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SHAHEEN
RUTH, MARTIN
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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

Living in the Metro Areas of Richmond and surrounding counties offers dozens of options to suit any lifestyle.

What initially drew you to real estate?

My childhood home was historic. The property name was "Three Wings," located in Fieldale, VA. Soldiers from the Civil War hid in the spaces above the front door. The first wing was built in the 1700s, the second in the 1800s, and the third in the 1900s. From childhood, my passion for residential real estate and land was born.

How does your background bring a unique perspective to your work? I put myself through Roanoke College with a degree in Business Administration while working full-time. Prior to becoming a Realtor, I succeeded in sales and marketing for 12 years. Getting to be a Realtor was my career calling. As it is said, it is not a job when you love what you do.

Why is relationship building so key to your success? Relationships are key in all aspects of life. When I work with people, I put their needs first so we can champion their goals together as partners.

How has your previous experience benefited your practice of real estate? As an adult, I moved 5 times in 6 years, and I have owned 10 homes. I understand how stressful a move can be. Keeping the end in sight helps all keep focus.

What is your mission statement? Helping advance the wants and needs of my clients, either in selling or buying, is of utmost importance. I commit 100% to my clients and deliver premier service.

What's most important to you in your business?

My clients are the most important piece of my business. Satisfied clients are the main-stay of my business. See my Zillow Reviews.

Tell us about any non-profit or community organizations. I actively support the Mens Emergency Shelter, Tuckahoe Rescue Squad, Feed More, Tunnel to Towers Foundation, and Habitat for Humanity.

