



Mair Downing

REALTOR

804.245.4462

mairdowning@srmfre.com



SHAHEEN
RUTH, MARTIN
& FONVILLE

REAL ESTATE

Q & A

What is your favorite thing about Richmond?

RVA is transitioning to a more pedestrian and biking-friendly mindset—with paths, trails, and sidewalks across the metro. And there are parks and outdoor spaces galore. Richmond isn't just a great place to live, but also to explore. And if you want different scenery—mountains, beaches, and country are merely one-to-two hours away.

What initially drew you to real estate?

I wanted a career where I could make a difference in people's lives. I love how people light up when they spy the home they have been searching for. Whether it's an investor, a first-time home buyer or a right sizer, there is an energy that is created when you realize that your goals are within reach.

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

From my earliest stint in journalism to my Fortune 100 corporate role, I learned how educating your audience through honest and transparent communications builds loyalty and understanding over time.

Why is relationship building so key to your success?

There are many relationships in this industry that you can build. There are obviously client relationships, but we also need to create bonds with other agents and service providers as well. It's important that not only do my clients trust me to do the right thing, but that my fellow agents and tradespeople do as well. We're a united team working to get this transaction to the closing table as seamlessly as possible for our clients.

What's most important to you in your business?

Integrity is the foundation my business is built upon. I literally put my name on every transaction! My promise to clients, colleagues and associates is to be accountable for my words and actions. Because owning what I say and do, builds trust and confidence.

