



Garden City Realty, Inc.

Getting Your Home *Sold*



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

With **GARDEN CITY REALTY**, you don't just get an agent, you get a whole team of experts. Collectively, we will market your home and, more importantly, get it sold.

OBJECTIVES

Assist in getting as many qualified buyers as possible into your home until it is sold.

Communicate with you weekly the results of our activities.

Assist you in negotiating the highest dollar value between you and the buyer.

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. Price your home competitively to open the market of prospective home buyers versus narrowing it.

Five reasons a home sells: *(you control four)*

- Location of the property
- Price of the property
- Terms of the sale
- Condition of the property
- The agent you select

Things that don't necessarily affect value:

- Your original cost
- The cost to rebuild today
- Personal attachment
- Certain types of improvements
- Your investment in improvement

Things that do affect value:

- Condition and appeal
- Quality
- Construction and layout
- Location, proximity to commercial
- Supply and demand

Overpricing:

- Reduces the amount of showings
- Reduces advertising response
- Helps sell the competition
- Discourages interested buyers
- Extends market time
- Eliminates offers
- Can cause appraisal problems

2. Suggest and advise you on all changes to your property to net you the highest possible price and help you arrange a pre-listing inspection.

3. Introduce and promote your home to **GARDEN CITY REALTY's** agents, including property tours with the office's top-ranked agents, as well as local agents, and people who have signed up on our Websites.

4. Talk to potential buyers every day. Prospect and consistently speak with buyers actively looking to purchase a home in our marketplace.

5. Provide additional exposure and attract "drive-by buyers" by adding a professional sign and lock-box to your property.

6. Do everything possible to allow only pre-qualified buyers to enter your home.

7. Provide a wide range of financing opportunities to potential buyers.

8. Follow up with agents who have shown your home. Request feedback. Share both positive and negative feedback with you.

Our Marketing Plan

WHAT WE DO TO PROMOTE YOUR LISTING

GARDEN CITY REALTY provides a full-service marketing department, equipped to market your property through a variety of mediums to maximize exposure to local, national, and international markets.

MULTIPLE LISTING SERVICES (MLS)

GARDEN CITY REALTY's MLS membership enables us to market your home to real estate professionals by sharing information with other members in our region. As the principal tool used by agents when searching homes for buyers, MLS is perhaps the most vital instrument in displaying and promoting your property.

Every home for sale listed by a local real estate association member, unless it is specifically exempted from MLS, will be listed in MLS. However, only members including real estate agents and other professional affiliates can access MLS, but that doesn't mean a home buyer or home seller can't get the same information - just not directly.

The local MLS real estate association is the Coastal Carolinas Association of REALTORS.

VIRTUAL TOURS

As one of the only real estate offices along the Grand Strand that includes a virtual tour with our property listing, **GARDEN CITY REALTY** provides more inclusive exposure of our properties than any of our competitors. The virtual tour allows home buyers to pre-tour properties in the privacy of their own home with panoramic views that provide perspectives simply not possible with still photos.

GARDEN CITY REALTY WEBSITES

According to the 2020 National Association of REALTORS® Profile of Home Buyers and Sellers, the share of home buyers who used the Internet to search for a home increased to an all-time high of 97 percent.

Our search site, **BestCoastalCarolinasHomeSearch.com**, gives home buyers the ability to create their own account and enjoy free access to search all listings within MLS. With enhanced features like auto-notifications for new real estate listings, price and status changes, as well as saved custom search options to tailor content, buyers can see only the properties and areas they're interested in most.

In 2020, more than 114,600 unique users visited **BestCoastalCarolinasHomeSearch.com**, completing more than 274,000 sessions and nearly 481,000 page views.

All properties listed with **GARDEN CITY REALTY** are also featured on our branded Website. Each listing includes the property information, interior and exterior photographs, a virtual tour, and contact information for immediate access to the listing agent and sales office. To visit our Website please go to GardenCityRealty.com.

Receiving more than 3.6 million page views and more than 776,000 visits in 2020, GardenCityRealty.com ranks among the top searched Websites for real estate in our market. Our impressive organic and direct traffic, as well as paid and referral, help to give our site a greater presence on the Web for maximum optimization.

