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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about your community?

Our neighborhood is like one big family with many events and get togethers.

What initially drew you to real estate?

Helping people realize their personal goals is one of the most positive times to work with people. Achieving homeownership is such a positive experience and to be part of that journey makes me happy. My creative background in art/design has helped families see a house turn into a dream home looking beyond the surface.

Why is relationship building so key to your success?

Integrity and trust is the foundation of helping people with one of the biggest investments in their life, homeownership. Without personal relationships that are rooted in these core values I would not have a business.

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

My MBA along with over two decades of experience in marketing, sales, contract negotiations, agency relations, P&L ownership, and budget management has given me the ability to swiftly move on opportunities and effectively secure the best possible outcomes for my clients.

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

I have a specific advantage understanding clients needs that are relocating to the Richmond area. Personally having moved to several states and countries has provided me with a background for understanding real estate on a broader scope as well as what it is like to be the situation.

What is your mission statement?

To give the highest level of Real Estate representation and advocacy while working as a buyer or seller agent. To become the clients favored choice for all real estate needs based not only on professional performance but working together with a person that really cares about the wellbeing of the client/family.

What's most important to you in your business?

It is incredibly important to me that the clients feel they have received the best possible experience at every point of the 360 degree process. From the moment we engage in our initial briefing to the follow up after closing the feeling should be positive. I want the clients feeling like there is no other better choice than my representation and that they become advocates for me professionally and personally.

How do you give back to the community?

The Caring Clothes Closet. Provides consignment quality clothing to people who need a hand up. Provides schools, agencies, and other nonprofits with quality clothing to distribute throughout the greater Richmond area.