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SHAHEEN RUTH, MARTIN & FONVILLE

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REAL ESTATE

Q & A

What is your favorite thing about your town?

Richmond and Central Virginia offer a lifestyle that's hard to beat. Whether you're a history buff, an outdoor enthusiast, a foodie, or someone who simply enjoys a vibrant community, this region has something for you. Plus, the geographic location is unparalleled in terms of diversity. Whether you're a fan of the beach, love hiking in the mountains, or enjoy the hustle and bustle of a big city, everything is within a couple of hours' drive. Lastly, the presence of history is palpable, and it adds an enriching layer to the experience of living here. As a REALTOR, it's a joy to help people find their dream home in a place that offers so much.

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

As a native to the Central Virginia region, I know the neighborhoods inside and out. My long-standing connections within the community also give me an edge in sourcing properties and insights that may not be readily available to others. In addition, my years as a former elementary education teacher have honed my skills in patience, communication, and understanding the needs of individuals—traits that are incredibly useful in the real estate world. I excel at breaking down complex processes into simple, understandable steps, making the journey of buying or selling your home as smooth as possible. I know that every family has unique needs, and I'm adept at finding properties that serve the whole family.

What is most important to you in your business?

For me, the cornerstone of my real estate business is built on three fundamental principles: trust, integrity, and a client-centric approach.

Trust is the bedrock upon which all transactions stand. My clients entrust me with one of their most valuable assets, both financially and emotionally. Whether it's guiding a first-time homebuyer or advising an investor, I recognize the immense responsibility that comes with the job.

Integrity means doing the right thing, even when nobody is watching. This is a value that I bring into every facet of my business. From negotiations to contracts, from advising on home repairs to making recommendations for mortgage brokers or other services, you can count on me to offer unbiased, truthful guidance. My reputation has been built on treating each transaction as if it were my own, advocating for my clients' best interests at all times.

As a client-centric agent I listen carefully, provide personalized advice, and work diligently to achieve the best possible outcome for my client. Beyond the contracts and the keys is the human connection, the understanding that the spaces we inhabit shape our lives in fundamental ways. I find immense joy in knowing that I've played a part in helping families find their dream homes, or investors discover opportunities that advance their financial futures. It's not just about closing deals; it's about opening new chapters in people's lives, and that's a relationship that doesn't end at the closing table.

