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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

REAL ESTATE

Q & A

What is your favorite thing about Williamsburg?

Williamsburg is Beautiful. I am awed by living in a green space that makes our daily travels feel like a vacation! Our town bustles with opportunity for everyone. We have award winning schools. New comer Seniors find new friends instantly, with hundreds of organizations and charities and college programs. Since we are a 'new comer' town, we have energy and friendly residents interested in the next 'move here' neighbor! We are large enough to make life interesting, but small enough to meet random friends in the grocery store. We are a big town with a small town heart.

What initially drew you to real estate?

Real estate has been a passion since my husband and I married...we have invested in numerous kinds of property over our years...rural, farms, rentals, commercial, spec houses. We see it as a way for people to increase their bottom line, whether they invest for a business or just enjoy living in their home.

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

I know a fair amount about construction and Williamsburg. I have lived in this area since 1953, and we started married life with a 1725 house on a 10 ac farm (with a trailer that did have plumbing!). My husband and I had our first custom house built overlooking Gray's Creek in 1973. Since then we have lived in 7 different Williamsburg properties. I have advised on the construction of my husband's building business since 1987. That includes several townhouse projects, spec houses, custom houses and commercial buildings. This involves many decisions on everything from floors, windows, drywall technique, trim, roofing. Knowing this area, raising children here and understanding construction helps me help clients with their decisions.

Why is relationship building so key to your success?

People trust the people they know. Putting the buyer or seller first in any transaction is the key to success.

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

Teaching school just out of college helped me understand that selling real estate is basically helping clients understand our area, houses, the climate, construction...in other words teaching.

What's most important to you in your business?

I want my clients to feel they have had excellent help.