Garber
Reporting Service
& Videoconferencing

1226 Pickens Street
Columbia, South Carolina 29201
info@garberreporting.com
Telephone: (803) 256-4500 | Fax: (803) 256-1999

DEPOSITION OF:
KENNETH JORDAN, JR.

FEBRUARY 25, 2016

IN RE:

APPLICATION OF RELIABLE SERVICES GROUP, INCORPORATED d/b/a TWO MEN AND A TRUCK TO AMEND CLASS E (HOUSEHOLD GOODS) CERTIFICATE OF PUBLIC CONVENIENCE AND NECESSITY, No. 9684

2001-341-T

REPORTER: PATRICIA G. BACHAND

COPY

1 BEFORE
2 THE PUBLIC SERVICE COMMISSION OF
3 SOUTH CAROLINA
4 DOCKET NO. 2001-341-T
5
6 IN RE: Application of Reliable)
7 Services Group, Incorporated)
8 D/b/a Two Men and a Truck to) DEPOSITION OF
9 Amend Class E (Household) KENNETH JORDAN, JR.
10 Goods) Certificate of Public) FEBRUARY 25, 2016
11 Convenience and Necessity)
12 No. 9684)
13 _____)
14
15 Telephone deposition on oral examination of KENNETH
16 JORDAN, JR., reported by Patricia G. Bachand, Court
17 Reporter and Notary Public in and for the State of South
18 Carolina; pursuant to Rule 30 of the South Carolina Rules
19 of Civil Procedure; said telephone deposition was taken at
20 the law offices of Adams and Reese, LLP, 1501 Main Street,
21 5th Floor, Columbia, South Carolina, on Thursday, the 25th
22 day of February, 2016, scheduled for two o'clock p.m. and
23 commencing at the hour of 2:01 p.m.
24
25

1 APPEARANCES:

2

3 JOHN J. PRINGLE, JR., ESQ.
4 Adams and Reese, LLP
5 1501 Main Street, 5th Floor
6 Columbia, South Carolina 29201
7 (jack.pringle@arlaw.com)
8
9 ANDREW BATEMAN, ESQ.
10 Office of Regulatory Staff
11 Legal Department
12 (abateman@regstaff.sc.gov)
13
14
15
16
17
18
19
20
21
22
23
24
25

1 CONTENTS:

2 PAGE:

3 Exhibit Index..... 3

4 Examination By Mr. Pringle..... 4

5 Examination by Mr. Bateman..... 16

6 Certification of Reporter..... 23

7 Word Index

8

9 * * * * *

10

11 EXHIBIT INDEX: PAGE:

12 (None proffered.)

13

14

15

16

17 * * * * *

18

19 Court Reporter's Legend:

20 dashes [--] Intentional or purposeful interruption

21 ... Indicates trailing off

22 [ph] Denotes phonetically written

23 [sic] Written as said

24

25

1 This telephone deposition is taken in accordance
2 with the South Carolina Rules of Civil Procedure.
3 It is agreed and stipulated by the deponent and
4 respective counsel that the reading and signing of the
5 telephone deposition by the deponent is expressly waived.
6 WHEREUPON:
7 KENNETH JORDAN, JR., being duly sworn and
8 cautioned to speak the truth, the whole truth and nothing
9 but the truth, testifies as follows:
10 EXAMINATION BY MR. PRINGLE:
11 **Q. Okay. If you would please state your full name**
12 **and address for the record.**
13 A. All right. It's Kenneth Edward Jordan, Jr. And
14 it's 2053 Timmerman, T-i-m-m-e-r-m-a-n, Road, Myrtle Beach,
15 South Carolina 29588.
16 **Q. All right. And this is -- I'll just go ahead and**
17 **get some preliminaries. This is going to be a deposition**
18 **in docket No. 2001-341-T, Application of Reliable Services**
19 **Group, Incorporated d/b/a Two Men and a Truck to amend**
20 **Class E Household Goods Certificate of Public Convenience**
21 **and Necessity. And it's a -- your deposition, the**
22 **deposition of Mr. Jordan, noticed to take place today at**
23 **two o'clock, and approved to take place by the Public**
24 **Service Commission of South Carolina.**
25 **And just to clarify, and this is what we will be**

1 **talking about, and it will make it, I think, a little**
2 **easier as we've gone through -- go through: Two Men and a**
3 **Truck, as I'll refer to the company, is seeking a -- to**
4 **amend its certificate, or its authority, to do household**
5 **goods moves to cover the entire state of South Carolina.**
6 **And when I say that, I mean intrastate moves. So we're not**
7 **talking about any interstate moves, moves that go over the**
8 **South Carolina state line. You understand that?**
9 A. I do.
10 **Q. Okay. All right. Well, let's just go ahead and**
11 **get started again -- get started with some of the**
12 **questions. By whom are you employed, and in what capacity?**
13 A. I am with Century 21, the Harrelson Group. And I
14 am a licensed broker with their company.
15 **Q. Okay. So that means you're a real estate broker?**
16 A. Real estate broker.
17 **Q. Okay. How long have you been a real estate**
18 **broker?**
19 A. I have been in the business now for fifteen
20 years.
21 **Q. Fifteen years. Okay. Tell me a little bit about**
22 **the Harrelson Group and -- and -- and Century 21.**
23 A. Okay. The Harrelson Group, like I said, has been
24 here for probably 25 years. We are the number one sales
25 company here at the beach. Have been for the last six to

1 seven years. We've probably got thirty -- thirty agents,
2 I'd say, in this office. And we do real estate sales all
3 the way from Georgetown up to Little River, and usually
4 about as far out as Conway or Aynor, and some in Loris.
5 **Q. Okay. And what was the last town you said?**
6 A. The last what?
7 **Q. The last --**
8 A. Oh, Loris.
9 **Q. Loris. Okay. Okay. What -- what counties does**
10 **that involve? Is it mostly Horry?**
11 A. Horry and Georgetown.
12 **Q. Horry and Georgetown. Okay.**
13 A. Georgetown County cuts right through there in the
14 Garden City/Murrells Inlet area.
15 **Q. Right.**
16 A. So we work the Murrells Inlet, Litchfield,
17 Pawleys, and some parts of Georgetown, itself, that fall in
18 Georgetown County.
19 **Q. Sure. Sure. Okay. You mentioned you have --**
20 **probably have thirty agents in the office that is located**
21 **in Myrtle Beach?**
22 A. We are.
23 **Q. Have you -- how does that number of agents that**
24 **you have compare to five years ago, ten years ago? If you**
25 **know.**

