



Theresa Alford

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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?

From urban bustle to small town charm, from river life to nightlife, Richmond is as diverse as the people you'll meet along the way. Right here in the Richmond Region, an eclectic culture has popped up. With over 900 restaurants, National Geographic put us on their list of the world's "top 10 places to travel for food." Murals cover the walls of local restaurants and shops. Major art museums draw national attention. From white water rafting to music festivals to the James River park system and the Virginia Capital Trail to over 40 breweries, Richmond is an amazing community to call home.

What initially drew you to real estate?

My father. Though his focus was for personal investment and primarily in land, he planted the seed of the importance of investing in real estate. Our home offers us a solid base and a sense of security. I am honored to serve others in securing their nest.

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

Many moons ago prior to real estate, I was a paralegal at a law firm. This training allowed me to be watchful in the important attention to detail that is needed your transaction.

Why is relationship building so key to your success?

You spend years making your home the way you want it. When it comes time to sell, determining the best price can be difficult. I will take into account special features of your home, trends in your neighborhood and the broader market and other factors to provide a value that an algorithm simply cannot. In fact, for off-market properties, estimates from online tools like Zillow have a self-disclosed median error rate of 7.5%, with 39.4% of homes selling for greater than 10% discrepancy from the Zestimate. When you work with me to sell your home, I create a plan to meet your needs and ensure you reach a successful sale. I am an expert at getting to know people, getting them in the door and make them want to call your home, their home.

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Q & A cont.

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

At present I volunteer with Cville Movement for the People. Cville Movement For The People is a 501(c)(3) corporation that offers traditional martial arts programs to the people in the central Virginia area, regardless of ability to pay. The focus is the children of underserved families and communities in central Virginia. -Youth vulnerable to bullying, abuse, neglect, or mistreatment - Boys and girls experiencing behavioral and/or academic issues -Children and adults desiring to get the physical, emotional and mental benefits from regular participation in a traditional martial arts program.

