



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 47 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 office 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 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 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 400 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 company 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 15 sales professionals, all 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



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 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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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

614 Atlantic Ave	218 Double Eagle Dr	326 Lenox Dr	318 Rycola Cir	1990 N Waccamaw Dr
11943 Grandhaven Dr	1890 Auburn Ln	586 Francis Parker Rd	412 Katie Dr	514 S Hollywood Dr
49 Wall St	920 N Waccamaw Dr	1643 Wood Thrush Dr	191 Ocean Commons Dr	1059 W Longwood Bluffs Cir
780 Highway 17 Business	4634 Greenbriar Dr	128 Wagon Wheel Ln	1415 Powhatan Dr	212 Old Augusta Dr
1308 Restful Ln	23 Pinehurst Ln	9236 Greeneedle Pl	558 Carnaby Lp	500 Bay Drive Ext
6850 Blue Heron Blvd	698 Riverwalk Dr	1529 C Palmina Lp	634 Sunny Pond Ln	318 34th Ave N
500 Pinehurst Ln	4839 Carnation Cir	121 Mayberry Ln	1008 Beauvoir Ln	318 S Dogwood Dr
1535 Crystal Lake Dr	3009 Davidson Trail	1674 Sedgfield Dr	5006 S First St	1690 N Waccamaw Dr
1850 Colony Dr	58 Peter Horry Ct	326 Whitchurch St	540 Parkersville Rd	1690 N Waccamaw Dr
510 Fairwood Lakes Dr	4383 Daphne Ln	10 Pioneer Ln	1134 Plantation Dr	1398 Basin Dr
500 Fairway Village Dr	7 Cane Break Way	248 Kings Crossing Lp	415 Buck Run Rd	1690 N Waccamaw Dr
510 Fairwood Lakes Dr	815 Waccamaw Dr	1037 Rosehaven Dr	504 Crawley Pl	2027 Silver Island Way
821 Nandina Dr	Lot 9 Cedar Point Ave	120 Sunset Square	170 Ocean Commons Dr	2820 McLeod Ln
2262 Andover Dr	1044 Manassas Dr	82 Mingo Dr	5134 Wesley Rd	1690 N Waccamaw Dr
144 Highwood Cir	9739 Kings Grant Dr	1647 S Waccamaw Dr	448 Reedy River Rd	1672 Edgewood Dr
510 Fairwood Lakes	9501 Shore Dr	11175 McDowell Short Cut Rd	213 Sutter Dr	Champions Village Dr
1201 Erin Way	9400 Shore Dr	417 Accord St	204 Hull St	1142 Club Cir
549 White River Dr	4440 Lady Banks Ln	941 British Ln	4032 Alvina Way	4516 Wagon Run Cir
1100 Deer Creek Rd	123 N Dogwood Dr	1408 Snowy Egret Dr	1620 N Waccamaw Dr	411 Parsonage Ln
12134 N Highway 905	5064 Wesley Rd	70 Mingo Dr	164 Easy St	4579 Firethorne Dr
410 Luttie Rd	4225 Coquina Harbor Dr	236 Jessica Lakes Dr	1690 N Waccamaw Dr	96 Grey Moss Rd
3694 Clay Pond Village Ln	1510 S Ocean Blvd	502 N Waccamaw Dr	1620 N Waccamaw Dr	4 Cottage Dr
1801 Tradewind Ct	108 Scotch Broom Dr	1023 Plantation Dr	660 Cocas Dr	117 Grey Moss Rd
1356 Glens Bay Rd	6620 Greenslake Point	1029 Ray Costin Way	176 Avian Dr	6548 Pozzallo Pl
1850 Colony Dr	5905 S Kings Hwy	4349 Willoughby Ln	204 Shenandoah Dr	315 Broadway St
30 Seaway Ln	3805 Mayfield Dr	1024 Meadowoods Dr	611 William Dallas Ave	1744 S Waccamaw Dr
0 Kenworth Cir	903 N Waccamaw Dr	153 Barclay Dr	1210 N Waccamaw Dr	1307 Havens Dr
549 Gilmore Ave	1424 Leatherman Rd	912 N Waccamaw Dr	604 Chatman Ct	460 Chamberlin Rd
1101 N 2nd Ave N	468 E Surfwind Dr	7958 Leeward Ln	6462 Somersby Dr	2201 Maybank Cir
4576 Sandy Ln	TBD Umoja Ln	239 Gresham Ln	748 Cherry Blossom Dr	114 Hagar Brown Rd
Lot 7 Yaupon Ave	1226 Harvester Cir	612 S 14th Ave S	709 Mount Gilead Rd	117-A 12th Ave S
105 Fountain Pointe Ln	125 Ella Kinley Cir	4531 Fringetree Dr	280 Simplicity Dr	827A N Waccamaw Dr
120 N Dogwood Dr	4840 Moss Creek Lp	307 Burchwood Ln	825 Waccamaw River Rd	145 South Dunes Dr
205 Beach Walk Pl	1210 North Waccamaw Dr	313 Rycola Cir	580 Mary Lou Ave	414 S Dogwood Dr
3709 Highway 17 Business	105 Jamestowne Landing Rd	563 Bend Ave	50 Tupelo Rd	166 Knotty Pine Way
1905 S Ocean Blvd	1210 N Waccamaw Dr	178 Camrose Way	257 Dornoch Dr	675 Wedgewood Dr
1286 River Oaks Dr	1620 N Waccamaw Dr	114 B Parmelee Dr	1780 N Waccamaw Dr	633 South Waccamaw Dr
120 N Dogwood Dr	100 Ella Kinley Cir	3884 Highway 17 Business	624 Seabreeze Dr	318 N Oak Dr
67 Barlow Ct	27 Oak Landing Trail	1012 N Waccamaw Dr	108 Shenandoah Dr	324 S Waccamaw Dr
120 Lazy Willow Ln	17 Pistachio Lp	657 Misty Hammock Cir	1321 S Ocean Blvd	402 S Dogwood Dr
6801 Creekwatch Rd	617 Cypress Dr	1027 Lakeside Dr	1012 N Waccamaw Dr	660 S Dogwood Dr
3881 Spanner Way	200 Nut Hatch Ln	329 Truce St	321 Southern Breezes Cir	1206 S Waccamaw Dr
504 N 30th Ave N	829 Marlin Ct	333 Cardita Lp	1690 N Waccamaw Dr	540 S Waccamaw Dr
TBD 30th Ave N	3960 Camden Dr	4498 Fringetree Dr	230 Simplicity Dr	1514-B S Ocean Blvd
1757 Running Water Dr	10 Loganberry Ct	5150 Berkeley Ct	1614 Club Cir	1943 S Waccamaw Dr
627 N Waccamaw Dr	1135 Blue Stem Dr	1210 N Waccamaw Dr	109 Summerlight Dr	973 S Waccamaw Dr
1930 Bent Grass Dr	1509 N Waccamaw Dr	253 Southern Breezes Cir	168 Chapel Ridge Cir	909 S Waccamaw Dr
2050 Cross Gate Blvd	1690 N Waccamaw Dr	392 Silver Sands Ln	995 Longwood Bluffs Cir	8500 Margate Cir
701 S 13th Ave N	6047 Quinn Rd	1029 Ray Costin Way	521 16th Ave N	1906 S Waccamaw Dr
1925 Bent Grass Dr	8514 Ternberry Dr	201 Avery Dr	1690 N Waccamaw Dr	1073 S Waccamaw Dr
1789 Running Water Rd	1210 N Waccamaw Dr	321 Sanctuary Ct	2396 Goldfinch Dr	2252 Oyster Cv
5905 S Kings Hwy	205 Bittersweet Ln	120 Haig Ct	212 Stormy Seas Ct	2201 S Waccamaw Dr
	1409 Harvester Cir	108 Ocean Commons Dr	149 Calhoun Dr	1290 S Waccamaw Dr
	502 N Waccamaw Dr	1844 Riverport Dr	274 Outboard Dr	1087 S Waccamaw Dr
		407 Rycola Cir	3805 S Ocean Blvd	

