

Richard Courtney

RichardCourtney.com



A professional Realtor® in Nashville for more than 30 years, Richard Courtney is also a successful business author and real estate columnist.

Courtney's recently released book, *Come Together: The Business Wisdom of The Beatles*, by Turner Publishing, has received critical acclaim in the U.S. and Europe.

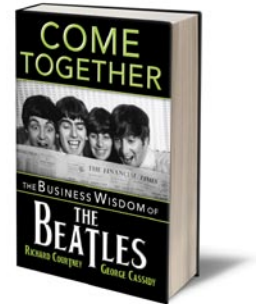
His top-selling real estate guide, *Buyers are Liars & Sellers are Too!, The Truth About Buying or Selling Your Home*, was published in 2006 by Simon & Schuster. And he was a contributing writer of Donald Trump's *The Best Real Estate Advice I Ever Received*. Courtney is also the real estate columnist for the *Nashville Ledger* and a contributing writer for the *Nashville Business Journal* 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 chairman of the Nashville Power Board, he helps governs Nashville Electric Service, the nation's 11th largest public power distributor.

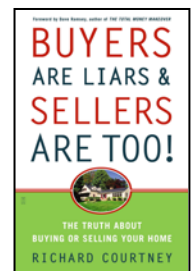
Business and Real Estate Writer

- Co-author of [Come Together: The Business Wisdom of The Beatles](#)
- 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 [Nashville Ledger](#), 2011, [The City Paper](#), 2002-2007 and [The Tennessean](#), 2007-2009
- Contributing writer for [Nashville Business Journal](#) and numerous industry and professional publications



Career Achievements

- More than 1,200 properties sold; over \$200,000,000 in gross sales
- Residential sales in 2010 ranged from \$125,000 to \$1,540,000
- 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](#), 2002-2011
- [Greater Nashville Association of Realtors](#)® (GNAR), President, 2007; Board of Directors, 2002-2008, 2010-2011; RPAC Board of Trustees, 2009-2011. Committees chaired: Affordable Housing, Bylaws, Environmental, Membership, Nominating, Realtor of the Year, RPAC.
- [Tennessee Association of Realtors](#) (TAR) Board of Directors, 2002-2008; Tennessee Realtors Political Action Committee, 2004-2009. Committee chaired: Operation Home Delivery, Realtor of the Year.

- [RealTracs](#) (MLS), Secretary/Treasurer, 2010-2011
- 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
- Voted 'Best Realtor' by [Nashville Scene](#) Readers, 2005
- Realtor of the Year, GNAR, 2004
- GNAR President's Award, 2011, for leadership in supporting Habitat for Humanity
- GNAR President's Award, 2003, for leadership in affordable housing and government affairs
- Member of Inaugural Class of Leadership GNAR

Community Leadership

- [Electric Power Board of the Metropolitan Government of Nashville and Davidson County](#) Chairman, 2009, 2011; Vice Chairman, 2008, 2010-2011 Board member 2007-2010
- [Community Resource Center](#) Board of Directors, 2007-2011
- The Ark, Board of Directors, 2010-2011
- [Schermehorn Symphony Hall](#) Co-Chair, Realtor Advisory Committee, 2005-2011
- [Nashville Area Chamber of Commerce](#) Government Issues Committee, Chair, 2010, Member, 2009; Federal Issues Subcommittee Chair, 2009
- [Leadership Nashville](#) Leadership Music Partnership, 2009-2010
- [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 one dog
- Alumnus of [University of the South](#), 1977 and [Columbia Military Academy](#)
- A native of Columbia, Tennessee
- [Beatlemaniac](#) and founder and chair of [Nashville Beatles Festival](#)