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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

Convenience. Getting around the Metro Richmond area is a breeze. We have very little traffic and it never takes more than 25-30 minutes to get across town.

What initially drew you to real estate?

I love sales and real estate allows me to sell and help people.

Why is relationship building so key to your success?

Communication.

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

My parents divorced when I was 9 and my Dad bounced around a bit. This allowed me to live in homes in Glenburnie, The Westhampton Area, Church Hill, Salisbury and Stratford Hills. I have the ability speak with first hand knowledge about many areas of Metro Richmond.

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

Selling new construction was a wonderful intro into the world of real estate and to this day Use that experience to help buyers navigate the purchase of new construction.

What is your mission statement?

Don't currently have one, but I would say it is something like.. I aim to provide the highest level of service to my clients by working in whatever way they feel most comfortable. My hope is that they look back on what could be a stressful and messy situation and remember a smooth transaction that ended with us having not only a professional relationship, but a personal friendship.

What's most important to you in your business?

Being available to my clients and staying up to date on current market conditions so that I can provide my clients with the best information possible.

How do you give back to the community?

I do a lot of volunteer work with St. Catherine's School. I am a graduate and current parent and serve on the Richmond Chapter Alumnae Board. I am also a supporter of Make-A-Wish Greater Richmond. I have volunteered in the past and hope to return to helping the group fundraise.