



Professional, personable, and one who always pays attention to detail. Those are just a few of the characteristics that keep clients coming back to work with Nick Stopper of Century 21 Stopper & Associates, and with over a decade in the real estate industry, Nick knows just how important that is to his business.

Serving a diverse range of customers from Myrtle Beach to Murrells Inlet and beyond, Nick is always prepared to do his best for any client, no matter what kind of property they're looking for. "I like to

spread my business around and work with all types of people, whether they're relocating to the area or looking to buy a vacation home," says Nick. "But the one thing that remains the same is I put myself in their shoes and treat them with respect throughout the transaction. Real estate is one of the largest purchases anyone can make and I always remember they're putting that in my hands. It's important to do everything I can to earn their trust."

With nearly 80% of his business stemming from referrals or repeat clients, it's obvious Nick has no trouble at all connecting with his clients, but it took a lot of hard work and determination to get to where he is today. "Someone once told me if I always do my best plus a little bit more, I'll be successful. I've applied that philosophy to every single client I've ever worked with," Nick says. "I want them to know I've done everything I can and then some when it comes to finding a property to fit their needs."

And just how is Nick able to find the perfect home for his clients to live out their dreams? He listens intently to what their needs and wishes are, especially with out-of-state clients who often have a limited amount of time

to search when they're in town. "I don't want to waste anyone's time by showing homes that aren't going to work for them, so it's critical that I understand what they're looking for. I want them to come away with

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confidence at the end of the transaction, knowing I gave them excellent service and education to make the best decision for their family."

Although he thoroughly enjoys the entire process, it's the end result that brings Nick the greatest satisfaction. "When everything is all said and done and the transaction closes, it's so rewarding for me to see the smile on my client's face, knowing I played such big part in their happiness," says Nick. "Then I get to take a deep breath and gear up to move on to the next one, but I'll always keep in touch with them so they know I'm here if they ever need me for anything."

When not busy selling real estate, the 2015 and 2016 Centurion Award winner enjoys playing a round of golf when time permits. Nick also chooses to give back to the community that has been so good to him by sponsoring local sports teams.

As for the near future, Nick has plans to develop a team of like-minded agents to reach new heights in his business. But for now, he'll focus on expanding his client base and honing his skills to provide expert service and advice. "I go out of my way to treat my clients right and they remember that. They always remember how I made them feel and that's what matters most."

## Nick Stopper

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