



VA Loans for Veterans and Military Families

Zero down, no monthly mortgage insurance and no VA loan limit with full entitlement. Your 2026 playbook.

RYAN AND MEGAN WINSLOW · WINSLOW HOMES



YOUR TEAM

A Team That Wore the Uniform

- ◆ A military family: Ryan is U.S. Army Retired, so they know the VA process from both sides of the table
- ◆ Licensed real estate brokers in Florida, Massachusetts, Rhode Island and Connecticut
- ◆ Mortgage Bankers with The Federal Savings Bank
- ◆ One team finds the home, structures the VA loan and keeps the contract on track to closing
- ◆ 17 years and 3,000+ homes sold. Ryan C Winslow NMLS 2426605, Megan Winslow NMLS 2692933

THE BENEFIT YOU EARNED

Why the VA Loan Stands Out

\$0

Down payment

No PMI

No monthly mortgage
insurance

No limit

VA loan limit with full
entitlement

4%

Cap on seller concessions

THE BENEFIT YOU EARNED

Use Your Benefit Well

- ◇ The VA guarantees part of the loan, so a private lender makes it with no down payment
- ◇ Used well, it saves you tens of thousands of dollars compared with other loan types
- ◇ Used poorly, it costs you a house in a competitive market
- ◇ This deck covers the rules that matter most in 2026





ELIGIBILITY. DISCHARGE GENERALLY OTHER THAN
DISHONORABLE

Who Is Eligible: Recent Service

Active duty

At least 90 continuous days of active service.

Gulf War era to now

From August 2, 1990: 24 continuous months, or the full ordered period of at least 90 days, or 90 days with certain early discharges, or less with a service-connected disability discharge.

