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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

The friendly people and the proximity to everything such as shopping and great restaurants. I also love that I am within about an hour of the mountains and 2 hours from the ocean

What initially drew you to real estate?

A broker was looking for help in the Transaction Coordinator position so I started there and really learned the business. Then she suggested that I get my license. It has worked out very well.

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

I was in sales before staying home for about 20 years to raise my children so feel very comfortable with the sales aspect of real estate. I have been in Richmond practically all of my adult life and am very familiar with most of the greater Richmond area. While raising kids, I met many people through volunteering at their schools and other places. My friends and acquaintances gave me a great start by trusting me to help them with buying and selling their homes and then referring me to others. In addition, starting as a Transaction Coordinator was a huge help in that it gave me a really good feel for the business before getting my license.

Why is relationship building so key to your success?

As with any business, it is so important to treat people with respect and professionalism which are the building blocks for the beginnings of a great relationship. Relationship building helps clients to trust you and refer their friends to you

What is your mission statement?

Helping buyers and sellers with their real estate needs in as stress-free a manner as possible

What's most important to you in your business?

Making sure my clients are happy by being there when they need me and paying attention to detail.

How do you give back to the community?

I have volunteered over the years, mainly at my children's schools, at church, and at FeedMore