Our **luxury properties**, listed at 1 million or more, are also promoted on our affiliate Website www.LuxuryPortfolio.com. In 2020, our 25 featured properties received nearly 11,300 visits from 36 countries, 91 regions/states, 403 cities, and 2 currencies.

Through our affiliations with MLS and Leading Real Estate Companies of the World® (LeadingRE), our listings are syndicated to additional sites that include but are not limited to: REALTOR.com, LeadingRE.com, Zillow.com, Trulia.com, HomeFinder.com, and Homes.com.

ONLINE MARKETING

Working together with our Website developers, **GARDEN CITY REALTY** leverages Web-based channels to spread a message about our company's brand, listings, and services to potential customers. The methods and techniques used for Online marketing include Email, social media, display advertising, search engine optimization, Google AdWords, Bing, and more.

EMAIL MARKETING

GARDEN CITY REALTY uses Email marketing to promote listings, build brand awareness, nurture relationships, generate leads, as well as motivate prospective and existing customers to take some type of action to contact our office and agents.

SOCIAL MEDIA MARKETING

GARDEN CITY REALTY uses Facebook, Twitter, Pinterest, Instagram, WordPress, LinkedIn, and YouTube to promote listings, connect with our audience, build our brand, capture leads, and drive Website traffic.

DIRECT MAIL MARKETING

GARDEN CITY REALTY utilizes a variety of branded direct mail options that include standard and oversized postcards, flyers, newsletters, and cards. We tailor our mailing lists to target specific areas that will expose your property to more buyers.

PRINT MEDIA

GARDEN CITY REALTY advertises its listings with regional media, based accordingly on total market coverage and readership. Our goal is to provide maximum exposure to each of our listings by selecting the most appropriate media suitable to the individual needs of each property.

GARDEN CITY REALTY maintains a wide-ranging database of media contact information for publications whose print and Web presence captures an audience most appropriate for our marketing requirements. Taking into account reader demographics and market research statistics, **GARDEN CITY REALTY** selects the appropriate media to advertise for our real estate market. In addition, we employ demographics gathered from our own vacation rental and sales departments, making every effort to target both out-of-town and local residents.

IN-HOUSE MARKETING

All of **GARDEN CITY REALTY**'s listings are publicized in a slide-presentation that is maintained daily, is continuously shown in our sales lobby, and exposes your property to thousands of visitors each year.

Every **GARDEN CITY REALTY** listing is featured in our property handout and provided to potential clients inquiring about the local real estate market.

GARDEN CITY REALTY has access to an estimated 60,000* potential buyers annually through our Vacation Rental department. History has shown that visitors often return to **GARDEN CITY REALTY** to invest in their own beach property. **Based on total arrivals/reservations and the average sleep capacity of our total active units (1/1/19-12/31/19).*

About LeadingRE

OUR AFFILIATION WITH LEADING REAL ESTATE COMPANIES OF THE WORLD®

As an affiliate of Leading Real Estate Companies of the World®, our brokerage is a local and global market leader working on your behalf. LeadingRE's world-class marketing resources and connections allow us to provide you with a truly exceptional real estate experience.

HIGHLIGHTS

- More #1 market share companies in top markets than any network
- 10 of the top 25 real estate companies in the U.S.
- Top-rated luxury real estate program
- Award-winning learning platform, Institute, recognized by Training Magazine



Leading Real Estate Companies of the World® (LeadingRE) is the home of the world's market-leading independent residential brokerages in more than 70 countries, with 550 firms and 135,000 sales associates producing 1.1 million global transactions. Their by-invitation-only network is based on the unparalleled performance and trusted relationships that result in exceptional client experiences.

In 1997, 50 of the largest brokerage firms in the United States left a major industry network in order to launch what later became Leading Real Estate Companies of the World® with the goal of controlling their own destiny and creating a network comprised of only the best locally- and regionally-branded firms focused on raising the bar in real estate. Today, they lead the industry in reputation and a long list of metrics related to sales, market coverage, and more. LeadingRE's mantra is "Making the Best Brokerages Better," by providing these leading local brands with world-class business resources and national and global connections.

