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November 2025

# A VA Field Report: Rising Diversity in VA Homebuying

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# Veterans Population Diversity



The VA home loan, an esteemed benefit bestowed upon US military service members as a token of gratitude for their contractual service to the nation, stands as a beacon of hope in the realm of homeownership. Interestingly, while the title of "US Veteran" is not recognized as a protected class in housing, nor covered by ECOA or the Fair Housing Act, the actual individuals behind this title – especially those from diversified communities – experience unparalleled advantages through this program.

Recent trends showcase the dynamic shifts within the Veteran community. Women Veterans are emerging as a powerful homebuyer group, wielding approximately \$13 billion in purchasing power that continues to expand by an impressive 14% annually. Additionally, Hispanic and Black Veterans are amplifying their footprint in the homeownership landscape. As the Veteran community diversifies in terms of race, ethnicity, gender, and disability status, it becomes imperative to acknowledge and serve their unique housing needs – ranging from accessible housing specifications to specific neighborhood predilections, and tailored VA loan benefits.

Furthermore, as the number of disabled Veterans swells, there emerges a distinct necessity for specialized housing and understanding of their earned financial assistance. This burgeoning demographic represents a market that will need specialized professional support and an understanding of their awarded benefits to facilitate home ownership.

Although the Veteran status may not be earmarked as a protected class, the individuals who have served the nation undeniably are. Arguably, there exists no other loan more equipped to serve the minority population and other marginalized communities than the VA Home Loan. In this paper, our objective is to substantiate this assertion with undeniable evidence.

