

Selling Your Home in Hampton Roads



Illustrative image; not an actual listing or client photograph.

A successful sale starts with a realistic price, purposeful preparation and a plan for your next move. Use this roadmap to protect your timing and understand your likely proceeds.

Set your timing, price and proceeds

Choose an ideal move date and a backup. Review recent comparable sales, active competition and your home's condition with Diana; online estimates and tax assessments are starting points. Gather your loan payoff and identify liens. Estimate negotiated compensation, settlement costs, credits and repairs before deciding what you need from the sale.

Prepare the home and its records

Prioritize active leaks, safety concerns and deferred maintenance before cosmetic upgrades. Clean, declutter, improve lighting and tidy landscaping. Collect permits, warranties, contractor invoices and service records. Identify fixtures and personal property you will keep. Store valuables securely and plan for pets before photographs and showings.

Market clearly and compare whole offers

Agree on photographs, an accurate description, launch timing and practical showing access. Review feedback and competing listings before changing price or presentation. Compare each offer's financing, deposits, inspections, appraisal terms, requested credits and closing dates. Ask for a net sheet: a higher price can still produce lower proceeds.

Your next-step action plan

Ask the right questions before listing

Which comparable sales support the price? What preparation is worthwhile for this home? Which competing properties will buyers consider? What costs affect proceeds? Agree on how feedback will be shared and when to review the strategy if showings or offers are limited.

Keep the closing plan on track

Track inspection, financing, appraisal and settlement deadlines. Maintain the condition required by the agreement and document agreed repairs. Confirm utility transfers, possession and key delivery. Have the settlement provider verify final charges and payoff amounts; disclose applicable property information using current Virginia forms.

Your planning checklist

- ☐ Write down your move date and backup plan.
- ☐ Confirm payoff, liens and estimated selling expenses.
- ☐ Choose preparation tasks before spending on repairs.
- ☐ Gather improvement records and clarify included items.
- ☐ Set showing, feedback and offer-review expectations.
- ☐ Confirm closing deadlines, utilities and possession.

DIANA'S TIP

Before making repairs or choosing a price, let's build a plan around your timing and estimated proceeds. The best preparation starts with knowing what you need from the sale.

Helpful source links

[Virginia property disclosures](#)

[Closing Disclosure explained](#)

[Flood insurance guidance](#)

Call Diana: 757-985-2959

Request a Home Value Review. Share your property address, timing and improvements so Diana can help build a selling plan. [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.