



GROVE
Realty



When selling your family's most significant asset, trust the experience and market depth of Nashville's #1 Selling Private Club sales team, Grove Realty.

An aerial photograph of a golf course and clubhouse. The clubhouse is a large, multi-story building with a grey roof and stone accents, situated in the lower left. A winding path leads from the clubhouse towards a green golf course in the center. In the background, there are rolling green hills under a blue sky with scattered white clouds.

GROVE REALTY

WHY LIST WITH US?

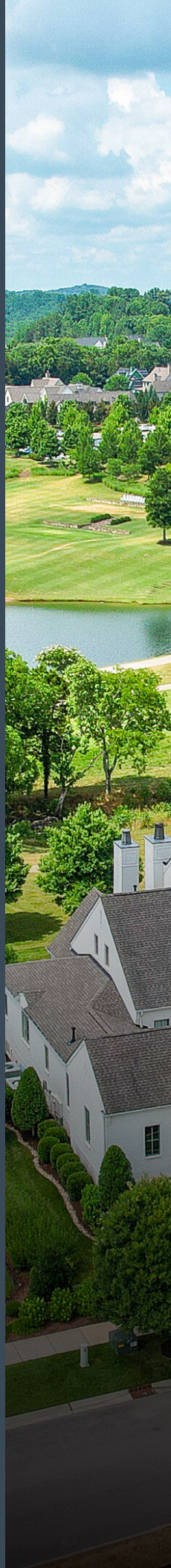
Grove Realty has been the leading private club real estate team in Nashville for over ten years. Their success is attributed to their extensive knowledge of the community and its offerings, as well as their ability to effectively communicate the lifestyle value that only onsite sales executives can provide.

As the only dedicated onsite sales team, Grove Realty ensures that a Grove expert is available whenever a buyer seeks information or an exclusive property tour. We are at the right place, at the right time, all the time.

Our comprehensive marketing program targets both local and national buyers, maximizing visibility for your property.

With Grove Realty, you're in good hands. We maintain a pre-qualified waiting list of buyers and a database of prospects who have a genuine interest in The Grove. This means that, as a seller, you can be confident that your property will be seen by serious buyers.

As the only onsite sales team with exclusive access to the community and its amenities, Grove Realty offers a unique advantage. This allows us to provide potential buyers with a comprehensive understanding of the community and what it has to offer, in the most compelling manner possible. Not only are we full-time Grove Real Estate Executives, we are members of the club as well.

An aerial photograph of a golf course and clubhouse. The clubhouse is a large, multi-story building with a grey roof and stone accents, situated in the lower right. A winding path leads from the clubhouse towards a green golf course in the center. In the background, there are rolling green hills under a blue sky with scattered white clouds.

An aerial photograph of a golf course and surrounding luxury homes. In the foreground, there are large, white, multi-story houses with dark roofs and manicured lawns. A winding path leads through the golf course, which is lush green with scattered trees. In the background, more houses and a dense forest are visible under a blue sky with scattered clouds.

IN 2024, GROVE REALTY
WAS INVOLVED IN OVER

\$172M

OF REAL ESTATE SALES





WE KNOW THE GROVE

OUR ONSITE SALES TEAM IS THE KEY TO SUCCESS

Having worked with the community development team since the beginning, Grove Realty's historical knowledge of the property is unmatched.

As Grove Realty is integral to the development process, they are intimately aware of current and future development offerings and possess in-depth working experience with each Grove Signature Builder team.

As The Grove's perennial top real estate sales team, year after year, we know exactly who the buyers are and how to reach them.

Grove Realty's intimate knowledge of every property in the community provides us a significant advantage for both buyers and sellers searching for the perfect home. Buyers have more opportunities to discover their dream home, while sellers enjoy a faster sale.

Our customized listing strategy begins with optimal listing price, savvy market timing, and a tried-and-true approach to connect with the right buyer, providing sellers with peace of mind that their property will spend less time on the market and achieve a top-selling price compared to outside firms with less experience in the community.



GROVE REALTY ADVANTAGE

EXPERT KNOWLEDGE, FULL COMMUNITY ACCESS

At Grove Realty, we know what truly motivates buyers looking to live in a private club community. It is more than a beautiful home. Choosing The Grove is choosing the Club lifestyle, the amenities, programs, social opportunities, open spaces, and camaraderie of like-minded people. Grove Realty is the only real estate firm that can give buyers unfettered access to everything that makes The Grove so special. We know the whole story; we know what makes The Grove remarkable. Our business is wholly focused on selling Grove homes and custom homesites- exclusively.



BY THE NUMBERS

NOBODY SELLS MORE GROVE PROPERTIES THAN GROVE REALTY

Since 2013, Grove Realty has closed over
1,069 properties for more than \$1.6 billion in sales.