1 A. Well, yeah, I mean, obviously, about like
2 probably anything when business starts going good, you
3 know, the number of agents getting into the market starts
4 to grow. Where we were five years ago. I would probably
5 say we've -- I'd say we've probably almost doubled in size.
6 **Q. Okay. And what other measures of size are there**
7 **other than the number of agents there? And I'm not asking**
8 **you to tell me any proprietary information. But tell me**
9 **about how you measure how big you are as a -- as a real**
10 **estate brokerage company or real estate company.**
11 A. It's usually done in one of two ways. It's
12 usually done off number units sold, which is the number of
13 properties, you know. And that would -- you know,
14 basically residential, condos. It can even be land. And
15 then the second would be off the volume, which is, just
16 obviously, the total dollar amount that the company has
17 sold through the course of a year.
18 **Q. Okay. And again, without disclosing anything**
19 **that might be, you know, confidential or proprietary, how**
20 **does -- how have those two measures changed over the last**
21 **several years for you?**
22 A. For me, personally?
23 **Q. Well, for you and/or for the company as a whole.**
24 A. Okay. Well, I mean, obviously, I'm sure, you
25 know, as you-all know, '06, you know, '07, the market, you

1 know, kind of hit top and then started bottoming out. '08,
2 '09, through early '10, you know, sales were really down in
3 the toilet. You know, it was -- the market was still
4 falling. It was tough to get property sold. But I would
5 say over the last four years we've started to see the
6 market somewhat flat line, have seen some slight
7 appreciation in the property.
8 So obviously the interest rates being low has
9 been really driving the market, you know, with a lot of the
10 buyers. And, obviously, you know, the sellers still trying
11 to get out a lot of these properties, or just their time to
12 sell.
13 But we've steadily over the past four years, I'd
14 say maybe even five, seen the number of transactions in our
15 market, and obviously with our company, you know, steady --
16 steadily grow.
17 **Q. Okay. And so do you have any numbers that you can**
18 **share about the number of units sold, say for example, in**
19 **2014 versus 2015, or the dollar amounts?**
20 A. Yeah, 2014 to 2015 -- I mean, I wouldn't say
21 there was a great deal of difference.
22 **Q. Yeah.**
23 A. We did probably 930 to -40 transactions, you
24 know, as our company that year, to where this past year we
25 did a thousand eighty, a thousand ninety. So, you know, it

1 might have been a ten percent increase, I'd say, between
2 '14 and '15.
3 **Q. Okay.**
4 A. Dollar amounts, I'd say maybe -- maybe ten
5 percent increase as well.
6 **Q. Okay. Okay. But do you -- do you -- would you**
7 **expect that -- that trend to continue this year? And --**
8 A. Oh, yeah. Absolutely.
9 **Q. Okay.**
10 A. We're expecting a great year --
11 **Q. Okay.**
12 A. -- this year. And then, obviously, in my
13 personal, you know, transactions, they've -- they've
14 increased about ten percent as well with the market, as I
15 did 74, I think, transactions last year -- or, excuse me --
16 in '14, and did 82 in 2015.
17 **Q. Okay. In doing the services that you do, do you**
18 **encounter -- encounter people who are moving?**
19 A. Oh, all the time. Yeah.
20 **Q. Okay. Are some -- are some of those people**
21 **moving within the state of South Carolina?**
22 A. Oh, absolutely.
23 **Q. Okay. And understanding that my client**
24 **currently has authority to start moves in Horry and**
25 **Georgetown County, as well as some others, but have you**

1 **encountered some of your clients, or the -- the -- the**
2 **people you've been in touch with, who are moving, for**
3 **example, from other parts of the state into Georgetown and**
4 **Horry counties?**
5 A. Absolutely. Absolutely.
6 **Q. Okay. What --**
7 A. And as well as, you know, selling and moving out
8 of the county. So, I mean, I had two, I know, that I
9 closed last month, who had secondary properties here. And
10 I had one from the Columbia area, another one from the
11 Spartanburg area. And it was a second home that they had,
12 you know, with the family, but obviously needed all their
13 furniture and stuff in it taken back there. So --
14 **Q. Sure.**
15 A. And I know -- I know they did it. And I know got
16 them in -- you know, was trying to get in touch with them,
17 and I think this is how this got started with Greg, at that
18 time said he couldn't -- couldn't do much for them right
19 now.
20 **Q. Okay. Okay. What are some of the areas that you**
21 **know about, where your clients have -- have in the -- in**
22 **the recent past, or as recent as possible, have moved from**
23 **other parts of South Carolina into Horry or Georgetown**
24 **County?**
25 A. I mean, I wouldn't say there is any one area

1 that's more heavy than the other. I mean, I've had them,
2 you know, from Charleston, from Florence, Marion, Columbia,
3 Greenville/Spartanburg area, I mean, would probably be the
4 four or five that jump off the top of my mind.
5 **Q. Okay.**
6 A. Some I've had over the last year, I'd say.
7 **Q. Sure. Okay. Okay. Why, if you know, are people**
8 **moving in and around South Carolina?**
9 A. Well, I mean, obviously, where we are -- I mean,
10 in Myrtle Beach, we are, you know, a retirement
11 destination. And we're also, of course, a -- you know,
12 vacation spot as well. But we -- we get a lot of people
13 wanting to retire, you know, to get here to the beach. Or
14 maybe even get a second home here at the beach, just
15 because of the area, the beach location, things like that.
16 So golf, the restaurants, shopping. That's
17 probably what brings, obviously, a lot of the people here,
18 to where they want to live here, you know, year-round. Or
19 at least have a property here, to where they can come and
20 spend, you know, a lot of their time.
21 **Q. Sure. Are there -- given that, that's, you know,**
22 **certainly seems to be fairly well known as the case, that**
23 **-- that Myrtle Beach is a -- is a vacation and retirement**
24 **community, and that it's been popular, you know, for some**
25 **time, how is the area going to continue to support that**

