

VA Loans 101: Your Military Home Buying Advantage

Presented by **AJ Kehl**

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About Me

My Purpose Today...and every day:

Make sure every service member gets every dollar of the benefit they've earned. No exceptions. No shortcuts.

Rooted in the Nellis Community

Deep ties to Nellis Air Force Base and the greater Las Vegas/Henderson military community. Served at Nellis as the Deputy Fire Chief. Helped 100's of members and their families through PCS.



Local Expert

Las Vegas & Henderson realtor with boots-on-the-ground knowledge of every neighborhood near base.

Veterans Only

Specializes *exclusively* in veteran and military homebuyers. ~100% of the client base.

Veteran Advocate

Member, VAREP
Top 3 Mentor f/Chiefs Group
Member, VFW

The VA Loan Changes the Game

The most powerful home
financing tool in America, and it
belongs to you.

1 in 3

Veterans Who've Used It

28M+

Loans Issued Since 1944

\$0

Down Payment Required



By the end of this session, you'll know exactly how to use every dollar of the benefit you've earned.



What Is a VA Loan?

③ **Fun Fact:** The VA Loan was signed into law on D-Day.

VA Guarantees

The government backs a portion of the loan, protecting the lender from loss.

Lender Lends

Private banks and mortgage companies issue the actual loan funds.

Veteran Benefits

You receive better rates, no PMI, and flexible terms unavailable elsewhere.



Who Is Eligible?



Active Duty Service Members

90+ continuous days of active duty service qualifies you to apply now — you don't have to wait until separation.



Veterans

Must meet service length requirements based on era of service. Most veterans who served honorably qualify.



National Guard & Reserve

6+ years of service OR 90 days of active duty under Title 10 orders makes you eligible.



Surviving Spouses

Spouses of veterans who died in service or from a service-connected disability may be eligible for the full benefit.



Certificate of Eligibility (COE) is your proof of eligibility. It's easy to obtain. Need help? I can get this for you in minutes.

The Big 5 Benefits of VA Loans



\$0 Down Payment

Buy a home with nothing down. No other mainstream loan program offers this.



No PMI

Private Mortgage Insurance eliminated entirely! This saves you hundreds of dollars every single month.



Competitive Rates

VA loan interest rates are typically lower than conventional loans. This saves thousands over the life of the loan.



Flexible Credit

More forgiving credit requirements than FHA or conventional...no official minimum credit score from the VA.



Capped Closing Costs

Lenders cannot charge excessive fees. VA rules strictly limit what you can be charged at closing.

The VA Funding Fee



What It Is

A one-time fee paid to the VA. It replaces PMI over the life of the loan and keeps the VA loan program self-sustaining for future generations of veterans.

Key Advantage

Can be **rolled into the loan**. Zero out-of-pocket required at closing.

✅ **EXEMPT?** If you have a VA disability rating of 10% or more, you pay NO funding fee.

Funding Fee Rate Chart

Scenario	Rate
First-time use, 0% down	2.15%
First-time use, 5–9.99% down	1.50%
First-time use, 10%+ down	1.25%
Subsequent use, 0% down	3.30%
Subsequent use, 5%+ down	1.50%
VA disability 10%+	EXEMPT

Range: **1.25% to 3.3%** depending on down payment amount and whether it's your first or subsequent use of the benefit.

Note: For Guard/Reserve = .25% on top of above rates.

VA Loan vs. Conventional vs. FHA



When you compare side by side, the VA loan **wins** on almost every line. Here's the proof:

Feature	 VA Loan	FHA Loan	Conventional
Down Payment	0%	3.5%	3–20%
PMI Required	No	Yes	Yes (if <20% down)
Credit Score Min.	No official min.	580	620+
Seller Concessions	Up to 4%	Up to 6%	Up to 3%
Funding Fee / MIP	One-time fee	Ongoing MIP	Ongoing PMI
Loan Limits	None (full entitlement)	County limits	Conforming limits

✔ **Bottom line:** The VA loan is the most veteran-friendly mortgage product ever created. No other loan type comes close for eligible borrowers.

How Much Can You Borrow?

No Loan Limits for Full Entitlement

Since the **Blue Water Navy Act of 2020**, VA borrowers with full entitlement have **no loan limit**. You borrow what you qualify for, and the VA will back it.

In Las Vegas and Henderson, this means the VA loan can absolutely work for the vast majority of homes on the market today.

~\$420K–\$450K

Median home price in the Las Vegas metro area.

Jumbo VA Available

Higher-priced properties?
Jumbo VA loans are available for luxury or larger homes.

- ④ Your borrowing power is determined by your income, debt-to-income ratio, and credit profile, not an arbitrary VA cap. Get pre-approved to know your exact number.

The VA Loan Process — Step by Step



With the right team, the VA loan process is straightforward and can close in as little as 30–45 days.

1

Get Your COE

Obtain your Certificate of Eligibility from VA.gov or let me pull it for you instantly.

2

Choose a VA Lender

Select a VA-experienced lender and get fully pre-approved...**not just pre-qualified.**

3

Partner with The Chief

Work with a VA-savvy realtor who knows the contracts, the appraisal quirks, and the local market.

4

Find Your Home

Search the Las Vegas/Henderson market and make a strong, competitive offer.

5

VA Appraisal & Underwriting

VA assigns an independent appraiser. Underwriting reviews your full file for final approval.

6

Close!

Sign the papers, get the keys. Typically 30 days from contract to close with an experienced team.

