

# ★ VA LOANS ★ DEMYSTIFIED!

*You can rest assured you are working  
with a dedicated experienced VA  
team when you work with me.*



## MYTH #1

### VA Appraisals Take Longer

**FALSE:** VA establishes timelines according to the region/area and timelines from each appraiser.

## MYTH #2

### VA Requires Repairs

**FALSE:** VA has Minimum Property Standards (MPS) such as safe, sound and sanitary.

## MYTH #3

### VA Values Come in Lower than Non-VA Loans

**FALSE:** Comparables are used are the same as Non-VA appraisals and VA is the **ONLY** loan type that the appraiser is **REQUIRED** to give the lender a "heads up" if the value is coming in lower than contract price.

## MYTH #4

### VA Cannot Pay Over Value

**FALSE:** Veterans **CAN** pay over the value of the house.

## MYTH #5

### Veterans Cannot Pay any Closing Costs, so the Seller **MUST**

**FALSE:** The VA now allows Veterans to pay for termite inspections and repairs as long as they have agreed to that per the purchase agreement. However, Veteran's cannot pay for Brokerage Fees or Real Estate Commissions and Lender Fees that are not their own, nor can they pay certain underwriting or processing fees if the lender charges 1% origination.

**PLEASE LET ME KNOW** if you'd like to learn more about the VA appraisal process and discuss any other objections you are hearing.

While many lenders may offer VA loans, most ship the VA loan package out to a third party to underwrite and fund, which may cause delays and confusion. At Bay Equity, we are self-contained with approved VA underwriters in-house and have a strong understanding about the intricacies of VA loans to help make the process go smoothly for active-duty military, veterans and their families. **CALL TODAY!**

BEHL



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