1 **many people coming that way?**
2 A. Well, I mean, obviously, everything now is
3 starting, you know, to move inland from the beach. You
4 know, I would say -- say Conway for an example. I mean,
5 Conway is still, you know, probably ten miles from the
6 beach, but Conway's turned into one of our busier markets,
7 obviously, with new construction.
8 And, you know, you speak of the business here,
9 the last two years to two and a half years, about 50 to 51
10 percent of all residential sales in our market have been
11 new construction. So they are still building a ton here,
12 and it is still going on as we speak.
13 **Q. Okay. Does that -- is that new construction some**
14 **-- is it -- is it sort of a mix of retirement communities**
15 **and other single-family homes? Or how would you**
16 **characterize that?**
17 A. Yeah, I mean, you've got -- you know, obviously,
18 when you -- when I consider something really retirement,
19 obviously, it's, you know, the 55-and-older-type
20 communities. Now, I do know of three around here right
21 now, that are doing strictly retirement. But then,
22 obviously, there are several other ones that aren't. But,
23 you know, obviously, with a majority of our people coming
24 here, especially living here full-time, are -- are mostly
25 retirees.

1 **Q. Okay. Okay. Are there -- do you know anything**
2 **about any new -- any new commercial developments, or other**
3 **businesses locating to the area, that might also be**
4 **affecting population?**
5 A. You know, unfortunately with me -- I mean,
6 commercial is something I don't do a lot of.
7 **Q. Sure.**
8 A. You know, obviously, I've lived here, you know,
9 at the beach my entire life. So I mean, there's -- we're
10 constantly seeing, you know, new restaurants, new
11 businesses. Obviously, they've got two more Wal-Marts that
12 are, you know, getting ready to open up. I know there has
13 been some talk with a huge gun store, or a gun manufacturer
14 coming out on the outskirts of Conway, that's supposed to
15 be employing -- I believe they're saying fifteen hundred to
16 two thousand people.
17 **Q. Wow.**
18 A. So, yeah, I mean -- so there's still stuff going
19 on here. But, you know, with giving you any kind of
20 commercial stats or statistics right now, I wouldn't say
21 really fall into my forte.
22 **Q. Sure. Well, you just tell me what you know.**
23 A. Sure. Sure.
24 **Q. In the course of your business as a real estate**
25 **agent, do you ever have, you know, any communications with**

1 **household goods movers who do intrastate moves?**
2 A. Usually -- I mean, with me being here, Two Men
3 and a Truck with -- Greg is obviously somebody I know. So
4 anytime I hear anybody talking about moving, I usually will
5 send them to him. But other than that, it would strictly
6 be if somebody is looking -- you know, if they wanted to
7 get out of state or something like that, I'd have to send
8 them, you know, just to a -- people in the phonebook. But,
9 you know --
10 **Q. Sure.**
11 A. -- I've constantly got people here looking, and
12 stayed here, moving here, and moving away from here, I'd
13 probably say I get a couple of those a month.
14 **Q. Okay. And from time to time, do you refer them**
15 **to Two Men and a Truck?**
16 A. All my -- all of them go to him.
17 **Q. Okay. And if -- if -- if the company got the**
18 **statewide authority they're seeking, would you, you know,**
19 **continue to refer moves to Two Men and a Truck?**
20 A. Yeah. I mean, one hundred percent. And, you
21 know, like I said, with our company here -- and of course,
22 Greg and I have talked about it as well, if that does
23 happen, I mean, I'll get him, basically, with all of my
24 agents here in the office as well.
25 **Q. Okay.**

1 A. And we'll try to get him to become our primary --
2 primary guy or referral for stuff like that.
3 **Q. Okay. And might you be -- would you be in a**
4 **position to maybe, you know, refer him to other people**
5 **within -- within Century 21 or --**
6 A. Oh, absolutely.
7 **Q. -- The Harrelson Group? Sure.**
8 A. Yeah, absolutely.
9 **Q. Okay. Based upon what you've -- what you've told**
10 **me about your company's business and -- and it's -- you**
11 **know, it's growth in -- in real estate sales, and the**
12 **things you know about the area in which you -- in which you**
13 **work, and construction and moving, do you believe that**
14 **there's a present need for additional intrastate moving**
15 **services across South Carolina?**
16 A. I would say one hundred percent. I mean, I would
17 think somebody who does not have that right now in this
18 area is definitely losing money.
19 **Q. Okay. And based upon your knowledge, the market**
20 **could hold another -- another mover with statewide**
21 **authority?**
22 A. One hundred percent. Matter of fact, other --
23 other than him, I really don't know of any movers in the
24 area, that I'm aware of, or that I know much about.
25 **Q. Yeah, that's a -- and what -- and just a couple**

1 **of follow-ups. What do you know about -- you mentioned**
2 **Greg. And that's just for the record, that's Greg**
3 **Savistky, correct?**
4 A. That's right.
5 **Q. What do you know about Two Men and a Truck and**
6 **its owners and how they do business?**
7 A. Well, I mean, I can tell you they've moved me,
8 two or three times over the last, you know, few years. So
9 I've always been very impressed with them, the way they
10 handled it, you know, the number of guys coming out, how
11 they treat your stuff, the way they work. The price has
12 always been good. So no complaints, nor of anybody I've
13 ever sent to them had any complaints with them.
14 **Q. Okay. All right. Fair enough. Anything else**
15 **that you can think of that you want to add?**
16 A. Not that I can think of.
17 MR. PRINGLE: Okay. That's all that I have.
18 Answer any questions that Mr. Bateman might have for you.
19 THE WITNESS: Okay.
20 EXAMINATION BY MR. BATEMEN:
21 **Q. Good afternoon, Mr. Jordan. How are you doing?**
22 A. Good, Mr. Bateman. How about yourself?
23 **Q. I'm doing well, thank you. Mr. Pringle certainly**
24 **touched on most of the questions that I was looking at.**
25 **I'll probably ask you a few. And I apologize if I -- if I**

