



# Robert Batchelor

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SHAHEEN  
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REAL ESTATE



## Q & A

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

As a transplant to Richmond, I have a unique take on the city as a whole and the surrounding areas. I chose to move here for a multitude of reasons: the mild climate, the great arts and culture scene, the proximity to the beach and the mountains, the great restaurant scene, and the opportunity this area as a whole offers compared to many other cities along the 95 corridor.

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

I was drawn to real estate from a young age spending weekends with my father looking at housing developments and sneaking into new construction job sites to look at the homes being built. I caught the real estate bug and it stuck. Initially I wanted to pursue architecture in college but switched to business and marketing. I have always been interested in design, which has lead me gain a vast array of knowledge from commercial, residential, interior design and staging, construction management, to landscaping.

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

Being able to manage and build relationships has been key for my business. Not only for the clients that work with me, but also for the many vendors, contractors, and more who work with me to help every client. Buying and selling your home is the biggest investment for most people and manging that process with great communication and trust with all the parties involved is what has made me successful in real estate.

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

Having extensive experience in design and construction management while working for a French Luxury retailer in addition to my commercial negotiation experience has given me great skills to help my clients not only see the potential in properties, but help them navigate renovations, as well as negotiate during their transactions.

### *How do you help clients navigate challenging market conditions or uncertainties?*

Providing my clients with all of the facts about the current market and being clear on what the expectations are is the best way I can help my clients through the process.