



Garden City Realty, Inc.

Finding Your *Dream* Home



A Full-Service Real Estate Firm with World-Renowned Affiliations and a Global Referral Network



Since 1973, **GARDEN CITY REALTY** has been a leader in assisting buyers and sellers attain incredible real estate opportunities along the Grand Strand.

As a member of the Coastal Carolina Association of REALTORS, an affiliate of Leading Real Estate Companies of the World, Luxury Portfolio International, and RELO Exchange, **GARDEN CITY REALTY** has the connections and experience to assist home buyers and sellers anywhere in the world.

With more than \$1 billion dollars in sales volume* it's easy to see why **GARDEN CITY REALTY** consistently ranks as one of the area's top-producing real estate companies.

Experience the Garden City Realty *Difference* yourself and find out what makes our team of REALTORS the No. 1 Real Estate Company on the Grand Strand.

*Garden City Realty has more than \$1 billion dollars in total sales volume in the Grand Strand area since 2001. This statistic is provided by the Coastal Carolinas Association of REALTORS Multiple Listing Service.

Our Team



W. LEE HEWITT

Broker-In-Charge, CRS, GRI
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843-652-4236

“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

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 48 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 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 of whom 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 home's 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" (skylights, trayed ceilings, etc)

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6. Recommend you include **earnest money** when submitting your offer (typically 1 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 the seller.

Often it is best to get quotes for repairs and request a 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 *
- Homeowners 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
- Homeowners 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