1 **repeat any questions that you've already answered.**
2 A. No problem.
3 **Q. I know, initially, you gave your name and**
4 **address. Can you confirm that, that was your business**
5 **address?**
6 A. Oh, no, no. That was my home address.
7 **Q. Do you mind providing --**
8 A. I'm so sorry.
9 **Q. Oh, it's fine. Do you mind providing your**
10 **business address?**
11 A. Yes. Forty -- that's a great question. 4991 --
12 excuse me -- 4999 Carolina Forest Boulevard, Suite 18,
13 Myrtle Beach, South Carolina 29579.
14 **Q. Thank you. Have you appeared before the South**
15 **Carolina Public Service Commission before?**
16 A. I have not.
17 **Q. Have you appeared before any other state**
18 **commission?**
19 A. Not that I'm aware of or remember.
20 **Q. And you certainly touched on this, and we could**
21 **probably gleam this from your prior answers, but do you**
22 **mind briefly describing your employment and your duties?**
23 A. I'm a licensed real estate broker here. And I
24 help people sell them homes, condos, or -- you know, some
25 buyers coming into to the area, looking to buy as well.

1 **Q. Okay. And do you have any professional**
2 **certifications?**
3 A. Just the licensed broker. I had to -- you know,
4 of course you have to have your real estate license for
5 three years. So you've got realtors and then you've got
6 brokers. "Broker" just means they're basically more
7 qualified; they've got at least three years experience and
8 they've gone back and taken more testing.
9 I was a broker-in-charge, many years at one time,
10 and found out I did not want to be in charge of a bunch of
11 people. So I'm kind of doing it myself now.
12 **Q. All right. And what kind of --**
13 A. I don't know if you need a college degree or
14 anything like that, but if that matters.
15 **Q. No what you provided was perfect. Thank you.**
16 A. Okay.
17 **Q. Just kind of briefly discuss, you know, being in**
18 **the real estate business, your prior experience with the**
19 **moving industry.**
20 A. What do you mean by any --
21 **Q. I know you talked some about referring, I guess,**
22 **clients to Greg, with Two Men and a Truck. Just kind of**
23 **briefly discuss, is that the -- is that the extent of your**
24 **experience in the moving industry? Or have you dealt with**
25 **other movers? Just briefly --**

1 A. No, that's pretty much -- pretty much it. Like I
2 said, it's -- he's somebody I've known, you know, for
3 several years now. And like I said, he's moved me and
4 other friends and people I know. So any business that I
5 get, with people looking to move, or, you know, move here
6 or move away or whatever, I always send them to him. And,
7 you know, at that point, I didn't know whether or not he
8 could help them or not but -- you know, wherever they might
9 be moving to. But I've had a lot here in the last year to
10 year and a half, instate here, which in the areas I had
11 mentioned before -- Marion, Florence, Columbia,
12 Greenville/Spartanburg area, as well as Charleston.
13 **Q. And how long have you lived in South Carolina?**
14 A. My entire life. Forty-one years.
15 **Q. Okay. And again, this answer may be -- may be**
16 **similar to what you provided me a second ago.**
17 A. Okay.
18 **Q. But a typical relocation, is that coming from**
19 **elsewhere in the state into Myrtle Beach? Or what -- tell**
20 **us what that looks like, a little bit.**
21 A. Oh, gosh. Well, with me -- I mean, I mostly, in
22 my business -- I would say my business is probably more 75
23 to 80 percent sellers, and probably, you know, 25 percent,
24 you know, buyers, you know, coming into the area. So I've
25 got, you know -- like I said, I had two last month, where

one was in Florence, and I think the other one was, I believe, the Columbia area, if I'm not mistaken, to where they had properties here, and were just selling it, getting rid of it, but had all their furniture and stuff from this house that needed to, you know, get back to another property, or whereever they were moving into that area.

You know, buyers coming in, you know, obviously, like we said before, a majority are coming here, you know, for either retirement as a primary, and get a lot coming here to where they want to get a second home here as well, where they're looking to spend, you know, a few months out of the year, and, obviously, time here during the summer.

Q. All right. So a majority of the sellers, would you say they are moving elsewhere in the state?

A. Out of my eighty that I did last year instate, I would probably say 30 -- 30 to 35 percent.

Q. Okay. And you mentioned a second ago about referring moves to Mr. Savistky. About how often are you asked to refer to a moving company?

A. I would probably say, throughout the course of a year, it might happen or average out once to twice a month.

Q. Okay. And I know, again, a second ago you mentioned that you really only referred to Greg. But have there been any instances in which you've referred to anyone else? Do you maintain a referral list? Or is it pretty

1 **much just goes straight on to Mr. Savistky?**
2 A. Yeah, it usually goes straight on to him. I
3 mean, I -- you know, and I've got -- I had plenty of local
4 -- you know, local friends and stuff, you know, and people
5 that I know as well, that I've sent to him. Some, you
6 know, leaving the area that I wasn't involved with real
7 estate-wise. But, you know, whether it was a job transfer
8 -- a job transfer or, you know, moving elsewhere because of
9 family, you know, in the state here, I've always sent them
10 to him. And whether or not he helped them or not, or, you
11 know, got something done with them, I don't know. But he's
12 usually the only one that I send people to.
13 **Q. And have there ever been instances in which Two**
14 **Men and a Truck was so busy, or perhaps any other agency**
15 **that you may have referred someone to, any other moving**
16 **company --**
17 A. Nobody.
18 **Q. -- are there been any instances in which you've**
19 **had difficulty finding a mover for your clients?**
20 A. Well, I mean, obviously with me, typically, he's
21 usually the only one I send them to. So I'll usually get
22 them his number, speak with them, you know, by -- speak to
23 him by phone or text, to get him their number and stuff.
24 And I've never had any -- of course, any problems or
25 difficulties, you know, with him, that I'm -- that I'm

