

THE SMART SELL & SMOOTH MOVE GUIDE

From “Thinking About Selling” to Fully Moved In

REBECCA JANOWAK | REMAX ECLIPSE

DISCLAIMER:

This guide is intended for educational and informational purposes only.

Real estate markets, financing requirements, inspection standards, and municipal regulations change over time. Information provided reflects common practices in Michigan markets at the time of publication.

This is not legal, financial, tax, or construction advice. Always consult licensed professionals for guidance specific to your situation and property.

Selling and moving are two of the biggest stressors people experience.

The mistake most homeowners make?

They treat them like separate events.

They're not.

The way you prepare your home directly affects how smoothly you move.

This guide walks you through both - strategically.

Less panic.

More planning.

More profit.

Let's do this right.

PREPARING YOUR HOME TO SELL

THE BUYER MINDSET

Buyers don't pay more for perfect.

They pay more for confident.

They're asking:

- Has this home been maintained?
- Am I inheriting problems?
- Can I move in without chaos?

Our goal is to remove doubt – not remodel your life.

FIX THESE FIRST (NON-NEGOTIABLE)

ADDRESS BEFORE LISTING:

- • Roof leaks
- • Active plumbing leaks
- • Electrical hazards
- • HVAC issues
- • Foundation concerns
- • Water intrusion
- • Broken windows
- • Safety hazards

These can impact financing and negotiations.

BEX PRO TIP

If you know it's broken, fix it before listing. Surprises during inspection cost more than proactive repairs.

HIGH IMPACT, LOW COST UPDATES

FOCUS HERE:

- · Fresh neutral paint
- · Updated light fixtures
- · Cabinet hardware
- · Professional deep cleaning
- · Fresh mulch & landscaping trim
- · New caulk in baths/kitchen
- · Power washing exterior
- · Replace every light bulb

Clean + bright = higher perceived value.

BEX PRO TIP

Lighting changes everything. Dim homes feel dated. Bright homes feel newer instantly.

WHAT NOT TO DO

AVOID MAJOR RENOVATIONS RIGHT BEFORE SELLING:

- Full kitchen remodel
- Full bathroom gut
- Custom built-ins
- Trendy finishes
- Emotional upgrades

Buyers want neutral and functional – not your Pinterest board.

DECLUTTER STRATEGY

REMOVE:

- 50% of closet contents
- Personal photos
- Excess furniture
- Countertop appliances
- Pet items
- Extra décor

Space sells.

BEX PRO TIP

You're not staging your life.
You're staging a product.

90 / 60 / 30 DAY PREP PLAN

• 90 DAYS OUT

- • Walk-through strategy session
- • Contractor estimates
- • Major repairs
- • Start decluttering

60 DAYS OUT

- • Complete repairs
- • Paint touch-ups
- • Service HVAC
- • Exterior refresh

30 DAYS OUT

- • Professional deep clean
- • Window washing
- • Remove personal décor
- • Schedule professional photography

Marketing matters. Good photos drive traffic. Traffic drives offers.

MOVING TIMELINE

60 DAYS BEFORE MOVE

- Get 3 mover quotes
- Begin packing non-essentials
- Gather important documents
- Start decluttering room by room

DOCUMENTS TO GATHER:

- ID
- Insurance policies
- Loan paperwork
- School & medical records

BEX PRO TIP

If you haven't used it in 30 days, it can probably go in a box.

45 DAYS BEFORE MOVING

- Book movers
- Confirm closing date
- Cancel subscription deliveries
- Schedule final cleaning

BEX PRO TIP

Label boxes by ROOM and PRIORITY.
“Kitchen - Open First” prevents meltdowns.

30 DAYS BEFORE MOVING

- · Transfer utilities
- · Submit USPS change of address
- · Notify banks & insurance
- · Confirm internet install
- · Confirm moving insurance

Turn utilities on 1-2 days early at the new house.

14 DAYS BEFORE MOVING

- · Pack majority of home
- · Create “Open First” box
- · Arrange pet care
- · Drain gas equipment
- · Defrost freezer

OPEN FIRST BOX:

- · Toilet paper
- · Chargers
- · Medications
- · Basic tools
- · Coffee maker

Yes. Coffee is essential.

FIRST WEEK AFTER MOVE (MICHIGAN SPECIFIC)

- Change address with Michigan Secretary of State
- Update vehicle registration
- File homestead exemption
- Test smoke detectors
- Replace furnace filter
- Locate water shut-off
- Test sump pump

Michigan homeowners check sump pumps. Period.

ABOUT REBECCA

Rebecca Janowak is a Michigan-based real estate broker who believes real estate should feel strategic – not stressful.

She specializes in helping homeowners prepare intelligently, price correctly, and move smoothly without unnecessary chaos.

HER APPROACH IS STRAIGHTFORWARD:

- · Honest advice
- · Clear timelines
- · Strategic preparation
- · Strong negotiation

Whether you're 12 months out or already packing boxes, Rebecca focuses on making sure you feel confident every step of the way.

Because selling your home shouldn't feel like guesswork.

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