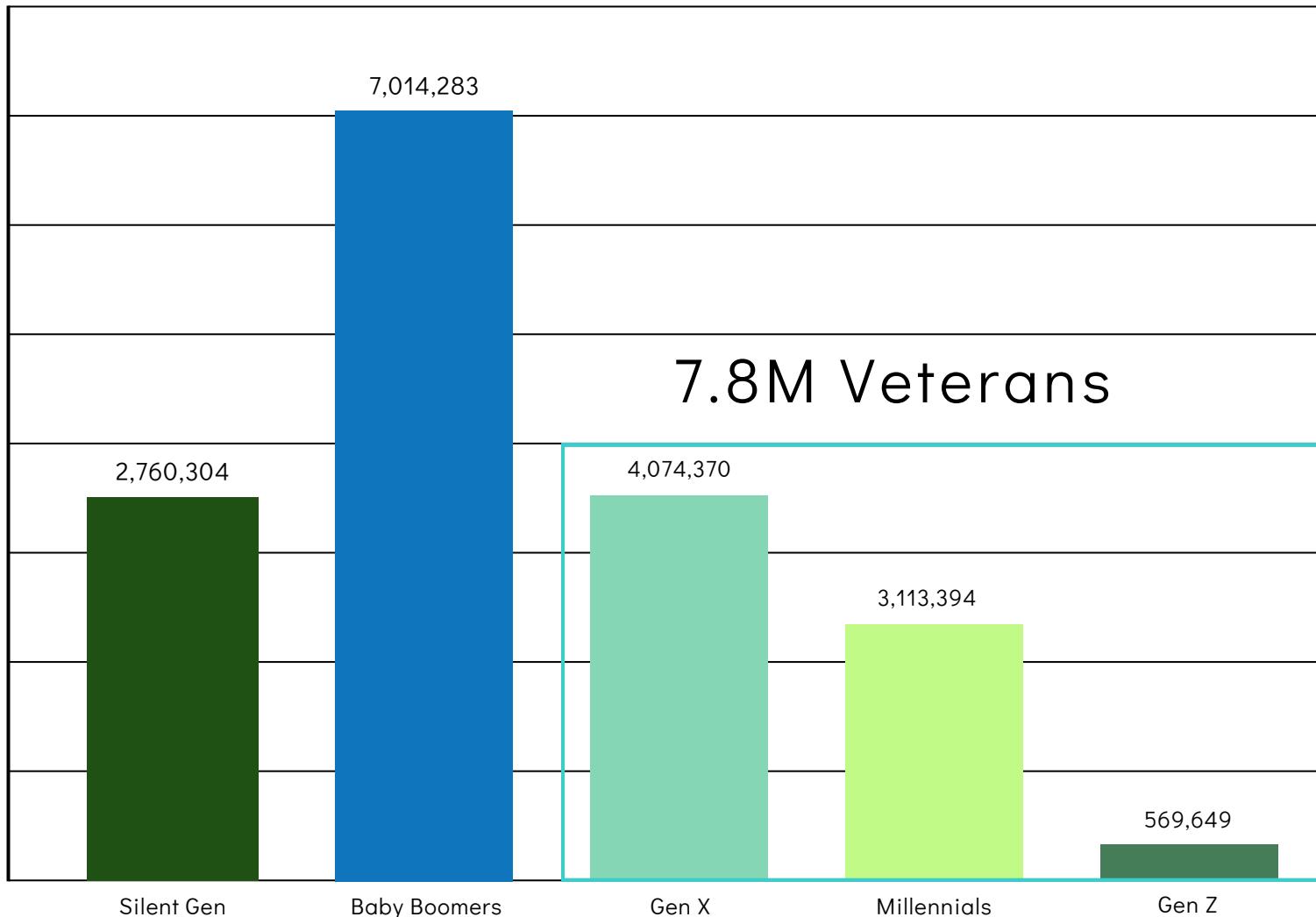
# Veteran Population Diversity



## Gen X, Millennials and Gen Z Veterans: Generations

# 17.5M

The total number of Veterans is about 17.5 million. The homeownership opportunities typically lay with the younger generation Veterans, Gen X (born between 1965 and 1980), Millennials (born between 1981 and 1996) and Gen Z (born between 1997 and 2012). The total number of veterans in these age cohorts is about 7.8 million veterans.



