



Catherine Stanley

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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about your town?

The favorite thing about my community is the small, hometown community feel while embracing progress and growth with grace and respect for the rich history and beautiful geography.

What initially drew you to real estate?

I own an interior design business. Many of my clients hired me to design the new home they purchased or hired me to stage the home they were selling. Strong, trusting relationships were a result of many projects. Many clients told me that they wished I was their realtor due to the in depth service. I took the leap and dovetailed my design business with my real estate business in order to provide design services to my real estate clients, which has led to so many successful transactions that have grown my business.

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

As an interior/architectural designer, I have a thorough understanding of how homes are built and can discern certain aspects that make a home more appealing, functional, and valuable. I can also provide an extra service to my clients that many agents cannot.

Why is relationship building so key to your success?

Relationship building is the key to my success because I believe in earning my clients trust and respect through treating each client like they are my only client. I'm never too busy, no matter the size or price of the property.

How has your experience benefitted your practice of real estate?

My design experience and being a business owner has given me the tools and skills to assist my clients from a creative as well as managing the business side of a transaction, which allows me to enhance the relationship approach rather than a transactional approach.

What is your mission statement?

My mission is to provide the best possible service to every client that I have, to learn from every experience, and to enjoy the ride.

What's most important to you in your business?

Serving my clients, establishing relationships, and the flexibility that the business provides which enhances my personal life.

How do you give back to the community?

I am a proud Rotarian as well as have served as a youth group leader and Sunday School teacher. I also serve on a community outreach program, Mathew's Haven.

