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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

REAL ESTATE

Q & A

What is your favorite thing about Richmond?

As a lifelong area resident, I love how there truly is something for everyone. Big time foodie? RVA is home to many award winning restaurants that serve not only great food, but unforgettable experiences as well (pro tip: go to L'Opposum and order "The Swank Bank"...you can thank me later!). Craft Beer or Wine Enthusiast? There are over 30 breweries and 20 wineries in the Richmond Region! Are you more of an outdoor enthusiast? Take a bike ride on the Capital Trail or enjoy a day on the water since the James River runs right through this beautiful city. If you love the outdoors and are a bit of a history buff RVA On Wheels offers Segway tours that are super fun while highlighting the rich history Richmond has to offer. I love this town. If you see me at a concert at The National or chowing down on a hot dog at a Flying Squirrels game, come say hi!

What initially drew you to real estate?

Real estate has always been an area of interest to me, I just never took the plunge until I met my now in-laws. After having many conversations with them about their experiences over the years, I knew real estate was the right path for me because it always goes back to cultivating relationships and being a fierce advocate for my clients. Whether I am helping a first time home buyer or a fourth time home buyer, it is always an honor to stand by my clients through one of life's major milestones.

Why is relationship building so key to your success?

This business is all about relationships. Building that trust with my clients will always be the most important aspect of my job. With that being said, I am able to enhance my relationship with my clients by having a great working relationship with some wonderful lenders, attorneys, home inspectors, contractors, etc. It takes a village and I love my people!

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

Prior to becoming a Realtor I worked many years as a restaurant and hospitality professional. Just like in real estate, the restaurant business is built around providing a memorable experience and building relationships with clientele. It taught me how to anticipate customer needs and also be an effective problem solver, both of which are vital tools in the real estate industry.