



**Garden City Realty, Inc.**

Getting Your Home *Sold*  
2022



## 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 \$1.227 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 \$1.227 billion dollars in total sales volume in the Grand Strand area since 2002. This statistic is provided by the Coastal Carolinas Association of REALTORS Multiple Listing Service.

# Our Team



## W. LEE HEWITT

Broker-In-Charge, CRS, GRI  
LHewitt@GardenCityRealty.com  
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 since 1973.

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 at 843-651-0900 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® exposes 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.



## MICHELLE GENOVESI

Sales and Relocation Coordinator  
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## KIMBERLY RALEY-KIMES

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## ALICIA VALESEY

Communications and  
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# Our History

Established in June 1973 when President and Broker-in-Charge Eugene (Beau) Forshee, Fred L. Wilcox, and M. Murray (Mackie) McLendon purchased Martin's Real Estate Co. They changed the business name to **GARDEN CITY REALTY** to reflect its location at the corner of Atlantic Avenue and Dogwood Drive in Garden City Beach.

The first office consisted of two rooms (approximately 500-square-feet) and served the company well until 1978 when **GARDEN CITY REALTY** moved to its present location.

In August 1977, licensed real estate agent, Dennis McElveen, joined **GARDEN CITY REALTY**. He became partner and Vice President in 1982. In 1981, W. Lee Hewitt, III, joined the team as a licensed real estate agent and eventually obtained his South Carolina Real Estate Broker's license.

Since 1973, the vacation rental inventory has grown from 18 to approximately 400 properties.

In 2001, **GARDEN CITY REALTY** acquired By the Sea Realty and its on-site oceanfront office located at Surfmaster By The Sea. In 2009, they purchased and merged Condotels, adding more premier high-end oceanfront properties to its vacation rental inventory.

In October 2006, President Eugene (Beau) Forshee retired and transferred his stock to President Dennis McElveen and Vice President W. Lee Hewitt III.

In August 2021, President Dennis McElveen transferred his stock to his son, Andrew (Drew) H. McElveen, a licensed South Carolina Real Estate Broker. Drew joined **GARDEN CITY REALTY** after graduating college in 2014.

Today, **GARDEN CITY REALTY's** stockholders include President W. Lee Hewitt III and Vice President Andrew (Drew) H. McElveen.

The Sales Department has 12 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, in 2021 that number dropped slightly to 95 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 2021, nearly 134,000 unique users visited **BestCoastalCarolinasHomeSearch.com**, completing nearly 321,000 sessions and more than 598,000 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](https://GardenCityRealty.com).

Receiving more than 3.174 million page views and more than 921,000 visits in 2021, [GardenCityRealty.com](https://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, helps 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](https://www.LuxuryPortfolio.com). In 2021, our 37 featured properties received nearly 3,000 visits from 10 countries, 44 regions/states, 144 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, 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 (1/1/19-12/31/21).*

# 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 150,000 sales associates producing 1.3 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 (plus) 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.



INDUSTRY-  
LEADING  
SALES.  
WORLD-CLASS  
SERVICE.