At a time when a lot of people talk about being "global,"

LeadingRE truly lives it – having built a powerful international presence long before being global was in fashion. With members in over 70 countries, they have connections in all corners of the world – extending membership only to firms that are leaders in the markets they serve and share values like local insight, global view, trusted experience, and high performance.

Their international approach is seen throughout their operations. They maintain corporate offices in London and Singapore, in addition to their Chicago headquarters, and participate regularly in property shows around the world. Their corporate relocation company, RELO Direct®, manages employee moves for clients on nearly every continent. Their award-winning luxury property Website, LuxuryPortfolio.com, was among the first to feature property listings in nine languages and 60 currencies over a decade ago. Their events consistently draw a distinctively international audience, and their members have an industry-leading record of making client introductions across borders.

This world-wise approach has made them the "go to" real estate network not only for individual clients, but also for multinational corporations, investment groups, and relocation management companies.

LUXURY PORTFOLIO INTERNATIONAL®

Our network with Luxury Portfolio International connects us, and you, to the luxury experts and buyers in 800+ major cities from Bangkok to Barcelona — not just within one brand or company, but among the finest, most well-known leaders in each market. These relationships generate thousands of client introductions and billions in sales each year.

LuxuryPortfolio.com visitors have liquid assets of \$10.3 million and 69 percent own a second home. In the U.S. alone, LuxuryPortfolio.com curates more properties priced over \$1 million than any other luxury property network. Globally, they market approximately 50,000 properties annually.

LUXURY PORTFOLIO
INTERNATIONAL®

INDUSTRY-
LEADING
SALES.
WORLD-CLASS
SERVICE.

1.1 MILLION
GLOBAL TRANSACTIONS

550
COMPANIES

4,600
OFFICES

135,000
SALES ASSOCIATES

70
COUNTRIES

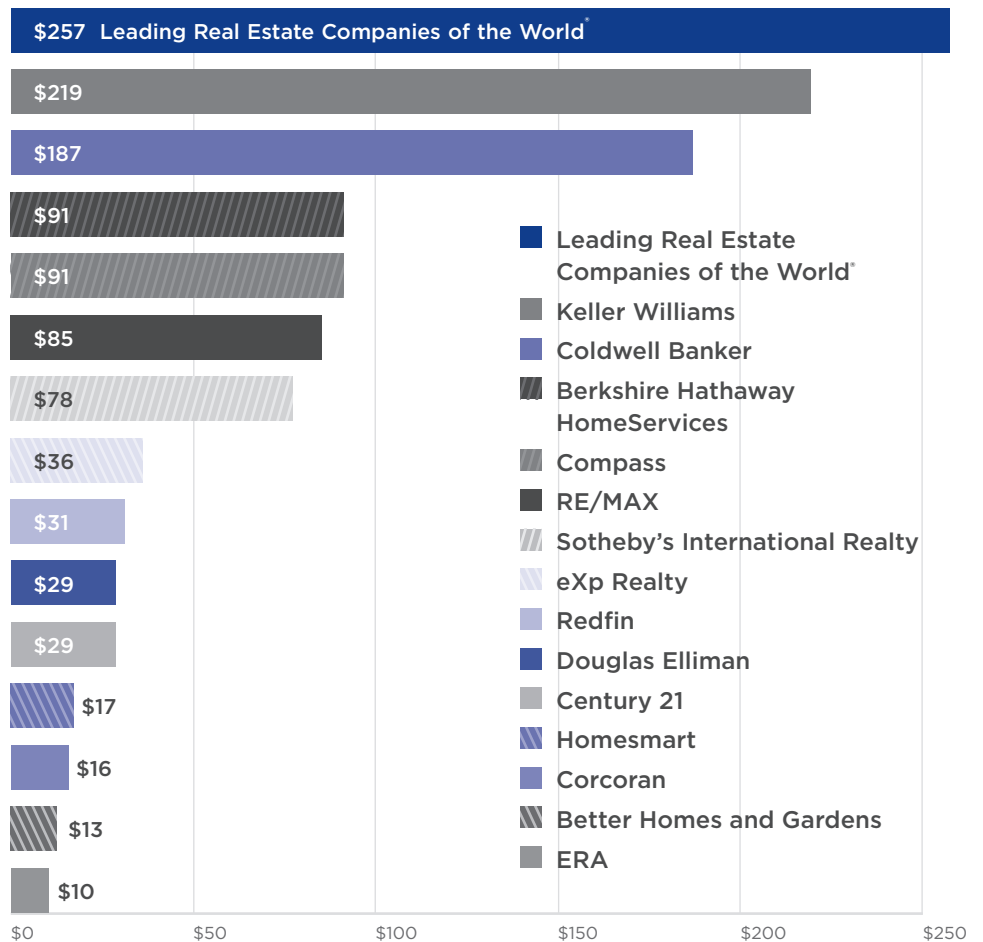
Leading
REAL ESTATE COMPANIES
OF THE WORLD

