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**SHAHEEN
RUTH, MARTIN
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REAL ESTATE

Q & A

What is your favorite thing about your community?

I love that the Richmond Metropolitan Area is large enough to have something for everyone – festivals, sports, concerts, museums, art galleries and great restaurants but small enough that you always meet someone new who knows someone that you already know! City life allows you to drink in beautiful architecture and walk to your favorite coffee shop. Living in one of the suburban areas provides new or newer construction, communities with golf courses and pools and even a home on some acreage with goats & horses!

What initially drew you to real estate?

After taking early retirement from my previous career, my builder husband thought it would be a great idea if I sold his new homes. The Reader's Digest version of the story goes I met my teammates and they thought it was a great idea too! Thus, began by now decade plus real estate career of selling not just my husband's new construction homes but helping sellers and buyers from the Richmond Metropolitan area to Virginia's River area (Middlesex, Lancaster & Mathews) sell their current home or buy their perfect home!

Why is relationship building so key to your success?

Relationships are the foundation of my business – not just when my clients are buying or selling – but anytime they need assistance. Recently, a client who I sold a home to 5 years ago called and asked me if I could recommend a CPA since his was retiring. He trusted me enough to ask my recommendation. Relationship building builds trust and confidence and can lead to life-long friendships and opportunities that we can only imagine. This business has allowed me to meet so many wonderful people from so many walks of life. For that, I'm truly grateful

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

In my previous career at VCU, I interacted with people from all walks of life – faculty, staff, students, board members, donors, members of State government, etc. I managed large projects which required strong organizational and people skills as well as the ability to multi-task. In my two terms as Chair of the Richmond Symphony Designer House, I again used those skills but also did fund raising. These skills have helped me serve my clients to sell and buy homes especially during challenging real estate markets.