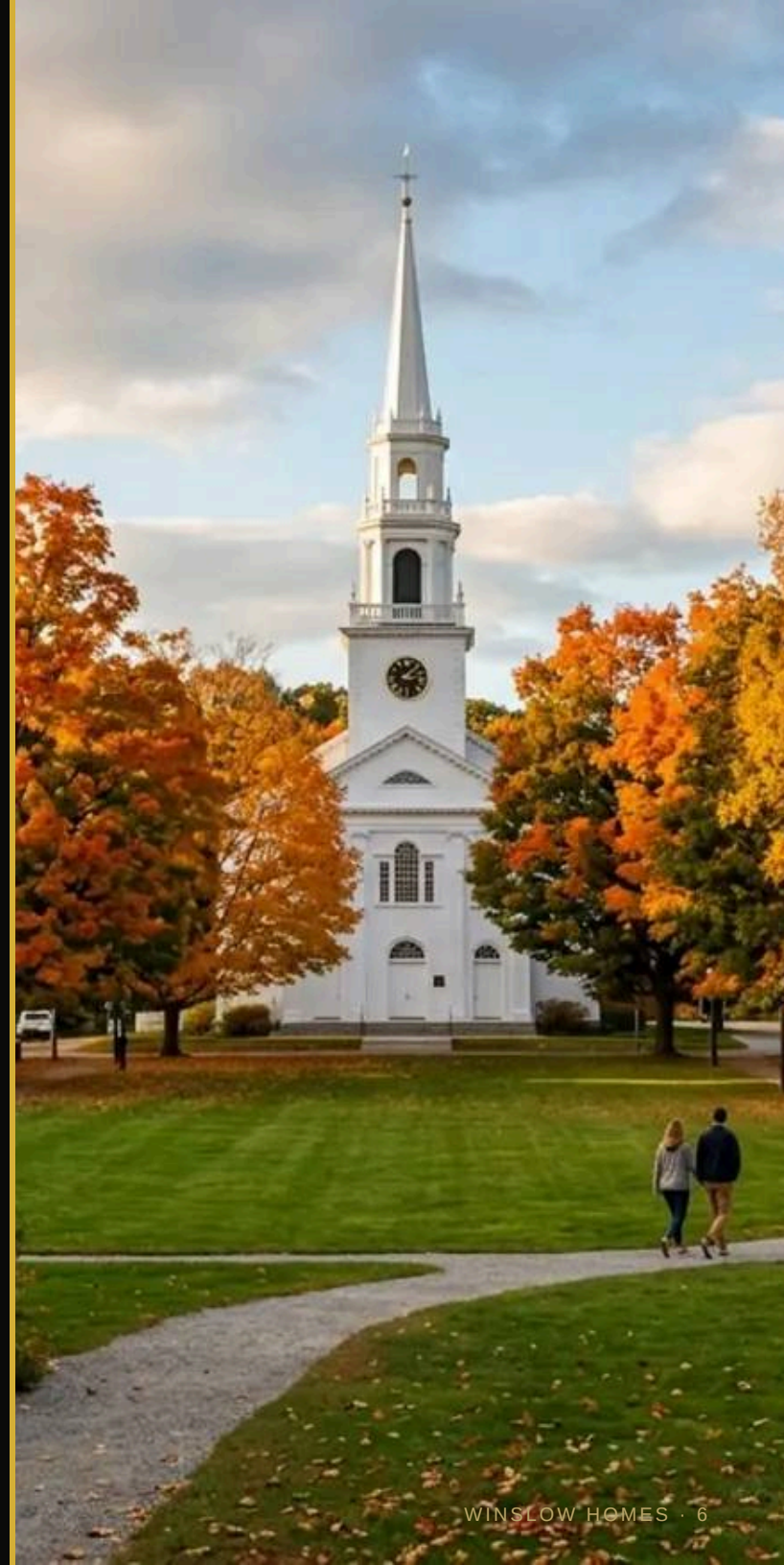
1980 to 1990

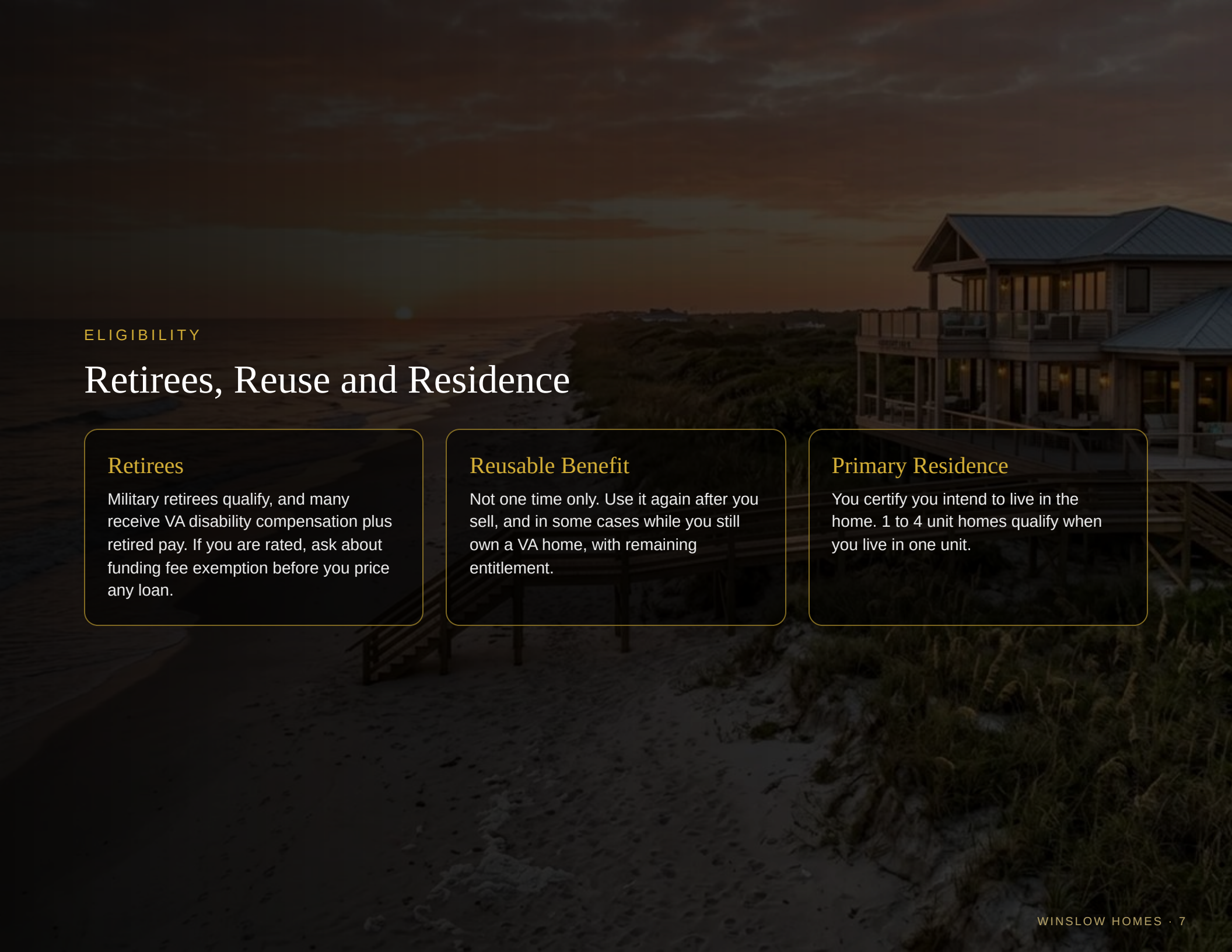
September 8, 1980 to August 1, 1990: 24 continuous months, or the full ordered period of at least 181 days, or 181 days with a qualifying early discharge, or less with a service-connected disability discharge.

ELIGIBILITY

Who Is Eligible: More Groups

Vietnam era	August 5, 1964 to May 7, 1975: at least 90 total days, or less with a service-connected disability discharge.
Korea and World War II	At least 90 total days, or less with a service-connected disability discharge.
Guard and Reserve	90 days of non-training active duty, or 6 creditable years with an honorable discharge, retirement or continued service.
Surviving spouses	Often qualify if receiving Dependency and Indemnity Compensation (DIC), or if the spouse is missing in action or a prisoner of war.





ELIGIBILITY

Retirees, Reuse and Residence

Retirees

Military retirees qualify, and many receive VA disability compensation plus retired pay. If you are rated, ask about funding fee exemption before you price any loan.

Reusable Benefit

Not one time only. Use it again after you sell, and in some cases while you still own a VA home, with remaining entitlement.

Primary Residence

You certify you intend to live in the home. 1 to 4 unit homes qualify when you live in one unit.



CERTIFICATE OF ELIGIBILITY

Your COE, the Fast Way

- ◇ The COE shows a lender you qualify and how much entitlement you have
- ◇ You need it before closing; pull it before you shop
- ◇ Fastest: Ryan and Megan request it electronically, often in minutes for veterans with clear records
- ◇ Bring your full name, date of birth and Social Security number
- ◇ Add your service dates, branch and any prior VA loan details

CERTIFICATE OF ELIGIBILITY

Other Ways to Get Your COE

Online at VA.gov

Sign in, complete the request and download the certificate. It is free, and no one should ever charge you to obtain it.

By Mail, VA Form 26-1880

For cases the online path does not fit. Veterans send a DD-214, active duty a statement of service signed by the commander, Guard and Reserve a points statement or discharge records.

