



MVHC MILITARY AND VETERAN HOUSING CERTIFICATION

Making the American Dream a Reality for Those Who Have Served Us

www.VAREP.net

OVERVIEW OF INFORMATION

What the MVHC has to offer, the requirements, and the benefits of the MVHC Designation

COURSE DESCRIPTION

The MVHC is designed for a comprehensive understanding of the Department of Veterans Affairs' (VA) Home Loan Guarantee Program. We want our members to have an industry recognized course needed to effectively serve the housing needs of our military and veteran communities. Our goal is to educate and empower attendees to embrace the VA loan program instead of shying away from it.

Course Fee - \$199.00

COURSE OBJECTIVES

- Understand the VA home loan program history.
- Utilize the Veteran, active military and guard/reserve demographics to better serve the active military and veteran real estate needs.
- Understand the VA Home Loan Program usage and statistics to better serve the community.
- Explain the features and benefits of the VA loan.
- Know the eligible and ineligible VA loan purposes.
- Know the basic requirements for VA loan approval.
- Explain the VA Loan Occupancy Requirements.
- Know who are eligible for the VA Loan.
- Know what the Certificate of Eligibility (COE) is.
- Know how to proof service requirements.
- Understand VA Loan Restoration.
- Know where to find the maximum guaranty on VA loans.
- Understand the VA loan underwriting guidelines.
- Explain the purpose of lender overlays.
- Be able to explain the general income guidelines.
- Understand the debts and obligations guidelines.
- Know what judgments, federal debts and tax liens are.
- Understanding how credit affects the VA loan approval process.
- Understand the VA Allowable Fees/Closing Costs.
- Properly explain the VA Non-Allowed Fees.
- Know the difference between VA Seller Concessions versus Seller Credit.
- Explain the VA Funding Fee.
- Know the other VA Loan Guaranty Programs.
- Understand the differences between the VA Loan to FHA and Conventional Loans.
- Define appraisal issues and what the VA appraiser is really looking for.
- Understanding the VA's Minimum Property Requirements and be able to explain them.
- Identify how each section of the VA offer can be structured for maximum acceptance and VA benefit.
- Understanding closing costs and VA non-allowed fees - who pays them and how much?
- Understand and Dispell VA loan myths.
- Advise clients on how to getting a VA Loan offer accepted.
- Tips to filling out the purchase agreement.
- Understand and be able to structure the fees associated with the VA Loan.
- Understand the VA amendment a.k.a. the "VA Escape Clause".
- Understand and be able to explain and educated military personnel about the SCRA.
- Understand the veteran and military consumer profile.
- Understand different tips on marketing to the military and veteran communities.

REQUIREMENTS

To earn the Military and Veteran Housing Certification (MVHC) Designation, you must:

1. Be a member in good standing with VAREP.
2. Complete the MVHC eight-hour core course and pass the final exam with a minimum score of 70 percent.

BENEFITS OF THE MVHC DESIGNATION

- **Online or Live** - The MVHC designation can be taken as an eight-hour live workshop or online format.
- **Course Auditing** - VAREP members can take the course live even though they have completed the course online or vice versa by paying a reduced auditing fee of \$99.00.
- **Professional Recognition** - A MVHC certificate along with a lapel pin will be mailed to VAREP members.
- **MVHC Branding** - VAREP members can download the MVHC logo, MVHC press release, and other MVHC marketing materials online to promote their MVHC certification.
- **Online MVHC Housing Professional Database** - The MVHC logo will appear in your profile on the VAREP Housing Professional Online Database. Additionally, the database will be located on www.myhomeownership.org and marketed to the military and veteran communities.
- **Continuing Education** - VAREP members will receive continued MVHC updates and education via webinars though out the year via the member's area of the website.
- **Additional Free Course** - The "Military Culture 101" course is filled with interesting facts and knowledge to help members have a better understanding military and veteran communities. This is only available to members who have successfully completed the MVHC designation.

Note: If you are not a current VAREP member, you must join by visiting www.VAREP.net prior to taking the course. The national annual membership fee is \$99.00 to become a VAREP member. When the course is available, VAREP Members may register for MVHC designation in the member's area.



"THE WILLINGNESS WITH WHICH OUR YOUNG PEOPLE ARE LIKELY TO SERVE IN ANY WAR, NO MATTER HOW JUSTIFIED, SHALL BE DIRECTLY PROPORTIONAL TO HOW THEY PERCEIVE VETERANS OF EARLY WARS WERE TREATED AND APPRECIATED BY OUR NATION."

-GEORGE WASHINGTON



www.VAREP.net

For more information about the MVHC, please contact:

Son Nguyen

| snguyen@varep.net

| 951.444.7359

Veterans Association of Real Estate Professionals · 462 Corona Mall Suite 102 Corona, CA 92879