



**Garden City Realty, Inc.**

Finding Your *Dream* Home



# Our Team

## REAL ESTATE SALES

With our market penetration along the Grand Strand and international affiliations with Leading Real Estate Companies of the World®, **GARDEN CITY REALTY** offers buyers and sellers outstanding leadership, know-how and services to make our clients' experiences more satisfying.

**GARDEN CITY REALTY** offers sellers maximum market exposure via a worldwide audience and buyers the best selection of homes from Little River to Georgetown. Year after year, our team of award-winning real estate specialists and accredited buyer representatives have fashioned a track record of proven success, keeping Garden City Realty on top of the real estate market for more than 45 years.

Whether you are interested in purchasing a second home, investment property, new residence or commercial property or wish to sell your existing property, **GARDEN CITY REALTY** is your one-stop agency. You can search all of our properties and MLS listings or call us toll-free at 1-800-681-9059 to speak with an agent.

## OUR SUPPORT STAFF

**GARDEN CITY REALTY** is pleased to offer clients the benefit of our skilled Sales and Marketing team to promote our listings to local, national and worldwide markets.

Our Sales and Relocation Coordinator works diligently to ensure all of our listings are accurate and complete. **GARDEN CITY REALTY's** affiliation with Leading Real Estate Companies of the World®, RELO Direct®, and Luxury Portfolio International® expose our properties to a worldwide market – we're not just a local source of real estate information.

Our Communications and Marketing Coordinator ensures our marketing information is up-to-date and all of our sales literature reflects the most accurate information regarding our listings.

Our Communications and Marketing Manager is always seeking new and innovative ways to promote **GARDEN CITY REALTY**. We believe in having a strong print and Web presence to maximize exposure for our firm and its listings.



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“Our sales associates get results because of their unmatched professionalism. They work diligently to ensure our clients' needs are met and are on top of their markets. They work as a team sharing ideas and information, and support each other. Our sales associates are the best of the best and get results for you – our clients.”

– LEE HEWITT, BROKER IN CHARGE, GRI, CRS

## OUR AGENTS



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# Our History

**GARDEN CITY REALTY** was established in June 1973 when Eugene (Beau) Forshee, Fred L. Wilcox and M. Murray McLendon purchased Martin's Real Estate Company, changing the business name to reflect the office's location at the corner of Dogwood Drive and Atlantic Avenue in Garden City Beach. That first office – consisting of two rooms – served the company well until 1978 when **GARDEN CITY REALTY** moved to its present location.

In 2001 **GARDEN CITY REALTY** acquired By the Sea Realty and took over its on-site office in the oceanfront Surf Master by the Sea building. The Surf Master office rents approximately 60 one, two, and three-bedroom oceanfront condominiums and penthouses.

In 2009, **GARDEN CITY REALTY** purchased and merged Condotels with its vacation rental department, which has grown from 18 rentals in 1973 to more than 450 resort homes and condominiums today.

Today **GARDEN CITY REALTY's** stockholders include Lee Hewitt, Broker-In-Charge of Real Estate Sales, who has been with the firm since 1981 and Dennis McElveen, Broker-In-Charge of Vacation Rentals, who began his career with **GARDEN CITY REALTY** in 1977.

The Sales Department has 14 sales professionals with nearly 200 years of combined sales experience. All of **GARDEN CITY REALTY** agents are multi-million dollar producers who strive to provide clients with the most satisfying, well-informed real estate experience.

In addition to extensive knowledge of the local real estate market, **GARDEN CITY REALTY** can assist real estate needs worldwide through

our affiliation with the Leading Real Estate Companies of the World.

**GARDEN CITY REALTY** is proudly affiliated with:

- Myrtle Beach Area Chamber of Commerce
- Georgetown County Chamber of Commerce and Visitors Bureau
- South Carolina Chamber of Commerce
- Myrtle Beach Area Better Business Bureau
- National Association of REALTORS
- South Carolina Association of REALTORS
- Coastal Carolinas Association of REALTORS
- Coastal Carolinas Multiple Listing Service
- Garden City Beach Community Association
- Leading Real Estate Companies of the World
- RELO Direct
- Luxury Portfolio International
- Vacation Rental Management Association
- Vacation Rental Housekeeping Professionals

## A LOCAL BUSINESS SINCE 1973



Welcome to Garden City Realty...