1 aware of, or that my clients have made me aware of. So but
2 as far as anybody else, I don't have anybody else that I
3 know of that I would even refer -- you know, refer to.
4 MR. PRINGLE: All right. Well, Mr. Jordan,
5 I believe those are all the questions I have for you. so I
6 appreciate your time.
7 THE WITNESS: Absolutely.
8 MR. BATEMAN: Mr. Jordan, I don't think we've
9 got any more questions.
10 Further deponent sayeth not.
11 (There being no further questions, the deposition
12 concluded at 2:25 p.m.)
13
14
15
16
17
18
19
20
21
22
23
24
25

1 CERTIFICATE OF REPORTER

2 I, PATRICIA G. BACHAND, COURT REPORTER AND NOTARY
3 PUBLIC IN AND FOR THE STATE OF SOUTH CAROLINA AT LARGE,
4 HEREBY CERTIFY THAT I REPORTED THE TELEPHONE DEPOSITION OF
5 KENNETH JORDAN, JR., ON THURSDAY, THE 25TH DAY OF FEBRUARY,
6 2016, THAT THE WITNESS WAS FIRST DULY SWORN BY ME AND THAT
7 THE FOREGOING 22 PAGES CONSTITUTE A TRUE AND CORRECT
8 TRANSCRIPTION OF SAID DEPOSITION.

9 I FURTHER CERTIFY THAT I AM NEITHER ATTORNEY NOR
10 COUNSEL FOR, NOR RELATED TO OR EMPLOYED BY ANY OF THE
11 PARTIES CONNECTED WITH THIS ACTION, NOR AM I FINANCIALLY
12 INTERESTED IN SAID CAUSE.

13 I FURTHER CERTIFY THAT THE ORIGINAL OF SAID TRANSCRIPT
14 WAS THEREAFTER SEALED BY ME AND DELIVERED TO JOHN J.
15 PRINGLE, JR., ESQ., ADAMS AND REESE, LLP, 1501 MAIN STREET,
16 5TH FLOOR, COLUMBIA , SOUTH CAROLINA, WHO WILL RETAIN THIS
17 SEALED ORIGINAL TRANSCRIPT AND SHALL BE RESPONSIBLE FOR
18 FILING SAME WITH THE COURT PRIOR TO TRIAL OR ANY HEARING
19 WHICH MIGHT RESULT IN A FINAL ORDER ON ANY ISSUE.

20 IN WITNESS WHEREOF, I HAVE SET MY HAND AND SEAL THIS
21 3RD DAY OF MARCH 2016.

22 Patricia G. Bachand

23

24 PATRICIA G. BACHAND, COURT REPORTER
25 MY COMMISSION EXPIRES APRIL 9, 2017

A

abateman@re... 2:12
absolutely 9:8 9:22 10:5,5 15:6,8 22:7
ACTION 23:11
Adams 1:20 2:4 23:15
add 16:15
additional 15:14
address 4:12 17:4,5,6,10
afternoon 16:21
agency 21:14
agent 13:25
agents 6:1,20,23 7:3,7 14:24
ago 6:24,24 7:4 19:16 20:17,22
agreed 4:3
ahead 4:16 5:10
amend 1:9 4:19 5:4
amount 7:16
amounts 8:19 9:4
and/or 7:23
ANDREW 2:9
answer 16:18 19:15
answered 17:1
answers 17:21
anybody 14:4 16:12 22:2,2
anytime 14:4
apologize 16:25
APPEARANC... 2:1
appeared 17:14 17:17
Application 1:6 4:18
appreciate 22:6
appreciation 8:7
approved 4:23
APRIL 23:25
area 6:14 10:10 10:11,25 11:3 11:15,25 13:3 15:12,18,24 17:25 19:12,24 20:2,6 21:6
areas 10:20 19:10
asked 20:19
asking 7:7
ATTORNEY 23:9
authority 5:4 9:24 14:18 15:21
average 20:21
aware 15:24 17:19 22:1,1
Aynor 6:4

B

Bachand 1:16 23:2,24
back 10:13 18:8 20:5
based 15:9,19
basically 7:14 14:23 18:6
Bateman 2:9 3:5 16:18,22 22:8
BATEMEN 16:20
beach 4:14 5:25 6:21 11:10,13 11:14,15,23 12:3,6 13:9 17:13 19:19
believe 13:15 15:13 20:2 22:5
big 7:9
bit 5:21 19:20
bottoming 8:1
Boulevard 17:12
briefly 17:22 18:17,23,25
brings 11:17
broker 5:14,15 5:16,18 17:23 18:3,6
broker-in-cha... 18:9
brokerage 7:10
brokers 18:6
building 12:11
bunch 18:10
busier 12:6
business 5:19 7:2 12:8 13:24 15:10 16:6 17:4,10 18:18 19:4,22,22
businesses 13:3 13:11
busy 21:14
buy 17:25
buyers 8:10 17:25 19:24 20:7

C

capacity 5:12
Carolina 1:3,18 1:18,21 2:6 4:2 4:15,24 5:5,8 9:21 10:23 11:8 15:15 17:12,13,15 19:13 23:3,16
case 11:22
CAUSE 23:12
cautioned 4:8
Century 5:13,22 15:5
certainly 11:22 16:23 17:20
certificate 1:10 4:20 5:4 23:1
Certification 3:6
certifications 18:2
CERTIFY 23:4 23:9,13
changed 7:20
characterize 12:16
charge 18:10
Charleston 11:2 19:12
City/Murrells 6:14
Civil 1:19 4:2
clarify 4:25
Class 1:9 4:20
client 9:23
clients 10:1,21 18:22 21:19 22:1
closed 10:9
college 18:13
Columbia 1:21 2:6 10:10 11:2 19:11 20:2 23:16
come 11:19
coming 12:1,23 13:14 16:10 17:25 19:18,24 20:7,8,9
commencing 1:23
commercial 13:2 13:6,20
commission 1:2 4:24 17:15,18 23:25
communicatio... 13:25
communities 12:14,20
community 11:24
company 5:3,14 5:25 7:10,10 7:16,23 8:15 8:24 14:17,21 20:19 21:16
company's 15:10
compare 6:24
complaints 16:12,13
concluded 22:12
condos 7:14 17:24
confidential 7:19
confirm 17:4
CONNECTED 23:11
consider 12:18
constantly 13:10 14:11
CONSTITUTE 23:7
construction 12:7,11,13 15:13
CONTENTS 3:1
continue 9:7 11:25 14:19
Convenience 1:11 4:20
Conway 6:4 12:4,5 13:14
Conway's 12:6
correct 16:3 23:7
counsel 4:4 23:10
counties 6:9 10:4
county 6:13,18 9:25 10:8,24
couple 14:13 15:25
course 7:17

