



PROFESSIONAL

PROFILE

BARBARA

DUGAN

Engel & Völkers By The Sea

120 Main Street, Gloucester, MA 01930

978.317.9240

Barbara.Dugan@EngelVoelkers.com



Barbara has been a Realtor since 2003 and with Engel & Völkers By The Sea since August, 2018, previously By The Sea Sotheby's International Realty. The great deal of time committed to her real estate education and acquiring the skill set necessary to represent clients competently and completely make her a stand out among North Shore Realtors. Barbara earned her Broker's License in 2009 and went on to achieve esteemed status as a top producer even during challenging financial times.

Since her association with Engel & Völkers and Sotheby's, Barbara's average list price is over \$1m, and her list to sold ratio is 96% - proving that Barbara & E&V are a winning combination. For three years running she has been awarded as a Diamond Level Engel & Völkers Elite Club Member putting her in the top 7% of EV Advisors in the USA and Canada.

While representing a seller of a home, Barbara delivers the total package. To successfully market a distinctive home requires uncommon knowledge and resources. Barbara takes great pride in using innovative marketing tools, understanding the demographic, and together with the global connections afforded by the E & V brand, the results are properties perfectly matched with buyers from all parts of the world.

A brand conveys a perception and emotional appeal with consumers. It tells them what they can expect from an organization. The Engel & Völkers brand has stood out unparalleled in a global market and likewise over time, Barbara Dugan has stood out unparalleled in the North Shore market.

Awards: Diamond Level 2018, 2019, 2020

Recognition: 2020: #1 Agent in Sales of fine homes in Gloucester, MA over \$1,000,000

Experience:

- Engel & Völkers By The Sea Aug 2018-present
- By The Sea Sotheby's International Realty, Bev Apr 2008 -Aug 2018
- Re/Max Advantage, Gloucester, MA Jan 2007-Apr 2008
- Carlson GMAC Real Estate, Gloucester, MA Sep 2003-Jan 2007
- Pando Associates Architects, Inc., Canton, MA Apr 1983 - 2003

Affiliations/Licenses:

- Real Estate Broker License 2009
- Real Estate Agent License 2003
- North Shore Association of Realtors
- MA Assoc of Realtors

A FEW OF BARBARA'S SIGNIFICANT SALES

TRULY SPECIAL HOMES AND THEIR STORIES

The character of a home is personified by the people who reside there. Over the years, our firm has developed innovative marketing tools and contacts with some of the most qualified clients in the world. I take great pride in servicing my clients with the best real estate service possible and presenting to the world unique places and their stories. Above are just a few of these special homes I have had the privilege of selling.



19 Beach St. Rockport, \$2,300,000



83R Phillips Ave. Rockport, \$2,600,000



10 Wonson St, Rocky Neck \$1,690,000



50 Eastern Pt Blvd, \$4,700,000



15 Long Beach Road, Gloucester, \$2,500,000



34 Raven Lane \$1,345,000



2 Old Penzance, Rockport \$1,925,000



16 Wiley Street, Rocky Neck \$1,275,000



81 Eastern Point Blvd, E Poiint \$3,000,000



1 Clarendon Street, Rocky Neck \$943,000



7 Sumac Lane, Rocky Neck \$1,664,000



8 Island Rock, E. Gloucester \$1,850,000

CLIENT TESTIMONIALS

“Barbara, I want to thank you for the best experience I have ever had with a real estate broker in any transaction ever. As you know, I am very experienced at real estate transactions – so I can definitely say that your knowledge, experience, proactive approach, candor and great personal qualities all contributed to this extraordinary experience. I can’t thank you enough for making our purchase on Eastern Point such a success.”

R.K., Eastern Point, Gloucester, MA

“I have had the opportunity to work with many realtors in different parts of the country on both residential and commercial properties. I have never worked with anyone more dependable, detail oriented, professional, knowledgeable and helpful in so many ways. Having just purchased a home in Gloucester, Barbara was so informed and supplied all of the contacts to make the change over. It was a sale with many obstacles and she helped provide the top professionals to assist with the different aspects of the transfer of the property. I am happy to recommend her in every way. The best is that she is always so very pleasant and unflappable. Always a joy to be in her presence.”

S.H. Eastern Point, Gloucester, MA

“Barbara, I cannot thank you enough for your professionalism, sincerity and gentle generous care over the last few months. Your constant support and appreciation for what I was confronting was affirming and gave me the real sense that the enormity of the task was recognized.

Oprah said after years of her TV shows: “my take away was simply, people want to be seen.” Your validation was so important as we moved forward to August 7th... At the last minute you brought in help which got us over the finish line. Barbara, you were the golden lining in the storm clouds!”

P. Runkle, Manchester By The Sea

"When, after 68 years we decided to sell our Gloucester waterfront summer home, we selected Barbara Dugan of Engel & Volkers By The Sea based upon her record of success selling similar unique, high end properties. We soon learned of Barbara's impressive depth of knowledge in all facets of the real estate sales process. On every step of our journey Barbara has been our dependable guide, knowledgeable advisor, and wise counselor culminating in a completed sale to an ideal buyer. We could not be more pleased with our decision to list with Barbara Dugan."

Bill and Jennifer, East Gloucester

Of the many agents we have known, Barbara clearly stands out as a star. Her knowledge of the local market, thoughtful approach to all aspects of the process and, most importantly, her emotional intelligence make her an ideal choice to represent both buyers and sellers. For us, she made a potentially difficult transaction go smoothly and without incident."

