

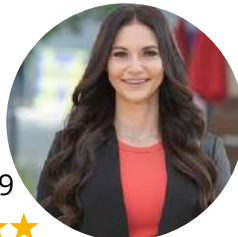
YOUR VA RELOCATION TO NV

made simple and stress-free



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Hi, I'm Miranda! and I'm Mario

As real estate professionals who are passionate about supporting our veterans, we're truly honored to assist you in navigating the VA home buying process. We understand that the path to homeownership can be daunting, especially when it comes to understanding the ins and outs of your VA home loan eligibility. That's why we've created this comprehensive guide to provide you with all the education you need to confidently move forward in your home-buying journey.

Whether you're a first-time buyer, PCS'ing, or looking to refinance, we're here to guide you every step of the way. The VA loan process can seem complex, but with the right guidance and partners, it becomes an empowering experience. In this guide, you'll find expert advice, step-by-step **PROTIPS**, and key resources that will help simplify the process and make your homeownership dreams a reality.

We truly appreciate your service, and we're excited to assist you in finding the perfect home. Let's work together to make your home-buying journey smooth and successful.

We look forward to helping you take the first step toward starting your new journey in NV! Teamwork makes the dream work & who you partner with **MATTERS!!**





INTRODUCTION

The VA home loan program is one of the most valuable benefits offered to veterans and active military members. It's designed to make homeownership more accessible by offering competitive rates and low-or-no down payment options. Understanding how the VA loan program works and navigating its intricacies can help you take full advantage of this benefit and get into your dream home.

This guide is designed to walk you through the essentials of the VA home loan process, answer common questions, and provide you with the necessary tools to be financially prepared. Whether you're buying your first home or refinancing, we're here to help you every step of the way.

UNDERSTANDING VA HOME LOANS

A VA home loan is a mortgage loan that's guaranteed by the U.S. Department of Veterans Affairs. It's specifically designed for eligible veterans, active-duty service members, and certain members of the National Guard and Reserves. The purpose of the VA loan program is to help service members and allow veterans to purchase homes with favorable terms, including low-or-no down payments and competitive interest rates.

Key features of a VA home loan include:

- No down payment: In many cases, you don't need to make a down payment.
- No private mortgage insurance (PMI): Unlike conventional & FHA loans, VA loans don't require PMI, which saves you money each month.
- Lower interest rates: VA loans typically offer lower interest rates than conventional & FHA loans.
- Flexible credit requirements: VA loans are more forgiving when it comes to credit scores and credit history.

These advantages make VA loans one of the most attractive options for veterans and active-duty military personnel.



ELIGIBILITY

Not everyone is automatically eligible for a VA loan. To qualify for a VA home loan, you must meet specific service requirements. Below are the basic eligibility criteria:

1. Service Requirements:

- **Veterans:** Typically, you must have served at least 90 consecutive days of active service during wartime, or 181 days during peacetime.
- **Active Duty:** Service members on active duty must have served at least 90 continuous days.
- **National Guard and Reserve Members:** Generally, you need at least six years of service, or you may be eligible if you were called to active duty for at least 90 days.
- **Surviving Spouse:** The spouse of a service member who died in the line of duty or as a result of service-connected disabilities may also be eligible.

2. Certificate of Eligibility (COE):

- Once you meet the service requirements, you'll need to obtain a Certificate of Eligibility (COE) from the VA. This document proves your eligibility for a VA loan and can be obtained through your lender, the VA's eBenefits portal, or the VA's loan center.
- **PROTIP:** Do NOT move forward with your VA home loan and offer submission UNTIL your mortgage lender has secured your CERTIFICATE OF ELIGIBILITY and verified your entitlement available.



VA LOAN BENEFITS

The VA loan program offers several key benefits for eligible veterans, active duty service members, and surviving spouses:

1. No Down Payment

For most VA loans, you can purchase a home with no down payment. This is a significant advantage, as it means you can avoid saving for a large down payment while still securing homeownership.

2. Competitive Interest Rates

VA loans tend to have lower interest rates than conventional & FHA loans, which helps you save money in the long term.

