



Cassie Wagner

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?

As a Richmond native, I love our city's rich tapestry of neighborhoods. From the old charm of the Fan district to the new energy of Short Pump and the quiet landscapes of Goochland, there's a place that appeals to everyone. What truly captures my heart, though, is the people. Richmonders are kind and welcoming, fostering a community spirit where we support each other and want our city to thrive. This sense of camaraderie is what I love most and makes Richmond a perfect place to call home.

What initially drew you to real estate?

I've always been drawn to careers involving people, and real estate aligns with that passion. My personal real estate transactions deepened my interest in the industry. As I walked through these transactions, I saw parallels between my career in commercial valuation and my own home purchases. Now, I'm excited to join my mom's team and use our combined experience to help clients navigate their own deals.

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

My background as a licensed commercial appraiser brings a distinct perspective to my work in real estate. With nearly a decade of experience in real estate valuation, I understand the critical importance of valuing a home accurately. Whether selling your property or making an offer as a buyer, I will help you avoid the pitfalls of overpricing or leaving money on the table. I bring a nuanced understanding of market dynamics, enabling me to guide clients towards competitive offers that stand out without overpaying. Moreover, my experience in analyzing contracts allows me to identify negotiation opportunities beyond price, enhancing your overall position in transactions. My unique blend of valuation expertise and negotiation skills ensures that I can effectively advocate for your best interests in every real estate endeavor.

Why is relationship building so key to your success?

My real estate business is about more than transactions—it's about fostering genuine connections. I aim to be someone old clients refer to new clients, other agents want to work with, and industry professionals want to network with so we can grow together. Success in real estate, as in life, hinges on strong relationships, and I'm dedicated to making meaningful connections that elevate my business.

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Q & A continued

What is your mission statement?

My mission as a realtor is to help clients achieve financial success by purchasing homes they love. With unique market expertise and personalized service, I guide clients towards investments that enhance their lifestyle and build wealth. I am committed to fostering lasting relationships based on trust, integrity, and expertise.

