

# featuredagent

magazine

Danny  
Nassi





# Danny Nassi



Growing up in a family that was a fixture in New York City real estate for more than 50 years, it was only natural that Danny Nassi would eventually follow in those footsteps. In 1998, after cautiously studying nationwide real estate trends, along with other occupational endeavors, Danny was ready to take the leap and got to work utilizing every ounce of knowledge he'd acquired to create a name for himself in real estate. "I've always had an entrepreneurial spirit and a solid understanding of real estate," says Danny. "I enjoy just being out and about in the city and meeting new people, so it's something that makes sense to me. Every morning I wake up excited because I truly love what I do."

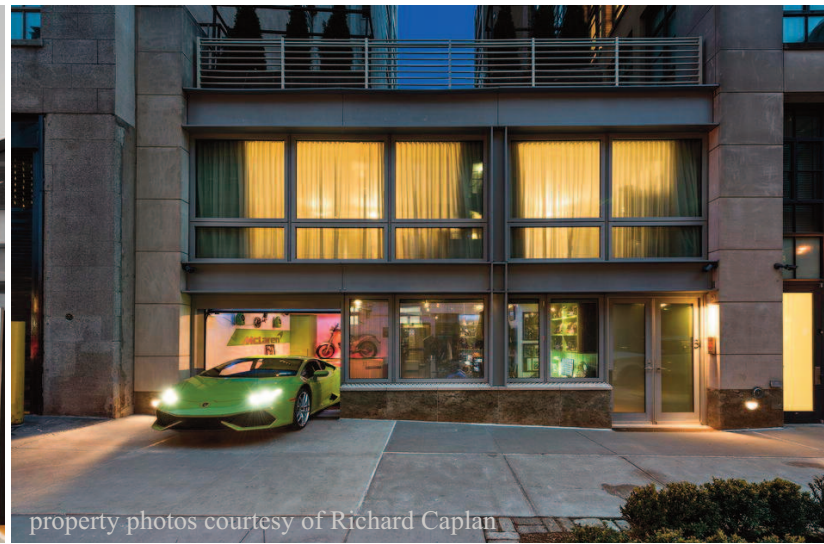
Danny, an Associate Broker with The Serhant Team at Nest Seekers International in New York City, serves a diverse set of clients all over Manhattan. With more than 20 years of experience in every type of deal, from residential rentals and commercial leases to selling retail and commercial buildings, Danny's expertise is widespread and second to none,

just like his work ethic. "I firmly believe in treating people the way you want to be treated and that's how I run my business. I provide accountability, customer service, hard work and availability," Danny says. "Truth is, when my clients ask what I bring to the table, I tell them I bring the damn table!"

Operating by the Golden Rule is merely one aspect of Danny's business philosophy. His strong desire to make personal connections with his clients also guides the way he works. "I always operate from my heart by putting myself in my clients' shoes. Good business is over-delivering on value every chance you get, and part of that means doing everything honestly, ethically, and legitimately. Always."

With a large percentage of his business stemming from repeat clients and referrals, Danny believes his clients keep coming back simply because of what he has to offer. "I don't consider myself just a broker, rather, a real estate advisor. When you need legal advice, you seek an attorney. When you





property photos courtesy of Richard Caplan

need financial advice, you seek an accountant. I believe when you need real estate advice, you should seek a professional,” Danny says. “That’s what I am, and I will always do my best to produce the best results for my clients.”

Having accomplished numerous goals of his own while helping others reach theirs, Danny is proud of many achievements in his career. “I’m proud of all my successes and failures, too, because each circumstance has taught me something priceless,” Danny says. He is the co-owner of 125 rental units in Manhattan, from SOHO to Washington Heights, and has been featured on Fox 5 News and in *The Real Deal* for his expertise. “However, I’m most proud of having the opportunity to work alongside Ryan Serhant, who is the number one Broker in New York City, and The Serhant Team.”

Danny is also proud to be able to help colleagues, often those who are just getting started in their real estate careers. “I would tell anyone getting into this

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business to work alongside someone you respect and can learn from, someone who has your best interest in mind. I’m a firm believer that it’s a seasoned broker’s responsibility to show newer agents the way,” says Danny. “My best piece of advice is: don’t do it for the income. Do it for the outcome! This business will only pay you for as hard as you work.”

Indeed, Danny works hard, however, he always makes sure to set aside quality time for his wife and their two children. “I dedicate so much time to serving my clients 24/7, so when I do have free time, I spend it all with them. I enjoy and love my family very much. They are my wealth!”





Danny with Bryan Atienza

Danny is also committed to giving back to his community and does so in a variety of ways. “I can be an emotional guy, and I wish I could contribute to every charity out there, but I network a lot and go to many different charity events. I’ll support anything that tugs at my heartstrings and really means something to me.”

Looking ahead, Danny plans to continue doing what has brought him success over the past two decades. “I’m so happy where I am currently,” he says. “I own real estate, I had a property management company for five years, and I have been an Associate Broker on and off for almost 20 years. Real estate is my past, present, and future!”



Danny with Ryan Serhant

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Nest Seekers International | The Serhant Team | New York, NY  
917.239.1124 | [dnassi@nestseekers.com](mailto:dnassi@nestseekers.com) | [www.dannynassi.com](http://www.dannynassi.com)