3. No Private Mortgage Insurance (PMI)

Conventional & FHA loans typically require PMI (Private Mortgage Insurance, an added cost/fee built into your monthly mortgage payment that protects the lender in the event of default) if the borrower's down payment is less than 20%. With a VA loan, however, there's **no PMI requirement**, saving you money on your monthly mortgage payment.

4. Easier Qualification

VA loans have more flexible credit and income requirements, making them easier to qualify for compared to conventional & FHA loans.

5. Closing Cost Limits

The VA has set limits on the closing costs that lenders can charge, reducing the financial burden at the closing table.



GETTING FINANCIALLY PREPARED

Before you apply for a VA loan, it's important to prepare financially to ensure a smooth process. Here are key steps to take:

1. Check Your Credit Score

While the VA doesn't set a minimum credit score, most lenders will look for a score of at least 620. If your credit score is lower, you may still be able to qualify for a VA loan, but it's beneficial to work on improving it before applying. **PROTIP:** Mario can help with an action-plan to improve credit scores

2. Assess Your Debt-to-Income Ratio

Lenders will review your debt-to-income (DTI) ratio, which compares your monthly consumer-debt payments to your monthly income. A lower DTI ratio increases your chances of automated approval. **PROTIP:** There is no maximum DTI requirements with the VA. We will have to assess your **RESIDUAL INCOME** after all household bills/expenses are accounted for.

3. Save for Closing Costs

Even though a VA loan doesn't require a down payment, you may still need to cover closing costs, which typically range from 2% to 5% of the home's purchase price.

PROTIP: We can help negotiate these closing costs to be paid for by the seller of the home.



FUNDS NEEDED

One of the main advantages of VA loans is that you don't have to make a down payment. However, there are still some costs associated with buying a home that you'll need to prepare for.

1. Closing Costs

- As mentioned earlier, closing costs typically range from 2% to 5% of the purchase price. **PROTIP:** On a VA home loan, sellers can cover all loan-related costs and up to 4% in seller-concessions. These costs may include:
- Appraisal fees
- Title insurance
- Loan origination fees
- Home inspection costs

2. VA Funding Fee

The VA charges a funding fee to help cover the cost of the program. The fee amount varies based on factors like your down payment amount and whether you're a first-time or subsequent VA loan borrower. **PROTIP:** The VA FUNDING FEE is waived for anyone receiving 10% or more in service-connected disability.





TIMELINE

The timeline for getting a VA loan can vary, but on average, with our team it takes about 15-20 days to close a VA loan once you've submitted all necessary documents and have a fully-executed contract. Here's an overview of the general timeline:

1. Pre-Approval Process

Duration: same day-2 days

What happens: Mario will review your financial situation, credit report, and eligibility for a VA loan. Once pre-approved, you'll receive an official pre-approval letter to begin your house hunt.

2. Home Search and Offer

Duration: Varies

What happens: Once officially pre-approved, you can begin your home search. Once you find a home you like, you'll make an offer, and Miranda will help negotiate the most favorable terms possible to your personal qualifying scenario. That can include flexible due diligence periods, seller-paid closing costs/concessions, and coordinating a closing date that aligns with your PCS or relocation.

3. Closing Process

Duration: 15-20 days

What happens: After your offer is accepted, you'll go through the closing process, which includes securing financing, a VA appraisal on the property, and finalizing documents.

HOME QUALIFICATION

Once you've decided to move forward with a VA loan, you'll need to qualify for the home you want to purchase. Understanding the qualification process will help you prepare.

1. Home Price / VA Loan Limits

While the VA doesn't set a limit on how much you can borrow, there are county-specific limits based on your location and the VA loan entitlement you've used. If this is your first time using your VA benefits and/or you have full entitlement available, there IS NO VA LOAN LIMIT as long as you can qualify. If a portion of entitlement is encumbered, you'll have to meet county loan limits, VA bonus entitlement calculation, and you may need to meet a down payment obligation if sufficient entitlement isn't met.

2. Property Condition

Your lender will require an appraisal to assess the property's value and ensure it meets the VA's minimum property requirements (MPRs). These requirements ensure the property is safe, sound, and sanitary.



HOW DO WE SET OURSELVES APART FROM OTHERS?

