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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

Richmond and the surrounding suburban areas offer the best of Virginia's history. The love of Richmond shows with all the renovations developing by investors and owner occupants. Entire neighbors are receiving face lifts with beautiful architecture. Yet the suburbs offer new home subdivisions with spacious homesites. Richmond offers it all!!!

What initially drew you to real estate?

My father in law was a custom builder, very well respected and in demand. He encouraged me to get my real estate license. I immediately found a love for new construction and found myself working 6 days a week and working with new homes. New homes are dreams that many buyers do not realize they can actually own! Homeownership is possible.

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

I am very experienced in new construction and especially in land and lot acquisitions. I understand the issues with septs and health permits. I work well with first time home buyers and have the patience to do so.

Why is relationship building so key to your success?

Relationships are so important to future business. You must care about your clients and what they want and need. This is their most important purchase. They depend on you to be their expert.

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

I have owned my own business/office and also managed for many years. This experience has not left much I have not experienced. I am great at solving issues with fair solutions. I have enjoyed every minute of the real estate business,

What is your mission statement?

My mission is to approach every buyer/seller with the attention they need and deserve with the intention of future business.