Buying in Las Vegas/Henderson as a Veteran



VA-Loan Friendly Market

Las Vegas is one of the most VA-loan-friendly markets in the country.



No State Income Tax

Nevada has zero state income tax, keeping significantly more money in your pocket every paycheck.



Strong Military Community

Nellis AFB, Creech AFB, and a robust network of local veteran support organizations make this a true military town.



Henderson -- Safe & Growing

Henderson is consistently ranked one of the safest cities in Nevada with excellent schools and amenities.



New Construction Available

Strong new construction inventory in the valley. Many builders actively accept and welcome VA loans.

Using Your VA Benefit More Than Once

Your Benefit Never Expires

One of the most misunderstood facts about the VA loan: **it is a reusable, lifetime benefit.** You are not limited to one home or one use.

→ Sell Your Home

When you sell, your full VA entitlement is restored and ready to use again on your next purchase.

→ Keep & Rent Your Home

Rent out your current VA-financed home and use your **remaining entitlement** to purchase a new primary residence.

→ Two VA Loans at Once

"Bonus entitlement" allows eligible veterans to carry two VA loans simultaneously in certain circumstances.

→ VA Assumptions

Assuming another VA loan can lock in lower interest rates...but there is a catch.



Your VA loan benefit does not expire. Whether it's your 2nd, 3rd, or 4th home ...the benefit is there for you every time.

Common VA Loan Myths:

Misinformation keeps veterans from using their earned benefit. Let's set the record straight:

Myth: "VA loans take forever to close."

Truth: With the right lender and realtor team, VA loans close just as fast as conventional...often in 30 days or less.



Myth: "Sellers won't accept VA offers."

Truth: In today's educated market, sellers know VA buyers are pre-approved, serious, and backed by the federal government.

Myth: "You can only use it once."

Truth: The VA loan is a fully reusable lifetime benefit. Use it again and again throughout your life.



Myth: "VA loans are only for low-income buyers."

Truth: There is absolutely no income cap on VA loans. High earners use and benefit from VA loans every day.

BAH and Your Buying Power

BAH Counts as Income

Nellis BAH Rates Are Substantial

BAH goes up, fixed mortgages do not.

Let's do some realistic math....

The Ownership Equation

Run the numbers and ownership almost always wins:

Renting

Your BAH goes to a landlord. You build zero equity. You have nothing to show for it at PCS time.

Owning

Your BAH helps covers your mortgage. You build equity every month. You own an appreciating asset in a growing market.



The goal isn't BAH = mortgage. The goal is ownership over time, and the VA Loan gets you in the door.

Common Things I Hear...

- I can't afford the gap between my BAH and my mortgage payment
- I don't have money saved for closing costs.
- Rates are too high right now. I am going to wait for them to come down.
- I have too much debt.
- The market is going to crash soon. I am going to wait.
- I am going to PCS in 2-3 years. It doesn't make sense to buy.

❏ Every military member I know who said, *"I'll just rent until I stop moving"* is still renting.

Next Steps...Getting Started Today

You don't need to have everything figured out. Here's exactly what to do right now:



Step 1: Gather Your Documents

Pull your **DD-214** (veterans) or have your **active duty orders** ready.
This is the foundation of your eligibility proof.



Step 2: Request Your COE

Apply online at **VA.gov** or let me pull it for you, often in minutes through the automated system.



Step 3: Get Pre-Approved

Connect with a **VA-specialized lender** for full pre-approval. Know your exact buying power before you start shopping.



Step 4: Call Me.

Free consultation, zero obligation. Let's talk about your goals, your timeline, and your path to homeownership.

702-808-1150

Call AJ for a **FREE** Consultation
702-808-1150

From **Fire Chief** to Your **Real Estate Chief**

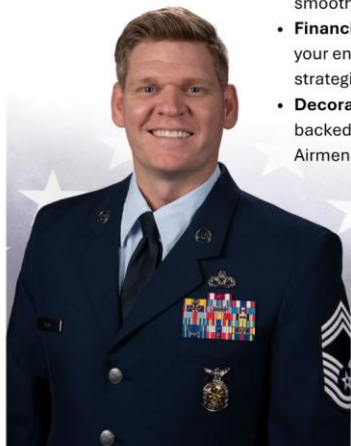
I've spent 20+ years protecting our Airmen. Now, I'm helping you build your future in Las Vegas



Why Trust Me for Your Relocation Needs:

- **Nellis Roots:** I've served right here as your Deputy Fire Chief and attended ALS at Nellis. I know this base and this valley inside and out
- **The Expertise You Need:** As a Chief Master Sergeant, I understand the stress of a PCS and the importance of a smooth transition
- **Financial Mission:** I literally wrote the book on maximizing your enlistment. I don't just sell houses; I help you make a strategic investment in your future
- **Decorated Service:** My commitment to excellence is backed by a career as one of the Air Force's 12 Outstanding Airmen of the Year

AJ Kehl



License S.0205643



Q&A and Resources

Official VA Resources

VA Home Loan Benefits

va.gov/housing-assistance/home-loans

COE Application

va.gov/housing-assistance/home-loans/how-to-apply

Nevada Housing Division

housing.nv.gov — state-level programs that can stack with your VA benefit.

Contact The Real Estate Chief

702-808-1150 — call, text, or email anytime!
www.choosefrontline.com

You served this country. The VA loan is this country serving you back. Let's make sure you use it!