Testimonials

“Lee Hewitt and the rest of the **GARDEN CITY REALTY** group are the best in the Grand Strand Real Estate business. A true pleasure to work with and such professionals at what they do.”

- Surfside Beach

“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

“[Our agent] and the staff at **GARDEN CITY REALTY** are the very best. We purchased our “dream condo” with their help. We now consider them friends as well as our Realtors. Thank you!”

- Arlington, VA

“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 [our agent] 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

“If it were not for [our agent] and the staff of **GARDEN CITY REALTY**, we don’t know if we would be here! Thanks to all.”

- Murrells Inlet, SC

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

- Murrells Inlet, SC

“I would tell anyone interested in Real Estate in Myrtle Beach area to contact **GARDEN CITY REALTY** and [our agent] in particular. She worked very hard for us and is a fine representative of your company.”

- Lancaster, PA

“We have used **GARDEN CITY REALTY** for 30 years and love them! We just sold my mom’s condo successfully after managing it for 30 years! We love you all! [Our agent] is awesome! She was a real pleasure to work with! May God bless her!”

- 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

“[Our agent] was outstanding, always available, always quick to respond. Definitely would recommend!!”

- Murrells Inlet, 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® and, one as the 2019 South Carolina REALTORS® President. 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**

With more than one-billion dollars in total sales volume for the Grand Strand area since 2000, **GARDEN CITY REALTY**'s overall Multiple Listing Service (MLS) ranking is within the top three percent (of active firms with sales between January 1, 2000 – January 9, 2020). Concurrently, **GARDEN CITY REALTY** has had more than \$845 million in real estate sales in the Murrells Inlet, Garden City Beach and Surfside Beach areas alone, involving an impressive \$92.7 million more in sales than our closest competitor.

In 2019, **GARDEN CITY REALTY** ranked within the top five percent of total sales volume for all of MLS and all its agents ranked within the top 35 percent. The average sales price of a residential property in the MLS was \$234,541, while **GARDEN CITY REALTY**'s average sales price was \$289,401.

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

GARDEN CITY REALTY has been bringing satisfied buyers and sellers together for nearly five decades. 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 26,27,28,29 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 565 of the best-known local and regional real estate firms, with 4,300 offices and 130,000 sales associates in the US and 70 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®