# What We Do for You

Let **GARDEN CITY REALTY** utilize our experience and expertise to ensure the best possible outcome in your home buying experience.

## OBJECTIVES

Assist in finding your dream home.

Communicate with you regularly the results of our activities.

Assist in negotiating the best value between you and the seller.

**GARDEN CITY REALTY** is here to work for you. We strive to exceed your expectations and for our agents to be your Real Estate Consultants for life.

## PLAN OF ACTION

1. Establish your criteria - needs, wants and expectations.

### Detailed buyer profile:

- Price range
- Location of the property
- Style of the home
- Number of bedrooms
- Number of bathrooms
- Type of garage
- Lot size/acreage

2. Avoid wasting your time by making sure you are **pre-approved for financing** before beginning your home search.

Recommend lenders that will get you to the closing table.

**GARDEN CITY REALTY** has developed working relationships with trustworthy and competent lenders who have earned our confidence throughout our years of experience within the industry.

3. **Monitor our local MLS** and input your search criteria for customized notifications. You are automatically Emailed matched listings within seconds after their posting in the MLS system.

4. **Arrange showings** for the homes that meet your criteria. If you visit open houses tell the host that you are working with a REALTOR® so that there is no confusion with representation. I'll give you a supply of my business cards to give to the hosts.

5. When you are ready to submit an offer, **prepare a thorough CMA** to help determine the homes value by comparing its attributes to other homes sold or presently on the market within the area.

### Compare:

- Square feet
- Number of bedrooms
- Number of baths
- Garage size
- Deck
- Type of heating and air conditioning
- Location

Provide a professional recommendation of the home's value range based on adjustments of CMA variables.

### Recommendation based on:

- Condition
- Quality of construction
- Materials
- and "hot buttons" (sky lights, trayed ceilings, etc)

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where the staff is as warm and friendly  
as our serene coastal surroundings.



6. Recommend you include **earnest money** when submitting your offer (typically one percent of the offering price). Earnest money reflects the buyer's sincerity in the purchase.

7. Recommend that a **home inspection** be written into the purchase agreement. Response on findings should be presented to the seller with plenty of time to address any concerns during the due diligence period.

There is a wide variance in level of expertise among the home inspectors in the area. **GARDEN CITY REALTY** has had experience with most of them and can offer assistance with choice if desired.

When major defects are identified, you as the buyer must determine which, if any, should be corrected by seller.

Often it is best to get quotes for repairs and request dollar amount at closing. If the seller declines to correct the defect, the buyer can request the return of the deposited earnest money. The buyer is also released from the contract.

### What is a Major Defect?

A major defect is any defect that would have a negative effect on the long term value of the home or the safety of its inhabitants if not replaced or corrected.

Examples:

- Heating & Air Conditioning
- Electrical
- Leak in the roof (moisture problems)
- Structural

8. Outline out-of-pocket expenses you can expect to pay.

What to expect:

- Appraisal \*
- Credit report \*
- Home inspection \*
- Home owners insurance

*\*Sometimes paid at closing*

9. Recommend the seller include a **home warranty** in the sale of the home.

A home warranty protects you from unplanned expenses, including furnace and air conditioner protection.

10. When needed, make recommendations for:

- Obtaining a Home Warranty
- Home Owners Insurance
- Moving Companies
- Contractors, *when required*

### WHAT ABOUT NEW CONSTRUCTION?

Top issues that a **GARDEN CITY REALTY** Buyer Representative will help you avoid.

- Spending more time on construction than intended. Negative equity.
- Lack of professional home inspections.
- Not pricing main upgrades upfront.
- Contracts written in favor of the seller.
- Not knowing the market value.
- Substandard construction materials.
- Overpriced add-ons and extras.
- Getting a less than desirable lot.
- Not being aware of builder special discounts.
- Inappropriate upgrades for the neighborhood.

