

TOP AGENT MAGAZINE

by Michelle Llamas

Joanne MacDonald and Claudia Irmas: Guiding You Home



Phenomenal expertise combines with incredible attention to detail and unwavering professionalism to produce one of the Los Angeles area's most accomplished real estate partnerships. What truly sets the team of Joanne MacDonald and Claudia Irmas apart is the manner in which they do business. "We think of ourselves as guides and our business is very client-centric," explains the successful team. "Because we are a team, we are able to deliver twice the exceptional service based on the firm foundation of client education. We feel education is the key to making the best business decisions."

Through extremely thorough market research and cutting edge technology, Joanne and Claudia are able to educate their clients on market trends and supply every possible detail needed in order to make the right decisions to reach their real estate goals. This is a sentiment echoed by Wendy and Paul Humphrey, "They work very well as a team and were always available to answer our questions, keeping us well informed of the latest news. We spent countless hours viewing newly listed properties and there was never any pressure. They are very experienced and can handle any issues that should arise."

Joanne and Claudia are also certified negotiators and experts on risk management, two extremely important aspects of any real estate transaction. When clients sign on with Joanne and Claudia, they know they are getting the

most professional marketing, expertise and service that often exceed expectations.

Christina Ladd, an experienced buyer and seller, met Joanne and Claudia while relocating from New Mexico to the Conejo Valley. Joanne's knowledge of Short Sales and REOs was instrumental in Christina's purchase of her home. "She kept the deal together and on track so that we did not miss any deadlines and that my interests were protected at all times," she says. "Joanne even went so far as to help track down one of the owners of the house in question who had fled to Mexico without signing a Power of Attorney and sent a car and driver to him to take him to the embassy to get the papers notarized!" Joanne and Claudia also provided Christina with professional contractors to make improvements to the home. After a

transaction ends, the team's relationship with their clients doesn't, and they provide the same dedicated service whether the transaction involves a luxury property or a first time homebuyer looking for a short sale or foreclosure property.

There are many aspects of real estate that Joanne and Claudia are passionate about. "From fulfilling clients' dreams to the technical aspects of a transaction, real estate is always dynamic," Claudia says. Joanne adds, "Being able to make use of our specific skill set to solve problems and orchestrate a win-win situation for all parties involved is extremely fulfilling."

Their love for their careers also carries over into the way they give back to the community. Through charities such as Habitat for Humanity and Many Mansions, the team strives to make a difference in their community one home at a time. Much in the same way, their outstanding business continues to grow...one satisfied client at a time.

Joanne MacDonald and Claudia Irmas
Coldwell Banker

Business: 805-230-3379

Cell: 805-358-1079

www.joanneandclaudia.com