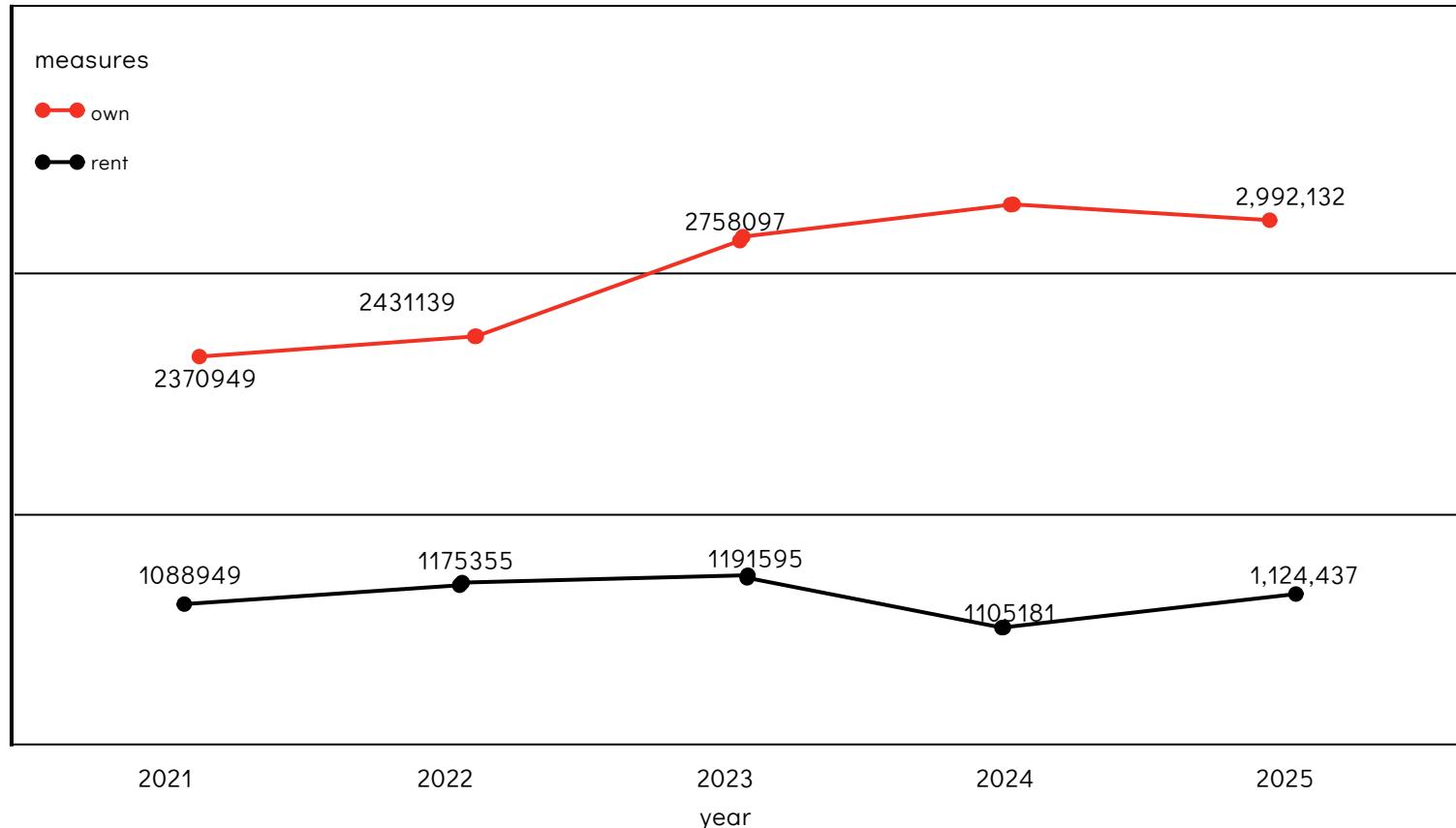


# Gen X, Millennials and Gen Z Veterans Drive the Homeownership Rate for Veteran Households

**72.7%**  
homeownership rate

The homeownership rate for these generations is higher for Veterans at 75% compared to 56.6% for non-Veterans. The Veteran homeownership rate is calculated on ASEC 2025 data (number of owner HH who are Gen X, Mill, and Gen Z/all HH who are Gen X, Mill, and Gen Z) for Veterans vs. Non-Veterans. The homeownership rate for Veterans is even higher at 79.1% if we include all generations, Baby Boomers and older.

