

How Much Is My Home Worth?



Illustrative image; not an actual listing or client photograph.

Your home's likely selling price depends on current buyers, competing properties and its condition. A local pricing review helps you choose an asking price and understand proceeds before spending on preparation.

Estimates, market analyses and appraisals

Online estimates use available data but may miss improvements, condition and property details. A comparative market analysis reviews similar nearby closed sales and current competition, with supportable adjustments. An appraisal is a separate professional opinion of value, often required for financing; it does not guarantee what a buyer will offer.

What affects the comparison

Consider location, size, layout, lot, garage, condition and major systems. Waterfront access, flood exposure and insurance costs may also matter. Compare similar recent sales; the useful time period depends on available evidence and market changes. Ask which differences support an adjustment rather than assigning automatic dollar values to upgrades.

Choose a price with a plan

Overpricing can reduce interest and extend carrying costs. Pricing below expected value may attract competition, but bidding and the final result are not guaranteed. Compare asking-price options, competing listings and your deadline. Agree on when to review showings, feedback and offers rather than waiting without a plan.

Your next-step action plan

Prepare without overspending

Clean, declutter, brighten the entry and address safety issues or active leaks. Before renovating, compare written bids, completion time and likely buyer expectations. Gather permits, warranties, utility costs and improvement dates. Professional photographs should accurately show the home; a major remodel is not automatically the best use of your money.

Know what you could keep

Sale price and net proceeds are different. Estimate mortgage and lien payoffs, negotiated compensation, settlement charges, buyer credits, repairs and carrying costs. Ask Diana for a net sheet using more than one realistic price. Compare the full offer, including financing, inspection and appraisal terms, before choosing a buyer.

Your planning checklist

- ☐ Share your address, condition and improvements.
- ☐ Review similar sold homes and current competition.
- ☐ Confirm measurements and important property features.
- ☐ Obtain written estimates before choosing repairs.
- ☐ Compare pricing options and estimated net proceeds.
- ☐ Set a date to review feedback and the strategy.

DIANA'S TIP

Before you spend money getting your home ready to sell, let's walk through it together. I'll help prioritize improvements based on your home, competing listings and budget, so every project has a clear purpose.

Helpful source links

[REIN local market information](#)

[Virginia property disclosures](#)

[Flood insurance guidance](#)

Call Diana: 757-985-2959

Request your free home-value review. Share your property address, preferred timing and recent improvements so Diana can help build a practical selling plan. [Read online and contact Diana.](#)

Diana Hansford, Real Estate Agent | Keffer Realty. Confirm property facts, agreements and financing with the appropriate professionals.