

CLIENT SUCCESS STORY

A First-Time Homebuyer Wins with VA Financing

How Stash Realty Group turned VA-financing hesitation into a \$299,900 home that appraised \$25,000 over sale price.

\$299,900

LIST PRICE

\$299,900

SALE PRICE

\$325,000

APPRAISED VALUE

VA Loan

FINANCING

30 Days

DAYS TO CLOSE

First-Time

BUYER TYPE

THE SITUATION

Our client was a first-time homebuyer using VA financing to purchase his home. VA offers can face an uphill battle in a competitive market — many sellers hesitate at the mention of VA loans, worried about strict appraisal and inspection standards. Our job was to position his offer as strong, credible, and easy for the seller to say yes to, and then protect his interests all the way to closing.

WHAT STASH REALTY GROUP DID

- Positioned the VA offer to overcome common seller hesitation around VA financing, presenting it as a straightforward, well-qualified transaction.
- Negotiated seller-paid title policy and a new survey, reducing the buyer's out-of-pocket closing costs.
- Secured a seller-paid buyer agent concession plus a \$5,000 credit toward buyer concessions.
- Added a \$700 home warranty credit for added protection in year one of homeownership.
- Negotiated a full repair list following inspection: roof replacement with Class 3 (impact-resistant) shingles, HVAC servicing, plumbing pipe cleaning, rotted wood replacement, foundation soil line correction, and repair of the front door lamp and doorbell.
- Guided the client through the VA appraisal process with confidence — the home appraised at \$325,000, \$25,100 over the agreed sale price.
- Closed in 30 days from contract to keys.

THE RESULT

The client purchased his first home at full asking price with the seller covering title, survey, a home warranty credit, and a full slate of repairs — while the home appraised \$25,100 above what he paid. He walked into instant equity on day one, with a home in move-in-ready condition and no surprise repair costs waiting for him.

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Great experience, would 1000% recommend them for future homebuyers. They will make the buying process as easy as possible, and answered all my questions, to make sure I made a great choice.

— Google Review, First-Time Homebuyer Client

Thinking about buying or selling in the Northeast DFW area?

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