



Katherine Hill

REALTOR

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SHAHEEN
RUTH, MARTIN
& FONVILLE

REAL ESTATE

Q & A

What is your favorite thing about Richmond?

I love Richmond's diversity in neighborhoods, the active arts culture and the mighty James River. Richmond is home to VCU Art School, the VMFA and the Richmond city ballet, all of which are top tiered organizations for a city of Richmond's size. VCU is one of the top art schools in the nation, the VMFA art curates nationally recognized exhibits and the Richmond ballet is one of the best in the country. All of these entities add such a cultural vibrancy to Richmond. The James river and all of its trails also help make Richmond a wonderful place to live.

What initially drew you to real estate?

I grew up in a real estate family in historic Charleston, SC. Growing up surrounded by beautiful homes and gardens and living with a mother in the business I developed an innate understanding and appreciation of the real estate market. I have worked in many different settings - political campaigns, The White House under George Herbert Walker Bush, Sotheby's auction house -- and all of these work experiences have contributed to my skills in working with clients in one of their most important transactions.

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

My background in art and design and my passion for interiors has really helped me guide clients with staging, decluttering or even seeing "potential" in a house.

Why is relationship building so key to your success?

I feel that trust and integrity are the foundation for good relationships. If trust is established and clients know you are working your hardest in their best interest they will call you back and recommend you.

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

As I mentioned briefly my political jobs have helped me with negotiating and communication and my year at Sothebys and Haughton International Fairs honed my aesthetic sensibilities. These skills combined with discretion have really benefitted me in this profession.

What's most important to you in your business?

Honesty, discretion, listening, communication and maintaining a sense of calm throughout the process.

How do you give back to the community?

I have been actively with the VMFA, the James River Garden Club, SCAN and UVA. Of late I am very interested in CASA and hope to find more time to give back to this wonderful community.