



A professional Realtor® in Nashville for more than 35 years, Richard Courtney is one of Nashville's top-ranked real estate brokers.

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. He is also a successful business author and real estate columnist.

His top-selling real estate guide, *Buyers are Liars & Sellers are Too!, The Truth About Buying or Selling Your Home*, was published by Simon & Schuster. And his latest business book, *Come Together: The Business Wisdom of The Beatles*, received critical acclaim in the U.S., Europe and South America.

Courtney is the weekly real estate columnist for the *Nashville Ledger*. He has also served as a contributing writer for *The City Paper*, the *Nashville Business Journal* and a wide range of industry and professional publications.

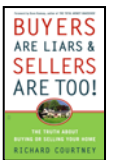
When he's not representing clients or providing commentary on the real estate market, Courtney plays an active role in the Nashville community.

Career Achievements

- Broker at Fridrich & Clark Realty
- More than 1690 properties sold; over \$443,000,000 in gross sales
- Individual home sales over \$1,000,000 in the past four years: 36
- Residential sales in the past year ranged from \$137,500 to \$2,500,000
- 16-time Lifetime Award of Excellence (Diamond) recipient – fewer than 1% of Nashville Realtors receive this award, presented by Greater Nashville Realtors
- [Accredited Buyer Representative](#) (ABR)
- [Certified Residential Specialist](#) (CRS)
- [Certified Real Estate Brokerage Manager](#) (CRB)

Business and Real Estate Writer

- Co-author of [Come Together: The Business Wisdom of The Beatles](#), printed in English and translated into Portuguese for South American release
- Author of [Buyers Are Liars & Sellers Are Too!, The Truth About Buying or Selling Your Home](#), published by [Simon & Schuster](#)
- Real estate columnist for the [Nashville Ledger](#), 2011-Present, *The City Paper*, 2002-2007 and [The Tennessean](#), 2007-2009
- Contributing writer for *The City Paper*, [Nashville Business Journal](#) and numerous industry and professional publications



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](#), NAR, 2002-Present
- [Greater Nashville Realtors](#)® President, 2007; Board of Directors, 2002-2008, 2010-2011; RPAC Board of Trustees, 2009-2012. Committees chaired: Affordable Housing; Bylaws; Environmental; Habitat for Humanity (2016); Membership; Nominating; Realtor of the Year; RPAC
- [Tennessee Realtors](#) Division Vice President, 2013; Board of Directors, 2002-2008; Tennessee Realtors Political Action Committee, 2004-2009. Committee chaired: Operation Home Delivery, Realtor of the Year
- [RealTracs](#) (MLS), Board of Directors, 2010-2013; Secretary/Treasurer, 2010-2012

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- Realtor of the Year, Tennessee Assoc. of Realtors, 2007
- Developed Greater Nashville Assoc. of Realtors (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](#) Board Chair, 2009, 2012-13; Vice Chair, 2008, 2010-2011; Board member 2007-2013
- [Leadership Nashville](#) Alumni Association Board member, 2013-2015; Selection committee chair, 2014; Leadership Team 2008; Class of 2007
- [Schermehorn Symphony Hall](#) Co-Chair, Realtor Advisory Committee, 2005-Present
- [Americana Music Association](#), Member, 2014-Present
- [Middle Tennessee Council, Boy Scouts of America](#), Nashboro District Friends of Scouting, Chair, 2016-Present; Cub Scouts Den Leader, Pack 18, 2017
- [Ensworth Lower School](#), Basketball Coach, boys teams, 2014 - 2018
- [Habitat for Humanity](#) Advisory Board, 2016-2017; Habitat Committee Chair, 2016
- [Metropolitan Historical Commission](#), 2017
- [Center for Nonprofit Management](#), Salute to Excellence Chair 2012; Co-Chair 2011
- [Nashville Area Chamber of Commerce](#) Government Issues Committee, Chair, 2010, Member, 2009; Federal Issues Subcommittee Chair, 2009
- [St. Luke's Community House](#) Board of Directors, 2008-2009
- Nashville Green Permit Task Force, Co-Chair, 2008
- [Room In The Inn](#) volunteer

Marketing

- Listings marketed on [Realtracs.com](#), [Zillow.com](#), [Trulia.com](#), [Homes.com](#), [TheDailyClassifieds.com](#), [Google.com](#), [Military.com](#), [Craigslist.com](#) and more.
- Media based marketing: [Tennessean](#), [NFocus Magazine](#), [Green Hills News](#), [Nashville Scene](#)
- Targeted direct marketing
- Realtor-to-Realtor marketing
- Extensive social media and email marketing

Personal Information

- Lives in Nashville with wife, Beth Seigenthaler Courtney, their son and daughter, and two dogs
- Alumnus of [University of the South](#) (1977) and [Columbia Military Academy](#)
- A native of Columbia, Tennessee
- Founder and chair of [Nashville Beatles Festival](#)

