



THE INDEPENDENT

EVERYTHING EAST END

T&C Lands Vanessa Sanmartin

Rick Murphy | October 1, 2019

Imagine looking at a house to buy and being able to ask your real estate agent a sticky legal question in the middle of the showing. Vanessa Sanmartin is that kind of agent. “She’s a lawyer!” you say. No, she’s agent with Town & County Real Estate. But she does have a doctorate from Hofstra University School of Law. As we say in Brooklyn, where Sanmartin grew up, “It doesn’t hurt!”

With her eye on real estate, she earned a Bachelor of Science in marketing from St. John’s University before law school. That blend of marketing savvy, business background, and legal acumen is key to her success in real estate, which began in NYC selling luxury apartments.

In the Hamptons, Sanmartin established herself set sales records.

“I prepare in advance,” she said. “I know my clients and customers very well. I know what they want, and I make those connections. Most important to me is that I sell what I list.”

An avid traveler, Sanmartin speaks Spanish, Italian, Portuguese, and French. She has successfully utilized her multilingual abilities by creating and running a profitable legal interpreting company. She also has textbook smarts — teaching various graduate-level business courses.

“Here in the Hamptons, it’s all about the ambiance,” Sanmartin said. “I love the restaurants, boating, the beaches, and vineyards.”



By the way, don’t take her up on it if she offers to play a “friendly match” with you at one of the luxury estates in her portfolio. She is a former Division I tennis player at St. John’s University.