

# The Agency Welcomes *Irene Dazzan-Palmer*



+ MALIBU'S QUEEN OF COASTAL REAL ESTATE



Irene Dazzan-Palmer, named the “Queen of Coastal Real Estate” by Malibu Magazine, brings her sterling reputation, 30 years of real estate experience and over \$5 billion in career sales to The Agency Malibu team. One of the foremost industry leaders in Southern California and the nation, Irene has been named among L.A. Confidential’s Women of Influence and Angeleno Magazine’s Dynamic Women, featured on the cover of Top Agent Magazine twice, and recognized with numerous Top Producer and Top Listing awards throughout her career.

Prior to joining The Agency, Irene was the #1 agent at Coldwell Banker’s Malibu Colony office for nearly 20 years, and the #1 agent in 2019 for all of Coldwell Banker Malibu. In Malibu Magazine’s 2019 Holiday Issue, Irene was featured as the cover story, highlighting her self-made success and rise to become one of the most renowned real estate agents in the world. She moved to Malibu in her 20s with only an untested real estate license, selling one million dollars worth of property in her first year and moving up the ranks to become the top salesperson at her firm in under five years.

Three decades later, she remains an authority on luxury real estate, often featured for insight in Forbes, The Wall Street Journal, the Los Angeles Times and NBC’s Today Show.

Irene has reached this rare level of success by offering a blend of masterful marketing strategy, stellar negotiating skills and an unrivaled knowledge of the market. Her trademark is treating everyone she represents with the utmost care, respect, dignity and empathy, which explains why many of her clients become cherished friends. Her impressive roster of high-profile clients includes entertainment figures, global business leaders, investors and corporate executives, the majority of whom are repeat and referral clients.

As a member of The Agency, Irene enjoys working with her son and fellow top-producing agent Sandro Dazzan, Managing Partner of The Agency Malibu. Additionally, her youngest son, Jonny Palmer, joins as her assistant, helping to provide clients with concierge-level service. When not touring the stunning oceanfront estates of Malibu, Irene can be found enjoying the “paradise” she calls home, spending time with her family, running, hiking the canyons, hitting the gym or enjoying a glass of wine with her husband. Jim Palmer is the owner of the award-winning Malibu Vineyards, which has been growing wine grapes in Western Malibu since 1997. Putting her love for animals to action, Irene partners with the Malibu Farmers’ Market as a proud sponsor of the Malibu Paws pet adoption and sanctuary events, which recently helped find loving homes for dozens of dogs and cats.

Irene credits much of her success, grit and determination to her Italian family work ethic, instilled by her father and New Yorker, Luigi, and her paternal grandfather, who built a thriving business after immigrating from Naples to Ellis Island in his twenties without a penny to his name. She feels blessed to be able to raise her family in Malibu, share its beauty with her clients and call this truly remarkable, scenic stretch of the Southern California coast home.

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IRENE DAZZAN-PALMER

Irene.Dazzan@TheAgencyRE.com | 310.418.3777 | LIC. #00597226

22601 Pacific Coast Highway Suite 103 | Malibu, CA 90265