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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

I moved to Richmond 35 years ago and from Day One, I found it to be a place that had such a strong community spirit. There are so many incredible non-profits that provide services to so many; not just at the holiday season but truly throughout the year. On a lighter note, there are SO many great restaurants and interesting parts of town from Carytown to Northside and to the Far West End and the beautiful rural parts of Hanover and Chesterfield.

What initially drew you to real estate?

I felt that real estate would be a good fit for me because I so enjoy people and helping people. One of my strengths is organization and I love using that skill to help make what is a very important time in someone's life - buying or selling a house - run smoothly. The reward is always a very happy client who is excited about the decisions they made whether they are moving in or moving out!

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

My business is almost solely by word of mouth. I take time to build relationships with my clients; to truly hear what they want and try to steer them in that direction. Staying in touch with them is not only good business but for me it is icing on the cake. I have made genuine friends through this process attending their weddings, held their newborn babies and stood along side with them when they lost a loved one. Investing in people is so important to our business.

Why is relationship building so key to your success?

My background is one of problem solving and reacting quickly to change. That sums up the real estate business nicely!

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

My previous professional experience is one of service through working for a former governor's administration. I learned their the value of trying to put different parts of a puzzle together to get the best outcome. I learned that digging deep into trying to find solutions is so worth the time.

What is your mission statement?

My mission statement for business is short and sweet. Provide my customers with a top-notch experience from soup to nuts.

What's most important to you in your business?

It is most important for me to know that I treated my clients with the focus, consideration and good experience that I would want. Basically, the Golden Rule.

How do you give back to the community?

I have personally been involved with Good Samaritan Industries and Crossover Healthcare which is a free clinic serving Richmond and Henrico. This past year, I walked in the SpeakUp 5 K run the by the Cameron Gallagher Foundation. Anytime we can shine a light on the important of mental health is good for the community.