70% of all community sales
involve Grove Realty
since 2013.

90% of Grove Realty sales
are at or above asking
price since 2013.

LASER-FOCUSED LOCAL AND NATIONAL

ONLY GROVE REALTY MARKETS
YOUR LISTINGS ON A NATIONAL SCALE

Since 2013 we have grown a database of qualified, serious prospects from across the country. Our strategic marketing approach nurtures prospects through their purchase journey as well as continuing to grow new prospects on a daily basis.

49%

property tour
to closing rate

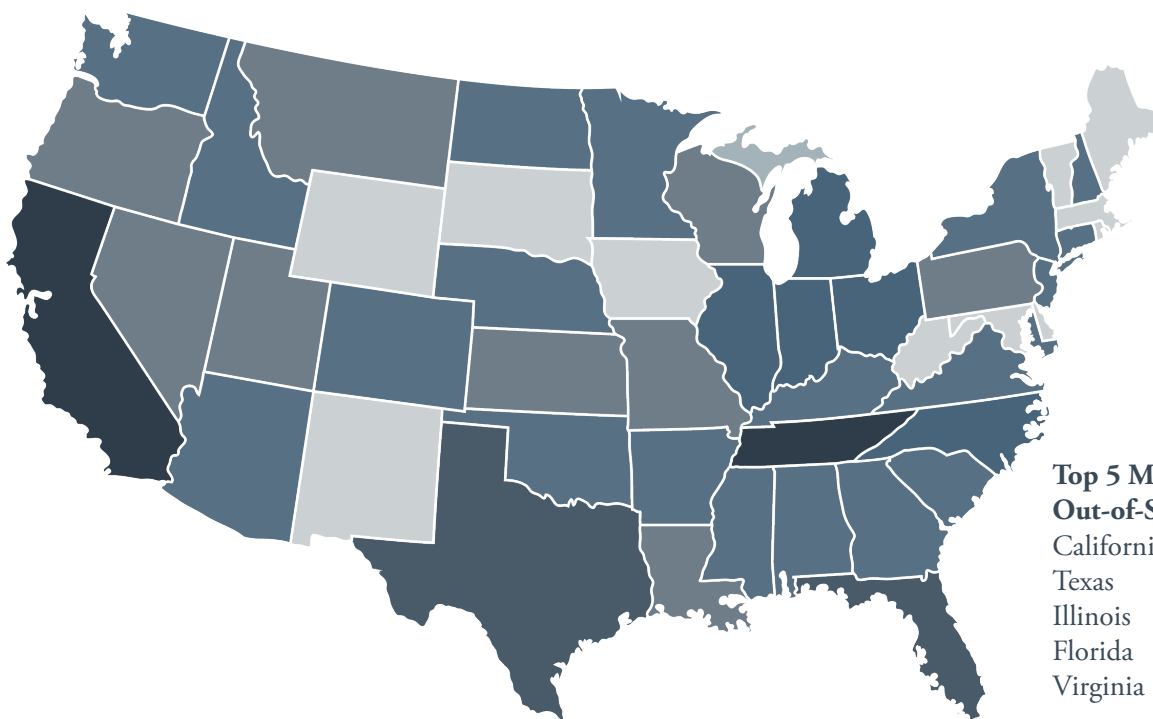
2,259

local
database

2,042

national
database

WE KNOW THE GROVE BUYERS AND WHERE THEY ARE COMING FROM

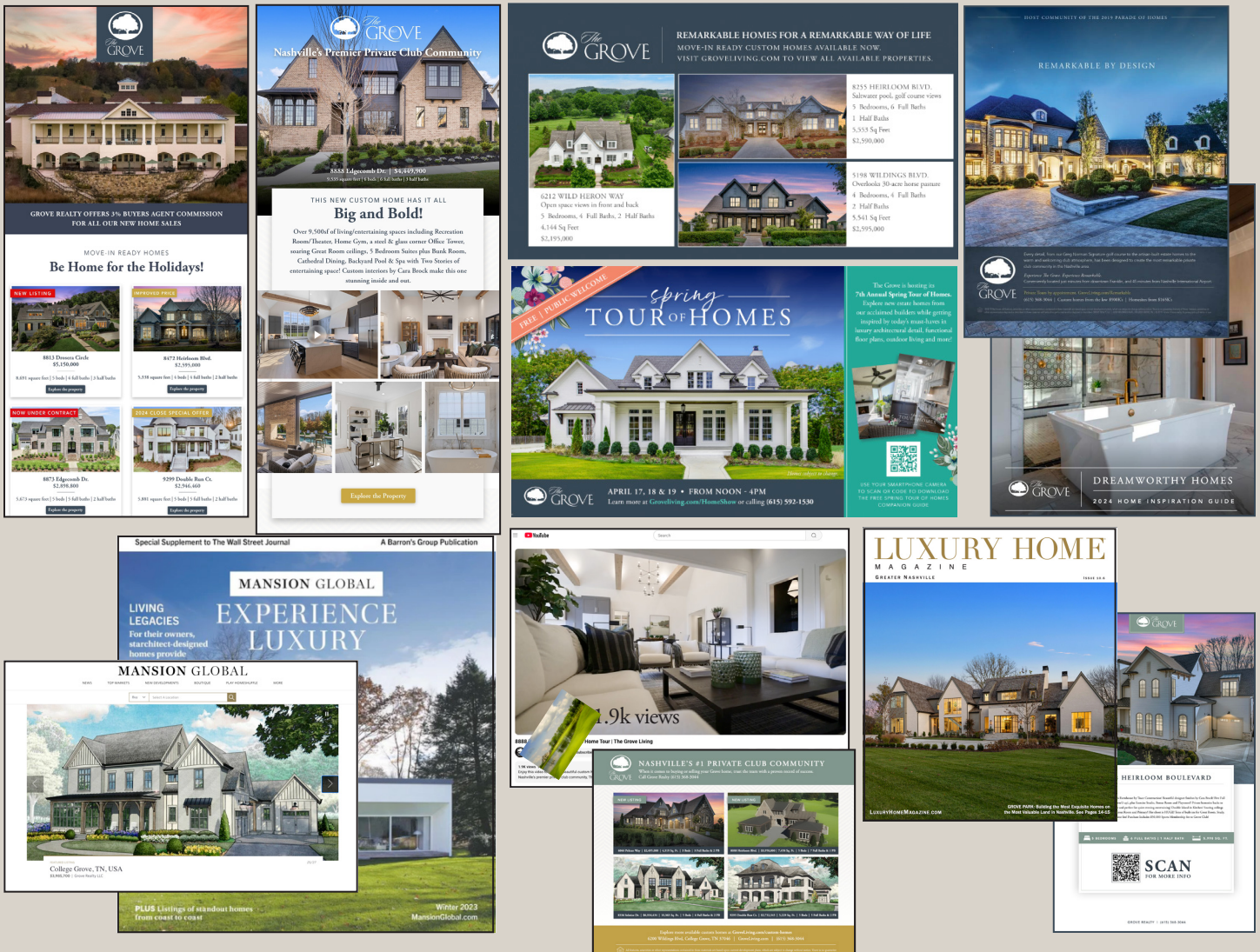


MULTI-CHANNEL MARKETING FOR MAXIMUM EXPOSURE

With over 30 years in luxury real estate sales, The Grove Realty sales and marketing team knows where the best prospects are, how to reach them, and how to best convey the unique lifestyle offering The Grove offers. Our proprietary marketing mix beats industry averages for lead generation, our state-of-the-art database system tracks leads, streamlines communication, generates data on leads, pre-qualifies prospect profiles, interests and lead source. The combination of industry experience and a comprehensive prospect lead nurturing processes is why Grove Realty is, and has always been, the #1-selling Private Club real estate firm in Tennessee for private club community sales.

YOUR LISTING, WHERE THE BUYERS ARE

Direct Mail, Email Marketing, Social Media, WSJ Mansion Global, Luxury Home Magazine, The Tennessean, Paid Search, YouTube, Home Tour Showcases



MARKETING POWER

MAXIMUM DIGITAL EXPOSURE

Achieving maximum digital exposure for your property is essential for minimizing the time it spends on the market and maximizing its sale price. Each property listed with Grove Realty benefits from our decades of marketing experience, which has helped us identify the most effective strategies for reaching qualified, highly motivated buyers. Our digital reach is so extensive, reaching buyers nationwide and throughout the local market, no other agency can come close.