own vs. rent over the years (based on Veteran head of household)



# Gen X, Millennials, and Gen Z, Veterans Diversity



Like the broader population, the Veteran community (GenX, Millennials, and Gen Z) is diversifying rapidly with a minority population of:

**36%**  
minority population

## Minority Overall

Non-Hispanic White veterans account for 64% of the Veteran community (Gen X, Mill, and Gen Z). Minority Veterans account for 36%.

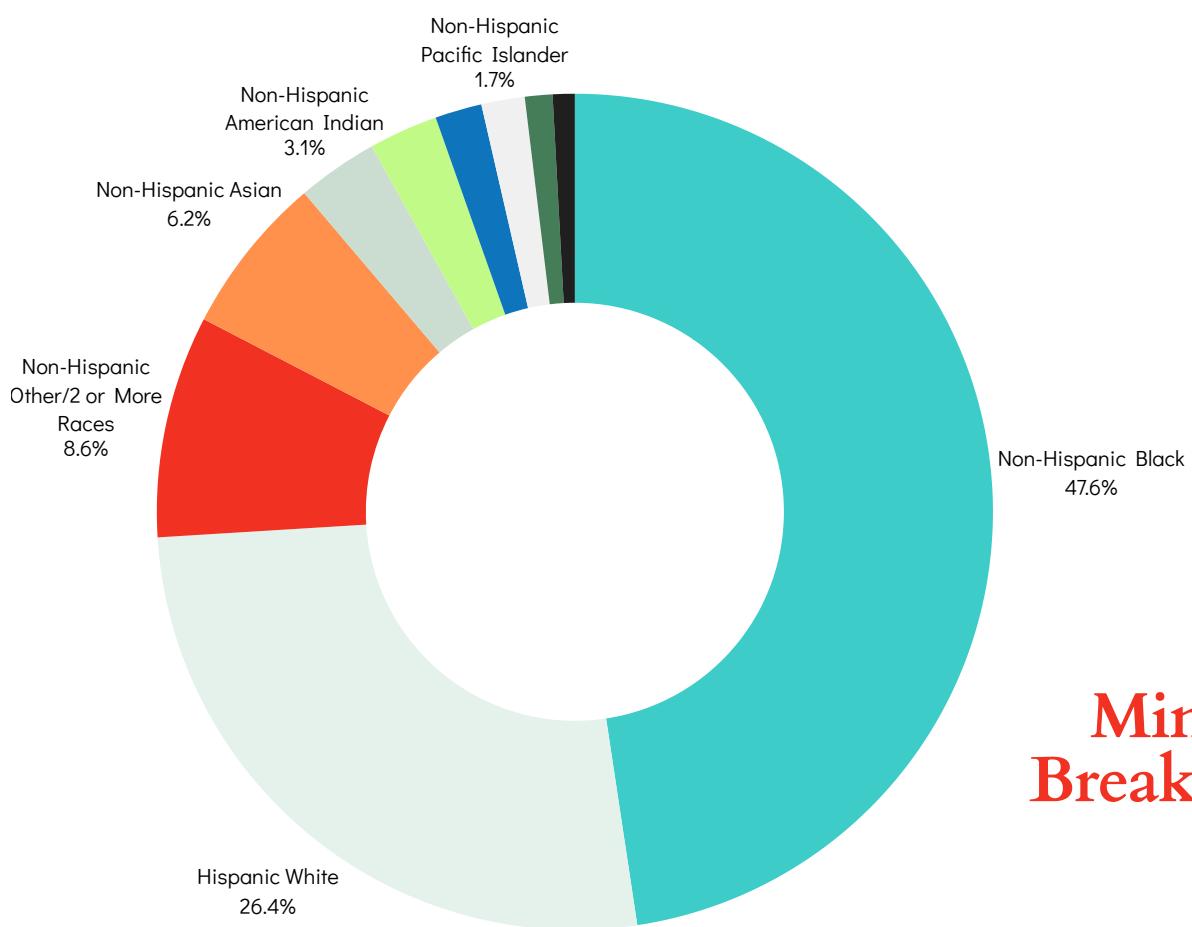
Of the 36% minority population Non-Hispanic Black and Hispanic White are the majority:

