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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

We live in a very unique spot. Richmond was originally placed strategically at the falls of the James River, as far as a boat delivering goods and services could easily travel inland on the River. Fast forward to today – this unique geographical location has us well poised to easily and quickly travel to enjoy the nearby mountains or shores. We are truly the hub of Central Virginia and have the resources to support many different interests and needs. Real Estate wise, there is a property here to fit anyone. From City living in the very distinctive neighborhoods to an estate in the country with easy access to pop into the City or Short Pump for basically any need, the Richmond area has the perfect property for anyone. I am honored anytime I can serve a client here.

What initially drew you to real estate?

Real Estate is everywhere in our lives and such an important factor to our quality of life. We all need a place to live, work and play – the right property can make regular aspects of life so much more enjoyable. Through family and business real estate ventures, I have had the unique experience of being immersed in the details, while also being in the role of a general manager with a high-level overview. My experiences have made me confident in my ability to help customers on a high level, always custom tailored to their unique needs.

Why is relationship building so key to your success?

Relationships are what makes life work – and be enjoyable! In business, and especially your own business, it is very important to have a very high trust factor. I have found that being consistent day in – day out and always laying out expectations of all parties up front has done wonders in building trusting relationships. It is not always just about a business transaction. This is life we are living together. Let's make it good!

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

I have decades of experience in land and construction management in Virginia. From working with various agencies and farmers & ranchers in managing vast tracts of land, to working and learning in a family construction business, to owning a landscape and design business in Richmond – I am excited to help clients look at all angles of their Real Estate interests.