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**SHAHEEN
RUTH, MARTIN
& FONVILLE**
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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. If I had to choose one thing that I love about Tappahannock and Essex County in general, it would be the people, our history and our intense love of place.

What initially drew you to real estate?

I was invited by one of the premier estate brokerages (at the time), in Virginia to consider getting my real estate license due to my work in the areas of historic preservation, land conservation and my vast sphere throughout the Commonwealth.

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

As an accomplished architectural illustrator, detailer, project manager, writer, former horsewoman 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, regarding historic preservation and historic trade specialists.

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 professionally in my life has equipped me to represent my clients and the properties that I represent in a manner that is worthy of them and un-rivaled in my industry niche.



William Andrews

REALTOR

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Q & A

What is your favorite thing about your community?

One of my favorite things about where I live is the wide-open spaces, abundance of wildlife, upland birds, waterfowl and our way of life. We value get togethers around a bonfire, oyster roasts, trap shoots and life where the black top ends. The thing I love the most about our community is the way people from all walks of life look out for one another and lend a helping hand whenever and wherever it is needed.

What initially drew you to real estate?

My wife, Karin Andrews, also a Realtor with SRMFRE, needed an assistant to help with occasional showings, inspections and a driver as she covers a large territory representing buyers and sellers of Historic Properties, Farms and Estates throughout Virginia. Having recently retired from a career in the Ag / Farming industry, I decided to attend real estate school and also obtain my Real Estate License.

Why is relationship building so key to your business?

I come from a rural community where people rely on each other. Relationships are everything in rural communities. This translates to the work we do with our clients. They need to know that we value them as people and value their trust in us.

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

Besides my farming experience, I worked with a general contractor on a daily basis for 9 months to renovate the house that we now live in, on our farm. I learned a great deal about the nuts and bolts of renovation and residential construction in real time.

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

40+ years of farming experience gives me great insight into the needs of farmers who are considering the purchase of large tracts of land. In addition, who better to represent the seller of a productive farm or large tract of land than a retired farmer with vast experience in land management? My wife often represents properties that include large tracts of land. My knowledge compliments what we do.

Tell us about any non-profit or community organizations that you support:

My wife and I are supporters of the ECCA (Essex County Conservation Alliance), which is a diverse group of concerned citizens and landowners committed to preserving the scenic beauty of our county, promote historic preservation and best practices regarding farming and community development. We have been major supporters of Third Thursdays in Tappahannock also.

What are some of your hobbies or interests?

- Bass guitar player and musician playing public venues and concerts for decades. (retired)
- Founding member of the band, Midnight Coal Company which evolved out of friends just getting together to play music over a period of many years. A highlight was playing together at the National in Richmond years ago. Also played with the Richmond based band Lost River in the 1990's and other Country Bands in the 70's and 80's.
- I am an avid and former competitive Trap and Skeet shooter with a love for Upland Bird and Duck Hunting.

What do you consider to be your greatest accomplishment?

Being the best father I can be to my daughter's Kristen (32) and Caroline (20) is my greatest accomplishment, as well as being the best husband I can be and grand-father I can be to our grandson, Connor.



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