# We'll find your dream home

## A SAMPLE OF GCR BUYER REPRESENTED SALES FROM THE PAST TWO YEARS

6850 Blue Heron Blvd, 301	1137 Lochwood Ln	309 Brighton Place	270 Wedgefield Dr	16 Triggerfish Lane
1880 Colony Drive, 12-E	647 Woodmoor Circle, #303	601 Hillside Dr North, 2102	1511 N Ocean Boulevard, 301	1204 Wading Heron Rd
3753 Citation Way, 432	4024 Douglas Fir Lane	1501 S Waccamaw, 2C	1511 N Ocean Boulevard, 202	388 Graytwig Circle
6725 Blue Heron Blvd, 104	3012 SABAL COURT	4498-B Girvan Drive, 4498-B	918 Dock Place	9108 Woodland Drive
500 Fairway Village Dr, 3-F	120 Brentwood Drive, H	554 Battery Dr	4416 Paddock Run	4543 Carriage Run Circle
1356 Glens Bay Rd, 103B	920 N Waccamaw Dr, 1201	90 Weatherboard Court	1213 N Ocean Blvd, 310	1624 Murrell Place
405 Cambridge Circle, B-7	509 Plantation Dr	1504 Sedgfield Drive	1465 Registry Dr	1185 Parish Way
1101 2nd Ave N Tradewinds I, 905	3500 N Ocean Blvd, 1501	309 Cabo Loop	9500 Indigo Creek Blvd	161 Laurel Hill Place
1201 Erin Way, H	108 Scotchbrom Drive, E-103	601 N Hillside Drive, 3702	321 Sanctuary Court	4808 N OCEAN BLVD F
1920 Bent Grass Drive, 35-I	185 Old Towne Way, Unit 3	951 GRACE DRIVE	4590 Fringetree Drive	56 Springtime Court
510 Fairwood Lakes, 14B	4396 BALDWIN AVENUE, UNIT 56	280 Whipple Run Loop	513 Maple	3230 B&S Rd
1101 2nd Avenue North, 307	631 Woodmoor Circle, 202	5321 Hwy 17 Business	1112 Brandywine Drive	1335 Peterson Street
1356 Glenn's Bay Road, M-207	1012 N Waccamaw Drive, 1106	380 Whipple Run Loop	324 Whipple Run Loop	4572 Carriage Run Circle
1019 Shem Creek Circle	1012 N Waccamaw Drive, 810	604 Sunnyside Avenue	4505 S Ocean Blvd, 8-B	1719 Maplecross Way
1890 Auburn Lane, 30F	4665 Fringetree Drive, 5A	15 Penny Lane	1413 S ocean blvd, #2	703 Triple Oak Circle
1960 Bent Grass Drive, F	5601 N Ocean Blvd, 214-B	333 Brookmont Drive	188 CHAPEL RIDGE CIRCLE	219A 16th Ave S
120 N Dogwood, 109	1012 N Waccamaw Dr, 1005	107 S Ocean Blvd, 906	192 Georges Bay Rd	596 Woody Point Drive
232 Stonebrook Drive	6610 CINNAMON FERN LANE	165 Fiddlers Loop	9408 Applesauce Drive	4719 S Ocean Blvd, PH 1
6622 W Sweetbriar Trail	647 Bald Eagle Drive	1903 Bellerive Drive	408 Whipple Run Loop	1325 Hawthorn Dr
706 Courtney Court	16 Loganberry Court, 2C	120 Sunset Square	2180 Waterview Drive, 633	22 S Beach Drive
6694 Wisteria Drive	21 Cheyenne Road	7961 Leeward Lane	1654 Sedgfield Drive	1659 Murrell Place
1925 BENT GRASS DR, F	1429 N Waccamaw Drive, 204	213 Golden Oaks Drive	3312 Prioloe Dr	1007 Heritage Drive
3410 Sweetwater Blvd, 3410	1012 N Waccamaw Dr, 608	416 N Ocean Blvd, 4A	1402 Perrin Drive	1283 Fiddlehead Way
1890 Auburn Lane, 32C	1210 N Waccamaw Drive, 514	112 Seaside Inn, 112 / 112A	206 Little Pee Dee Road	5651 S Blackmoor Drive
858 Tall Oaks Ct, A	1012 N Waccamaw Drive, 908	806 N Waccamaw Drive, 101	5700 N Ocean Blvd, 1110	8560 Queensway Blvd, 501
