TEAM RAJA THAT · YOUR MOVE. OUR MISSION.

THE HAWAII HOME BUYER PLAYBOOK

A quick reference for buying a home in Hawaii with a VA loan: the market, the process, and the local things worth knowing before your buyer consultation.

VA LOANS · ASSUMABLE FINANCING · CONDOS · MILITARY RELOCATION

WHAT'S INSIDE

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SECTION 01

THE MARKET, YOUR LOAN & THE PROCESS

THE OAHU MARKET, RIGHT NOW

98.9%
AVG. LIST-TO-SALE RATIO
Sellers are getting close to asking. Know what you're up against.

↑21%
INVENTORY VS. LAST YEAR
More homes on market, though the best ones still move fast.

$494K
EFFECTIVE OFFER ON $500K
At a 98.9% ratio, that's the realistic close price on a $500K ask.

When inventory rises, demand softens and prices tend to stabilize, which is generally good for buyers. That said, well-priced homes in strong locations still draw competition, so strategy matters as much as speed.

YOUR VA LOAN, SIMPLIFIED

$0 DOWN, NO PMI
Most eligible buyers can finance 100% of the purchase price with no monthly mortgage insurance, which is the single biggest advantage of the VA loan.

CERTIFICATE OF ELIGIBILITY (COE)
Proof of your VA entitlement. Your lender can usually pull this for you once you apply, so it's rarely something you need to chase down yourself.

FUNDING FEE
A one-time fee rolled into the loan amount rather than paid out of pocket. It's often waived if you have a service-connected disability rating.

ASSUMABLE LOANS
Some VA-financed homes let a qualified buyer take over the seller's existing loan, rate included. On Oahu, that can mean stepping into a 2–3% rate in a market where new loans run considerably higher.

THE PROCESS AT A GLANCE

1. **PRE-APPROVAL** — Know your number
2. **BUYER CONSULT** — Build the strategy
3. **SEARCH & TOUR** — Find the fit
4. **OFFER & ESCROW** — Inspection, appraisal
5. **FINAL APPROVAL** — Walkthrough, sign
6. **CLOSING** — Keys are yours

Typical timeline: 30–45 days from an accepted offer to closing. PCSing? Your buyer consultation is where we map this against your report date and TLA window.

HAWAII SPECIFICS & WHAT TO EXPECT

HAWAII-SPECIFIC THINGS TO KNOW

LEASEHOLD VS. FEE SIMPLE

With leasehold, you own the structure but lease the land beneath it. That affects financing, resale, and long-term value, so we flag it on every listing before you tour.

CONDO DOCS & THE AOAO

Hawaii condos are governed by an AOAO (the local term for an HOA). Reserve fund health, bylaws, and house rules matter just as much as the unit itself.

YOUR CLOSING SCHEDULE: SIGN TO KEYS IN 4 BUSINESS DAYS

MON	TUE	WED	THU
SIGN	**LOAN FUNDS**	**MANDATORY WAIT**	**KEYS, 8:01 AM**
Final docs at escrow	Lender wires escrow	Required day, no action needed	Recorded, escrow closes

This is the typical schedule once you're in final approval: sign Monday, loan funds Tuesday, Wednesday is a mandatory break day, and keys, closing, and move-in happen Thursday morning. Your actual sign day depends on when your loan clears final approval.

WHAT TO BUDGET FOR

ITEM	TYPICAL RANGE	WHO PAYS
Earnest money deposit	**1–2% of offer price**	Buyer (applied to down payment)
Inspection	**$400–$800**	Buyer
Appraisal	**$900–$1,000**	Buyer
Condo document review (if applicable)	**$350–$450**	Buyer (often negotiable)
Closing costs, VA purchase	**~2–3% of loan amount**	Buyer (varies by lender)

These are typical ranges, not quotes. Your buyer consultation is where we run your actual numbers, including whether a seller credit or 2-1 buydown makes sense for your offer.

NEVER TOO EARLY TO REACH OUT

CALL, TEXT, OR EMAIL US

The power is in the preparation. Even if you're just curious about the market or your VA benefit, reach out, we love people and real estate and would enjoy the conversation.

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