1.3 MILLION  
GLOBAL TRANSACTIONS

550  
COMPANIES

4,600  
OFFICES

150,000  
SALES ASSOCIATES

70  
COUNTRIES

*Leading*

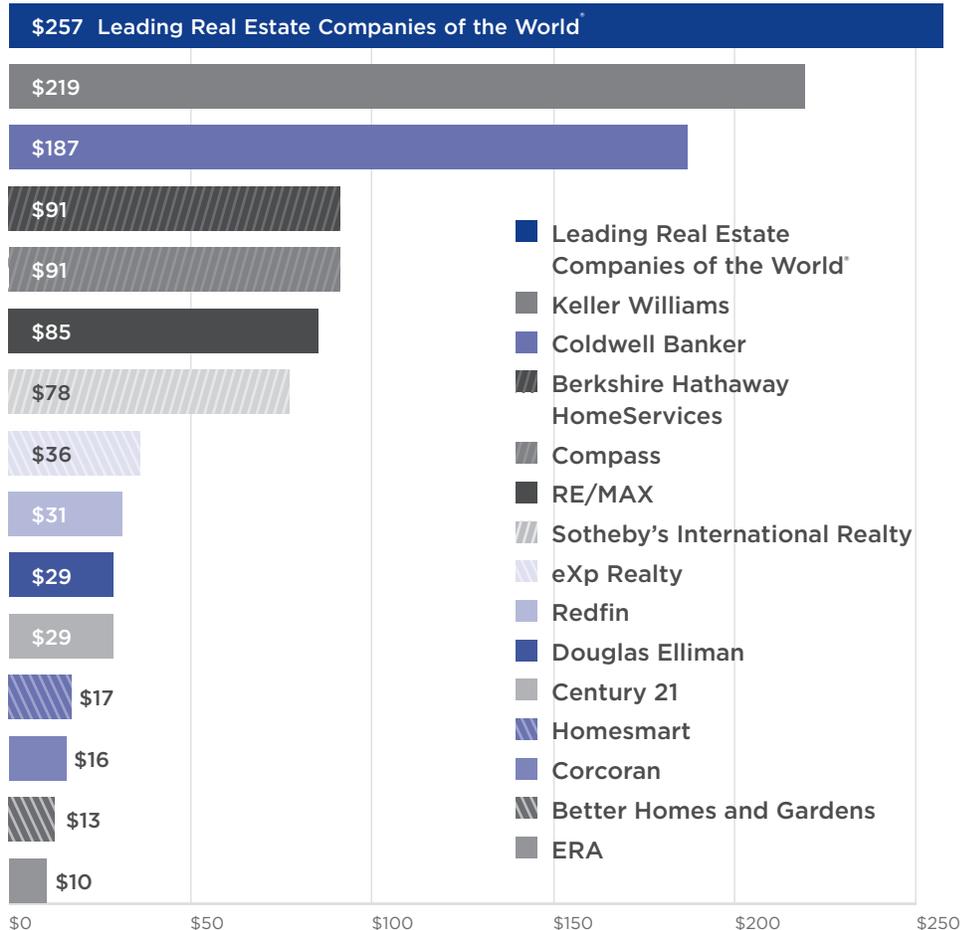
REAL ESTATE COMPANIES  
OF THE WORLD

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C-Sales Volume. 05.21 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**<sup>®</sup>

