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**SHAHEEN
RUTH, MARTIN
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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

It would be nearly impossible to pick a single thing about The Fan District, as each season that I have spent here (since 1995) has brought a new delight. Between the architecture of the homes & buildings, the bright pops of color in wall murals, the powerful gurgle of The Mighty James River, the joyful notes of live music, or the smell of some culinary masterpiece wafting through open restaurant doors, there is always a feast for the senses.

Why is relationship building so key to your success?

Building a strong relationship with each client enables honest and effective communication. When you have mutual trust with your clients, the process of buying and/ or selling a home is made less stressful.

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

Being experienced in service (hospitality, retail, and insurance) I have learned that managing expectations through effective communication is the way to create a happy client. The common theme to being successful is to actively listen to someone's needs and then work diligently to exceed their expectations.

What is your mission statement?

Serving with passion, professionalism, and integrity to ensure a joyful experience for each client as they buy or sell their home.

What's most important to you in your business?

Staying connected to the people I serve is the most important part of my business. It's an honor to be a part of my client's lives as their Realtor and as their friend.

How do you give back to the community?

Previously I have served as chair of committees for the Greater Richmond Chamber of Commerce and The Children's Miracle Network. Most recently, I have been involved in the Fan District Association and served as Chair of the Holiday House Tour for 2020 and 2021. I believe community service and volunteerism is vital to a thriving city, and I am grateful for the opportunity to serve my neighbors.