



## Sherry Gibson

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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 counties are vibrant and growing, with a culture of creativity. Beautiful views of the James River and home to several universities like Virginia Commonwealth University and The University of Richmond, to name a couple. Best of all, it is full of historical sites, museums, theaters, restaurants, and parks with beautiful walking trails. Most of all, a wonderful place to raise and exercise your fur babies!

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

I was born and raised in Richmond, Virginia, and earned a bachelor's degree in Mathematics at the Virginia Commonwealth University. My education, coupled with careers in the technology, banking, education, and government industries, has cultivated valuable skills. My expertise is utilized in real estate negotiations, educating homebuyers and sellers, and developing strategies that focus on the client's goals.

### ***Why is relationship building so key to your success?***

Creating a relationship with both new and potential customers allows me to offer a more personalized and enticing customer experience. The client experience is just as significant as the closed transaction. Everyone that chooses me as their Realtor will have the best of me!

### ***What is your mission statement?***

Build the best client experience, cause no harm, and share my knowledge, resources, and experiences to effortlessly close transactions.

### ***What's most important to you in your business?***

Communication is the KEY, even if over-communicating is necessary to ensure everyone is on the same page. For example, I worked with a divorced couple living in separate locations. Some of the tasks were duplicated, and a lack of mutual understanding. I scheduled weekly phone check-ins and kept open lines of honest communication. The transaction closed with minimal interruptions.