

“Erica has solidified her place as our real estate fairy godmother!

From the moment we met Erica, she was an invaluable mentor for this wild process. We truly appreciated her professionalism, patience and kindness. We were nervous about finding an agent who would look out for us and Erica did just that.”



DANIELLE G., BROOKLYN, NY

“After multiple unsuccessful engagements with real estate agents to sell my home, I decided to sign on with Erica.

The experience was night and day. After only a few weeks on the market and a lot of interest, I got an offer that was above asking price! Working with Erica was more than I expected. From being almost ignored by my previous realtors, she put her heart and soul into both the staging and sale of my home. I knew I didn’t have to worry about anything.”



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