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

Q & A

What is your favorite thing about Richmond?

Location! We have access to so many wonderful things within our city and state. The James River, a hot restaurant and cultural scene and drivability to mountains and beaches.

What initially drew you to real estate?

People! I love people and the opportunity to engage and help with a major part of their lives.

How do you help clients navigate challenging market conditions or uncertainties?

By staying active and networking with agents all over RVA. This helps me give the best advice when pricing a listing or writing a competitive offer.

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

My parents divorced when I was 9 and my Dad bounced around a bit. This allowed me to live in homes in Glenburnie, The Westhampton Area, Church Hill, Salisbury and Stratford Hills. I have the ability speak with first hand knowledge about many areas of Metro Richmond.

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

Selling new construction was a wonderful intro into the world of real estate and to this day I use that experience to help buyers navigate the purchase of new construction.

What's most important to you in your business?

Being available to my clients and staying up to date on current market conditions so that I can provide my clients with the best information possible.

How do you give back to the community?

I do a lot of volunteer work with St. Catherine's School. I am a graduate and current parent and serve on the Richmond Chapter Alumnae Board. I am also a supporter of Make-A-Wish Greater Richmond. I have volunteered in the past and hope to return to helping the group fund raise.