

Sell a House Fast



Illustrative image; not an actual listing or client photograph.

Military orders, relocation or an inherited property can create a firm deadline. A fast sale needs realistic pricing, accessible showings and a closing plan that works for your situation.

Choose the sale path and deadline

A well-priced MLS listing can reach a broad buyer pool; a cash offer may reduce preparation or financing delays but often trades price for convenience. Flexible closing or possession can also help. Compare estimated proceeds and written terms before deciding how much speed is worth to you.

Make the first week count

Price from recent sold comparables, condition and current competition - not an online estimate alone. Clean, declutter, address active leaks and make access easy. Use strong photographs, clear listing details and an accurate floor plan when available. Offer practical evening and weekend showing opportunities while protecting privacy, valuables and pets.

Prepare the facts buyers will need

Gather payoff information, permits, service records, warranties and applicable Virginia disclosures. Check flood information and insurance questions early. For inherited or jointly owned property, have the settlement provider confirm the people and documents needed to convey title. Do not promise a closing date before the necessary work is understood.

Your next-step action plan

Evaluate certainty as well as price

Compare financing, appraisal and inspection terms, earnest money, credits and dates together. Ask how funds or loan qualification will be verified and what conditions could delay closing. A higher offer with more contingencies may not fit a hard deadline. Ask Diana for a net sheet and a transaction timeline for serious offers.

Build a practical backup plan

Set a date to review showing feedback and competing listings; adjust the plan using evidence. Arrange movers, storage or temporary lodging before possession becomes urgent. Distinguish settlement from key delivery and any occupancy agreement. Keep inspection and repair documents ready, and independently verify final payment instructions with the settlement provider.

Your planning checklist

- ☐ Choose your deadline and acceptable backup date.
- ☐ Compare MLS, as-is and cash options by net proceeds.
- ☐ Confirm pricing, preparation and showing access.
- ☐ Gather title, payoff and property records early.
- ☐ Review buyer funding, contingencies and deadlines.
- ☐ Reserve moving options and confirm possession.

DIANA'S TIP

Tell me your deadline at the beginning. We can compare pricing, preparation, and closing options with that date in mind.

Helpful source links

[Virginia property disclosures](#)

[Closing Disclosure explained](#)

[Flood insurance guidance](#)

Call Diana: 757-985-2959

Request a sale plan built around your deadline. Share the property, its condition and your timing so Diana can compare preparation, pricing and closing options. [Open this guide online](#) to use the contact form.

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