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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about your town?

I was president of the Northern Neck Travel Council for over ten years and visitors would often ask me why I liked living here. I was quick to tell them, then and now, that the people who live in our area are the number one reason to live here. There is a true sense of community with folks who grew up here and families who have been fortunate enough to move to our area.

What initially drew you to real estate?

When I moved here in 1982 I wanted a job that would allow me flexible hours being the mother of two young daughters. Thirty seven years later - two grown daughters and four grandchildren - I am still at it!

Why is relationship building so key to your success?

Buying a property is not only a huge financial decision, it is a very emotional one. I ride the roller coaster with our buyer or seller in every transaction and they become like family.

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

With 37 years of real estate experience, many things have changed with regard to Chesapeake Bay regulations and my knowledge is crucial to someone investing in an area with no familiarity.