



Karen Lavalley

REALTOR®

804.997.1390

karenlavalley@srmfre.com



**SHAHEEN
RUTH, MARTIN
& FONVILLE**

.....
REAL ESTATE

Q & A

What is your favorite thing about your town?

Originally from Richmond, I moved back to Northside about 8 years ago after living in California for 20 years. Recently moving to Hanover county, I enjoy the pastoral landscapes that are so close to the architecture, richness of heritage and many activities that Richmond has to offer.

What initially drew you to real estate?

Helping people with one of the most important purchases of their lifetime is one of the reasons I was drawn to real estate. I have always had an interest in architecture and the creative visions people have for where they will live their lives. I find great joy in helping them achieve their goals.

Why is relationship building so key to your success?

Building relationships is key to cultivating trust. Strong relationships are built on clear two-way communication, honesty, and understanding. For me, learning about you and what you need to accomplish and how I can facilitate that as your agent is my first priority.

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

My background in marketing and interior design bring a unique perspective to both the buyer and seller. I believe together we can create a vision of what a house can be for the potential buyer.

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

Working with many different types of clients over the years has given me the ability to become a good listener and communicator so that I know and can take their input and translate it into meaningful solutions for each of them. I believe it is also important to be able to demonstrate thoroughness and expediency in solving obstacles that they may encounter.

What is your mission statement?

To give each client individualized attention, to recognize that each transaction is unique. To work together to achieve results that are in the best interest of the client.