DIGITAL REACH, BY THE NUMBERS

14k

avg. monthly new users
to the website

74k

avg. annual website
real estate page views

42k

avg. monthly emails
deployed

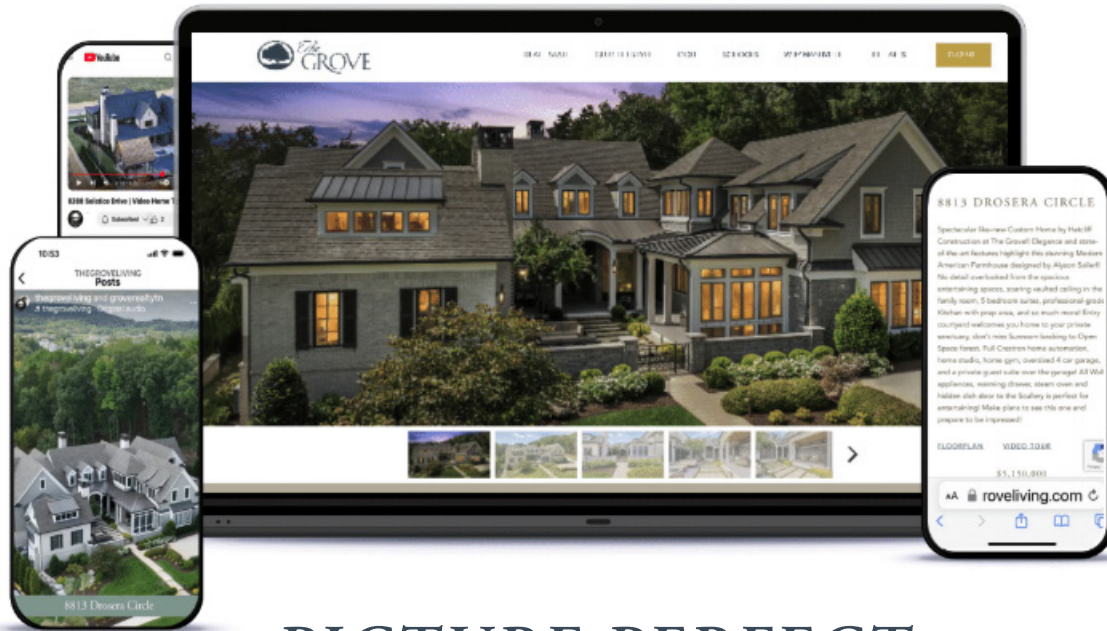
81k

avg. monthly
social media impressions

30k

social media
followers





PICTURE PERFECT

CREATING A SHOW-STOPPING EXPERIENCE

At Grove Realty, we recognize that 92% of home buyers begin their search online. That's why we follow a thorough process to make each listing an engaging experience, providing you with the confidence you need in your real estate journey.

We showcase our online listings with the following:

Professional Photography

This includes virtual tours, aerial shots, twilight photography, as well as interior and exterior images.

Professional Property Videos

Creating short form and long form videos to promote on YouTube and social media platforms.

Comprehensive Property Description sand Floorplans

Our descriptions cover everything buyers need to know, ensuring they have all the relevant information at their fingertips.

Effective Listing Display Advertising

Our targeted advertising and re-targeting strategies are designed to maximize your property's visibility, giving you confidence that your listing is reaching the right audience.



A REPUTATION BUILT ON SALES SUCCESS AND SUPERIOR CUSTOMER SERVICE.

“When we purchased our home in The Grove over 5 years ago, we trusted Grove Realty to make our dream a reality. Their attention to detail, expert insight in all things Grove instilled confidence and peace of mind that we were in the very best hands. When it came time to list our home, we did not hesitate to call Grove Realty.”

“Moving to the The Grove from across the country was a daunting experience. We are so happy we chose Grove Realty when purchasing our home. It seems as if we had a million questions during our decision-making process. The Grove team’s communication process was fantastic. Each email and phone call left us feeling more and more comfortable we were making the right decision. I can not recommend the Grove team highly enough. Their knowledge and ease in which they have helped us feel like a part of this wonderful community was priceless.”



MEET THE GROVE REALTY SALES TEAM

Our track record of success and deep industry knowledge ensure that your property spends less time on the market and achieves a top selling price, compared to outside firms with less community experience.



Robert Shiels
32 Years



Ben Jenkins
25 Years



Bill Rosengarten
20 Years

Top Reasons to Choose Grove Realty

- 01 Only work onsite at The Grove, cannot list or sell outside of the gates
- 02 Over 20 years of onsite experience at The Grove
- 03 Unique sales & marketing process to sell The Grove
- 04 We cooperate with all buyers' agents at 3%

LET'S CHAT

IF YOU ARE THINKING ABOUT SELLING YOUR
GROVE PROPERTY CONTACT GROVE REALTY.

Year after year, Grove Realty has and continues to be, the #1 sales team for the #1 selling private club community in the Nashville area. List with confidence.



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Grove Realty | (615) 368-3044

Homes from \$2.9M

Buyers Agent Commission 3%

GOLF • RACQUET SPORTS • FITNESS • EQUESTRIAN • SPA • KIDS' CLUB • RESORT POOLS • PARKS • TRAILS



All features, amenities or other representations contained in these materials are based upon current development plans, which are subject to change without notice. There is no guarantee that any of these features, amenities or other representations depicted or described in these materials will be built or performed at all or as depicted or described.

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