

1400 Veterans United Dr., Columbia, MO 65203
VeteransUnited.com | 1-800-884-5560

**We help Veterans
become homeowners**



2019 | VA Loan Benefit Report



Thank you for helping Veterans and military families achieve the dream of homeownership.

You're a part of something special. The historic VA loan program turned 75 years old in 2019, and it's helping a new generation of Veterans and service members plant roots and build wealth.

We created this year-end report to keep you updated on the state of VA lending. There's also an important update inside about VA loan limits that every military buyer should know.

Please don't hesitate to reach out if you have questions about the data or how we can help serve your Veteran and military clients.

Thanks again for all you do to help Veterans and service members get the most from their home loan benefit.

Very respectfully,

Nathan Long

Chief Executive Officer | Veterans United Home Loans
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VeteransUnited.com | 1-800-884-5560 | 1400 Veterans United Drive, Columbia, MO 65203. Veterans United Home Loans, NMLS ID #1907 (www.nmlsconsumeraccess.org). A VA approved lender. Not endorsed or sponsored by the Dept. of Veterans Affairs or any government agency. Equal Opportunity Lender. Licensed in all 50 states. The statistic about how more veterans chose Veterans United than any other VA lender is based on 2018 VA Home Purchase loan volume from the Department of Veterans Affairs: https://www.benefits.va.gov/HOMELOANS/Lender_Statistics.asp. DM8

VA Lending in Fiscal Year 2019

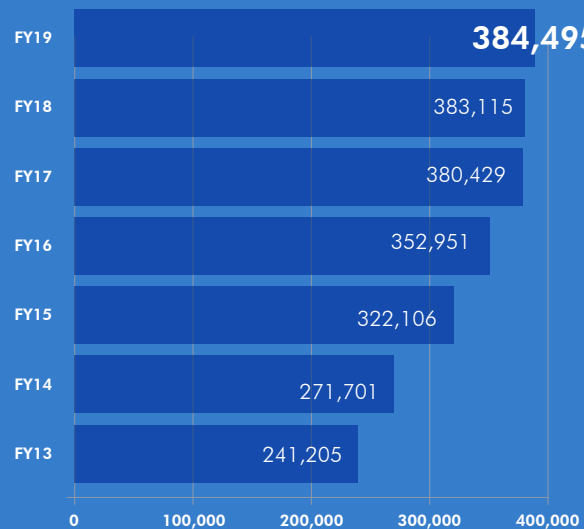
Three key facts:

- #1** For the eighth straight year, VA purchase loans increased year-over year, with volume for Fiscal Year 2019 up 43% compared to five years ago.
- #2** Nationally, the VA backed more than 624,000 loans in FY19 worth over \$175 billion.
- #3** Lenders have originated more than 8 million VA loans over the last 20 years, with nearly 70% made in just the last decade.



2019 a Record Year for VA Purchase Loans

This historic benefit program helped more than 384,000 Veterans buy a home in Fiscal Year 2019.



Total VA Purchase Loans

Sources: Dept. of Veterans Affairs and Ellie Mae Origination Insight Reports

Huge News: VA Loan Limits are Gone!

Legislation that took effect on January 1, 2020, removes VA loan limits for Veterans with their full VA loan entitlement. This is a huge change for VA buyers, especially those in the nation's costlier housing markets.

Qualified Veterans can now borrow as much as they can afford without having to make a down payment. In prior years, Veterans purchasing above their county's loan limit would need to factor in a down payment, which was typically a quarter of the difference between the limit and the purchase price.

Powerful Advantages at Your Fingertips

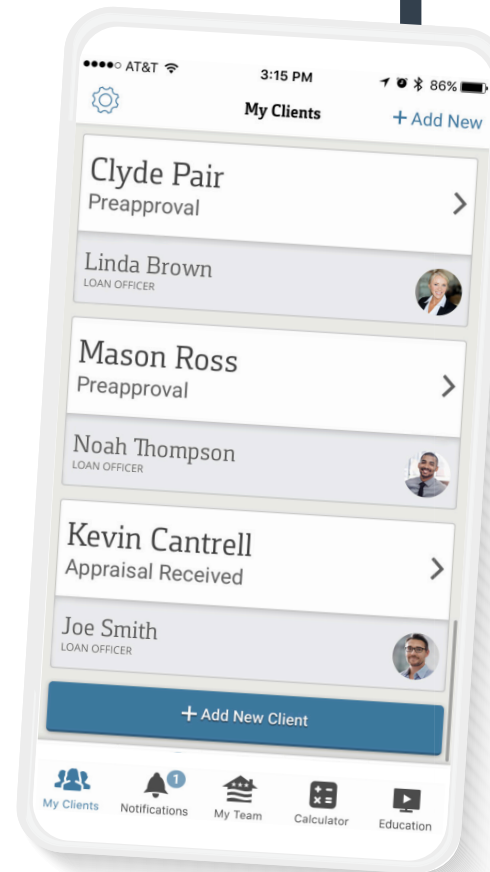
Referral Benefits

Unlock savings for your clients with every referral to Veterans United. Benefits include a complimentary appraisal or a lender credit to lower the interest rate, giving your client the best option for their homebuying situation.

AgentEdge App

Get a real-time, up-to-date look into your client's loan journey through our AgentEdge app. You can also customize preapproval letters, text your loan officer or share VA loan education with our go-to tool for agents.

See how you can serve more Veterans in 2020 by calling **1-855-882-6503**.



Top 5 VA Lenders in 2019



	Total VA Loans	Total Loan Amount	VA Purchase Market Share
 Veterans United. Home Loans NMLS ID #1907	53,328	\$12.8 billion	12%
 Quicken Loans NMLS #3030	38,188	\$9.7 billion	7%
 USAA NMLS #401058	35,085	\$9.4 billion	7%
 NAVY FEDERAL Credit Union NMLS #399807	29,955	\$8.5 billion	3%
 UNITED SHORE NMLS #3038	25,076	\$8.2 billion	3%

Source: https://www.benefits.va.gov/HOMELOANS/Lender_Statistics.asp

Four Years and Counting!

We've been the country's largest VA purchase lender for four straight years, and we're honored that more Veterans chose Veterans United than any other VA lender in 2019. Our focus for 2020 is continuing to create exceptional customer experiences for the Veterans, service members and military families we serve.

"Veterans United has unmatched VA loan expertise."

"An Exceptional Customer Experience."

"Best overall VA mortgage experience."

"This is the exact type of mortgage lender you should be looking to work with if you're a Veteran."

