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**SHAHEEN
RUTH, MARTIN
& FONVILLE**
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REAL ESTATE

Q & A

What is your favorite thing about Williamsburg?

I love Williamsburg's small town feel and southern charm. It is the kind of neighborly town where you can get to personally know the local shop keepers and they remember your name, and you always run into a friend wherever you go. I love the fact, that you can get from one end of town to the other in just 15 minutes and enjoy a relaxing drive along the way – I frequently use the scenic Colonial Parkway or take the opportunity to drive through the historic district when running around town. As a small college town and resort destination, Williamsburg rivals many bigger cities when it comes to things to do and see – it seems like there is always a music, art or food festival happening in town. The “Grand Illumination” in December and our 4th of July celebration are famous throughout the region and are a must see. Located a little over an hour from Virginia Beach, 2 hours from the Outer Banks, 2 hours from DC and just 2 hours from the Mountains, I find it the perfect place to call home.

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

I spent 25 years in the Army planning support for large, complex operations in remote areas and under difficult conditions. In the process I developed important organizational skills that have helped me be highly successful in the Real Estate industry. Loyalty, Teamwork, and Sense of Urgency are important when it comes to taking care of my clients and making sure they get the best possible outcome when it comes to buying or selling a home.

Why is relationship building so key to your success?

There's nothing more personal than buying or selling one's home. It should be a fun and exciting experience and making it so is always my goal. Establishing a relationship of trust up front is essential to providing a world-class experience.

What's most important to you in your business?

Client satisfaction! I strive to make sure every Client has the best possible experience and that they leave the closing table completely satisfied with the support and guidance I provided along the way. If I have done my job right, they won't hesitate to call me again or recommend me to their family or friends.