



Ray Ferguson

ASSOCIATE BROKER
804.539.3841
rayferguson@srmfre.com

Scan the code to connect:



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

Q & A

What is your favorite thing about your town?

I love the growth of the restaurant scene and the re development of downtown over the last 20 years. I think it's amazing that RVA has become one of the best foodie and micro brewery destinations in the country.

What initially drew you to real estate?

My dad had been in for 17 years as I graduated college. He had his own real estate company. I thought I'd get in, make a lot of money, and do something else. Well here I am, killing it, after 34 years. Lol.

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

I've been fortunate enough to have a 360 degree view of the business. I grew up in it. My dad was in the real estate business for 47 years until his death in February, 2019. I've been an agent and a Regional Broker. I feel like I've seen it all and then I learn something else.

Why is relationship building so key to your success?

Relationship is key. It's the lifeblood of any successful venture.

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

I've done some other things to supplement real estate from time to time over the years. I've been in this business since college. During the last down turn I worked at a body shop, worked at the Senate as a senior clerk, detailed cars, cut grass, etc.

Tell us about any non-profit or community organizations.

I've been a scout leader for many years. Feedmore, West Richmond Businessmens Association.

