



# Barb Waddell ABR, GRI Irongate Inc., Realtors Director of Dayton Realtors

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[www.BarbaraWaddell.com](http://www.BarbaraWaddell.com) • [www.BarbaraWaddell.realtor](http://www.BarbaraWaddell.realtor)

## Licensed Full Time Real Estate Professional

- 1999-present, with average annual sales of over \$7.2 million dollars
- 2011-present, Asset/REO agent for VA Foreclosure Properties (VRM)
- 2016-present, Director of Ohio Realtors
- 2018-present, Director of Dayton Realtors

## Professional Designations

- Accredited Buyers Representative (ABR)  
The (ABR®) designation is the industry's benchmark of excellence in buyer representation.
- Certified Residential Specialist (CRS)  
CRS is the highest credential awarded to residential sales agents, managers and brokers.
- Graduate of The Real Estate Institute (GRI)  
The nation's number one real estate designation for real estate professionalism and knowledge.
- Master Certified Negotiation Expert (MCNE)  
The premier negotiation designation in real estate!
- Seller Residential Specialist (SRS)  
The premier credential in seller representation.
- Seniors Real Estate Specialist (SRES)  
SRES Designees are especially qualified to address the real estate needs of those age 50+.

## Professional Memberships

- The National Association of Realtors (NAR)  
Ohio Association of Realtors, Dayton Realtors, Cincinnati Area Board of Realtors
- The National Association Real Estate Brokers (NAREB), Greater Dayton Realtists Association  
NAREB Women's Council Of Realtors
- Dayton Area Board of Realtors Committee Chair
- Greater Dayton Realtist Association Chaplain

## 18+ Years of Sales Success

- Ohio Association of Realtors Sales Leader Club 2000-present  
OAR President's Sales Club 2005-2007, 2016-2017 Award Of Distinction  
OAR President's Sales Club 2000-2004, 2008-20015 Award of Achievement
- Dayton Area Board of Realtors Sale Leader Club 1999-present & 2017 Award of Distinction
- Irongate Inc., Realtors Peak Producers 2011-Present  
Irongate Inc., Realtors Community Service Award 2015
- Century 21 Top Sales Leader for 1999-2010 at the Ruby & Emerald Levels
- RPAC Major Investor - continual

## Education

- Sinclair Community College
- Wright State University
- Hondros Real Estate College
- The Dayton Area Board of Realtors Leadership Program
- Dayton Regional Ambassador Program

**Negotiation is the critical skill for any real estate agent; it is both a skill and a gift.  
I am a "Tiger Woman" when it comes to negotiation on behalf of my clients!**