ENTITLEMENT

Full Entitlement: No Loan Limit

- ◆ Entitlement is the amount the VA guarantees, the biggest factor in how much you borrow with no money down
- ◆ With full entitlement, no VA loan limit applies, as long as the lender approves your credit, income, debts and assets
- ◆ The loan stays at or below the lower of the price or the appraised value
- ◆ You have full entitlement if you never used it, or used it, sold and paid the loan in full
- ◆ It also returns after a qualifying assumption or a one time restoration





REMAINING ENTITLEMENT

When County Limits Apply

The rule

If entitlement is tied to a current VA loan, your zero down amount follows the county limit. The 2026 FHFA baseline is \$832,750; higher cost counties are higher.

Step 1

Take 25% of the county limit.

Step 2

Subtract the entitlement already in use.

Step 3

Multiply the result by 4 for your zero down loan amount.

Above that

Plan on a down payment covering 25% of the difference.

EXAMPLE, 2026 BASELINE COUNTY. PRIOR LOAN IS HYPOTHETICAL

Remaining Entitlement Math

\$832,750

County one unit loan limit

\$208,187

25% of the county limit

\$158,187

Remaining after \$50,000 in
use

\$632,750

About the most with no down
payment

FUNDING FEE

The VA Funding Fee

- ◇ A one time charge paid to the VA that keeps the program running
- ◇ Pay it at closing or finance it into the loan
- ◇ Rates in effect since April 7, 2023, still the published rates on VA.gov in 2026
- ◇ Your COE lists the entitlement you have used, and Ryan and Megan run your exact numbers



PURCHASE OR CONSTRUCTION LOAN

Funding Fee Rates

2.15%

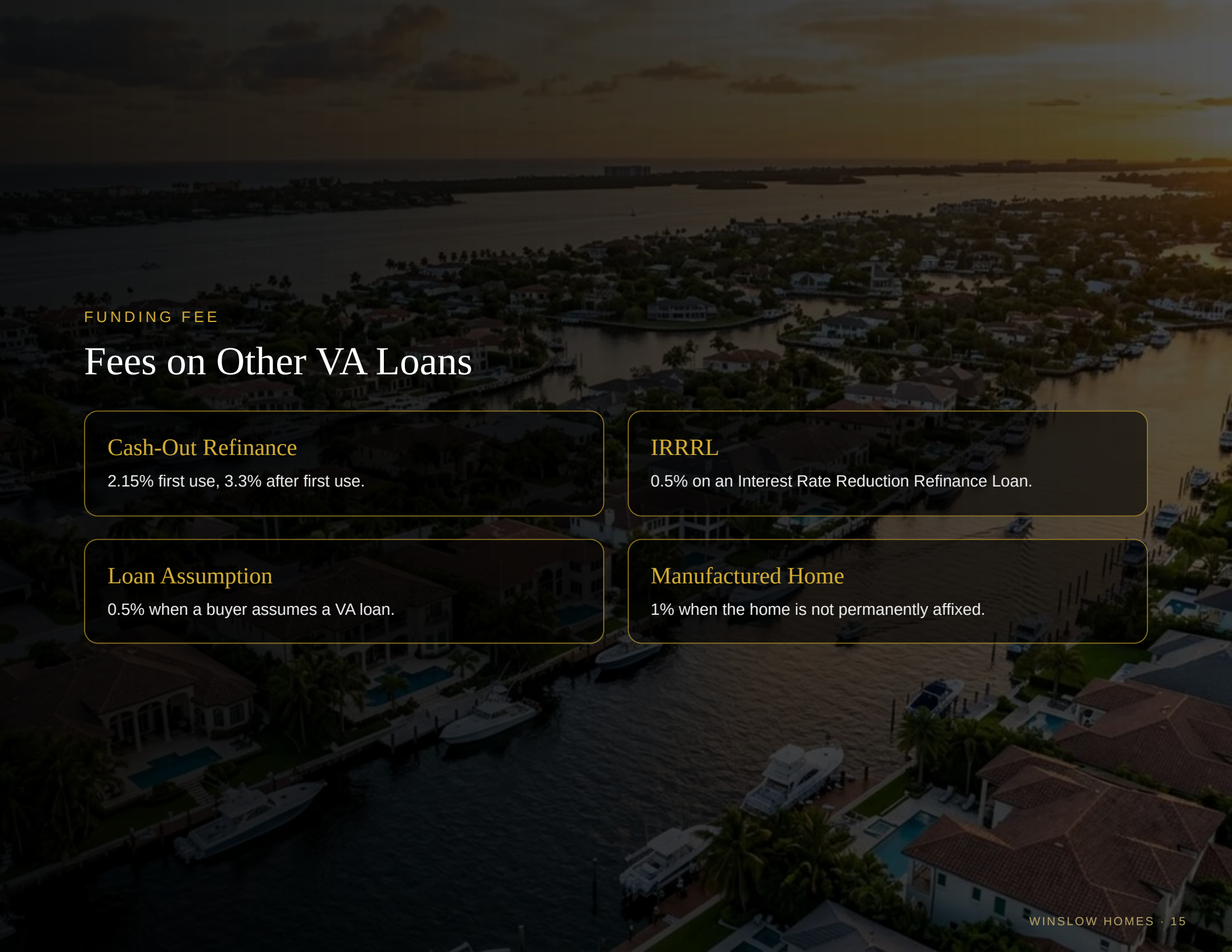
Under 5% down, first use (3.3% after first use)

1.5%

5% or more down, any use

1.25%

10% or more down, any use

An aerial photograph of a waterfront community, likely in a tropical or subtropical location. The image shows numerous houses with swimming pools, many of which are situated on small islands or peninsulas. Several large boats are docked at private piers. The water is calm, and the sky is overcast. The overall scene is a dense, affluent residential area.

