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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about your town?

I love Richmond and when asked where else I would live, I have a hard time answering that question because Richmond is perfect! We are two hours from the beach, mountains, lakes, DC, and we have so much to do right here. We get to experience all four seasons-sometimes even in the same week. Richmond is just the right size where there are so many interlocking relationships and traffic doesn't cripple the movements of most of us.

What initially drew you to real estate?

Both my mom and dad were real estate brokers and my mom encouraged me to get licensed when I started in college. She felt I had the right skill set and personality to do well in the business. I'm still working to prove her right each day.

How does your background bring a unique perspective to your work?

My dad was a developer and investor in real estate and taught me that love as a young man in high school. My mom loved people and had tremendous interpersonal skills and a keen eye for details. With a finance degree and a Class A contractor's license I bring a lot to the table for my clients. I understand analytics and how to transform a home both financially and physically. I bring those skills along with the interpersonal relationship goals to home ownership.

Why is relationship building so key to your success?

Richmond is the "biggest small town around" relationships and reputation are crucial to success in real estate. It's a journey business and it's what I love. I can sell the same house 3 times and its totally different because of the people involved in the transaction. Watching my client's lives evolve and grow over the years is something that few careers offer. I work hard to stay in touch with clients and they become friends over time and become part of my life. The houses are the widgets that the relationships are formed around. The relationships and people are what motivate me. I get excited each year to think about how many more families I get to help with the home ownership process.

How has your previous experience benefited your practice of real estate?

Real estate is all I have known. Watching my mom and dad as a child sell real estate and starting in college with my own career; has made me a lifelong student of real estate. 30 years into this journey, I'm here for good. Not many agents can offer that perspective and I love it.