

SIX STEP ESTATE PROCESS

1. INITIAL CONSULTATION

- ◆ Our experience goes to work for you at no expense to you or the estate.

2. VALUATION RESEARCH

- ◆ What do the numbers say? What needs to be added to the valuation process other than pure real estate market data?

3. SITE INSPECTION & TAKING INVENTORY

- ◆ Contents: What to keep/what to sell/ methodology (estate sale, remote or on-site; auction house; Caring Transitions sale; donations; disposal)
- ◆ List of possible repairs/cost analysis and return on investment
- ◆ Selling/Pricing Strategies

4. PLANS REDUCED TO WRITING

- ◆ Listing/Pricing Strategy/Contents disposition/Repairs/clean-up all agreed and put into writing for accountability.

5. PREPARATION FOR SALE

- ◆ Supervise content sale and disposal and staging.
- ◆ Supervise repairs, replacements, and clean-up

6. ESTABLISH TERMS OF THE LISTING/ MARKETING/SALE AND THE COMMUNI- CATION NEEDED FROM LISTING THROUGH CLOSING.



Cana Group Estate Division

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Your Best Friend In Real Estate



ESTATE, PROBATE & TRUST DIVISION



CANA GROUP TEAM
KW MYRTLE BEACH
KELLERWILLIAMS.





**Clay
Lentz**

Originally from Florence, SC, Clay has over 40 years sales experience on the Grand Strand. He and his wife Anne, an Horry County school teacher, raised their family in Myrtle Beach, and are now helping with two young grandchildren. Clay's motto is *"The Grand Strand, a wonderful place to live, work and play"*.



**Weston
Wallace**

Weston is a second generation Realtor, and the newest addition to the Cana Group Team. A true "local" born and raised, He has served thousands in the food industry before deciding on a career serving buyers and sellers in real estate. Weston has worked in new home development projects, open houses, and is a member of Cana's Probate, Estate, and Trust Team.

Why Choose **kw**?

1. Keller Williams is the largest, fastest-growing real estate franchise in North America.
2. Keller Williams is at the forefront of the real estate world in technology, training and culture.
3. Keller Williams is home to largest number of firms on top brokerage lists
4. Keller Williams has been named a top training organization worldwide
5. Keller Williams is founded on the principles of trust and honesty, we emphasize the importance of having the integrity to do the right thing, always putting your needs first. We firmly believe that our success is ultimately determined by the legacy we leave with each client we serve.
6. We're proud to be affiliated with one of the largest real estate organizations in the world! The strong growth of Keller Williams is proof that when you offer a superior level of service, word spreads fast. Our agents are on a different level because they are constantly trained, coached, assisted, motivated and most of all APPRECIATED!



ATTENTION!

**Estate Attorneys
Probate Attorneys
Trust Officers
Senior Advisors**

Assisted Living Counselors



Randy Wallace, Director of the Cana Group Team, has been in the greater Myrtle Beach area real estate market since 1977.

As a Developer and Realtor, Randy has worked with builders, subcontractors, and service providers for over 35 years in new construction, warranty and punch list work, and remodeling. Over the past ten years, Randy has also consulted on several assisted living home projects in the area, as well as worked, handled several estate dispositions, and assisted local attorneys in disposing of estate assets.

This work has led to the formal organization of his Cana Team ESTATE, PROBATE & TRUST DIVISION to help families, attorneys, and personal representatives handle property disposition in the most caring, sensitive, and professional manner.