

How to Sell a House Fast in Hampton Roads

Military orders, relocation and inherited property can create a deadline. The first week matters: set a realistic asking price, prepare the property and decide how much speed is worth to you.

Choose a path

A well-priced MLS listing reaches the broadest group of buyers and may produce a higher net. A cash buyer may offer a faster closing with fewer preparation demands, usually at a discount. A listing with flexible possession or closing terms can appeal to buyers with a deadline.

Five steps that help

1. **Price with recent sold comparables.** Review condition, location and current competition rather than relying on an online estimate alone.
2. **Address obvious concerns.** Clean, declutter, repair active leaks and make access easy.
3. **Present it well.** Use strong photos, an accurate floor plan when available and clear listing details.
4. **Allow showings.** Evening and weekend access can help more buyers see the home.
5. **Evaluate the whole offer.** Compare financing, appraisal and inspection terms, earnest money and closing dates, not just the price.

Prepare for local questions

Know your flood zone and obtain insurance information when appropriate. Virginia sellers generally provide the current state disclosure forms and any property-specific disclosures that apply.

Need a sale plan with a timeline? I can show you estimated proceeds from a traditional listing and an as-is offer. Start with a home value review or call or text 757-985-2959.

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General information updated September 2026. Verify legal, lending and tax matters with the appropriate professional.