



Richard Courtney, Managing Broker

RichardCourtney.com



A professional Realtor® in Nashville for 30 years, Richard Courtney is also a well-known real estate author and columnist.

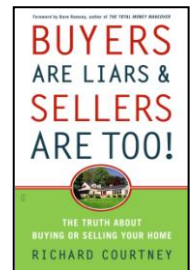
He wrote *Buyers are Liars & Sellers are Too!*, *The Truth About Buying or Selling Your Home*, published in 2006 by Simon & Schuster. And he is a contributing writer of Donald Trump's *The Best Real Estate Advice I Ever Received*. Courtney was also the real estate columnist for *The Tennessean* for two years and a contributing writer for the *Nashville Business Journal*, *Nashville City Paper* and a wide range of industry and professional publications.

Courtney has served on the boards of the national, state and local Realtor® associations, and he is a past president of the Greater Nashville Association of Realtors.

When he's not selling, writing about or serving in a leadership role in real estate, Courtney plays an active role in the Nashville community. As a member of the Nashville Power Board, he helps governs Nashville Electric Service, the nation's 11th largest public power distributor.

Real Estate Writer

- Author of [Buyers Are Liars & Sellers Are Too!](#), [The Truth About Buying or Selling Your Home](#), published by [Simon & Schuster](#)
- Contributing writer of *TRUMP, The Best Real Estate Advice I Ever Received: 100 Top Experts Share Their Strategies*, by Donald Trump
- Real estate columnist for [The Tennessean](#), 2007 - 2009
- Contributing writer for numerous industry and professional publications



Career Achievements

- More than 1,125 properties sold; over \$195,000,000 in gross sales
- Residential sales in 2008-09 ranged from \$50,000 to \$1,250,000
- Principal Broker, Music Row Office of Fridrich & Clark Realty, 2005-2009
- [Accredited Buyer Representative](#) (ABR)
- [Certified Residential Specialist](#) (CRS)
- [Certified Real Estate Brokerage Manager](#) (CRB)

Real Estate Leadership & Awards

- [National Association of Realtors](#) (NAR) Board of Directors, 2006-2008; Realtors Political Involvement Committee, 2003-2009; Federal Political Coordinator for [Congressman Jim Cooper](#), 2002-2010
- [Greater Nashville Association of Realtors®](#) (GNAR), President, 2007; Board of Directors, 2002-2008, 2010; Board of Trustees, 2009-2010; Political Action Committee Chair, 2009; Board member of RealTracs (MLS), 2010
- [Tennessee Association of Realtors](#) (TAR) Board of Directors, 2002-2008; Tennessee Realtors Political Action Committee, 2004-2009
- Realtor of the Year, TAR, 2007
- Lifetime Award of Excellence (Platinum) by GNAR, achieved by less than 1% of Nashville Realtors
- Developed GNAR training program, "Affordable Housing for the Real Estate Professional"
- GNAR Community Service Award, 2008



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- Voted 'Best Realtor' by [Nashville Scene](#) Readers, 2005
- Realtor of the Year, GNAR, 2004
- GNAR President's Award recipient for work in affordable housing and government affairs, 2003
- Member of Inaugural Class of Leadership GNAR

Community Leadership

- [Electric Power Board of the Metropolitan Government of Nashville and Davidson County](#) Board member 2007-2010; Chairman, 2009; Vice Chairman, 2008
- [Nashville Area Chamber of Commerce](#) Government Issues Committee, Chair, 2010, Member, 2009; Federal Issues Subcommittee Chair, 2009
- [Leadership Nashville](#) Leadership Music Partnership, 2009-2010
- [Community Resource Center](#) Board of Directors, 2007-2010
- [Schermerhorn Symphony Hall](#) Co-Chair, Realtor Advisory Committee, 2005-2009
- [Habitat for Humanity](#) Board of Directors, 2008-2009
- [St. Luke's Community House](#) Board of Directors, 2008-2009
- Nashville Green Permit Task Force, Co-Chair, 2008
- [Leadership Nashville](#) Leadership Team 2008
- [Leadership Nashville](#) Class of 2007
- [Room In The Inn](#) volunteer

Personal Information

- Lives in Nashville with wife Beth Seigenthaler Courtney, their son and daughter and two dogs
- A native of Columbia, TN, and alumnus of [Columbia Military Academy](#)
- [Beatlemaniac](#) and founder and chair of [Nashville Beatles Festival](#)