1356 Glens Bay Rd, 201 D	5032 Blue Spruce Lane	912 N Waccamaw Drive, 505	623 Carolina Farms Blvd	1990 N Waccamaw Drive, 1201
4822 Innisbrook Ct, 808	7700 PORCHER, 1108	2526 Oriole Drive	116 Chapel Ridge Circle	86 Windy Lane
504 N Ocean Boulevard, 611	1582 S Waccamaw Drive, #8	1408 Snowy Egret Drive	204 Hull Street	810 N Ocean Blvd
155 Westhaven Dr, 14-A	611 Indigo Bunting Ln, C	1665 Montclair Drive	4998 Fulton Place	95 SPRIG LANE
8830-A Chandler Drive, A	6130 Hwy 701 S	767 Elmwood Circle	1217 Keowee River Ct	725 N Waccamaw Drive
210 Maison Drive, K-104	1012 N Waccamaw Dr, 303	4563 Bridle Path	202-20 Bob White Court, 202	440 CHAMBERLIN Road
2478 Coastline, 203	617 Cypress Drive	1010 Bay Drive	811 Ocean Blvd N Surfside, 206	986 Cobia Trail
6804 N Ocean Blvd, 523	116 Terracina Cr	1127 Osprey Ct	22 Ruth Street	Lot 362 Loggerhead Court
504 N Ocean Blvd, 901	7200 N Ocean Blvd, 203	456 Whipple Run Loop	18 Tern Place, #8-201	23 N Dogwood Drive
8546 H Hopkins Circle, H	814 Main Sail Court	156 Southborough Lane	2657 Scarecrow Way	1990 N Waccamaw Drive, 601
205 Beach Walk Place, 205	405 Oakham Dr	3170 Shorecrest Bay Drive	199 Coral Beach Circle	1039 Links Road
1105 Sweetwater Blvd, 1105	301 Kildare Ct	913 Woodberry Place	268 Splendor Circle	77 Cascade Drive
200 MAISON DRIVE, P-105	443 Dandelion	618 N Waccamaw Drive, A-2	357 Oleander Drive	115B S 14th Ave
5102 Sweetwater Blvd, 5102	215 Caropine Drive	108 N Ocean Blvd 305	285 Copper Leaf Dr	1032 Lakeside Drive
245 Egret Run, 1021	605 S 40th Ave	906 Belladonna Court	429 Waties Drive	6601 N Ocean Blvd
4307 SWEETWATER BLVD, 4307	1210 N Waccamaw Drive, 1409	1024 Meadows Drive	198 Southgate Court	880 S Waccamaw
3408 Sweetwater Blvd, 3408	328 Rice Mill Dr	2311 S ocean blvd, 620	1690 N waccamaw drive, 107	192 Half Moon Trail
629 Pelican Ave, 629	546 W Perry Road	1210 N WACCAMAW DR, 215	357 Arlington Circle	927 S Waccamaw Drive
5905 S Kings Highway, A-421	17 Pistachio Loop, G	722 10th Ave South	1346 Villa marbella Ct, 2-303	681 Wedgewood
6475 Sweet Gum Trail	209 Kestrel Court	192 Collins Glenn Drive	15 Orchard	834 Channel Cat Cove
127 Veranda Way, 3-B	1210 N Waccamaw, 1211	1909 Bellerive Dr	350 Green Creek Bay Circle	180 Inlet Point Dr, 21-C
201 S Ocean Blvd, 721	512 7th Ave N	1424 Winged Foot	1431 McMaster Drive	1052 S Waccamaw Dr
920 N WACCAMAW DRIVE, 1402	503 N 20th Ave, 17B	1690 N Waccamaw Dr, 1005	1819 N Ocean Blvd, 1405	130 VISTA DEL MAR LANE, 1-202
6626 Heron Point	170 SUGAR MILL LOOP	5191 Horry Drive	120 Champions Village Dr	212 S Waccamaw
1192 Pollen Loop	552 Trafalgar Ct	939 Grace Dr	109 Summerlight Drive	893 S Waccamaw Drive
1062 Oak Drive	151 N Hollywood Drive	335 Southern Breezes Circle	352 Hyacinth Loop	206 NESTING POND COURT
698 Riverwalk Drive, 101	7967 Leeward Lane	515 N Ocean Blvd, 301	124 Charles Towne Lane	861 S Waccamaw Drive
	10 Loganberry Ct D	298 PICKERING DRIVE	65 Saltwind Loop	2209 S Waccamaw Drive
			1011 N Ocean Blvd, 101-A	