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C-Sales Volume. 04.20 Equal Housing Opportunity.



MORE U.S. HOME SALES VOLUME THAN ANY OTHER REAL ESTATE NETWORK, FRANCHISE OR BROKERAGE BRAND. \$257 BILLION IN U.S. HOME SALES VOLUME.

As an affiliate of Leading Real Estate Companies of the World®, our brokerage is a local and global market leader working on your behalf. LeadingRE's world-class marketing resources and connections allow us to provide you with a truly exceptional real estate experience.



Volume shown in billions of dollars.

This bar chart is sourced from REAL Trends 500 for 2019, realtrends.com.

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Leading
REAL ESTATE
COMPANIES
OF THE WORLD

 **Zillow**[®]

 **HomeFinder**
.com

 **BANKINGBRIDGE**


BACK AT YOU
MEDIA



Property
Shark[™]

 **comcast**
 **ON DEMAND**



Homes.com


realtor.com[®]

 **trulia**[®]


redefy[™]
REAL ESTATE

kahping[®]
your listing, your lead[®]

wikiREALTY

HOMES
& **LAND**

 **HomeWinks**[™]
The *EASY* Way to Find Homes for Sale

foreclosure.com[™]

 **Keyboom!**[™]
THE HOME SEARCH CHANNEL

Land And Farm

Assist **Sell**[®]