Choosing the right Realtor & mortgage partner is crucial to ensure a smooth VA home-buying process. Here are some tips on how to select the best partner for your VA purchase:

1. VA-Specific Experience

Not all lenders are familiar with the specifics of VA loans. Look for lenders that have experience working with VA borrowers and a proven track record. They will be able to guide you through the process, handle any unique challenges, and help you understand your eligibility and benefits.

2. Compare Loan Offers

It's essential to shop around for the best interest rates and fees. Even though VA loans offer competitive rates, rates can vary drastically from lender to lender. Comparing offers can help you find the most favorable terms.

3. Ask About Fees

In addition to interest rates, make sure to ask your lender about VA funding fees and any other closing costs that might apply. Make sure you understand all fees upfront to avoid surprises later.

4. Customer Service

You'll want a lender that provides excellent customer service. The VA loan process can be complicated, so you'll need a lender who can answer your questions and keep you informed every step of the way. **PROTIP:** Teamwork makes the dream work



FREQUENTLY ASKED QUESTIONS



1. How long does the VA loan process take?

Typically, it can take 30-45 days to close a VA loan once you've found the home. However, leveraging our teams expertise, this timeline can be drastically reduced to meet a 15-20 day closing. This can vary based on several factors, including the the home's appraisal, and other variables.

2. Do I need perfect credit to qualify for a VA loan?

No, the VA does not have a strict credit score requirement. However, most lenders will prefer a credit score of 620 or higher. If your score is lower, you may still be eligible for a VA loan, but it could be more difficult to secure a good rate.

3. Can I use a VA loan more than once?

Yes, absolutely! You can use a VA loan multiple times. However, if you've used your full entitlement, you may need to pay a down payment on your next home purchase, depending on the loan limit in your area. **PROTIP:** An important requirement for your VA home loan is that it's for a PRIMARY RESIDENCE only. Using something called BONUS ENTITLEMENT, you can still purchase another primary residence with \$0 down with enough bonus entitlement. Ask us how!!

4. Can I refinance my existing mortgage with a VA loan?

Yes, you can refinance with a VA Interest Rate Reduction Refinance Loan (IRRRL), which is a streamlined process that can reduce your current interest rate. You may also be eligible for a cash-out refinance. **PROTIP:** VA IRRRL doesn't require income verification or an appraisal.

VA LOAN MYTHS

There are several misconceptions about VA loans that can discourage veterans from taking advantage of this benefit. Let's clear up a few common myths.

Myth 1: You need perfect credit to qualify for a VA loan.

Fact: While good credit can help, the VA doesn't set a minimum credit score requirement. Lenders may have their own requirements, but veterans with less-than-perfect credit can still qualify.

Myth 2: VA loans are only for first-time homebuyers.

Fact: You can use a VA loan multiple times. As long as you still have entitlement left, you can apply for a VA loan, whether it's your first home or your tenth.

Myth 3: VA loans take forever to close.

Fact: While the VA loan process can sometimes take a little longer than a conventional loan due to additional documentation, it typically takes most lenders 30-45 days to close, which is similar to most loan types. With our team, we'll help expedite that even more!

Myth 4: You need a down payment for a VA loan.

Fact: VA loans do not require a down payment in most cases, making homeownership more accessible.



ARE YOU READY

to secure your dream home with
a VA Loan? You've earned it!!

Navigating the VA loan process can feel overwhelming, but with the right partnerships, you can confidently take the next step toward homeownership. Whether you're purchasing your first home, refinancing, or exploring your options, we're here to guide you through every part of the journey.

Here's how we can assist you:

- Help you understand the VA loan benefits and eligibility requirements
- Provide guidance on choosing the right lender and loan type
- Assist with the financial preparation needed to apply for a VA loan
- Offer expert advice on selecting the perfect home that meets your needs
- Help you negotiate favorable terms for your home purchase including; due diligence periods, seller-paid closing costs/concessions, closing timelines, home warranty



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If you're ready to take the next step in your homeownership journey, we're just a call, text, email, or DM away. Together, we'll make sure you're fully prepared to take advantage of the VA loan benefits and secure the home that's right for you.

Teamwork makes the dream work. Who you partner with **MATTERS!!**

