



# HAMPTONS CONFIDENTIAL: LINDA BATIANCELA FROM TOWN & COUNTRY

Laura Euler | December 6, 2017



Linda Batiancela is a veteran Hamptons broker. She started with Town & Country when it began nine years ago and still works out of the Bridgehampton office. Linda lives in Sag Harbor.

***Where are you from originally?***

I am originally from Staten Island. Born there. I came to the Hamptons in 1989 with some friends to rent. I thought buying was a better investment and bought my first house in Bridgehampton in 1990, new construction for \$149,000! I bought the house with some friends as a weekend getaway but moved here full time in 1995 when I became one of the owners of the club/restaurant Swamp and Annex in Wainscott.

***How did you get into real estate?***

I got my license in 1982 but I didn't use it full time in the Hamptons until 2006. I was in retail, the club, and owned Magnolia Restaurant in Sag Harbor.

***Why do you like working in real estate?***

I love developing relationships and making that connection with people. There is nothing more rewarding than being referred to another client from someone for whom I did a good job.

***Why should anyone use you as a broker?***

I love the challenge and have the determination to find what my customer is looking for. I think outside the box when searching for someone's dream home or rental.

***What's a mistake many people make when buying a home?***

Be open minded. Bend a little on your criteria if a good deal is right in front of you.

***What's a mistake many people make selling a home?***

The property should be priced right from the start. Overpricing your home and then reducing it multiple times just has you chasing the market. Finding the right broker is key: someone who is going to treat your listing with importance.

***What's the one thing that laypeople don't understand about real estate?***

I think people don't understand the time and work involved in planning appointments for them, gaining access and scheduling one appointment after another. I also think that they don't understand the importance of working with one broker that you trust and developing that relationship.

***What are you most proud of regarding your real estate career?***

I'm very proud of the business I've built. I started out doing tons of rentals and then began to sell and haven't stopped. Most of my business is based on repeat business and referrals from customers I've sold to. I'm also proud of the relationships I've built with other agents and brokers from every company on the East End.