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**SHAHEEN  
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**REAL ESTATE**

## Q & A

### ***What is your favorite thing about your community/city?***

Although the Williamsburg/James City County area is rather large, the community feels more like a "big small town". You find that once you move to Williamsburg and start getting involved in various activities, that you will start seeing the same people over and over again. Business owners will start remembering you and you'll likely become on a first name basis with local restaurant staff. The recreation facilities are amazing and the opportunities to get involved in sports, art, exercise, you name it abound! I love being so close to the York and James rivers for kayaking or paddle boarding and we're only an hour from the ocean and even less to Richmond. If you want a quick trip to a beach, Jamestown beach and Yorktown beach are excellent places to have a relaxing afternoon! Living in the Williamsburg/James City County area is very much like living in a Hallmark town!

### ***What initially drew you to real estate?***

I was a teacher before getting into real estate and the birth of my second daughter in 2009 gave me the opportunity to take some time off and consider other areas of interest. I had always had loved real estate since I was very young; I would constantly look through the real estate ad books and track prices. After staying home some time, I took my classes and got my license and have enjoyed helping people and building a business ever since!

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

My teaching background gives me a unique perspective on how people process information. I present material on the market and the listing and buying process in multiple formats; including visual, video, and print, in order to make sure each individual has a clear understanding. I am also the spouse of a retired Coast Guardsman and understand how stressful the re-location process can be. I bring knowledge to the table for the military buyer and a range of options when using the VA loan.

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

I offer a range of skills needed to create a win-win solution for all parties. Bringing two parties together is about a meeting of the minds and a true and fair negotiation. This requires an agent with negotiating and problem- solving skills as well as sharp market knowledge and local connections. I'm able to guide and advise my clients to make each real estate experience smooth and seamless.

# Q & A

## ***Why is relationship building so key to your success?***

Buying and selling real estate is the largest financial transaction for most people. Working with someone you trust and someone that you know will have your back is very important for the consumer. Communicating with clients before, during and after the transaction is imperative to help everyone feel secure. Each person is unique and brings a different experience when getting into the real estate market; whether buying or selling. I find that actively listening to my clients is essential to truly understand what they are feeling and what they need to be sure that their goals have been met. I stay in touch with my clients well after the transaction is over and add them to my client appreciation program. Current and past clients can contact me any time for assistance in finding resources from contractors to child care or restaurant recommendations. I want my clients to feel that I see them as a person and not a number.

## ***What is your mission statement?***

Service, Quality, Results!

## ***Tell us about any non-profit or community organizations.***

I like to donate to many organizations including CHKD, Heritage Humane Society, House of Merce as well as Alzheimer's research. I also work with students in the WJCC school system.