House
ValueStore

HomePath[®]
by Fannie Mae




hulilly

Relola

HARMONHOMES
—AND MORE—

 **agentdesks**

 **Point2**
Homes

zumper


HGTV

 **HomeSpotter**[®]


SHOWINGSUITE.COM

We'll get you results

A SAMPLE OF GCR LISTINGS THAT HAVE SOLD IN THE LAST TWO YEARS

480 Myrtle Ave	1411 N Waccamaw Dr	1690 N Waccamaw Dr	409 Retriever Ct	1010 Bay Dr	4498 Fringetree Dr
1087 S Waccamaw Dr	77 Cascade Dr	2848 McLeod Ln	969 Refuge Way	245 Jericho Ct	333 Cardita Lp
2209 S Waccamaw Dr	1510 Running Water Dr	9994 Beach Club Dr	4525 Ammons Ln	352 Simplicity Dr	1027 Lakeside Dr
4703 S Ocean Blvd	113 Crab Dr	1690 N Waccamaw Dr	1846 Parish Way	209 Appian Way	502 N Waccamaw Dr
2201 S Waccamaw Dr	4346 Hunters Wood Dr	1398 Basin Dr	200 Simplicity Dr	4549 Fringetree Dr	3884 Highway 17 Bus
2171 S Waccamaw Dr	105 Crab Dr	611 Broadway St	608 Serendipity Cir	671 Pamlico Ct	921 Bell Meade Dr
1234 S Waccamaw Dr	1990 N Waccamaw Dr	264 Splendor Cir	1780 N Waccamaw Dr	311 Stonebridge Dr	114 B Parmelee Dr
867 S Waccamaw Dr	1802 Dolphin St	23 Cyclamen Ct	45 Tupelo Rd	217 Appian Way	417 Arcadian Dr
861 S Waccamaw Dr	126 Creek Harbour Cir	3975 Murrells Inlet Rd	2014 Suwanee Ct	4284 Brook Dr	178 Camrose Way
387 Oak Moss Ct	460 Chamberlin Rd	332 57th Ave N	571 Hickman St	448 Reedy River Dr	563 Bend Ave
2159 S Waccamaw Dr	1307 Havens Dr	216 Ponte Vedra Dr	230 Simplicity Dr	242 Stephanie Lp	313 Rycola Cir
2252 Oyster Cove	1398 Basin Terrace	14 Opera Ct	1690 N Waccamaw Dr	1108 N Waccamaw Dr	570 Little Tony Ave
1073 S Waccamaw Dr	114 B Dogwood Dr S	1398 Basin Terrace	1115 S Hollywood Dr	100 Vista Oaks Ct	208 Whitchurch St
1906 S Waccamaw Dr	832 Mount Gilead Rd	1742 Suncrest Dr	40 Shady Moss Lp	311 Caldera Ct	720 N Waccamaw Dr
5002 S Ocean Blvd	139 S Dunes Dr	121 Osprey Watch Cir	4576 Sandy Ln	170 Ocean Commons Dr	4531 Fringetree Dr
625 S Waccamaw Dr	118A N Yaupon Dr	4762 Highway 17 Bus	620 8th Ave S	504 Crawley Pl	239 Gresham Ln
522 N Waccamaw Dr	315 Broadway St	4605 Carriage Run Cir	952 Wachesaw Rd	4111 S Ocean Blvd	1538 Gulf Stream Ct
1466 Basin Terrace	1744 S Waccamaw Dr	3013 Purity Place Lp	3834 Journeys End Rd	415 Buck Run Rd	7958 Leeward Ln
2010 Pompano Dr	6548 Pozzallo Place	120 Champions Village Dr	3836 Journeys End Rd	1480 Sedgfield Dr	1310 N Waccamaw Dr
909 S Waccamaw Dr	117 Grey Moss Rd	104 Wicklow Dr	1944 Candy Ln	293 Southern Breezes Cir	912 N Waccamaw Dr
2153 S Waccamaw Dr	4331 Hunters Wood Dr	605 Indigo Bay Cir	321 Southern Breezes Cir	1134 Plantation Dr	104 South Cove Pl
1894 Dolphin St	5299 Berkeley Ct	1690 N Waccamaw Dr	656 Harbor Bay Dr	540 Parkersville Rd	153 Barclay Dr
792 Preservation Cir	116 Lowcountry Lp	500 Bay Drive Ext	1690 N Waccamaw Dr	36 Easter Lilly Ct	4349 Willoughby Ln
1620 Dolphin St	4906 S Ocean Blvd	844 Fieldgate Cir	1690 N Waccamaw Dr	688 Sandberg St	1029 Ray Costin Way
831 S Waccamaw Dr	1581 S Waccamaw Dr	212 Old Augusta Dr	6433 Somersby Dr	1008 Beauvoir Ln	1023 Plantation Dr
1899 S Waccamaw Dr	100 Ocean Creek Dr	759 Berkshire Ave	9570 Shore Dr	262 Catawba River Rd	805 Honey Locust Ct
1114 S Waccamaw Dr	219A 16th Ave S	1398 Basin Dr	114 Clamdigger Lp	634 Sunny Pond Ln	512 Whale Ave
1206 S Waccamaw Dr	943 Longwood Bluffs Cir	105 Easy St	108 Shenandoah Dr	113E Parmelee Dr	941 British Ln
956 S Waccamaw Dr	956 Shipmaster Ave	514 S Hollywood Dr	624 Seabreeze Dr	558 Carnaby Lp	236 Jessica Lakes Dr
660 S Dogwood Dr	96 Grey Moss Rd	6001- A6 S Kings Hwy	495 Rum Gully Rd	3848 Barrington Ln	689 Flamingo Ct
165 Bonnyneck Dr	1690 N Waccamaw Dr	209 N Dogwood Dr	1690 N Waccamaw Dr	1501 South Waccamaw Dr	3694 Old Kings Hwy
252 Chapman Lp	1620 N Waccamaw Dr	274 Outboard Dr	257 Dornoch Dr	12A Billfish Ct	6001-M42 S Kings Highway
421 Silver Creek Ln	1690 N Waccamaw Dr	168 Lake Pointe Dr	414 Dornoch Dr	191 Ocean Commons Dr	136 Woodland Park Lp