FUNDING FEE

Fees on Other VA Loans

Cash-Out Refinance

2.15% first use, 3.3% after first use.

IRRRL

0.5% on an Interest Rate Reduction Refinance Loan.

Loan Assumption

0.5% when a buyer assumes a VA loan.

Manufactured Home

1% when the home is not permanently affixed.



FUNDING FEE

Who Pays No Funding Fee

- ◇ Veterans receiving VA compensation for a service-connected disability
- ◇ Veterans eligible for compensation but receiving retirement or active duty pay instead
- ◇ Surviving spouses receiving Dependency and Indemnity Compensation
- ◇ Active duty members with evidence of a Purple Heart on or before closing
- ◇ Service members with a proposed or memorandum disability rating before closing

FUNDING FEE

What It Means in Dollars

- ◇ On a \$400,000 first use purchase with no down payment, a 2.15% fee is \$8,600
- ◇ Put 5% down and the fee drops to 1.5% of the loan
- ◇ Disability claim pending? Tell us early
- ◇ A rating issued before closing removes the fee
- ◇ A refund is possible if a retroactive rating is granted later





APPRAISAL

The VA Appraisal

- ◇ The VA assigns the appraiser; the lender does not choose one
- ◇ The appraiser sets the reasonable value and checks the Minimum Property Requirements (MPRs)
- ◇ The goal: a home that is safe, structurally sound and sanitary
- ◇ It is not a home inspection. Ryan and Megan recommend a full professional inspection
- ◇ In Florida, add wind mitigation and four point inspections, which insurers often require

APPRAISAL

What MPRs Look For

- ◇ Safe access to the home from a street or easement
- ◇ A roof with remaining useful life and no active leaks
- ◇ Working heat, safe electrical and a safe water supply
- ◇ Sanitary sewage disposal
- ◇ No peeling lead based paint hazards on older homes
- ◇ A termite or wood destroying insect inspection where the VA requires it



APPRAISAL

When the Value Comes In Low

Tidewater

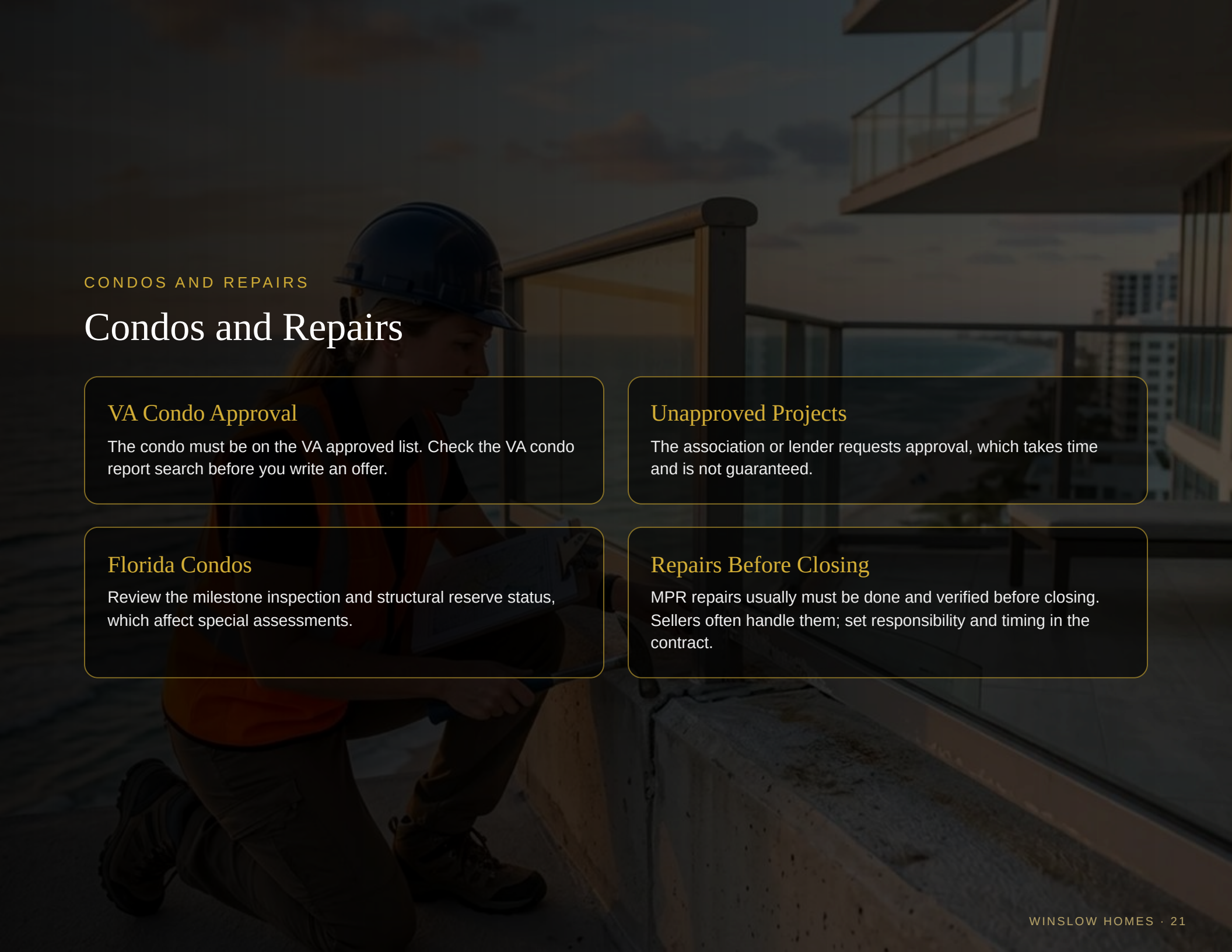
The appraiser contacts the lender before finalizing a low value, giving your team a short window to submit comparable sales.