**47.6%**

non-hispanic black population

**26.4%**

hispanic white population



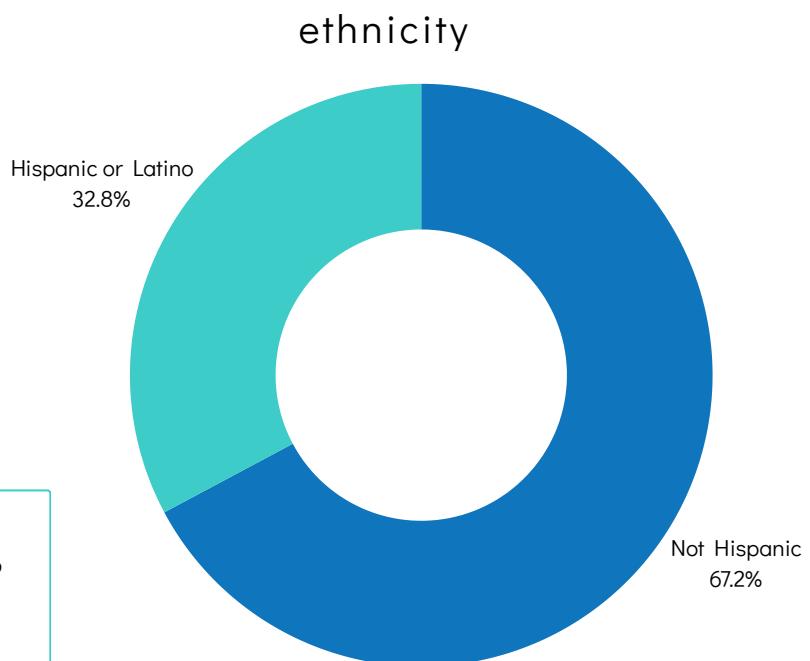


# Gen X, Millennials, and Gen Z, Veterans Diversity

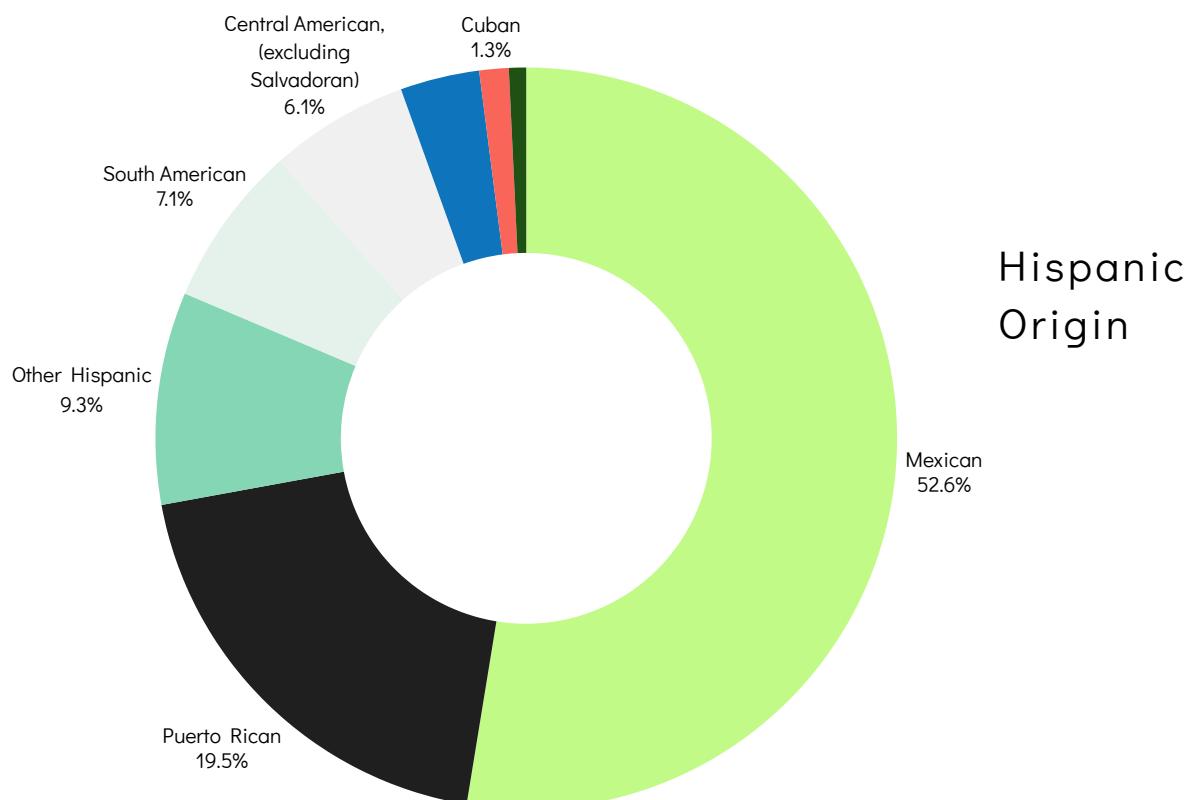
## Hispanic Veteran Population

**32.8%**

of the Gen X, Millennials, and Gen Z Veterans identify as Hispanic



Mexican and Puerto Rican Veterans are 52.6% and 19.5%, respectively, of the Veteran Gen X, Millennials, and Gen Z populations.



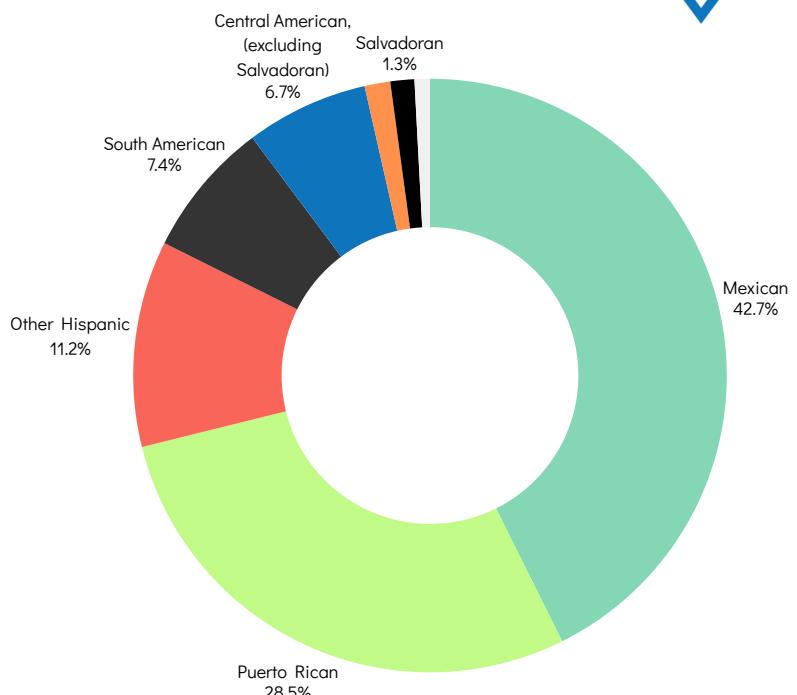
# Gen X, Millennials, and Gen Z, Veterans Diversity



