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

Q & A

What is your favorite thing about Richmond?

Access to the river, local bands, great restaurants, college atmosphere and the great outdoors!

What initially drew you to real estate?

Showcasing a great city and all the lifestyle options for locals and newcomers. Helping clients to make a stressful process fun!

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

With a Business background from the College of Charleston, I enjoy the analytics and statistics of real estate and blending them with design functions to help sellers and buyers.

Why is relationship building so key to your success?

Helping new residents to the area and connecting them with local contacts for services is one of the most important aspects of our role for clients.

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

Having grown up in Richmond and knowing many different areas in the Metro Area and knowing what is unique about a location is really important when working with clients buying and selling a home.

What is your mission statement?

"Individual Attention to Every Detail"

What's most important to you in your business?

Feeling that everyone in the transaction "won" and it benefits their lifestyle for the long term. Our role as REALTORS is to guide clients and give them sound advice to make the best decisions.

How do you give back to the community?

There are many non-profits that we as a company have been involved with in the Richmond Community. We financially support or are directly involved with non profits such as The James River Association, Feed More, and Speak Up 5K.