



Grizzard Is Now The Biggest Realtor In Lake County

DAVID DONALD
Staff Writer

LEESBURG — Tom Grizzard ERA is now the largest realty company in Lake County after merging with Neil Fischer ERA. And the merger couldn't be going more smoothly.

"It's been crazy, but a wonderful crazy," said Gus Grizzard, owner of Tom Grizzard ERA.

From switching email addressees, reconfiguring websites, moving people around in offices, all the logistics — it's been remarkably smooth.

"We were such competitors," said Grizzard. "But there's been a lot of anticipation in bringing these two groups of people together. The excitement of what we're building has eased the apprehension."

The two real estate giants signed a contract on Sept. 28.

Grizzard said they now have more than 1,000 active property listings and more than 100 real-estate agents after the merger.

Grizzard said it's a great time to take advan-

tage of growth opportunities as the economy emerges from a recession.

"We are just now coming out of a very difficult economy and housing market," he said. "There couldn't have been a better time for this opportunity to come about."

Grizzard said he'll continue to grow the company, "but it's going to be profitable, manageable growth."

Fischer had two offices, one in Eustis and the other in Leesburg. Grizzard has four offices, two in Leesburg and one each in The Villages and Tavares.

The signs have already come down at Fischer's office in Leesburg.

Grizzard opened its first real-estate office in 1968. And for the last 31 years the company has held on to its core philosophy of providing its clients with "reliable customer service."

Grizzard offers home buying, selling and relocation services for its clients. They also offer programs to its sellers and buyers, such as a new home buyer program.