## Hispanic Veteran Households

## Hispanic Veteran Homeowners

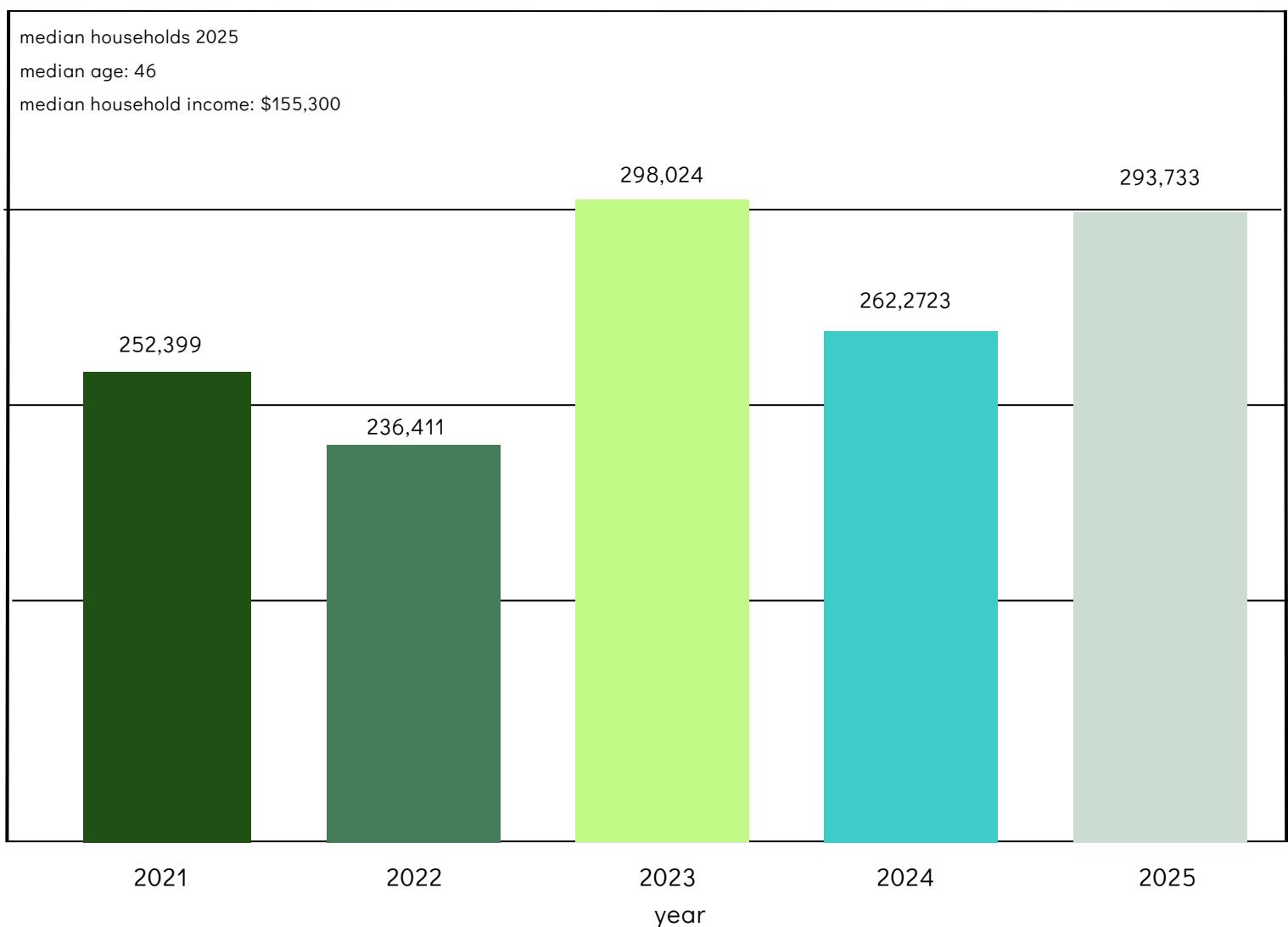
**16% INCREASE**  
from 2021 to 2025



median households 2025

median age: 46

median household income: \$155,300



# Gen X, Millennials, and Gen Z, Veterans Diversity



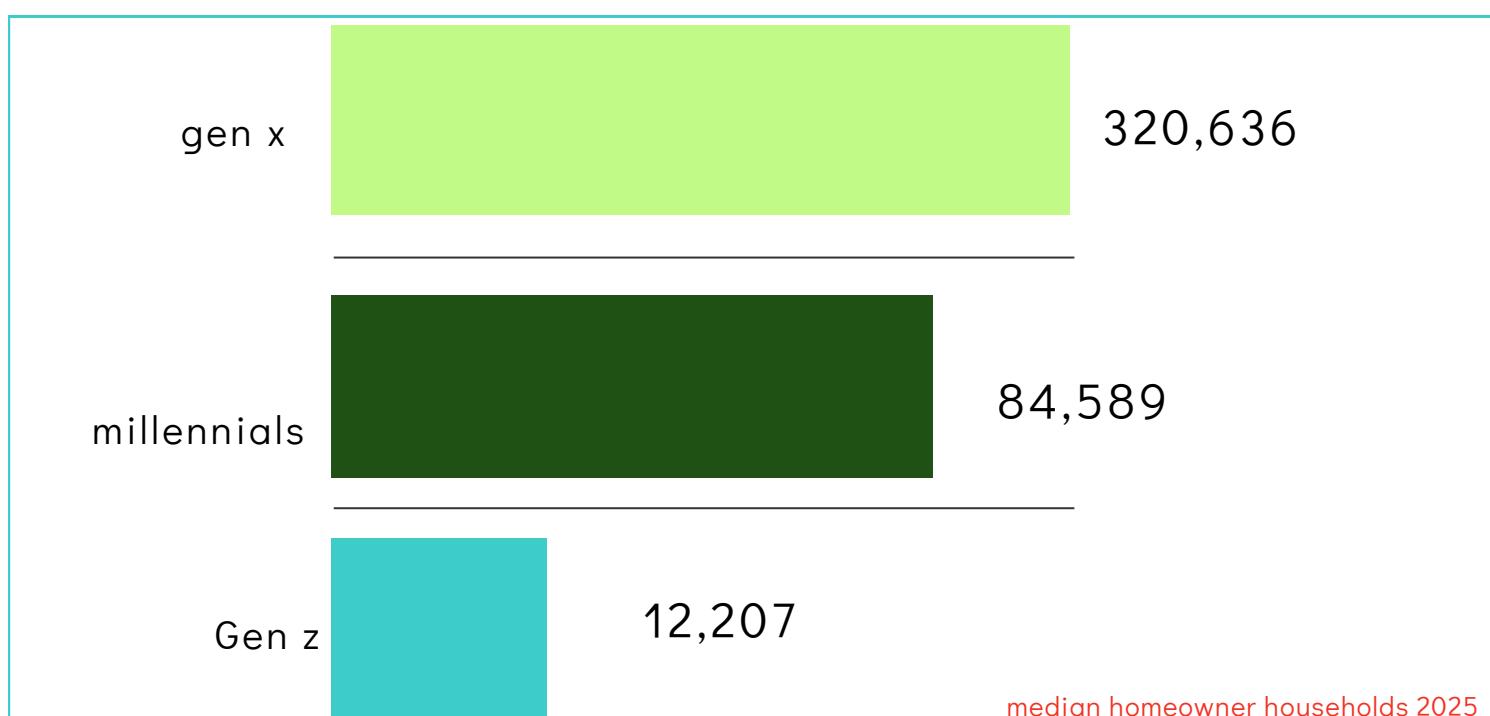
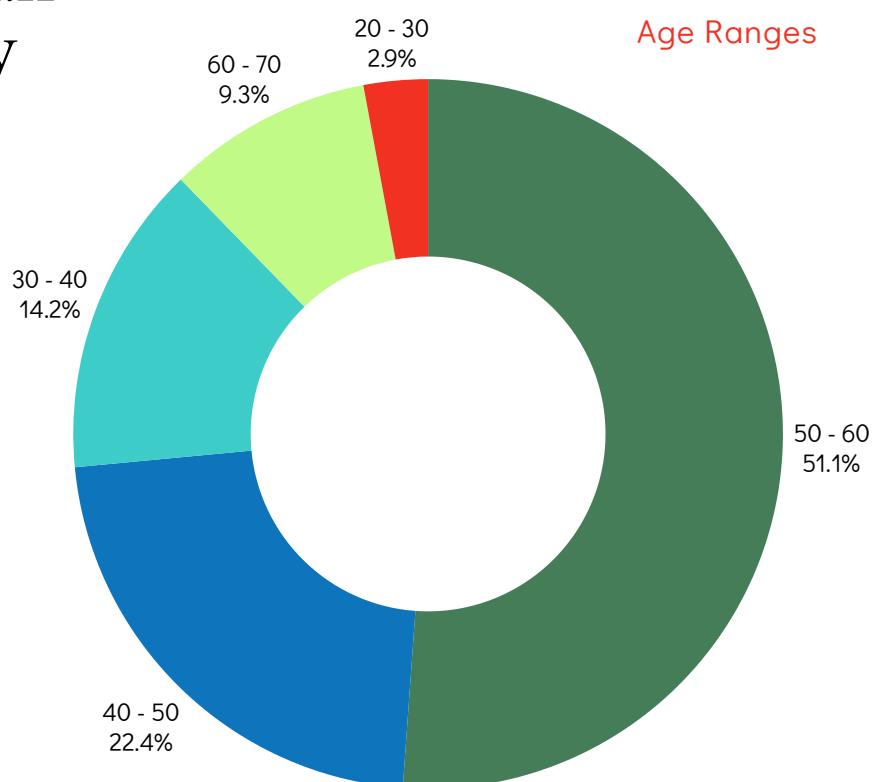
## Black or African American Veteran Homeowners by Age & Generation

Gen X, Millennials, and Gen Z Veteran Homeowners of Black or African American Origin.

**\$125,000**

Median Household Income

**51** Median Age



# Gen X, Millennials, and Gen Z, Veterans Diversity



## Black or African American Veteran Homeowners OWN versus RENT

### BLACK OR AFRICAN AMERICAN HOUSEHOLDS

Year	Veterans Own	Veterans Rent	Veteran Homeownership Rate	General Pop Own	General Pop Rent	General Pop Homeownership Rate
2021	320,927	310,450	51%	3,652,966	6,767,134	35%
2022	350,228	274,128	56%	3,789,763	6,945,931	35%
2023	413,473	271,624	60%	4,186,743	6,998,111	37%
2024	403,301	291,453	58%	4,244,608	7,108,023	37%
2025	417,431	269,883	61%	4,278,272	7,711,421	36%

Black or African American Veterans have a higher rate of homeownership versus renting than the Black or African American general, non-veteran, population (number of households). In 2024, the gap between Black or African American Veterans and Non-veterans was 25%. Homeownership among these Veterans has continued to increase over the last 5 years.

