



Robbi Sullivan

REALTOR, SRES
804.836.5480
robbisullivan@srmfre.com



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

Q & A

What is your favorite thing about your community/city?

I love Richmond! I'm a foodie, so having sooo many amazing restaurants is a dream! There's always somewhere new to try, and a few local favorites that are my go-to's, Stella's, Tazza and Can Can Brasserie. My daughter and I have always enjoyed checking out new local coffee shops and bakeries, and there are so many amazing ones to choose from, but my favorite is Sugar & Twine in Carytown. I love to walk along the James River, the Potterfield Bridge, Brown's Island, Belle Isle. As a lover of the arts, all kinds, there's so much to enjoy...VMFA, Broadway in Richmond shows, Richmond Ballet, Richmond Symphony. And there's just so much history! The Poe Museum, Virginia Museum of History & Culture, The Valentine, Virginia War Memorial, St John's Church to name just a few!

What initially drew you to real estate?

I graduated from JMU with a degree in Real Estate Finance, worked in the industry with a local developer before staying home with my kids. When they got big and I decided to come back, I wanted to work directly with clients. I love helping people, and building real connection and relationships. Real Estate affords me the opportunity to do both!

Why is relationship building so key to your success?

Buying or selling your home is one of the biggest financial transactions most people ever engage in, in their lives! Trust is key, you need to trust the person that is helping you to handle that huge transaction. I work hard to earn and maintain your trust. Integrity is everything, I do what I say I'm going to do, so that you are fully represented, because your best interest is always at the forefront of everything I do! I'm available for my clients, ensure details are handled, and work closely with our wonderful transaction coordinators to make sure that your experience is as smooth and hassle-free as possible. I'm also not here just for the sale. I stay in touch with my clients and am always here to help, whether it's the name of a painter you may need, a referral for a contractor or an electrician, or even just a great restaurant recommendation! I work solely by referral, I'm not buying leads and spending time chasing them down. I dedicate my time to serving my clients, so they are my priority. In return, my clients are more likely to use me again, and refer me to others because they know I will give them the same level of service and attention.