

CONFESSIONS OF A
POWER BROKER

renting smart on the island

LISA SHERBURNE SELLS MORE THAN
SEASHELLS BY THE SEASHORE.

BY ERICA CORSANO

New Yorkers have the Hamptons, Parisians have St-Tropez, and Bostonians have Nantucket. And when it comes to finding prime real estate on the tiny island (3.5 by 14 miles, to be exact) only someone who truly knows the vagaries of the market as well as the nooks and crannies of this summer spot will do.



Enter Lisa Sherburne. She traded in her corporate life and in 1993 began a career selling some of Nantucket's most coveted vacation homes; she has personally enjoyed Nantucket summers with her family for over 30 years. "I just love it here," says the mother of two. "The weather, the beach, surfing, mountain biking, fishing... I also love the hustle and bustle our downtown offers."

The company she works for, Atlantic East Nantucket Real Estate, is among dozens that deal with the island, but Sherburne notes a few key components that define success in her business: "Having good communication with your homeowners" and the ability to be discreet with people who might be very private.

Here, Sherburne shares some things to keep in mind when choosing summer rental properties:

Start looking early. "We have been booking strong since September. A lot of people just renew their lease for the next year when their current rental is up."

Work with a broker. "I hear horror stories from people who don't get what they are expecting [when dealing directly with owners]."

Be clear. "It's important to be very clear about what you want. You might want a mellow beach because you have kids, for example. It's a small island, but there is a wide variety of options."

Don't forget cleanliness. "Ask if cleaning is included in the rental fee or an extra expense. People generally don't like surprises such as added expenses."

Ask as many questions as possible. "From pet-friendliness to whether the home is equipped with a lobster pot (essential!), it's important to share your needs up front so there are no surprises." **BC**