



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. He was a contributing writer of Donald Trump's *The Best Real Estate Advice I Ever Received*. And his latest business book, *Come Together: The Business Wisdom of The Beatles*, received critical acclaim in the U.S. and Europe.

Courtney is the weekly real estate columnist for the *Nashville Ledger*. He is also a contributing writer for 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

- Principal at [Christianson Patterson Courtney & Associates](http://Christianson Patterson Courtney & Associates)
- More than 1,450 properties sold; over \$307,000,000 in gross sales
- Residential sales prices this year ranged from \$96,000 to \$2,000,000
- 14-time Lifetime Award of Excellence (Diamond) recipient – less than 1% of Nashville Realtors receive this by Greater Nashville Association of Realtors award
- [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](#)
- 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](#), 2011-2015, [The City Paper](#), 2002-2007 and [The Tennessean](#), 2007-2009
- Contributing writer for [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, 2002-2015
- [Greater Nashville Association of Realtors®](#) (GNAR), President, 2007; Board of Directors, 2002-2008, 2010-2011; RPAC Board of Trustees, 2009-2012. Committees chaired: Affordable Housing, Bylaws, Environmental, Membership, Nominating, Realtor of the Year, RPAC.
- [Tennessee Association of Realtors](#) (TAR) 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

- Realtor of the Year, TAR, 2007
- 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

- [Fifty Forward](#), board member, 2014-present
- [Electric Power Board of the Metropolitan Government of Nashville and Davidson County](#) Chairman, 2009, 2011, 2012; Vice Chairman, 2008, 2010-2011; Board member 2007-2013
- [Schermehorn Symphony Hall](#) Co-Chair, Realtor Advisory Committee, 2005-present
- [Leadership Nashville](#) Selection committee chair, 2014; Alumni Association Board member, 2013-present; Leadership Music Partnership, 2009-2010
- [Americana Music Association](#), Member, 2014-present
- [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
- [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

### Marketing

- Listings marketing on [Realtracs.com](#), [Homes.com](#), [TheDailyClassifieds.com](#), [Trulia.com](#), [Google.com](#), [Military.com](#), [Craigslist.com](#), [Zillow.com](#) and more.
- Media based marketing: [Tennessean](#), [Green Hills News](#), [NFocus Magazine](#), [Nashville Scene](#), [Today's Homes](#)
- Targeted direct marketing via mail & e-mail
- 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](#)

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