11:11 13:24 14:21 18:4 20:20 21:24
Court 1:16 3:19 23:2,18,24
cover 5:5
currently 9:24
cuts 6:13

D

d/b/a 1:8 4:19
dashes 3:20
day 1:22 23:5,21
deal 8:21
dealt 18:24
definitely 15:18
degree 18:13
DELIVERED 23:14
Denotes 3:22
Department 2:11
deponent 4:3,5 22:10
deposition 1:8 1:15,19 4:1,5 4:17,21,22 22:11 23:4,8
describing 17:22
destination 11:11
developments 13:2
difference 8:21
difficulties 21:25
difficulty 21:19
disclosing 7:18
discuss 18:17,23
docket 1:4 4:18
doing 9:17 12:21 16:21,23 18:11
dollar 7:16 8:19 9:4
doubled 7:5
driving 8:9
duly 4:7 23:6
duties 17:22

E

E 1:9 4:20
early 8:2
easier 5:2
Edward 4:13
eighty 8:25 20:15
either 20:9
employed 5:12 23:10
employing 13:15
employment 17:22
encounter 9:18 9:18
encountered 10:1
entire 5:5 13:9 19:14
especially 12:24
ESQ 2:3,9 23:15
estate 5:15,16,17 6:2 7:10,10 13:24 15:11 17:23 18:4,18
estate-wise 21:7
examination 1:15 3:4,5 4:10 16:20
example 8:18 10:3 12:4
excuse 9:15 17:12
Exhibit 3:3,11
expect 9:7
expecting 9:10
experience 18:7 18:18,24
EXPIRES 23:25
expressly 4:5
extent 18:23

F

fact 15:22
Fair 16:14
fairly 11:22
fall 6:17 13:21
falling 8:4
family 10:12 21:9
far 6:4 22:2
February 1:10 1:22 23:5
fifteen 5:19,21 13:15
FILING 23:18
FINAL 23:19
FINANCIAL... 23:11
finding 21:19
fine 17:9
FIRST 23:6
five 6:24 7:4 8:14 11:4
flat 8:6
Floor 1:21 2:5 23:16
Florence 11:2 19:11 20:1
follow-ups 16:1
follows 4:9
FOREGOING 23:7
Forest 17:12
forte 13:21
Forty 17:11
Forty-one 19:14
found 18:10
four 8:5,13 11:4
friends 19:4 21:4
full 4:11
full-time 12:24
furniture 10:13 20:4
further 22:10,11 23:9,13

G

G 1:16 23:2,24
Garden 6:14
Georgetown 6:3 6:11,12,13,17 6:18 9:25 10:3 10:23
getting 7:3 13:12 20:3
given 11:21
giving 13:19
gleam 17:21
go 4:16 5:2,7,10 14:16
goes 21:1,2
going 4:17 7:2 11:25 12:12 13:18
golf 11:16
good 7:2 16:12 16:21,22
goods 1:10 4:20 5:5 14:1
gosh 19:21
great 8:21 9:10 17:11
Greenville/Sp... 11:3 19:12
Greg 10:17 14:3 14:22 16:2,2 18:22 20:23
Group 1:7 4:19 5:13,22,23 15:7
grow 7:4 8:16
growth 15:11
guess 18:21
gun 13:13,13
guy 15:2
guys 16:10

H

half 12:9 19:10
HAND 23:20
handled 16:10
happen 14:23 20:21
Harrelson 5:13 5:22,23 15:7
hear 14:4
HEARING 23:18
heavy 11:1
help 17:24 19:8
helped 21:10
hit 8:1
hold 15:20
home 10:11 11:14 17:6 20:10
homes 12:15 17:24
Horry 6:10,11 6:12 9:24 10:4 10:23
hour 1:23
house 20:5
household 1:9 4:20 5:4 14:1
huge 13:13
hundred 13:15 14:20 15:16,22

I

impressed 16:9
Incorporated 1:7 4:19
increase 9:1,5
increased 9:14
Index 3:3,7,11
Indicates 3:21
industry 18:19 18:24
information 7:8
initially 17:3
inland 12:3
Inlet 6:14,16
instances 20:24 21:13,18
instate 19:10

20:15
Intentional 3:20
interest 8:8
INTERESTED 23:12
interruption 3:20
interstate 5:7
intrastate 5:6 14:1 15:14
involve 6:10
involved 21:6
ISSUE 23:19

J

J 2:3 23:14
jack.pringle@... 2:7
job 21:7,8
JOHN 2:3 23:14
Jordan 1:9,16 4:7,13,22 16:21 22:4,8 23:5
Jr 1:9,16 2:3 4:7 4:13 23:5,15
jump 11:4

K

Kenneth 1:9,15 4:7,13 23:5
kind 8:1 13:19 18:11,12,17,22
know 6:25 7:3 7:13,13,19,25 7:25,25 8:1,2,3 8:9,10,15,24 8:25 9:13 10:7 10:8,12,15,15 10:15,16,21 11:2,7,10,11 11:13,18,20,21 11:24 12:3,4,5 12:8,17,19,20 12:23 13:1,5,8 13:8,10,12,12 13:19,22,25 14:3,6,8,9,18 14:21 15:4,11 15:12,23,24 16:1,5,8,10 17:3,24 18:3 18:13,17,21 19:2,4,5,7,7,8 19:23,24,24,25 20:5,7,7,8,11 20:22 21:3,4,4 21:5,6,7,8,9,11 21:11,22,25 22:3,3
knowledge 15:19
known 11:22 19:2

