

# TOP AGENT

MAGAZINE

Dean  
Nugent



Dean Nugent, REALTOR® and owner at Mary Jane Pastor Realty in Hartsdale, New York, is one of the top agents in Westchester County. He and his family have created a successful real estate legacy for more than three decades, and now Dean is leading the

renowned business. Dean says, “My grandma started Mary Jane Pastor Realty in 1984. After I finished school in 2005, she asked me if I wanted to work with her in real estate, and the rest is history.” He continues, “I recently bought the business

from my grandma, and my objective is to open more offices. I have doubled the amount of the agents in our company and have plans to keep expanding in the future.”



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Being ranked sixth in all of Westchester County for the most transactions since 2005, and more than 60 percent of his clientele consisting of repeat clients and referrals, Dean has mastered the art of customer service. Dean notes, “We are a family office. We treat everyone well and help guide clients in the right direction.” He adds, “What sets me apart is I do not pressure



clients to make a decision, and I am honest.”

One of Dean’s many highly pleased clients says, “Dean and the team at Mary Jane Pastor Realty were amazing to work with and sold our co-op incredibly fast and for a great price. It was one of the



highest sales in our building over the past few years. Dean spent countless weekends showing us houses, emailed us advanced listings in our desired neighborhoods, went on advance scouting visits to homes we were interested in but could not get out

to see right away and made the process very easy and friendly. He was always professional throughout both the selling of our place and buying of our new home. He even drove by a house we were considering that was near a church on a Sunday to



report back on church traffic. Dean totally went above and beyond and did it all with a smile and an easy going manner. He was never pushy and let us take in listings and make our own inferences. Dean provided opinions when we asked and pointed

out potential issues that he saw based on his experience, which was very helpful. He also recommended several other professionals such as a lawyer and a contractor during the process that were top notch as well. We would highly recommend Dean and

the team at Mary Jane Pastor Realty!”

Dean works with a variety of buyers and sellers in Hartsdale, White Plains, Scarsdale and the surrounding areas and uses several marketing techniques to help stay in touch with past clients and attract new business. He explains, “I feel like most of my clients are friends of mine, so I send things like Christmas cards and birthday cards. I even host customer appreciation parties time to time. I also market my listings on professional industry websites such as Zillow and Realtor.com and host open houses.”

When Dean is not assisting



others in the real estate industry, he enjoys being on the water and spending time with family. The talented real estate agent also enjoys music and was in a band that was signed to a subsidiary of Universal Music Group called THC/InGrooves/Fontana. He shares, “I have a boat and like to go fishing. I also like to visit my family.”

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