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SHAHEEN
RUTH, MARTIN
& FONVILLE
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REAL ESTATE

Q & A

What is your favorite thing about your town?

Two things actually. The number of county and state parks throughout as well as a few lesser-known areas! Plenty of walking, hiking, and mountain biking trails. Of course – Duke of Gloucester Steet. Great place to sit and have coffee, tea, or a beer. Grab some lunch and enjoy the day.

What initially drew you to real estate?

I had worked very hard in the corporate world...for other people and shareholders. I wanted to have my own business, for me, my wife, and two sons. I realized that years ago in college I took a real estate law class and loved how real estate ownership for individuals helped establish this country.

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

Prior to real estate I had a CPA license and was Chief Financial Officer for a company in North Carolina and one in Virginia. It provided great exposure to a wide range of personalities and how to treat each of those individuals. It also provided a great experience for improving my negotiating skills. As a Managing Broker for a very large office of 50+ agents, I reviewed over 450 contracts a year for 5+ years. I could not get that level of experience solely being an agent. It was invaluable.

Tell us about any non-profit or community organizations that you support.

In 2002 after I had my fill of finance and was beyond stressed out, a good friend introduced me to mountain biking. It saved my life. I wanted to give back, so since 2014 I have sponsored the Colonial Revolution Mountain Bike Club here in Williamsburg. For boys and girls ages 9-18. Great coaching, fun organization, and the kids love it.

