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

Q & A

What is your favorite thing about your community?

Living in Richmond VA is incredible. Everyone seems to know each other and is always willing to help each other out. While Richmond is growing quickly, it still feels like a small town, and there is always something fun to do. Richmond has a wealth of options to enjoy - from visiting breweries, enjoying the James River, to dining in one of our renowned restaurants.

What initially drew you to real estate?

Relationship building, opportunities to explore many properties around the city, and the chance to help my friends/clients find homes they can live in and grow for years to come.

Why is relationship building so key to your success?

This industry is all about relationship building and developing life-long partnerships with my clients. As others see the happiness my clients experience as a result of our work together, this in turn leads to referrals and allows my business to grow.

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

Growing up in the industry has allowed me to learn and see a ton at an early age. I've also had an opportunity to serve as a site agent for new home construction (for over 10 years) serve as a judge in the Parade of Homes in Greensboro, Richmond and Roanoke, and also work with clients on the buying and selling process.

What is your mission statement?

With nearly 20 years of experience in the real estate industry, I will provide the most professional, compassionate and trustworthy assistance in the industry to ensure all customers have a positive and memorable experience, creating loyal clients for life.

What's most important to you in business?

Making sure I am always available for my clients and that they are happy throughout the entire process.

How do you give back to the community?

I am an ambassador for the American Heart Association.