480 Myrtle Ave	947 Longwood Bluffs Cir	3950 Murrells Inlet Rd	805 Honey Locust Ct	19 Pistachio Lp
1087 S Waccamaw Dr	1690 N Waccamaw Dr	7005 Swansong Cir	236 Jessica Lakes Dr	105 Jamestowne Landing Rd
4703 S Ocean Blvd	2848 McLeod Ln	2801 S Ocean Blvd	941 British Ln	4840 Moss Creek Lp
2201 S Waccamaw Dr	9994 Beach Club Dr	3801 Park Pointe Ave	3694 Old Kings Hwy	125 Ella Kinley Cir
1234 S Waccamaw Dr	1690 N Waccamaw Dr	1108 N Waccamaw Dr	6001-M42 S Kings Highway	TBD Umoja Ln
867 S Waccamaw Dr	1398 Basin Dr	164 Easy St	4315 S Ocean Blvd	1424 Leatherman Rd
2252 Oyster Cove	332 57th Ave N	671 Pamlico Ct	136 Woodland Park Lp	5786 Longwood Dr
1073 S Waccamaw Dr	216 Ponte Vedra Dr	311 Stonebridge Dr	1647 S Waccamaw Dr	3805 Mayfield Dr
1906 S Waccamaw Dr	1742 Suncrest Dr	448 Reedy River Rd	1919 Tree Cir	5598 Dogwood Cir
909 S Waccamaw Dr	4762 Highway 17 Bus	4284 Brook Dr	82 Mingo Dr	2708 Austin Ave
1894 Dolphin St	3013 Purity Place Lp	242 Stephanie Lp	611 Woodland Dr	643 Woodmoor Dr
792 Preservation Cir	605 Indigo Bay Cir	1108 N Waccamaw Dr	1621 Pheasant Point Ct	6644 East Sweetbriar Trail
1114 S Waccamaw Dr	104 Wicklow Dr	170 Ocean Commons Dr	248 Kings Crossing Lp	6612 Wood Duck Cove
1206 S Waccamaw Dr	500 Bay Drive Ext	504 Crawley Pl	6001 Ocean Blvd N	43 Bannockburn Dr
660 S Dogwood Dr	212 Old Augusta Dr	415 Buck Run Rd	128 Puffin Dr	8650 S Bridge Dr
165 Bonnyneck Dr	844 Fieldgate Cir	1480 Sedgefield Dr	10 Pioneer Ln	1510 S Ocean Blvd
357 Spivey Ave	759 Berkshire Ave	293 Southern Breezes Cir	233 Cabo Lp	5064 Wesley Rd
633 South Waccamaw Dr	514 S Hollywood Dr	1134 Plantation Dr	326 Whitchurch St	123 N Dogwood Dr
4 Caleb Ct	6001- A6 S Kings Hwy	540 Parkersville Rd	91 Palasades Lp	9400 Shore Dr
675 Wedgewood Dr	274 Outboard Dr	1008 Beauvoir Ln	1674 Sedgefield Dr	513 N 3rd Ave N
115 S Yaupon Dr	168 Lake Pointe Dr	634 Sunny Pond Ln	121 Mayberry Ln	815 Waccamaw Dr
166 Knotty Pine Way	2015 Suwanee Ct	558 Carnaby Lp	625 Chiswick Dr	1507 Elizabeth Dr
TBD Longwood Dr	596 Hickman St	1501 South Waccamaw Dr	1529 C Palmina Lp	7 Cane Break Way
82 Compass Ct	149 Calhoun Dr	191 Ocean Commons Dr	9236 Greeneedle Pl	505 Woodholme Dr
827A N Waccamaw Dr	592 Hickman St	1415 Powhatan Dr	10 N Oak St	1880 Auburn Ln
5123 Highway 17 Bus	521 16th Ave N	412 Katie Dr	1643 Wood Thrush Dr	1943 Bent Grass Dr
117-A 12th Ave S	1012 Waccamaw Dr	318 Rycola Cir	326 Lenox Dr	3009 Davidson Trail
1411 N Waccamaw Dr	49 Wall St	407 Rycola Cir	920 N Waccamaw Dr	58 Peter Horry Ct
77 Cascade Dr	1715 Shinnecock Dr	1844 Riverport Dr	58 Tall Pines Way	4800 S Ocean Blvd
4346 Hunters Wood Dr	6095 Tramonto St	121 Sunset Square	1409 Harvester Cir	3301 Sweetwater Blvd
105 Crab Dr	1846 Parish Way	699 Flamingo Ct	4801 N Ocean Blvd	1880 Auburn Ln
1990 N Waccamaw Dr	45 Tupelo Rd	201 Avery Dr	520 Uniola Dr	654 River Oaks Dr
1802 Dolphin St	2014 Suwanee Ct	1029 Ray Costin Way	1210 N Waccamaw Dr	1870 Auburn Ln
1307 Havens Dr	571 Hickman St	392 Silver Sands Ln	1012 N Waccamaw Dr	1890 Auburn Ln
460 Chamberlin Rd	230 Simplicity Dr	4200 Highway 430	136 Birch N Coppice Dr	920 N Waccamaw Dr
832 Mount Gilead Rd	1690 N Waccamaw Dr	436 Shaft Pl	1690 N Waccamaw Dr	120 N Dogwood Dr
114 B Dogwood Dr S	4576 Sandy Ln	5129 Morning Frost Pl	1700 N Ocean Blvd	361 Sea Marsh Rd
1744 S Waccamaw Dr	620 8th Ave S	4498 Fringetree Dr	1509 N Waccamaw Dr	1789 Running Water Dr
315 Broadway St	3836 Journeys End Rd	333 Cardita Lp	1020 Cedar Dr S	1925 Bent Grass Dr
6548 Pozzallo Place	1944 Candy Ln	1027 Lakeside Dr	3960 Camden Dr	404 Delton Dr
117 Grey Moss Rd	321 Southern Breezes Cir	3884 Highway 17 Bus	169 Olde Towne Way	1930 Bent Grass Dr
4331 Hunters Wood Dr	656 Harbor Bay Dr	114 B Parmelee Dr	17 Pistachio Lp	1203 Pinegrove Dr
1581 S Waccamaw Dr	6433 Somersby Dr	178 Camrose Way	439 Deer Watch Cir	3881 Spanner Way
943 Longwood Bluffs Cir	9570 Shore Dr	563 Bend Ave	1582 S Waccamaw Dr	6801 Creekwatch Rd
96 Grey Moss Rd	114 Clamdigger Lp	313 Rycola Cir	27 Oak Landing Trail	2401 S Ocean Blvd
956 Shipmaster Ave	108 Shenandoah Dr	720 N Waccamaw Dr	1210 N Waccamaw Dr	67 Barlow Ct
645 Retreat Beach Cir	624 Seabreeze Dr	4531 Fringetree Dr	100 Ella Kinley Cir	922A Fairwood Lakes Dr
1620 N Waccamaw Dr	257 Dornoch Dr	239 Gresham Ln	1304 Teal Ct	120 N Dogwood Dr
4579 Firethorne Dr	50 Tupelo Rd	912 N Waccamaw Dr	1512 Stilley Cir	1286 River Oaks Dr
4496 Trotters Ct	825 Waccamaw River Rd	1310 N Waccamaw Dr	308 Kildare Ct	1501 S Ocean Blvd
154 Cypress Ave	6462 Somersby Dr	7958 Leeward Ln	141 Ella Kinley Cir	339 Yucca Cir
1690 N Waccamaw Dr	523 Botany Lp	153 Barclay Dr	803 Wilshire Ln	368 McFarlan Cir
1398 Basin Dr	1210 N N Waccamaw Dr	4349 Willoughby Ln	4942 Southgate Pkwy	4707 Cobblestone Dr
2820 McLeod Ln	204 Shenandoah Dr	1029 Ray Costin Way	1210 North Waccamaw Dr	Lot 7 Yaupon Ave
2027 Silver Island Way	611 William Dallas Ave	1023 Plantation Dr	60 Crane Dr	4576 Sandy Ln

