



## Karin Andrews

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**SHAHEEN  
RUTH, MARTIN  
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**REAL ESTATE**



## Q & A

### ***What is your favorite thing about your town:***

My hometown is Tappahannock, Virginia, the county seat of Essex County, which was chartered in 1680 as a port town on the Rappahannock river. To this very day the river is an important part of life here, as is everything that goes along with being a historic waterfront town. It might be surprising to know that that many "firsts" in our nation's history took place here. Every architectural period from the Colonial to the Country Place era is represented here, from the great estates of Upper and Lower Essex, to the bucolic farms which dot our countryside. Currently, Tappahannock's historic district is undergoing a transformative revitalization, thanks to an engaged and proactive "Main Street" program. If I had to choose one thing that I love about Tappahannock, it would be the people and our intense love of place.

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

Years ago, I was approached by the broker of a real estate firm based in Charlottesville, with an office in the Chesapeake Bay Region, to consider a career in Real Estate. The way it happened was as intriguing as the invitation itself. Having been invited to a cocktail party at Sherwood Forest in Charles City County, Virginia. I was intrigued to say the least and had no idea that I was being interviewed by members of the company and a few of their friends. About two weeks later I received a call requesting a meeting and visited with the broker / owner in the Chesapeake Bay office, who is still one of my dearest friends and an esteemed industry colleague to this day.

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

As an accomplished architectural illustrator, detailer, project manager, writer and muralist, I have worked on monumental and iconic projects in various capacities through the years. This instilled in me a great love of history and the desire to effectively tell the story of each property I represent. My acquired knowledge base and background with historic trades, contractors and specialists has enabled me to build a network of well-qualified artisans, who have been invaluable to me and my clients. In addition, I am often a "go to" for other Realtors throughout the region and the commonwealth with regard to historic preservation and historic trade specialties.

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

Real estate is first and foremost a "people" business. We need each other to succeed in any area of life. I think it's safe to say that no business relies more on relationships than real estate. I care deeply about my clients, many of whom have become lifetime friends and repeat clients. Relationship building extends to every area of life. Going that extra mile means everything.

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

My approach to real estate is artful and dynamic. Everything that I have done in my career has equipped me to represent my clients and the properties that I represent in a manner that is worthy and unrivaled in my niche.