Your Options

Renegotiate, pay the difference in cash or request a Reconsideration of Value.

Escape Clause

The VA escape clause lets you cancel and recover your deposit when the appraisal is below the price.



CONDOS AND REPAIRS

Condos and Repairs

VA Condo Approval

The condo must be on the VA approved list. Check the VA condo report search before you write an offer.

Unapproved Projects

The association or lender requests approval, which takes time and is not guaranteed.

Florida Condos

Review the milestone inspection and structural reserve status, which affect special assessments.

Repairs Before Closing

MPR repairs usually must be done and verified before closing. Sellers often handle them; set responsibility and timing in the contract.



SELLER CONCESSIONS

The 4% Concession Cap

- ◇ The VA caps seller concessions at 4% of the reasonable value
- ◇ Normal closing costs and standard discount points count separately, so a seller often pays both
- ◇ Outside the cap: title, recording, appraisal and credit report fees, plus normal discount points
- ◇ Inside the cap: your funding fee, prepaid taxes and insurance, and paying off your debts
- ◇ Also inside: temporary rate buydowns and gifts such as appliances

CLOSING COSTS

Fees and Agent Pay

Lender Fee Limits

A lender charges a flat fee of no more than 1% of the loan in place of many itemized fees.

Only the Funding Fee Is Financed

On a purchase, it is the only closing cost rolled into the loan. You, the seller or a lender credit pay the rest.

Buyer Agent Pay

Since the 2024 changes, veterans pay a reasonable and customary buyer broker fee, or the seller offers to pay it. Ask how to structure it.

AFTER CLOSING

IRRRL, Cash-Out, Assumption

IRRRL (Streamline)

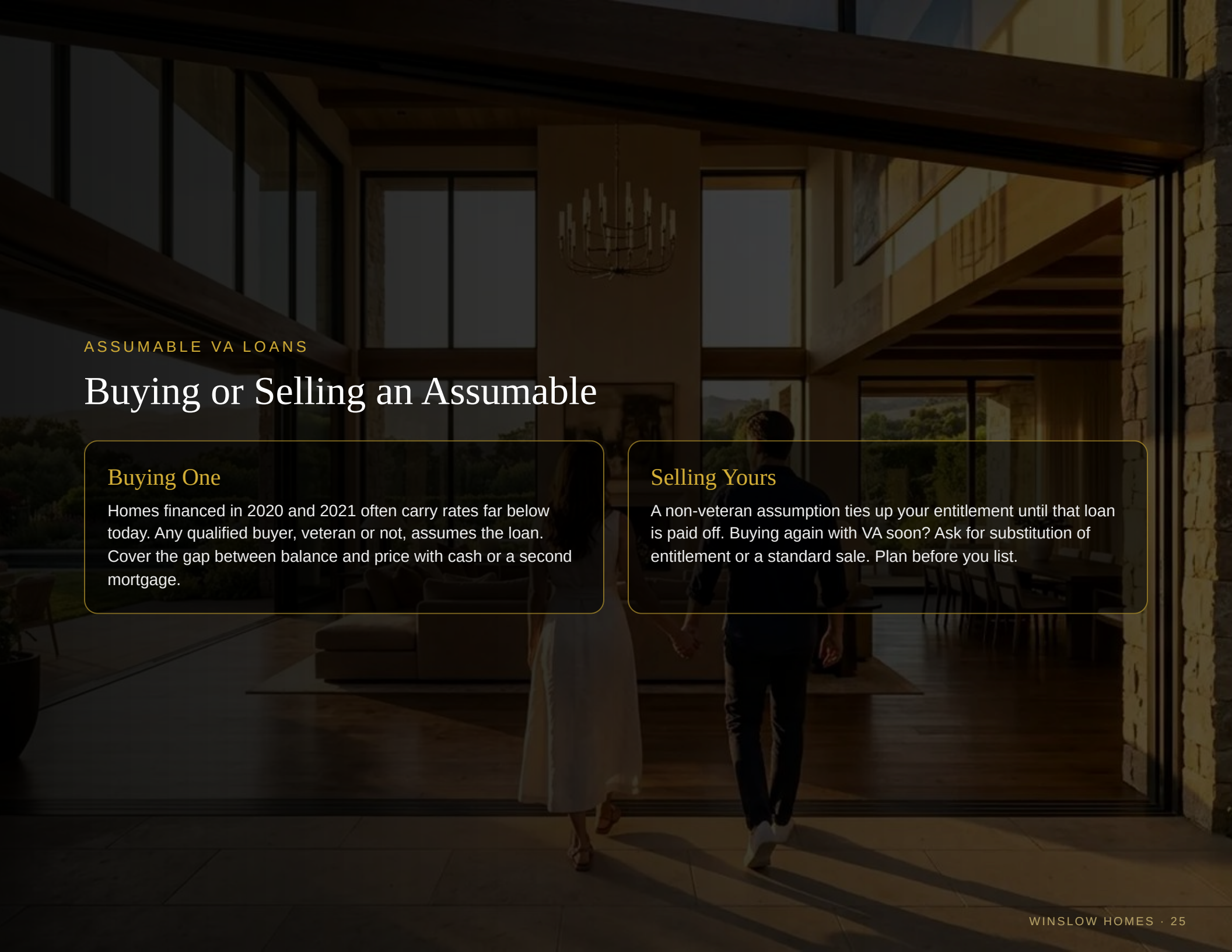
Lower rate or adjustable to fixed. 0.5% fee, usually no appraisal or income check. Seasoned 210 days and 6 payments; recoup costs within 36 months; certify prior occupancy.

