



# THE RIGHT AGENT EVERY STEP OF THE WAY

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Ask your potential agent the questions below to help decide if they are a good fit for your needs or if you should keep searching: *My answers are filled in below!!*

1. How long have you been working in residential real estate? Since August 2007
2. Is this your full-time job? YES!
3. What real estate designations do you hold? ABR (Accredited Buyer's Rep) CRS (Certified Residential Specialist) SRES (Senior RE Specialists)
4. How many homes did you sell last year? 11 (as listing agent) Price range \$175K to \$969K median was \$550K.
5. How many homes did you find for buyers last year? 5 (as Buyer's agent) Price range \$350K to \$782K
6. How close were your initial price estimates to the final prices on the homes you helped buy/sell?  
from 85% to 106%
7. How many days did it take you to sell the average home? How did that compare to the overall market?  
17 days (median) Overall market DOM was 27
8. What marketing systems and approaches will you use to sell my home?  
Depends on circumstances, but generally we use a 'Full Court Press' to get best results within 21 days on market.
9. Will you represent me exclusively, or will you represent both the buyer and seller?  
Will represent you exclusively! 9 out of 10 MLS transactions involve a Buyer and Seller Broker / agent.
10. Can you recommend service providers who can help me obtain a mortgage, make home repairs, and help with other things I need done? Attorney? Title/Escrow company? Repairmen?  
YES, with 14 years of experience we can help in all of those areas and more!
11. How will you keep me informed about the listings or sale of my home?  
Showing feedback is provided ASAP, web showing data is provided on a weekly basis or more frequently if desired.
12. Can you provide references?  
YES, dozens are available under the "About" tab
13. What is your commission? Typically 6% (3% Buyer's Broker & 3% Listing Broker. Buyers usually pay ZERO Commission!
14. What other costs can I expect? Inspection fees, radon test, wood destroying insects; Mortgage Lender fees vary but may include an appraisal fee and an application fee and of course, your moving expenses.
15. What cosmetic changes/improvements do you recommend? Estimated costs? Depends entirely on circumstances  
ALL homes should be de-cluttered and de-personalized - staging is HIGHLY recommended! Costs will vary.
16. How quickly do you return phone calls and emails? Same day and within the hour when possible.
17. How familiar are you with my neighborhood Central Ohio has been my home for 40+ years
18. What is your business philosophy/personality? BUILD RELATIONSHIPS – SOLVE PROBLEMS – HAVE FUN!!

Have questions about choosing the right agent? We can help!