BRANDON HUYNH

LOCK IT MORTGAGE

FOREIGN NATIONAL CASE STUDY

No US Credit. No Social Security Number. Closed in Houston Anyway.

A family in Ho Chi Minh City wanted to own a rental property in the city their daughter now calls home. No US credit score, no SSN, no US income. Here is how a foreign national loan closed it in about 45 days, handled entirely in Vietnamese.

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 or family. 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 the program, the property, and the market on the day you apply.

THE BORROWERS

A successful family, 8,000 miles from the property they wanted

The Trans run a trading business in Ho Chi Minh City. It has done well for over a decade. Their daughter came to Houston for university, graduated, and stayed for work. She rents an apartment on the southwest side, near the largest Vietnamese community in Texas.

Her parents saw what she saw: a growing city, steady rents, and home prices that look reasonable next to almost any major market in Asia. They wanted to buy a rental property in Houston. Part investment, part foothold in the city where their daughter is building her life.

They had the money. A 30 percent down payment was already set aside. What they did not have was anything a typical American lender knows what to do with.

THE PROBLEM

Everything US lending assumes, they did not have

A standard US mortgage application is built around three things: a Social Security number, a US credit report, and US tax returns. The Trans had none of them. Not because anything was wrong, but because they live and earn in Vietnam. Their income, their credit history, and their tax records all exist in another country.

THE FILE — WHAT A US LENDER SAW

US credit score	**None**
Social Security number or ITIN	**None**
US tax returns	**None**
US income	**None**
Down payment saved	**30%**

The first banks they contacted said no before the conversation really started. One suggested their daughter buy the property in her own name instead, which was not what the family wanted and would have put a mortgage on a young professional's early-career finances.

Like a lot of overseas buyers, they concluded that US property ownership must be reserved for cash purchases. That belief costs foreign buyers real opportunity, because it is not true.

WHAT MADE IT POSSIBLE

A loan built for buyers who live somewhere else

A foreign national loan is a non-QM program designed for exactly this borrower: someone with no US credit footprint who wants to own US real estate. It replaces each missing piece of the standard file with something a non-resident can actually provide.

- **No US credit required.** A valid passport, plus a US visa where the program requires one. Some programs accept credit reference letters from foreign banks; some need no credit history at all.
- **The property carries the income question.** The Trans qualified on the rental income of the property itself, DSCR style. Market rent needed to cover the monthly payment. No personal income documentation from Vietnam required on their program.
- **Funds move early and get seasoned.** The down payment was wired to a US account ahead of closing so it was sourced and seasoned by the time it mattered.
- **Distance is workable.** Much of the process ran over calls and messages across a 12-hour time difference, and closing arrangements for overseas buyers are a normal part of these programs.

What a foreign national loan typically asks for

REQUIREMENT	TYPICAL STANDARD	WHERE THE TRANS STOOD
Down payment	20–30%	30% ready
US credit history	Not required on many programs	None, and none needed
Identity documents	Valid passport; visa where required	Provided
Income documentation	Property rental income (DSCR) or foreign income docs	Rent covered the payment
Occupancy	Investment or second home	Investment rental

Typical program standards; requirements vary by lender and program.

THE OUTCOME

A Houston rental, closed from Ho Chi Minh City in about 45 days

HOW IT CLOSED — ILLUSTRATIVE

Property	**3-bed townhome, southwest Houston**
Purchase price	**Low $300,000s**
Down payment	**30%**
Qualifying income	**The property's market rent**
US credit used	**None**
Application to close	**~45 days**

The townhome sits in a neighborhood their daughter knows well, and it was rented within weeks of closing. Market rent covers the monthly payment, which is exactly what the program requires and exactly what a sound rental investment should do anyway.

Nobody flew back and forth to sign paperwork on a deadline. Nobody was asked to produce a US credit score that does not exist. The loan was built around the file they actually had.

BRANDON'S NOTE

Almost every conversation like this one starts the same way: a family assumes that because they have no US credit, the answer is cash or nothing. When the Trans reached me, we did the whole file in Vietnamese. Calls in their evening, my morning. That mattered as much as the loan program did, because buying property in a foreign country is stressful and doing it in your own language takes most of that stress away.

The hard part of a foreign national loan is not qualifying. It is finding someone who knows the programs exist. Most loan officers have never written one. This is one of my specialties, and it is why families overseas and their relatives here in Houston keep sending each other my number.

WHAT THIS MEANS FOR YOU

No US credit history does not mean no US mortgage

If you live abroad and want to own US property, or your family overseas wants to invest in the city where you live, a foreign national loan may be the path. You will need a stronger down payment than a typical domestic loan, usually 20 to 30 percent. What you will not need is a US credit score, a Social Security number, or years of US tax returns. We can usually tell you within one conversation whether your situation fits a program.

FIND OUT WHERE YOU STAND

Buying from abroad, or helping family invest here? Let's talk it through.

Call or text me, or start at brandonhuynh.net. I work with buyers in any time zone. Tôi nói tiếng Việt. Gia đình bạn ở Việt Nam có thể gọi hoặc nhắn tin cho tôi trực tiếp bằng tiếng Việt.

Brandon Huynh • 832-997-1527

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