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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

Having lived in Richmond for most of my life, I have loved watching the city grow in so many unique and exciting ways. The downtown area has grown so much since I was young. The parks around the river provide great outdoor space, and a chance for all nature lovers to do something they love. There is a great sense of community in Richmond that is so welcoming. As one of my clients told me as we drove through Carytown, "everyone seems really happy here!" I agree, and it's a great place for young people and a great place to raise a family!

What initially drew you to real estate?

I was initially drawn to real estate simply because I was fascinated with houses and the housing market. I spent so much time watching the market and looking through home listings, I thought I should jump in! I was ready for a change after spending a lot of time in my car as a manufacturer's representative in the music industry. It was a natural fit for me, and I absolutely love my job!

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

I have been in sales positions since I graduated college. I learned that being honest about the product that you are selling allows for a trusting relationship. I have always considered sales to be more about trust than anything else. I brought that philosophy to my real estate practice 19 years ago. Providing honest input and protecting my clients' interests is top of the list for me. For most of my clients, buying a home is the largest purchase they will ever make. I make sure to point out any "red flags" that I see, so my clients can make an informed decision.

What is your mission statement?

I think the best phrase that sums up my philosophy in the world of real estate is "work hard and be nice." To me, it's that simple.

A few things about me outside of real estate:

I love to spend time in my garden. I keep my bird feeders full. I prefer the mountains over the beach. Music is a big part of my life. I can play the violin. I learned to square dance when I was young. I love a good art museum. Cooking is my relaxation. That pretty much sums it up!