# Testimonials

“Considering today’s Real Estate market we found our agent at **GARDEN CITY REALTY** to be exceptional from the original listing to closing. We would use **GARDEN CITY REALTY** again and recommend!”

- Concord, VA

“As a recent widow my experience with **GARDEN CITY REALTY** was friendly, kind, helpful and wonderful. I was treated like family.”

- Waldorf, MD

“The professionalism and commitment to excellence was first and foremost during the entire experience.”

- Salisbury, MD

“I didn’t meet them (the **GARDEN CITY REALTY** Staff) in person but have no doubt they would’ve been excellent! I had listed my second home with another agent for a year and no results, not even an offer. I listed with **GARDEN CITY REALTY** and within two months “SOLD!” Everyone at **GARDEN CITY REALTY** especially Bobby Streett were so helpful, pleasant, easy to work with and very professional. I wish I had gone to **GARDEN CITY REALTY** first. Lesson learned. Thank you!”

- Levittown, PA

“We are repeat customers with **GARDEN CITY REALTY** and we’ve always received excellent service.”

- Storrs, CT

Awesome people, made it painless! Thanks for everything.”

- Myrtle Beach, SC

“Any sign other than **GARDEN CITY REALTY** on a property makes it less than #1!”

- Murrells Inlet, SC

“The agents who helped me (Denise Coleman and Lee Hewitt) went above and beyond their duties/obligations as Realtors. They gave their time, effort and heart and helped my daughter and I find a new home where we can be happy.”

- Murrells Inlet, SC

“I highly recommend **GARDEN CITY REALTY** to anyone who likes professional results on sale of property.”

- Marion, SC

“We had a great experience buying a home through **GARDEN CITY REALTY**. Thanks!”

- Myrtle Beach, SC

“**GARDEN CITY REALTY** has “earned” my current and future business through excellent customer service.”

- Raleigh, NC

“I have never had more complete and satisfactory service. Down to the smallest detail!”

- Garden City Beach, SC

# Why Choose a Realtor

## SEVEN REASONS TO WORK WITH A REALTOR®

REALTORS® aren't just agents. They're professional members of the National Association of REALTORS® and subscribe to its strict code of ethics. This is the REALTOR® difference for home buyers:

### 1. Ethical treatment.

Every REALTOR® must adhere to a strict code of ethics, which is based on professionalism and protection of the public. As a REALTOR®'s client, you can expect honest and ethical treatment in all transaction-related matters. The first obligation is to you, the client.

### 2. An expert guide.

Buying a home usually requires dozens of forms, reports, disclosures, and other technical documents. A knowledgeable expert will help you prepare the best deal, and avoid delays or costly mistakes. Also, there's a lot of jargon involved, so you want to work with a professional who can speak the language.

### 3. Objective information and opinions.

REALTORS® can provide local information on utilities, zoning, schools, and more. They also have objective information about each property. REALTORS® can use that data to help you determine if the property has what you need. By understanding both your needs and search area, they can also point out neighborhoods you don't know much about but that might suit your needs better than you'd thought.

### 4. Expanded search power.

Sometimes properties are available but not actively advertised. A REALTOR® can help you find opportunities not listed on home search sites and can help you avoid out-of-date listings that might be showing up as available Online but are no longer on the market.

### 5. Negotiation knowledge.

There are many factors up for discussion in a deal. A REALTOR® will look at every angle from your perspective, including crafting a purchase agreement that allows enough time for you to complete inspections and investigations of the property before you are bound to complete the purchase.

