BRANDON HUYNH

LOCK IT MORTGAGE

SELF-EMPLOYED CASE STUDY

Approved After Three Banks Said No

A Houston restaurant owner with six years in business, steady revenue, and a down payment saved — turned down three times because of his tax returns. Here is how a bank statement loan closed him in about 35 days, without changing a thing about how he files.

PREPARED BY

Brandon Huynh

832-997-1527 • Brandon.H@LockItMtg.com • brandonhuynh.net

NMLS #2522494 • Bilingual: English & Vietnamese • Licensed in all 50 states

ABOUT THIS CASE STUDY

This case study is a composite of common borrower scenarios in our practice. Details are illustrative and do not represent a specific individual. Every figure is rounded to teach the concept — it is not a quote, a live rate, or a promise of terms. Your own numbers depend on your business, credit, and the market on the day you apply.

THE BORROWER

A business doing well — by every measure except one

Minh has owned a Vietnamese pho restaurant in southwest Houston for six years. Business has been consistent. He runs the kitchen, manages a small staff, and has grown from one location to two. By every measure that matters to him — tables filled, staff paid, bills covered — the business is doing well.

He wanted to buy a home in Sugar Land. He had been renting for years, had a solid down payment saved, and had no major credit issues. What he had was a tax return problem.

THE PROBLEM

The tax returns said one thing. The bank account said another.

Like most small restaurant owners, Minh works with an accountant who maximizes his write-offs. Depreciation, equipment deductions, business meals, vehicle use — all legitimate, all legal, all pulling his reported net income well below what his bank accounts actually showed.

THE GAP — ILLUSTRATIVE

Personal taxable income on his return	**~$28,000 / year**
Actual average bank deposits	**~$18,000 / month**
Years in business	**6**
Lenders who said no	**3**

Three lenders looked at the tax returns and said no. One told him to come back when his income looked different on paper. His accountant told him that was essentially never — writing off less would mean paying more in taxes, which made no financial sense.

Minh had been told no enough times that he assumed homeownership simply was not an option for someone in his position.

WHAT MADE IT POSSIBLE

A loan that reads bank statements, not tax returns

A bank statement loan does not use tax returns to verify income. Instead, it looks at 12 to 24 months of business or personal bank statements and calculates a qualifying income from actual deposits.

Here is what that meant for Minh: instead of the $28,000 his tax return showed, the lender used his bank deposit history. After accounting for business expenses at a standard ratio, his qualifying income was high enough to support the loan he needed.

The product is built for borrowers in exactly Minh's situation — self-employed professionals whose accountant-optimized tax returns do not reflect what they actually earn. It has been used by restaurant owners, contractors, nail salon owners, consultants, and any business owner who writes off income the way the tax code allows.

What a bank statement loan typically asks for

REQUIREMENT	TYPICAL STANDARD	WHERE MINH STOOD
Credit score	620 or above	Cleared
Down payment	10–20%	20% saved
Time in business	2+ years	6 years
Income documentation	12–24 months of bank statements	Provided

Typical program standards; requirements vary by lender and program.

No W-2. No tax return income calculation. No explanation letter about write-offs. Just twelve months of bank statements showing what the business actually produces.

THE OUTCOME

Closed in Sugar Land in about 35 days

HOW IT CLOSED — ILLUSTRATIVE

Home	**Single-family, Sugar Land**
Purchase price	**Low $400,000s**
Down payment	**20%**
Mortgage insurance	**None (eliminated by 20% down)**
Application to close	**~35 days**

Putting 20 percent down also eliminated mortgage insurance — a detail that mattered to Minh because it meant the monthly payment was lower than he expected going in.

The lender never asked him to change how his accountant files his taxes. He kept the same write-offs he has always taken. The loan worked around the tax returns instead of requiring him to alter a strategy that had been working for his business for years.

BRANDON'S NOTE

When Minh came to me, he had already been turned down three times and had mostly given up. The thing I kept seeing in his file was a borrower who clearly qualified — steady revenue, years in business, good credit — but who had been filtered out by a documentation standard that was never designed for self-employed people. Bank statement loans exist specifically to close that gap.

If your tax returns show less than you actually earn, you are not a bad borrower. You are a business owner who is doing their taxes correctly. There is a loan program built for you.

WHAT THIS MEANS FOR YOU

If you write off your income, you still have a path

If you own a business and your tax returns do not reflect what you actually earn, you have not been rejected because you do not qualify. You have been rejected because most lenders only know how to verify income one way. There is another way — and we can usually tell you within a few minutes whether it fits your situation.

FIND OUT WHERE YOU STAND

Self-employed and been told no? Let's look at your real numbers.

Call or text me, or start your pre-approval at brandonhuynh.net. Bring nothing but your bank statements — we will take it from there. Tôi nói tiếng Việt — gọi tôi nếu bạn muốn trao đổi bằng tiếng Việt.

Brandon Huynh • 832-997-1527

Brandon.H@LockItMtg.com • brandonhuynh.net • NMLS #2522494