357 Spivey Ave	645 Retreat Beach Cir	2015 Suwanee Ct	50 Tupelo Rd	1415 Powhatan Dr	4315 S Ocean Blvd
429 Vereen Rd	1620 N Waccamaw Dr	596 Hickman St	825 Waccamaw River Rd	412 Katie Dr	1919 Tree Cir
633 South Waccamaw Dr	117 Champions Village Dr	149 Calhoun Dr	1970 Governors Landing Rd	318 Rycola Cir	1647 S Waccamaw Dr
624 S Dogwood Dr	1008 E Isle of Palms Dr	1620 N Waccamaw Dr	6462 Somersby Dr	407 Rycola Cir	82 Mingo Dr
4 Caleb Ct	4579 Firethorne Dr	455 Hyacinth Lp	523 Botany Lp	1844 Riverport Dr	611 Woodland Dr
1868 Dolphin St	176 Cedar Point Ave	25 Killian Ct	921 Refuge Way	4616 Fringetree Dr	1000 N Waccamaw Dr
675 Wedgewood Dr	1398 Basin Terrace	4521 Firethorne Dr	1210 N N Waccamaw Dr	1019-A Kelly Ct	248 Kings Crossing Lp
740 Elizabeth Dr	4496 Trotters Ct	6372 Longwood Dr	204 Shenandoah Dr	121 Sunset Square	1621 Pheasant Point Ct
115 S Yaupon Dr	1020 S Ocean Blvd	592 Hickman St	3950 Murrells Inlet Rd	699 Flamingo Ct	6001 Ocean Blvd N
732 S Dogwood Dr	5836 Rosewood Dr	11 Orchard Ave	611 William Dallas Ave	376 Firenze Lp	1135 Blue Stem Dr
166 Knotty Pine Way	77 Hopeland St	1012 Waccamaw Dr	7005 Swansong Cir	1310 N Waccamaw Dr	Lot 1 Elizabeth Dr
1846 S Waccamaw Dr	312 Underwood Dr	521 16th Ave N	2801 S Ocean Blvd	201 Avery Dr	128 Puffin Dr
TBD Longwood Dr	154 Cypress Ave	554 Enoree Ct	3801 Park Pointe Ave	1029 Ray Costin Way	10 Pioneer Ln
82 Compass Ct	1398 Basin Terrace	902 Edge Dr	1108 N Waccamaw Dr	114 Yucca Ave	233 Cabo Lp
500 28th Ave S	1690 N Waccamaw Dr	49 Wall St	200 N Waccamaw Dr	392 Silver Sands Ln	210 N Ocean Blvd
107 Woodland Dr	836 S Waccamaw Dr	327 Scottsdale Ct	1121 Osprey Ct	5129 Morning Frost Pl	326 Whitchurch St
827A N Waccamaw Dr	1398 Basin Dr	1715 Shinnecock Dr	714 4th Ave S	436 Shaft Pl	91 Palasades Lp
5123 Highway 17 Bus	2820 McLeod Ln	1690 N Waccamaw Dr	6108 N Ocean Blvd	4200 Highway 430	1674 Sedgfield Dr
1474 S Waccamaw Dr	2027 Silver Island Way	111 Yucca Ave	164 Easy St	737 Bonita Lp	3500 N Ocean Blvd
117-A 12th Ave S	947 Longwood Bluffs Cir	6095 Tramonto St	106 Cooper River Rd	259 Brickwell Ln	121 Mayberry 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 prescreening 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 and pride. [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®

A real estate agent can help you understand everything you need to know about the home selling process.

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. **An expert guide.** Selling or 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.

2. **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.

3. **Property marketing power.** Property doesn't sell due to advertising alone. A large share of real estate sales comes as the result of a practitioner's contacts with previous clients, friends, and family. When a property is marketed by a REALTOR®, you do not have to allow strangers into your home. Your REALTOR® will generally pre-screen and accompany qualified prospects through your property.

4. **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 you the flexibility you need to take that next step.

5. **Up-to-date experience.** Most people sell only a few homes in a lifetime, usually with quite a few years in between each sale. Even if you've done it before, laws and regulations change. REALTORS® handle hundreds of transactions over the course of their career.

6. **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.

7. **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.

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 550 of the best-known local and regional real estate firms, with 4,600 offices and 135,000 sales associates in the U.S. 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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