



Heather Mull

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

Q & A

What is your favorite thing about Richmond?

I love what the Richmond area offers; downtown has a river going through it with water activities; there is hiking nearby, biking, and all kinds of outside activities. Best of all we can be to the ocean or mountains in just a little over an hour!

What initially drew you to real estate?

I love the excitement of being able to bring a deal together and the honor of being involved in one of the biggest decisions of my client's lives.

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

I started in residential appraising, moving over to commercial appraising about 15 years ago. Having a valuation background allows me to analyze a property's value to get the best deal for my client.

Why is relationship building so key to your success?

Relationship building allows us to be rewarded for our hard work with the ultimate thank you; a referral to others!

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

I feel that I can look at a property to see if not only it is a good investment now, but also will be a wealth building tool by projecting cash flow into the future, or resale price in the case of owner-occupied properties.

What is your mission statement?

To increase wealth in my client's portfolio through commercial real estate investments

What's most important to you in your business?

The most important thing is to convey my knowledge of a specific investment to my client. I have years of experience in nearly all property types; it is most important to me that I share this knowledge with my clients in a way that will benefit their investments.

How do you give back to the community?

I am heavily involved with a number of nonprofits. Locally, I serve on the Richmond SPCA's Fur Ball Committee, as well as the MLS Board of the Richmond Association of Realtors. I also serve as the chair of the Economic Advisory Board for the Virginia Association of Realtors and am on the Commercial Legislative Committee for the National Association of Realtors. Other positions include the Regional Vice President for CCIM, and national board member for the Appraisal Institute. I also was appointed by the state governor to the state Appraisal Board, and recently was inducted to the VCU Real Estate Circle of Excellence.