VA Cash-Out

Replaces any loan, VA or not, and takes cash out up to 100% of value, though many lenders cap lower. Full appraisal and underwriting. 2.15% or 3.3% fee unless exempt.

Assumption

A buyer takes over the loan, rate and balance after qualifying with the servicer. 0.5% fee. Seller entitlement stays tied up unless a veteran substitutes entitlement.



ASSUMABLE VA LOANS

Buying or Selling an Assumable

Buying One

Homes financed in 2020 and 2021 often carry rates far below today. Any qualified buyer, veteran or not, assumes the loan. Cover the gap between balance and price with cash or a second mortgage.

Selling Yours

A non-veteran assumption ties up your entitlement until that loan is paid off. Buying again with VA soon? Ask for substitution of entitlement or a standard sale. Plan before you list.

Veteran Benefits in Four States

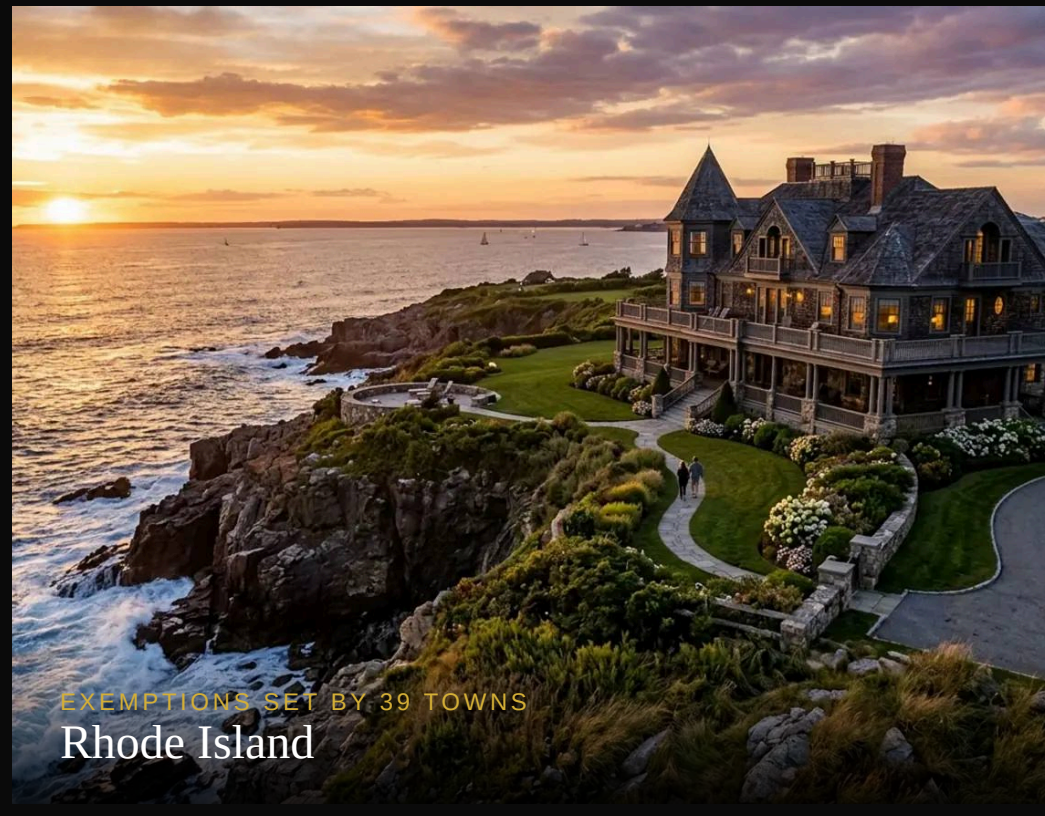
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HOMESTEAD AND DISABILITY EXEMPTIONS
Florida



CLAUSE 22 EXEMPTIONS
Massachusetts



EXEMPTIONS SET BY 39 TOWNS
Rhode Island



EXEMPTIONS PLUS CHFA RATE CUT
Connecticut

THE LOAN IS FEDERAL; TAX BREAKS
ARE LOCAL

Florida Veteran Benefits

- ◆ Homestead exemption of up to about \$50,000 off assessed value, plus the Save Our Homes cap
- ◆ \$5,000 off assessed value for honorably discharged veterans with a 10%+ service-connected disability
- ◆ Total homestead exemption for a service-connected total and permanent disability
- ◆ Veterans 65+ get a discount equal to their combat related disability percentage
- ◆ Deployed military exemption for qualifying service outside the U.S.
- ◆ Hometown Heroes down payment help lists veterans and active military





STATE BENEFITS

Massachusetts Veteran Benefits

- ◆ Clause 22: \$400 for a 10%+ service-connected disability, Purple Heart recipients and Gold Star parents
- ◆ \$750 for certain decorations, loss of a limb or eye, and former prisoners of war
- ◆ \$1,000 for a 100% disability, more for severe losses and full exemptions in specific cases
- ◆ The 2024 HERO Act lets towns double these exemptions and tie them to inflation
- ◆ MassHousing has offered veteran options such as Operation Welcome Home; ask for current terms

STATE BENEFITS

Rhode Island Veteran Benefits

- ◆ Each of the 39 cities and towns sets veterans exemptions within state law, so amounts vary
- ◆ Higher exemptions generally apply for service-connected disability, former prisoners of war and Gold Star parents
- ◆ The RI Division of Municipal Finance publishes a guide to exemptions by town
- ◆ RIHousing first-time buyer programs, including 15kDPA, pair with eligible first mortgages





STATE BENEFITS

Connecticut Veteran Benefits

- ◇ \$1,500 basic exemption for wartime service, with your DD-214 recorded with the town clerk
- ◇ More exemptions based on VA disability rating, plus income-based state and optional local ones
- ◇ Full primary residence exemption for 100% permanent and total disability under a 2024 law
- ◇ CHFA Military Homeownership: an extra 0.125% rate reduction for eligible members, veterans and certain surviving spouses
- ◇ Amounts change and many need an application by a local deadline. Confirm with your property appraiser or assessor

EXTRA CHECKPOINTS: COE, APPRAISAL, MPRS

Buying With VA: Steps 1 to 3

1. COE and pre-approval

Apply at winslowloan.com. Ryan and Megan pull your COE, review credit, income and entitlement, and issue a pre-approval sellers respect.

