

Town & Country's Linda Batiancela Dishes On The Hamptons Summer Rental Market And More

Nicole Barylski | January 11, 2018



Seasoned Town & Country Real Estate broker Linda Batiancela transitioned into the industry after selling her Sag Harbor-based restaurant Magnolia in 2006.

Early on in her career she focused on rentals. "With those rentals came lasting relationships that turned into sales," she explained. "I would have to say my specialty is the Sag Harbor market."

The Sag Harbor resident "wouldn't live anywhere else. The best restaurants are here. Dockside in the summer for eating outside, American Hotel bar to find out what's going on in town, Page for people watching."

Batiancela credits her tenacious nature for her continued success. "I'd like to think that it's my personality and my honesty," she said about what sets herself apart. "I consider myself to be tenacious, focused and well informed."

If "location" is the first rule in real estate, what is the second? Does this also apply to summer rentals as well?



LB: Location is always a factor in any rental or sale. Having said that, everyone has a different idea of how to spend the

precious summer months in the Hamptons. I've had customers who love being in town for the convenience and others who love the woods for its privacy.

The Hamptons rental market has such a wide range in regards to price point. Where are most of the rentals right now?

LB: The Hamptons rental market has something to offer in every price range, be it a simple cottage with a country feel or a modern oceanfront with every amenity.

What is your forecast for the summer rental season in the Hamptons?

LB: Early indications show that it's going to be a good summer. I've gotten calls on rentals for 200k for the season and for 15k for July. Everyone is going to be out here! We are already doing a record number of winter rentals.

What are the emerging trends in architecture that renters are interested in?

LB: I'm finding that the higher end is looking for that modern crisp look with every amenity. Entertaining space is a must for these renters.

How have renters changed over the past two years?

LB: I don't think they have. I am finding that more people are looking for different rental time frames and I think that owners are more accommodating in that respect. It's much easier now to find that 2-3 week rental than it was a few years ago.

When it comes to unique features and amenities, homes in the Hamptons have it all. What are some of your favorites/amenities that really stand out?

LB: Outdoor kitchens are the best and renters love it. The outdoor fireplace is another, not to be outdone by the outdoor flat screen!

Which towns/villages are the most sought after right now?

LB: Sag Harbor Village is hot now. Great family town with over 1,500 restaurant seats in one town. Boutiques and little shops that have something for everyone to keep them happy.

What is so special about the Hamptons real estate market?

LB: No place like it. You can be living in a secluded woodsy home and be sitting on the sand oceanfront in 10 minutes. Dinner can be on any village street or on a pier in Montauk. No place like it.

Tell us about some of your most memorable rentals and what made them so. Was it the selling price, location, celebrity client?

LB: When I was just starting I rented a celebrity's home to an up-and-coming new movie director and introduced them. It was a hefty rental for a very short term.

Tell us about one of your favorite summer rental listing on the market right now.

LB: This Sag Harbor Village home has all a family needs to have a memorable summer. Beautifully furnished, five bedrooms, newly renovated bathrooms, a chef's kitchen, heated gunite pool, spacious dining room for entertaining, and secluded furnished fire pit area, all within walking distance to the Village.