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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about your community/city?

For Richmond, it has to be the “small town” atmosphere. Having lived briefly in a large metropolitan area, I quickly gained an appreciation for the driving distance from any given place to another, how often people wave to you as you pass by, and how supportive the community is of its own local establishments. Not to mention, it’s almost a guarantee if you talk to someone long enough, you are one degree of separation from a friend, family member, or coworker. It’s just a tight knit community, and I love calling it home.

What initially drew you to real estate?

Initially, I was working for a partnership involved in historic rehabs and new construction. Watching vacant land, or a shell of a home, be transformed into something people were so excited to call their home was rewarding and different. The result of the effort put in was so tangible. I think that’s what I still love - seeing those results. Getting invited back into houses clients have turned into homes or watching land become a beautiful new dwelling never gets old.

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

I’ve had a varied journey through the world of new construction. Having been a project manager for new home communities, a sales rep for new home builders, a flipper, a landlord, and a developer, I feel I have approached real estate from so many angles that I’ve got a unique appreciation for different clients situations. As a dad, a husband, and a dog lover, I can also appreciate many of the situations through which I serve my clients as they transition from one step in life to the next

How do you help clients navigate challenging market conditions and uncertainties?

I think honesty is the best policy. A challenging market brings a need for a trusted advisor who is going to guide clients with transparency, but not push them past their boundaries of comfort. My mantra has always been “do what you are comfortable with.” And that can apply to price, terms, condition of the property and so much more.