2. Real budget

Include taxes, insurance, flood insurance if needed and HOA dues. In Florida, insurance matters as much as rate.

3. VA friendly homes

Check condo approval, roof age and obvious MPR issues before you fall in love.





ONE TEAM ON BOTH SIDES

Buying With VA: Steps 4 to 6

4. Strong offer

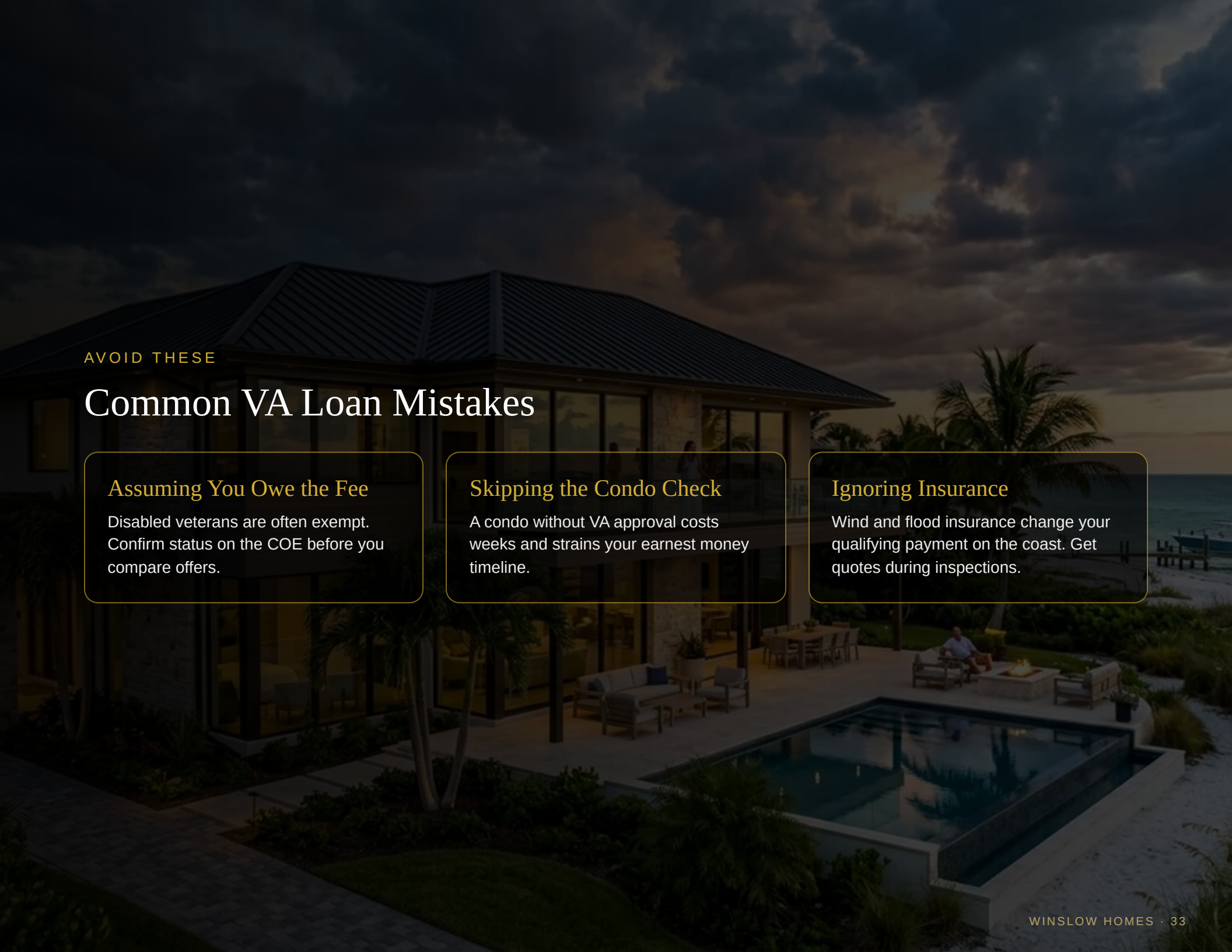
Use seller-paid closing costs and up to 4% in concessions. A clean VA offer competes with conventional buyers.

5. Inspect and appraise

Order inspections right away. Appraisal and underwriting run in parallel. Answer document requests the same day.

6. Close and file

Get your keys, then file homestead and veteran exemptions by the local deadline so your first tax bill reflects them.

A modern two-story house with a large pool and patio at dusk. The house has a dark roof and large glass windows. The pool is rectangular and surrounded by a concrete deck with lounge furniture. The sky is dark with some clouds, and the overall scene is dimly lit.

AVOID THESE

Common VA Loan Mistakes

Assuming You Owe the Fee

Disabled veterans are often exempt. Confirm status on the COE before you compare offers.

Skipping the Condo Check

A condo without VA approval costs weeks and strains your earnest money timeline.

