



Rae Nunnally

ASSOCIATE BROKER

804.839.5014

raenunnally@SRMFRE.com



SHAHEEN
RUTH, MARTIN
& FONVILLE

REAL ESTATE

Q & A

What is your favorite thing about Richmond?

As a lifetime Richmond resident, I have had the opportunity to experience so many of the great things Richmond has to offer. The thing that I personally am most grateful for is our parks and hiking trails in and around the James River. They are free and absolutely gorgeous. I have attended both our public and private schools as well as our ever-growing VCU. I have been fortunate to live in both Chesterfield and Powhatan Counties, the Fan, and Shockoe Slip. My exposure to Richmond's many cultural events, dining options, sporting events, and even day-to-day retail is immense. I pride myself in being a go-to guide for insight on all things Richmond.

What initially drew you to real estate?

Even as a very young child, I was drawn to architecture, design and most importantly the function of a home. I attended VCU for Interior Design and I use the skills learned there daily in matching people to the most appropriate home and presenting properties in the best light possible when sellers go to sell a home.

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

I have an extremely visual mind and photographic memory this has been priceless over the years in helping people find the perfect property that will function to the highest degree for their needs. I am extremely organized and efficient and think processes through to create a systematic flow. I do this with ease and have found that this has been a huge asset to my clients who are completely overwhelmed at the idea of making a move. I just let them know that I will guide them through the process and they can just lean on me.

Why is relationship building so key to your success?

I work almost solely by referral and have found that great people tend to refer great people. I do not look at buyers and sellers as people to just do a deal with, but as people whom I will become closely entwined with for years to come. I have some clients that I have done as many as 10 moves with and they are not flippers. I know if I do a good job for someone and make the process as seamless as possible that they introduce me to more friends and family will come.

What is your mission statement?

Where there is a will there is a way. (Call Rae)

What's most important to you in your business?

Helping people find comfort in their homes while making a financially wise decision.

How do you give back to the community?

I am an active participant in Project Yoga Richmond's classes and enjoy supporting their desire to bring yoga to schools, jails, and those who may not be able to afford gym/studio memberships.