 **HomeFinder**  
.com

  
**BACK AT YOU**  
MEDIA



**Property**  
**Shark**<sup>™</sup>

 **BANKINGBRIDGE**

**Comcast**  
 **ON DEMAND**



**Homes.com**



**realtor.com**<sup>®</sup>

 **trulia**<sup>®</sup>

**redefy**<sup>™</sup>  
REAL ESTATE

**kahping**<sup>®</sup>  
your listing, your lead<sup>®</sup>



**wikiREALTY**<sup>®</sup>



*Relola*

**HOMES**  
& **LAND**

**HARMONHOMES**  
AND MORE

 **HomeWinks**<sup>™</sup>  
The *EASY* Way to Find Homes for Sale

 **agentdesks**

**foreclosure.com**<sup>™</sup>



 **Point2**  
**Homes**

 **Keyboom!**<sup>™</sup>  
THE HOME SEARCH CHANNEL

**zumper**

**HGTV**

**Land And Farm**

 **HomeSpotter**<sup>®</sup>

  
SHOWINGSUITE.COM

**Assist**  **Sell**<sup>®</sup>

**House**   
ValueStore

**HomePath**<sup>®</sup>  
by Fannie Mae

# We'll get you results

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

2 Ocean Reef Ln	210 S Ocean Blvd	349 Skyland Pines Dr	311 Stonebridge Dr	25 Killian Ct	126 Creek Harbour Circle
500 Fairway Village Dr	2265 Huntington Dr	9671 Holladay Dr	209 Appian Way	1620 N Waccamaw Dr	1990 N Waccamaw Dr
1850 Colony Dr	2600 Daisy Rd	1690 N Waccamaw Dr	4549 Fringetree Dr	455 Hyacinth Loop	105 Crab Dr
234 Massick Ln	1920 Bent Grass Dr	6047 Quinn Rd	245 Jericho Ct	209 N Dogwood Dr	340 Underwood Dr
1129 Whispering Winds Dr	920 N Waccamaw Dr	414 Deerfield Links Dr	106 Cooper River Rd	105 Easy St	113 Crab Dr
821 Nandina Dr	123 N Dogwood Dr	215 Caropine Dr	352 Simplicity Dr	1116 Osprey Ct	1510 Running Water Dr
401 Cambridge Circle	694 River Walk Dr	3500 N Ocean Blvd	1010 Bay Dr	1398 Basin Dr	77 Cascade Dr
510 Fairwood Lakes Dr	5064 Wesley Rd	210 N Ocean Blvd	6108 N Ocean Blvd	1690 N Waccamaw Dr	1474 S Waccamaw Dr
Lot 13 Newcastle Loop	TBD-Lot D Oak Ave	Lot 1 Elizabeth Dr	714 4th Ave S	3838 Journeys End Rd	1411 N Waccamaw Dr
2001 S Ocean Blvd	TBD-Lot C Oak Ave	1135 Blue Stem Dr	164 Easy St	120 Champions Village Dr	107 Woodland Dr
213 Double Eagle Dr	4741 Wild Iris Dr	1000 N Waccamaw Dr	1121 Osprey Ct	4605 Carriage Run Circle	500 28th Ave S
210 75th Ave N	43 Bannockburn Dr	611 Woodland Dr	200 N Waccamaw Dr	121 Osprey Watch Circle	1846 S Waccamaw Dr
1920 Bent Grass Dr	815 N Waccamaw Dr	1647 S Waccamaw Dr	1108 N Waccamaw Dr	1398 Basin Terrace	732 S Dogwood Dr
1880 Auburn Ln	4749 Wild Iris Dr	1919 Tree Circle	611 William Dallas Ave	14 Opera Ct	740 Elizabeth Dr
499 Wisteria Ln	2299 Lendrim Lake Dr	3694 Old Kings Hwy	3950 Murrells Inlet Rd	216 Ponte Vedra Dr	1868 Dolphin St
6022 Dick Pond Rd	2080 Cross Gate Blvd	689 Flamingo Ct	176 Avian Dr	3975 Murrells Inlet Rd	624 S Dogwood Dr
Lot 7 Yaupon Ave	916 Shem Creek Circle	512 Whale Ave	921 Refuge Way	23 Cyclamen Ct	429 Vereen Rd
3400 N Oak St	4225 Coquina Harbour Dr	153 Barclay Dr	1970 Governors Landing Rd	264 Splendor Circle	357 Spivey Ave
368 McFarlan Circle	920 N Waccamaw Dr	104 South Cove Pl	50 Tupelo Rd	1690 N Waccamaw Dr	421 Silver Creek Ln
339 Yucca Circle	4307 Sweetwater Blvd	1538 Gulf Stream Ct	414 Dornoch Dr	202 Vista Dr	252 Chapman Loop
504 N Ocean Blvd	1210 N Waccamaw Dr	208 Whitchurch St	1690 N Waccamaw Dr	1690 N Waccamaw Dr	956 S Waccamaw Dr
401 Cambridge Circle	116 S Waccamaw Dr	570 Little Tony Ave	495 Rum Gully Rd	1690 N Waccamaw Dr	1206 S Waccamaw Dr
120 N Dogwood Dr	1012 N Waccamaw Dr	417 Arcadian Dr	1690 N Waccamaw Dr	836 S Waccamaw Dr	1114 S Waccamaw Dr