Ignoring Insurance

Wind and flood insurance change your qualifying payment on the coast. Get quotes during inspections.

AVOID THESE

More Mistakes to Skip

Weak Contract Terms

Put repairs, appraisal terms and closing cost credits in writing, not promised later.

Tied-Up Entitlement

A past assumption or short sale reduces entitlement. Pull the COE early.

Skipping Tax Exemptions

They are not automatic. Missing the Florida March 1 deadline costs a full year of savings.

VA LOAN QUESTIONS

Limits, Credit and Multifamily

- ◇ Loan limit in 2026? Not with full entitlement; the VA removed limits for those borrowers in 2020
- ◇ With entitlement in use, county limits set your zero down amount
- ◇ Credit score? The VA sets no minimum; lenders set their own, so call for your scenario
- ◇ Multifamily? Yes, a 1 to 4 unit property when you live in one unit

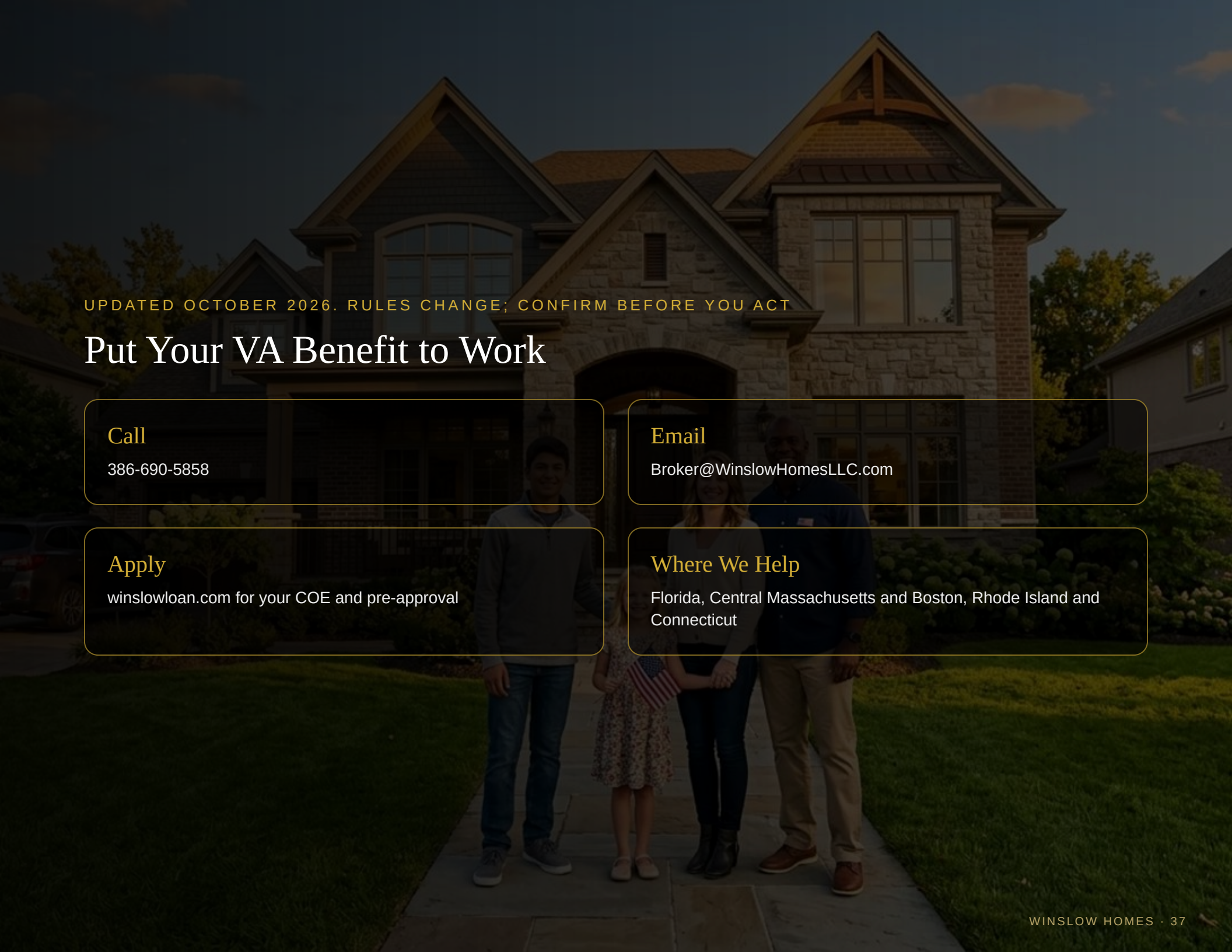




VA LOAN QUESTIONS

Reuse, Inspections, Spouses

- ◇ Use it twice? Yes. Entitlement is restored after you sell and pay off, or you buy again with remaining entitlement
- ◇ Home inspection? The VA does not require one, but get one; the appraisal checks minimums, not every defect
- ◇ Surviving spouses? Some qualify, especially those receiving DIC, and they pay no funding fee



UPDATED OCTOBER 2026. RULES CHANGE; CONFIRM BEFORE YOU ACT

Put Your VA Benefit to Work

Call

386-690-5858

Email

Broker@WinslowHomesLLC.com

Apply

winslowloan.com for your COE and pre-approval

Where We Help

Florida, Central Massachusetts and Boston, Rhode Island and Connecticut



Thank You for **Your** **Service**

Call or text **386-690-5858**

Broker@WinslowHomesLLC.com

winslowhomesllc.com

Miami, Fort Lauderdale, New Smyrna Beach, Orlando, the Florida Keys and surrounding towns in Florida. Worcester County and Boston in Massachusetts. Rhode Island and Connecticut.

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