### 6. Up-to-date experience.

Most people buy only a few homes in their lifetime, usually with quite a few years in between each purchase. Even if you've done it before, laws and regulations change. REALTORS® handle hundreds of transactions over the course of their career.

### 7. Your rock during emotional moments.

A home is so much more than four walls and a roof. And for most people, property represents the biggest purchase they'll ever make. Having a concerned, but objective, third party helps you stay focused on the issues most important to you.

# Why Choose Us

In 2005 we began surveying buyers and sellers; 100 percent of our clients said they would choose **GARDEN CITY REALTY** again to purchase or sell their property – and many of them already have. **GARDEN CITY REALTY**'s undisputed reputation of integrity, professionalism and trust is confirmed time after time by the buyers and sellers who choose us for all of their real estate needs.

## THE RIGHT AGENT

Although **GARDEN CITY REALTY** specializes in beach properties, our agents have various real estate backgrounds and areas of expertise to locate the right buyer for your property or help you find the home of your dreams – regardless of the property type. All of our agents have earned distinguished real estate designations† and several have been recipients of prestigious recognitions such as REALTOR of the Year and REALTOR Image Award. Our agents' commitment to excellence is demonstrated by their dedication to continued education ensuring our clients are well-informed.

**GARDEN CITY REALTY**'s sales agents are actively involved in real estate and community organizations. Throughout the years we have had the distinct honor of four agents serving as President of the Coastal Carolinas Association of REALTORS®. Our agents are active in various state and local REALTOR association committees as officers or members as well. †Broker, Broker Associate, GRI, ABR, RRS, CRS, RSPS, SFR, SRES and REOS.

## THE RIGHT AFFILIATIONS\*

As a member of the Coastal Carolinas Association of REALTORS®, South Carolina Association of REALTORS®, National Association of REALTORS®, an affiliate of Leading Real Estate Companies of the World®, RELO Direct®, and Luxury Portfolio International®, **GARDEN CITY REALTY**

has the connections and experience to assist home buyers and sellers anywhere in the world. Look no further than **GARDEN CITY REALTY** to help you find your ideal primary home, secondary home or investment property.

## STATISTICS THAT TELL THE STORY\*\*

In 2017, the average sales price of a residential property in the Multiple Listing Service (MLS) was \$246,387\*. **GARDEN CITY REALTY**'s average sales price was \$354,465.

Since 2002 **GARDEN CITY REALTY** has ranked in the top 5 percent of total MLS sales volume for the Grand Strand area. All of Garden City Realty's agents rank among the top 24 percent of total sales volume.

Since 2002, **GARDEN CITY REALTY** has had more than \$581.5 million in real estate sales in the Murrells Inlet, Garden City Beach and Surfside Beach areas,\*\* involving an impressive \$13 million more in sales than our closest competitor.

**WHY WE BELIEVE WE CAN FIND THE RIGHT BUYER FOR YOUR PROPERTY**

**GARDEN CITY REALTY** has been bringing satisfied buyers and sellers together for more than 45 years. What makes us confident in our ability to assist you in the purchase or sale of your property is the reputation we've built within the industry and community.

\*\*Statistics provided by the Coastal Carolinas Association of REALTORS Multiple Listing Service. \*\*\*Zones 26A,27,28,29 and 40 as identified in the Coastal Carolinas Association of REALTORS Multiple Listing Service. Leading Real Estate Companies of the World® is a global real estate network connecting nearly 700 of the best-known local and regional real estate firms, with 5,000 offices and 145,000 sales associates in the U.S. and 35 other countries. LeadingRE is the country's largest network of residential real estate firms. RELO Direct® is a premier relocation management company owned and operated by Leading Real Estate Companies of the World®. Luxury Portfolio International® is the luxury face of Leading Real Estate Companies of the World® the largest global network of premier locally branded companies dominated by many of the world's most powerful independent luxury brokerages. \*Coastal Carolinas Association of REALTORS®, South Carolina Association of REALTORS®, and National Association of REALTORS® is a trade association of REALTORS® and other professionals from related industries united and dedicated to provide knowledgeable and ethical real estate services to consumers and fellow REALTORS®



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