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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about your community?

I love the charm of our town! Nestled between the James and York Rivers, offering a delightful dual waterfront experience. The Virginia Capital Trail provides a scenic and active way to explore and connect with the natural beauty all around. Living in a college town atmosphere adds vibrancy, fostering intellectual and cultural diversity. Busch gardens provides thrilling entertainment, while the rich historical backdrop of Colonial Williamsburg, Jamestown & Yorktown offers a constant immersion in the past. The presence of a symphony and opera adds a touch of sophistication, making this community a well-rounded and a culturally rich place to call home.

What initially drew you to real estate?

The initial draw to becoming a realtor stemmed from familial influence, as my mother's successful career in real estate in Williamsburg served as inspiration. Now, as a realtor, I find deep fulfillment in helping others achieve the rewarding milestone of homeownership.

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

With over 40 years of residency and experience as a small business owner in the community, my background uniquely informs my work. This dual perspective allows me to provide clients with a nuanced and personalized approach, blending professional expertise with a deep understanding of the local market and community dynamics.

Why is relationship building so key to your success?

Establishing a strong rapport is crucial in real estate as it lays the groundwork for trust. When clients feel at ease, they are more likely to openly communicate their needs and preferences, fostering an environment where buying or selling is a successful experience.

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

I prioritize providing clients with informed guidance and support. Drawing on my experience, I offer strategic advice tailored to the specific challenges they face. Additionally, I facilitate connections to a network of experts in various areas, ensuring clients have access to the best resources, whether it's legal assistance, builders & contractors, inspectors or other specialized services.

