



Tondra Devarel

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

Q & A

What is your favorite thing about your town?

Richmond's location on the East Coast makes it an ideal base for exploring and celebrating the city's rich culture and community. The city has a thriving arts community, including the Virginia Museum of Fine Arts, the Visual Arts Center of Richmond, and numerous galleries featuring local and regional artists. Richmond offers excellent educational opportunities, a vibrant student community, and is home to several universities and colleges, including Virginia Commonwealth University, University of Richmond, and Virginia Union University. Compared to other metropolitan areas, Richmond offers a more affordable cost of living with relatively lower overall cost of living index. Richmond's diverse culinary scene offers everything from traditional Southern comfort food to international cuisine and is also known for its various annual festivals and events, craft breweries and burgeoning coffee scene.

What initially drew you to real estate?

I was drawn into real estate due to not using a realtor for a home that I purchased in 2006 that led me to realize that I didn't have the knowledge and expertise that I needed to make an informed decision, negotiate fairly so that it is a win for all parties involved and most importantly I didn't understand a lot of the paperwork and documentation. By leveraging my skills and experience, I can help clients navigate the complex process of buying and selling real estate and provide exceptional value throughout the transaction.

Why is relationship building so key to your success?

Building strong relationships helps to establish trust and credibility, generates referrals and repeat business, enhances my understanding of clients' needs, preferences, and goals so that I can tailor an approach to meet their specific needs and expectations.

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

As a former Inventory Analyst, Associate Buyer and Consultant, my experience in managing complex details, tracking multiple metrics, analytical and strategic thinking has been valuable in helping me analyze market trends, evaluate properties, and devise strategies for buying and selling real estate.

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What's most important to you in your business?

Staying current with industry news, regulations, technology, and trends through continued education is extremely important to me, along with building and maintaining strong relationships with clients. This includes being responsive, transparent, and trustworthy.

How do you give back to your community?

I contribute to the community in numerous ways by volunteering my time with local organizations and community outreach, donating to charities with fundraisers and events to support specific causes, supporting local businesses by networking and referring clients, and educating the community by speaking at local events and hosting free workshops. By giving back to the community, I help foster strong relationships and establish myself as a trusted expert that strengthens the community that I serve.

