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**SHAHEEN
RUTH, MARTIN
& FONVILLE**
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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

Richmond's important heritages, diverse art arenas and scenic outdoors are just a few of my favorite things about our amazing slice of Virginia. From the Historic Fan & Museum Districts with our rich histories & architectures, out to the far reaches of vast Goochland farmlands- there is always a sense of honor with our community.

What initially drew you to real estate?

I grew up with my Grandfather running his own Insurance business and witnessing my Dad dabble in commercial real estate, so thinking back, I think it's been all around me. I quickly learned how much joy I feel in helping and showing my value as a trusted professional. For most, owning a home is their single biggest investment. I get excited about helping those around me build true wealth through real estate.

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

I have always considered myself fortunate & unique to have grown up in both a suburban & urban environment simultaneously. In my late 20s as I began my career in Real Estate, I began to understand how lucky I was and well-versed on both sides of our beloved James River I grew up being. An all too common "wink" in the community is that one side is better than the other- I can truly speak to all that is living here in our Commonwealth.

Why is relationship building so key to your success?

Treating all of my clients how I'd want to be treated has taken me far. Not only building, but nurturing and building from my personal relationships has proven to be a MUST to make it.

What's most important to you in your business?

Being agile and adaptable has proven to be a couple of habits most important in my business. After over 2 decades in home sales and living through a few market shifts, I've come to understand the importance of bullet proofing my business with similar business partners with the same work ethic.