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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

I love that Richmond is able to cater to a variety of lifestyles. We have a robust city at the center of Richmond whereas the architecture tells the stories of lifestyles during the early to mid-1900s. As you navigate away from the city, we have thriving counties that offer wonderful amenities; from neighborhoods to Planned Unit developments, wonderful school options from public to private. Richmond is also centrally located in Virginia, whether you love the beach, the mountains or the history of our nation's capital, day trips to any one of these are doable.

What initially drew you to real estate?

Growing up, I watched and learned what service to others truly means. My father loved Real Estate! He dedicated over 30 years to the industry and even after he retired, he still loved to hear about all the transactions that were going on in Richmond, both commercially and residentially. At the heart of it, his sincere interest was in selling his clients a "HOME": A place to raise their families, a place to retreat to, a place to love and create wonderful memories in for years to come.

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

I graduated college with a dual degree in Early and Middle Education. After two years in the classroom, I realized that it was not for me. I felt a calling into the Real Estate industry, it was in my blood. In January of 1995, I got my license and began selling Real Estate here in Richmond. I have never looked back. My teaching experience was not wasted and has been a huge asset to me. I pride myself in educating my clients about the home selling and home buying process, keeping them advised of market conditions, and teaching them how to be the most successful in the ever-changing market. My clients know that they can ask me anything and that I am actively engaged throughout the process with them.

As we all know, the ability to draw knowledge from an experience can help us be a better resource to others. I have noticed in the past several years, my work in two areas has increased substantially. The first area would be working with people who are downsizing and the second would be people going through divorce. The ability to empathize with the delicate nature of both situations gives me tremendous insight on best practices to implement to ensure the sale of an existing home and the purchase of a new residence.

