BE A SMARTER HOME SELLER

DEBUNKING MYTHS ABOUT VA LOANS

Before accepting an offer, be confident you understand the facts about the VA home loan.

Created by the U.S. government in 1944, the VA home loan is a mortgage exclusively for veterans and active-duty service members. Loans are issued by private lenders (like our team) and are guaranteed against payment default by the U.S. Department of Veterans Affairs (VA).

Some sellers may automatically dismiss an offer from a veteran because of misconceptions about the VA loan program – but in fact, a VA loan could be the strongest offer you receive.

Here is a quick look at a few myths vs. facts about the VA home loan.

MYTH #1:
A VA LOAN TAKES LONGER TO CLOSE.

FACT: There is no real difference in closing time between VA loans and other programs. With our streamlined system and advanced mortgage tech, our VA loan clients have closed within 25 days.* That's far faster than the industry average.

MYTH #2:
THE SELLER MUST PAY ALL THE VA BUYER'S CLOSING COSTS.

FACT: It is true there are certain costs that a veteran is not allowed to pay (per VA program guidelines). But sellers are never required to pay anything on the buyer's behalf. Plus, a reputable lender can assist with the seller not incurring any surprise costs. Regardless of the loan program, there is always room to negotiate in any real estate transaction.

*Closing times vary and may not apply to every loan.

MYTH #3:
VA APPRAISALS ARE SLOW AND LOW.

FACT: Definitely not! VA appraisals have a mandatory turnaround time of 10 business days, but they typically are completed quicker. Appraisers will not (and should not) automatically undervalue your home because the potential buyer has a VA loan. If your property meets the VA's safety, structurally sound, and sanitary requirements, there should not be any appraisal issues.

MYTH #4:
ACCEPTING A VA BUYER'S OFFER IS RISKY BECAUSE THEIR LOAN IS LESS LIKELY TO CLOSE.

FACT: On average, VA loans successfully close at a rate comparable to other loan types. Therefore, there is little risk in the sale falling through if you accept a veteran's offer.**

FEEL CONFIDENT ABOUT YOUR SALE

By knowing what is true and not true about VA loan buyers, you have taken the first step towards being a better-informed seller. Working with the right lender is also crucial. Make sure the lender is established in the market, offers great service, and has a track record of closing loans on time. Reach out to us if you have any questions or if we can help simplify your home selling and buying process.

Cornerstone HOME LENDING | the NILESteam

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