



# Ashley Albiston

REALTOR

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**SHAHEEN  
RUTH, MARTIN  
& FONVILLE**

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**REAL ESTATE**

## Q & A

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

I am a history fanatic so for me I love the rich history here in the Richmond and Williamsburg area! I am a true Virginian so being able to live amongst all this history and culture fills my heart!

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

Real estate has always been in my blood. My father owned a custom home building company in northern VA and my mother loves design so I was just destined for it. But more important than all that was knowing I could help a family's dream of homeownership come true. To be a part of that chapter in a family's life is an honor and I don't take that for granted.

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

The key to any successful real estate career is being able to build rapport and trust with your clients. The home buying and selling process is a lengthy one and a large investment for most people, it's important that your clients can trust you to keep their best interests in mind. Comfort is key. The best agents put their clients at ease and empower their buying decisions.

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

My mission statement is very simple. I believe all my clients and their needs come first. I pledge to be in constant communication with clients, keeping them fully informed throughout the entire buying or selling process. I believe that if you're not left with an amazing experience, I haven't done my job. I doesn't measure success through achievements or awards, but through the satisfaction of my clients.