L

land 7:14
LARGE 23:3
law 1:20
leaving 21:6
Legal 2:11
Legend 3:19
let's 5:10
license 18:4
licensed 5:14 17:23 18:3
life 13:9 19:14
line 5:8 8:6
list 20:25
Litchfield 6:16
little 5:1,21 6:3 19:20
live 11:18
lived 13:8 19:13
living 12:24
LLP 1:20 2:4 23:15
local 21:3,4
located 6:20
locating 13:3
location 11:15
long 5:17 19:13
looking 14:6,11 16:24 17:25 19:5 20:11
looks 19:20
Loris 6:4,8,9
losing 15:18
lot 8:9,11 11:12 11:17,20 13:6 19:9 20:9
low 8:8

M

Main 1:20 2:5 23:15
maintain 20:25
majority 12:23 20:8,13
manufacturer 13:13
MARCH 23:21
Marion 11:2 19:11
market 7:3,25 8:3,6,9,15 9:14 12:10 15:19
markets 12:6
Matter 15:22
matters 18:14
mean 5:6 7:1,24 8:20 10:8,25 11:1,3,9,9 12:2 12:4,17 13:5,9 13:18 14:2,20 14:23 15:16 16:7 18:20 19:21 21:3,20
means 5:15 18:6
measure 7:9
measures 7:6,20
Men 1:8 4:19 5:2 14:2,15,19 16:5 18:22 21:14
mentioned 6:19 16:1 19:11 20:17,23
miles 12:5
mind 11:4 17:7,9 17:22
mistaken 20:2
mix 12:14
money 15:18
month 10:9 14:13 19:25 20:21
months 20:11
move 12:3 19:5 19:5,6
moved 10:22 16:7 19:3
mover 15:20 21:19
movers 14:1 15:23 18:25
moves 5:5,6,7,7 9:24 14:1,19 20:18
moving 9:18,21 10:2,7 11:8 14:4,12,12 15:13,14 18:19 18:24 19:9 20:6,14,19 21:8,15
Murrells 6:16
Myrtle 4:14 6:21 11:10,23 17:13 19:19

N

name 4:11 17:3
Necessity 1:11 4:21
need 15:14 18:13
needed 10:12 20:5
NEITHER 23:9
never 21:24
new 12:7,11,13 13:2,2,10,10
ninety 8:25
Notary 1:17 23:2
noticed 4:22
number 5:24 6:23 7:3,7,12 7:12 8:14,18 16:10 21:22,23
numbers 8:17

O

o'clock 1:22 4:23
obviously 7:1,16 7:24 8:8,10,15 9:12 10:12 11:9,17 12:2,7 12:17,19,22,23 13:8,11 14:3 20:7,12 21:20
office 2:10 6:2 6:20 14:24
offices 1:20
Oh 6:8 9:8,19,22 15:6 17:6,9 19:21
Okay 4:11 5:10 5:15,17,21,23 6:5,9,9,12,19 7:6,18,24 8:17 9:3,6,6,9,11,17 9:20,23 10:6 10:20,20 11:5 11:7,7 12:13 13:1,1 14:14 14:17,25 15:3 15:9,19 16:14 16:17,19 18:1 18:16 19:15,17 20:17,22
once 20:21
ones 12:22
open 13:12

oral 1:15
ORDER 23:19
ORIGINAL 23:13,17
outskirts 13:14
owners 16:6

P

p.m 1:22,23 22:12
PAGE 3:2,11
PAGES 23:7
PARTIES 23:11
parts 6:17 10:3 10:23
Patricia 1:16 23:2,24
Pawleys 6:17
people 9:18,20 10:2 11:7,12 11:17 12:1,23 13:16 14:8,11 15:4 17:24 18:11 19:4,5 21:4,12
percent 9:1,5,14 12:10 14:20 15:16,22 19:23 19:23 20:16
perfect 18:15
personal 9:13
personally 7:22
ph 3:22
phone 21:23
phonebook 14:8
phonetically 3:22
place 4:22,23
please 4:11
plenty 21:3
point 19:7
popular 11:24
population 13:4
position 15:4
possible 10:22
preliminaries 4:17
present 15:14
pretty 19:1,1 20:25
price 16:11
primary 15:1,2 20:9
Pringle 2:3 3:4 4:10 16:17,23 22:4 23:15
prior 17:21 18:18 23:18
probably 5:24 6:1,20 7:2,4,5 8:23 11:3,17 12:5 14:13 16:25 17:21 19:22,23 20:16 20:20
problem 17:2
problems 21:24
Procedure 1:19 4:2
professional 18:1
proffered 3:12
properties 7:13 8:11 10:9 20:3
property 8:4,7 11:19 20:6
proprietary 7:8 7:19
provided 18:15 19:16
providing 17:7,9
Public 1:2,10,17 4:20,23 17:15 23:3
purposeful 3:20
pursuant 1:18

Q

qualified 18:7
question 17:11
questions 5:12 16:18,24 17:1 22:5,9,11

R

rates 8:8
reading 4:4
ready 13:12
real 5:15,16,17 6:2 7:9,10 13:24 15:11 17:23 18:4,18 21:6
really 8:2,9 12:18 13:21 15:23 20:23
realtors 18:5
record 4:12 16:2
Reese 1:20 2:4 23:15
refer 5:3 14:14 14:19 15:4 20:19 22:3,3
referral 15:2 20:25
referred 20:23 20:24 21:15
referring 18:21 20:18
Regulatory 2:10
RELATED 23:10
Reliable 1:6 4:18
relocation 19:18
remember 17:19
repeat 17:1
reported 1:16 23:4
Reporter 1:17 3:6 23:1,2,24
Reporter's 3:19
residential 7:14 12:10
respective 4:4
RESPONSIB... 23:17
restaurants 11:16 13:10
RESULT 23:19
RETAIN 23:16
retire 11:13
retirees 12:25
retirement 11:10,23 12:14 12:18,21 20:9
rid 20:4
right 4:13,16 5:10 6:13,15 10:18 12:20 13:20 15:17 16:4,14 18:12 20:13 22:4
River 6:3
Road 4:14
Rule 1:18
Rules 1:18 4:2