Jake and Rosalind, Gloucester

“Barbara represented us on the purchase and sale of our two waterfront homes in Rockport and we are very happy with our experience. We found her to be a consummate professional. She is very knowledgeable in the workings of the high-end real estate market and she quickly understands the motivations and constraints of both buyers and sellers. She is responsive and follows through on what she promises to do. Barbara’s a positive, articulate, calm and a clear communicator. We highly recommend Barbara Dugan!”

Ron & Maura, Rockport

“Barbara Dugan went way above and beyond the call in representing me as seller *and* buyer in my recent move. Last minute permitting and other details on both properties would have held up the closings without her advocacy and action. Barbara has the best balance of humor, intuition, grace under pressure, and impressive attention to every detail. She's the best!”

K. Ristuben, Gloucester

“Barbara Dugan’s professionalism, sincerity, and communication made the sale of our home a pain free process. From the start when she met with us and helped to stage the home, as well as to set the value, to the review of offers (and suggesting we wait for better ones) to the final closing preparations (fire inspector, walk through...) she took the stress out of the sale. We highly recommend Barbara to any prospective buyers or sellers, you will not be disappointed!!!”

Bill & Katia Mason, East Gloucester

“Barbara, you were incredibly generous with your time to advise us about market trends over a few years before we actually chose a realtor. You had a perfect sense of the appropriate pricing for the house, which resulted in a *very* quick offer. Your guidance through the complex process was very helpful and reassuring. Best from us both.”

Bob & Katie, Eastern Point

“Dearest Barbara, We wanted to drop you a brief note to THANK-YOU for your patience, perseverance and diligence in the sale of our Eastern Point home. Your expertise in the luxury real estate market has served us well. Your knowledge, transactional expertise and professional approach makes doing business with you a pleasure.

Having sold multiple properties for us to date, we can attest to your unique ability to bring the right buyer to the right seller and make a perfect match! We remain grateful for all of your efforts on our behalf. In our humble opinion you are one of the finest brokers we have had the pleasure to deal with in our long history of both buying and selling real estate!”

Denny Bey, Eastern Point

“Barbara Dugan is the real deal. She's a real estate broker that you want to be friends with. We had our waterfront home on Great Neck on the market for several years, and tried several different agencies. No qualified buyers were found, until we met Barbara Dugan, and our depression lifted. She is bright, energetic, and optimistic, and we soon had an asking price, cash offer. I will always remember her and my wife Jacqui trying to scrub out a newly found stain on our living room floor that was discovered when some furniture was moved. That kind of dedication is hard to find. We now live in California and I still consider Barbara a friend.”

Bill & Jacqui Boch, Great Neck

“Barbara did a wonderful job selling our mother's home on Rocky Neck. It wasn't an easy task as both my brother and I live out of state. We truly had full confidence in Barbara's ability and knowledge of selling the house. Thank you Barbara for making this part of my mom's estate the easiest! “

G. Allen Rocky Neck

“Barbara did a fabulous job with the sale of our home on Rocky Neck. Her initial market survey was meticulous and the pricing of our home right on target. She was a consummate professional throughout the process of showing our home, guiding us through the negotiations and dealing with the details of closing the sale. We would not hesitate to recommend her highly to anyone seeking a broker to represent them in a purchase or sale of property on Cape Ann.”

Jill Berson, Rocky Neck

“I wish to highly recommend Barbara Dugan of By the Sea Sotheby’s. Barbara worked diligently to sell our home in Eastern Point, Gloucester, MA. Barbara took over the listing after a different agency failed to produce any selling results. Her diligence in going over every detail and availability to answer all of my questions, no matter how insignificant, was a valuable resource to me. I enjoyed working with Barbara so much, I have engaged her to assist me in finding another property to purchase, which she has accomplished again.”

Midge Gravelese, Eastern Point

“Barbara Dugan did a fantastic job marketing and selling my property at Coffins Beach! She has exceptional expertise with marketing aesthetics and synthesizing the essence of what made my beach home special, both property and location. Additionally, Barbara has a beautiful presence when working with all parties involved in the sales process, along with ensuring that the strategy and details of negotiations and closing result in a successful conclusion. I highly endorse Barbara for Cape Ann property sales and purchases.”

S. White, Wingersheek

“Barbara is one of those unique Realtors that truly listens and quickly understands the parameters of the search. She respects also that people have limited time and is very conscientious in using that time wisely and effectively. She also proved to be a great resource for all of those small, unseen “gotchas” – making my overall experience a terrific one. She was one of the first people I invited to my housewarming party!”

L. Davis, Wheeler’s Point

“Barbara worked with us for almost a year and a half. We were looking for the perfect vacation home. There was NEVER any pressure. Barbara knew what we wanted and was committed to helping us find that perfect home. She found it and made it happen. We are forever grateful. A bonus is that we found a great friend in the process!!!”

Joanne & Ben Niedermeyer, Rockport

“Barbara deserves the highest praise as a Realtor. In our recent transaction, she had a thorough understanding of what we were looking for. In relation to that, she daily updated us on the properties available to us in our designated price range and in our geographical area. She showed us a wide selection of places in which we might be interested and furnished us with the pertinent details on those places. Her ability to analyze the issues surrounding the properties on which we bid, her strong presentation skills and her firm negotiating skills are clearly superior. Most importantly, she demonstrated great integrity and professionalism throughout the entire process. I would strongly recommend her as a Realtor to anyone.”

Betsy and John Burbank, Ipswich

