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**SHAHEEN
RUTH, MARTIN
& FONVILLE**
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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

Great restaurants, music, artisans, sense of community even in a bigger city

What initially drew you to real estate?

Interest in real estate since purchase of my first home in 1996 which was an old hunting cabin off of Cherokee Road in Bon Air.

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

As a litigation paralegal for 25 years, my skillset used in that position includes many critical aspects utilized in real estate transactions: organization, multi-tasking, negotiation, critical thinking, follow-up, and due diligence.

Why is relationship building so key to your success?

Relationships are part of our every day lives. It is important to treat those relationships with integrity and care. I pride myself on being friendly and outgoing to everyone.

How do you help clients navigate challenging market conditions or uncertainties?

I have worked through COVID and the challenging low inventory market over the last few years. My approach is to be a calm and informative resource for my clients. I try to make their experience during their sale or purchase as simple and stressfree as possible.

What is your mission statement?

My goal as an agent is to provide my clients with ethical, professional and unparalleled service from our very first meeting until closing, and then afterwards to remain a resource for them in the future.

Can you share a success story where your personalized approach made a significant difference for a client?

I worked with a client and his family for over 2 years to find them a home. They had been renting an apartment for years where they lived with their 4 children. It was truly their "American dream" to own a home. We finally found a home for them, and at closing, they cried when I handed them the keys. They thanked me for never giving up on them.