427 Delton Dr	448 Mahogany Ave	921 Bell Meade Dr	1690 N Waccamaw Dr	1398 Basin Terrace	6922 Highway 707
2406 N N Ocean Blvd	100 Ella Kinley Circle	502 N Waccamaw Dr	3834 Journeys End Rd	312 Underwood Dr	1899 S Waccamaw Dr
401 Cambridge Circle	129 Woodlake Dr	259 Brickwell Ln	3836 Journeys End Rd	77 Hopeland St	831 S Waccamaw Dr
4827 Orchid Way	504 Dundee St	737 Bonita Loop	952 Wachesaw Rd	5836 Rosewood Dr	1620 Dolphin St
233 Cedar Point Ave	613 S 2nd Ave S	114 Yucca Ave	40 Shady Moss Loop	1020 S Ocean Blvd	2153 S Waccamaw Dr
1105 Sweetwater Blvd	903 N Waccamaw Dr	376 Firenze Loop	4576 Sandy Ln	1398 Basin Terrace	909 S Waccamaw Dr
120 N Dogwood Dr	137 Jamestown Landing Rd	1310 N Waccamaw Dr	1115 S Hollywood Dr	176 Cedar Point Ave	2010 Pompano Dr
3305 Sweetwater Blvd	618 2nd St	699 Flamingo Ct	45 Tupelo Rd	1008 E Isle of Palms Dr	522 N Waccamaw Dr
1509 N Waccamaw Dr	4665 Fringetree Dr	1019-A Kelly Ct	1780 N Waccamaw Dr	117 Champions Village Dr	1466 Basin Terrace
1891 Colony Dr	1582 Waccamaw Dr	4616 Fringetree Dr	409 Retriever Ct	1690 N Waccamaw Dr	625 S Waccamaw Dr
120 North Dogwood Dr	1020 Cedar Dr S	121 Sunset Square	969 Refuge Way	1620 N Waccamaw Dr	5002 S Ocean Blvd
920 N Waccamaw Dr	1690 N Waccamaw Dr	12A Billfish Ct	200 Simplicity Dr	1620 N Waccamaw Dr	1073 S Waccamaw Dr
1930 Bent Grass Dr	1312 Lars Ct	1501 South Waccamaw Dr	608 Serendipity Circle	1690 N Waccamaw Dr	2159 S Waccamaw Dr
1960 Bent Grass Dr	814 N Waccamaw Dr	3848 Barrington Ln	4525 Ammons Ln	219A 16th Ave S	2252 Oyster Cove
548 Chamberlin Rd	920 N Waccamaw Dr	113E Parmelee Dr	376 Cardita Loop	100 Ocean Creek Dr	1052 S Waccamaw Dr
601 Mitchell Dr	903 N Waccamaw Dr	262 Catawba River Rd	1690 N Waccamaw Dr	1581 S Waccamaw Dr	387 Oak Moss Ct
201 S Ocean Blvd	10 Loganberry Ct	688 Sandberg St	111 Yucca Ave	5299 Berkeley Ct	861 S Waccamaw Dr
201 S Ocean Blvd	920 N Waccamaw Dr	36 Easter Lilly Ct	327 Scottsdale Ct	4906 S Ocean Blvd	867 S Waccamaw Dr
1920 Bent Grass Dr	1212 S Ocean Blvd	4111 S Ocean Blvd	554 Enoree Ct	116 Lowcountry Loop	2171 S Waccamaw Dr
627 N Waccamaw Dr	814 N Waccamaw Dr	311 Caldera Ct	902 Edge Dr	1744 S Waccamaw Dr	1234 S Waccamaw Dr
1507 Elizabeth Dr	329 Harbour View Dr	100 Vista Oaks Ct	6372 Longwood Dr	118A N Yaupon Dr	1332 S Waccamaw Dr
155 Camp Hill Circle	1210 N Waccamaw Dr	242 Stephanie Loop	11 Orchard Ave	139 S Dunes Dr	4703 S Ocean Blvd
322 Kiskadee Loop	311 72nd Ave N	217 Appian Way	4521 Firethorne Dr	1398 Basin Terrace	2209 S Waccamaw Dr

# 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 proudness. [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 \$1.227 billion dollars in total sales volume for the Grand Strand area since 2002, **GARDEN CITY REALTY**'s overall Multiple Listing Service (MLS) ranking is within the top 2 percent (of active firms with sales between Jan. 1, 2002 – Dec. 31, 2021). Concurrently, **GARDEN CITY REALTY** has had more than \$1 billion in real estate sales in the Murrells Inlet, Garden City Beach and Surfside Beach areas alone, involving an impressive \$76 million more in sales than our closest competitor.

In 2021, **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 \$282,249, while **GARDEN CITY REALTY**'s average sales price (list side) was \$435,159. The office percentage of sale price to list price (list side) was 97.05 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 150,000 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®