Testimonials

"[Our agent] at **GARDEN CITY REALTY** was very helpful, courteous and knowledgeable. I would recommend [the agent] when looking in the Myrtle Beach area."

- Allentown, PA

"[Our agent] was excellent in pre-screening according to the parameters I set and we were able to narrow down to about 18 properties before going out to look. I found the house for me first day out and am now happy in my new home! Thanks."

- North Myrtle Beach, SC

"This is my third unit in three years!"

- PA

"[Our agent] was an absolute god-send. [They were] professional, kind, tolerant, extremely knowledgeable and a joy to work with. [They] treated us like family and we feel [the agent] is a part of ours now as well."

- Pittsburgh, PA

"We were very well pleased with **GARDEN CITY REALTY** and our agent. [Our agent] went out of their way to help us. Thank you very much."

- Myrtle Beach, SC

"[Our agent] was fantastic and sold our house in less than a month! We had a contract within days to sell the same month! Could not be happier with the help and the process! Thanks!"

- Surfside, SC

"[Our agent] did a wonderful job in helping us find a home."

- Flemmington, NJ

"[Our agent] has been a longtime friend and found a home for myself and my late husband years ago. [They have] been actively proactive in assisting me to find a new home and we finally did. [They are] one of the best real estate agents I have had the pleasure to work with. This is my fourth home settlement and [the agent] was by far the best! I know how hard Realtors work as my dad was a Realtor who sold large

farms and residential parcels. Your realty company should be proud of what [they] brings to [their] clients everyday!"

- Elkton, MD

"[Our agent] was excellent!"

- Murrells Inlet, SC

"[Our agent] was outstanding! This was by far the easiest and most pleasant experience we've had buying real estate. [The agent] was very knowledgeable and helpful throughout the process and beyond."

- Charlotte, NC

"[My agent] was absolutely fantastic to work with. Brought and sold with [the agent], a pleasure to deal with."

- Huntersville, NC

"[Our agent] is one of the best. [They are] very knowledgeable and patient. [They] helped us secure maintenance and repairs for our house with reliable and fairly priced service. [The agent] said our house would sell and it did!"

- Kernersville, NC

"[My agent] was a true pleasure to work with. [They] went above and beyond to find my perfect investment property. I would highly recommend [my agent] to others."

- Garden City, SC

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

- Garden City Beach, SC

"[My agent] knows the Murrells Inlet area very well. Once [the agent] has all the information [they] need, [they] work very fast for [their] clients. [The agent] was very patient and very helpful through out the entire process. [The agent] is always very responsive to calls, texts and emails. I had a very positive experience! [The agent] is a gem to the area and to **GARDEN CITY REALTY**"

- 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 \$1 billion dollars in total sales volume for the Grand Strand area since 2001, **GARDEN CITY REALTY**'s overall Multiple Listing Service (MLS) ranking is within the top 3 percent (of active firms with sales between Jan. 1, 2001–Dec. 31, 2020). Concurrently, **GARDEN CITY REALTY** has had more than \$914 million in real estate sales in the Murrells Inlet, Garden City Beach and Surfside Beach areas alone, involving an impressive \$74.3 million more in sales than our closest competitor.

In 2020, **GARDEN CITY REALTY** ranked within the top 4 percent of total sales volume for all of MLS. The average sales price of a residential property in the MLS was \$298,083, while **GARDEN CITY REALTY**'s average sales price was \$490,930. The office percentage of sale price to list price (list side) was 94.25 percent.

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®

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