



Nadeem Khan

REALTOR

804.551.1868

NadeemKhan@SRMFRE.com



**SHAHEEN
RUTH, MARTIN
& FONVILLE**

REAL ESTATE

Q & A

What is your favorite thing about Richmond?

In one word, I would say convenience. I grew up in Short Pump and enjoyed it immensely. Short Pump at the time offered large backyards and easy access to small lakes to fish and parks to play pick-up basketball and football games. Dogs always had large backyards to play and the neighborhoods were close enough to walk and ride bikes to friends homes. After graduating from James Madison University, I found the same thrills in the Near West End with a bonus. In addition to being close to the James River, Parks and friendly neighborhoods where you can go on a stroll with your dog, you are extremely close some great restaurants.

What initially drew you to real estate?

In one word, I would say independence. I worked in the corporate environment for many years and learned that the same drive, work ethic and discipline can be applied to working for yourself without the corporate red tape. In addition I felt my deep interest in real estate investments and enjoyment of working with people was a recipe for individual growth and satisfaction.

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

My business background in calling on business owners I did not know and cultivating relationships from scratch in and effort to earn a meeting I think offers a unique perspective to the ever changing world of real estate.

Why is relationship building so key to your success?

The foundation of any relationship I believe is common ground, interest and personality. If you can add market knowledge, integrity and trust on top, success is sure to follow.

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

A big part of my previous professional life included listening to the challenges of my clients or soon to be clients and introducing analogies to illustrate that I was listening, understand their frustrations and their goals. I believe this breaks down any barrier which allows forward progress.

What is your mission statement?

To help you Make RVA Home

What's most important to you in your business?

To create a diverse real estate portfolio of residential, commercial, land and investors.

