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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

To me, Richmond and the surrounding area is the perfect size! It's big enough that we have an incredible art, music, and food scene, but small enough to really get to enjoy these things and meet fun people along the way! Just a few fun things I love to enjoy with my family and friends are Squirrels games and Friday Cheers in the summer as well as visiting local wineries and breweries in the winter. My boys love a visit to the science museum on the weekend and my wife and I met across the street from the VMFA.

What initially drew you to real estate?

I started my career immediately after college as a loan officer in North Carolina. After I relocated to Richmond, I purchased my own residence and started to build a portfolio of rentals. Once I started investing in the city, I quickly realized that Richmond was a thriving community and I wanted to be a part of that as an agent!

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

The entirety of my professional career has revolved around the real estate market, home ownership, and smart investing. As an owner of personal residences, multiple rentals within my LLC, a shorter term rental on Air BNB, and a number of successfully flipped houses – I personally have experienced many unique situations when it comes to buying, selling, and investing. I draw from these personal experiences often when working with my clients and it's this background that sets me apart.

What's most important to you in your business?

The most important aspect of my business is that my clients are completely satisfied with their experience. Purchasing a home is often one of the most, if not the most important, financial decision of one's life. Recognizing this helps me to better align with my client's goals when buying or selling a home. Real estate decisions are often driven by emotion, and I try to balance wants and needs with what the market is dictating at the moment.

What are your interests aside from real estate?

When I'm not thinking about real estate, I'm watching football with my 2 sons, playing tennis at Westwood, taking my wife out to hibachi, or playing poker.