S

sales 5:24 6:2 8:2 12:10 15:11
Savistky 16:3 20:18 21:1
sayeth 22:10
saying 13:15
scheduled 1:22
SEAL 23:20
SEALED 23:14 23:17
second 7:15 10:11 11:14 19:16 20:10,17 20:22
secondary 10:9
see 8:5
seeing 13:10
seeking 5:3 14:18
seen 8:6,14
sell 8:12 17:24
sellers 8:10 19:23 20:13
selling 10:7 20:3
send 14:5,7 19:6 21:12,21
sent 16:13 21:5,9
Service 1:2 4:24 17:15
services 1:7 4:18 9:17 15:15
SET 23:20
seven 6:1
share 8:18
shopping 11:16
sic 3:23
signing 4:4
similar 19:16
single-family 12:15
six 5:25
size 7:5,6
slight 8:6
sold 7:12,17 8:4 8:18
somebody 14:3 14:6 15:17 19:2
somewhat 8:6
sorry 17:8
sort 12:14
South 1:3,17,18 1:21 2:6 4:2,15 4:24 5:5,8 9:21 10:23 11:8 15:15 17:13,14 19:13 23:3,16
Spartanburg 10:11
speak 4:8 12:8 12:12 21:22,22
spend 11:20 20:11
spot 11:12
Staff 2:10

start 9:24
started 5:11,11 8:1,5 10:17
starting 12:3
starts 7:2,3
state 1:17 4:11 5:5,8 9:21 10:3 14:7 17:17 19:19 20:14 21:9 23:3
statewide 14:18 15:20
statistics 13:20
stats 13:20
stayed 14:12
steadily 8:13,16
steady 8:15
stipulated 4:3
store 13:13
straight 21:1,2
Street 1:20 2:5 23:15
strictly 12:21 14:5
stuff 10:13 13:18 15:2 16:11 20:4 21:4,23
Suite 17:12
summer 20:12
support 11:25
supposed 13:14
sure 6:19,19 7:24 10:14 11:7,21 13:7 13:22,23,23 14:10 15:7
sworn 4:7 23:6

T

T-i-m-m-e-r-... 4:14
take 4:22,23
taken 1:19 4:1 10:13 18:8
talk 13:13
talked 14:22 18:21
talking 5:1,7 14:4
telephone 1:15 1:19 4:1,5 23:4
tell 5:21 7:8,8 13:22 16:7 19:19
ten 6:24 9:1,4,14 12:5
testifies 4:9
testing 18:8
text 21:23
thank 16:23 17:14 18:15
things 11:15 15:12
think 5:1 9:15 10:17 15:17 16:15,16 20:1 22:8
thirty 6:1,1,20
thousand 8:25 8:25 13:16
three 12:20 16:8 18:5,7
Thursday 1:21 23:5
time 8:11 9:19 10:18 11:20,25 14:14,14 18:9 20:12 22:6
times 16:8
Timmerman 4:14
today 4:22
toilet 8:3
told 15:9
ton 12:11
top 8:1 11:4
total 7:16
touch 10:2,16
touched 16:24 17:20
tough 8:4
town 6:5
trailing 3:21
transactions 8:14,23 9:13 9:15
TRANSCRIPT 23:13,17
TRANSCRIP... 23:8
transfer 21:7,8
treat 16:11
trend 9:7
TRIAL 23:18
Truck 1:8 4:19 5:3 14:3,15,19 16:5 18:22 21:14
TRUE 23:7
truth 4:8,8,9
try 15:1
trying 8:10 10:16
turned 12:6
twice 20:21
two 1:8,22 4:19 4:23 5:2 7:11 7:20 10:8 12:9 12:9 13:11,16 14:2,15,19 16:5,8 18:22 19:25 21:13
typical 19:18
typically 21:20

U

understand 5:8
understanding 9:23
unfortunately 13:5
units 7:12 8:18
usually 6:3 7:11 7:12 14:2,4 21:2,12,21,21

V

vacation 11:12 11:23
versus 8:19
volume 7:15

W

waived 4:5
Wal-Marts 13:11
want 11:18 16:15 18:10 20:10
wanted 14:6
wanting 11:13
wasn't 21:6
way 6:3 12:1 16:9,11
ways 7:11
we'll 15:1
we're 5:6 9:10 11:11 13:9
we've 5:2 6:1 7:5 7:5 8:5,13 22:8
whereever 20:6
WHEREOF 23:20
WITNESS 16:19 22:7 23:6,20
Word 3:7
work 6:16 15:13 16:11
wouldn't 8:20 10:25 13:20
Wow 13:17
written 3:22,23

X

Y

yeah 7:1 8:20,22 9:8,19 12:17 13:18 14:20 15:8,25 21:2
year 7:17 8:24 8:24 9:7,10,12 9:15 11:6 19:9 19:10 20:12,15 20:21
year-round 11:18
years 5:20,21,24 6:1,24,24 7:4 7:21 8:5,13 12:9,9 16:8 18:5,7,9 19:3 19:14
you-all 7:25

Z

0

06 7:25
07 7:25
08 8:1
09 8:2

1

10 8:2
14 9:2,16
15 9:2
1501 1:20 2:5 23:15
16 3:5
18 17:12

2

2:01 1:23
2:25 22:12
2001-341-T 1:4 4:18
2014 8:19,20
2015 8:19,20 9:16
2016 1:10,22 23:6,21
2017 23:25
2053 4:14
21 5:13,22 15:5
22 23:7
23 3:6

25 1:10 5:24
19:23
25th 1:21 23:5
29201 2:6
29579 17:13
29588 4:15

3

3 3:3
30 1:18 20:16,16
35 20:16
3RD 23:21

4

4 3:4
40 8:23
4991 17:11
4999 17:12

5

50 12:9
51 12:9
55-and-older-t...
12:19
5th 1:21 2:5
23:16

6

7

74 9:15
75 19:22

8

80 19:23
82 9:16

9

9 23:25
930 8:23
9684 1:12