Nina Newton

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Q & A

What is your favorite thing about your community/city?

I love that Richmond encompasses both old and new into a thriving metropolitan area. Opportunities abound for career, education, arts, science and outdoor adventures. The beautiful architecture of older homes, new home communities with parks, pools and playgrounds and city condo living provides a variety of choices for every home buyer.

What initially drew you to real estate?

I was drawn to real estate because home is so important to me. The saying "Home is where the heart is" resonates with me. I encourage my home buyers to look for homes that make them happy and that speak to them. Home sellers may be having a positive move or an unhappy move, so I am there to navigate the process and make it as easy as possible.

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

My husband and I moved to Richmond with our 3 year old twins in 1990 from Long Island where I was surrounded by family. I understand how difficult it can be for someone to uproot and start over with no family support. I am there to help and guide them move to or from Richmond to their new home.

My previous work with intensive care patients as a clinical nutritionist required continuous education in the developing field of intravenous and tube feedings. Attention to detail and a compassionate heart for the critically ill patient are attributes also essential in helping my clients with their most expensive investment-their home.

Why is relationship building so key to your success?

Relationship building is the key to building trust to successfully help my clients. It is critical to understand their needs and preferences.

What is your mission statement?

To provide expert advice about the real estate market and deliver exceptional service and care. To be a trustworthy advisor through ongoing professional development. To stay abreast of industry trends and innovations. Maintain client confidentiality.

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