61%

AVERAGE HOMEOWNERSHIP RATE AMONG BLACK OR AFRICAN AMERICAN VETERANS (GEN X, MILLENNIALS, AND GEN Z)

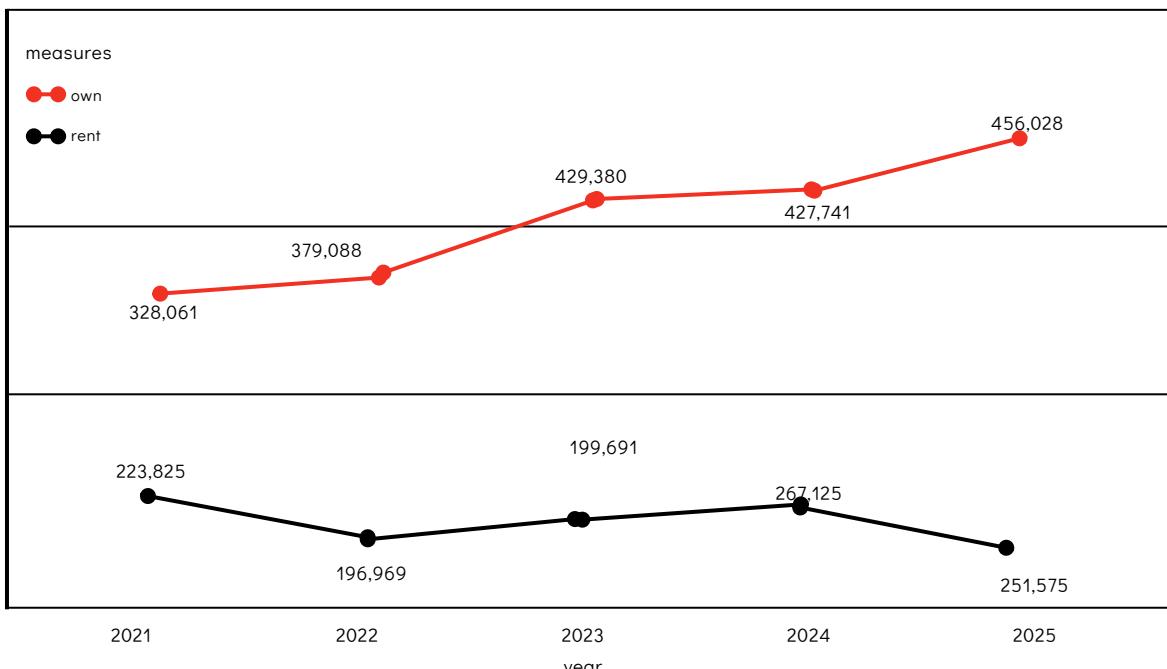
# Gen X, Millennials, and Gen Z, Veterans Diversity



# 39% INCREASE

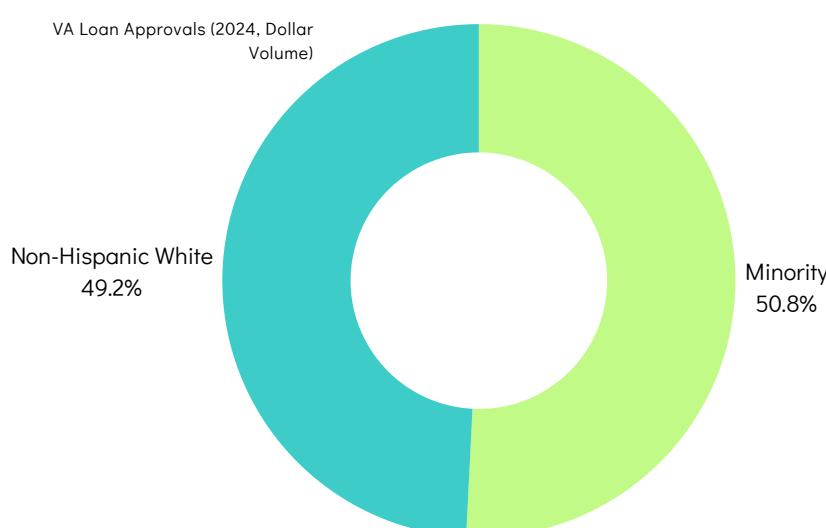
## Women Veterans\*

a 39% increase in number of women homeowners (Gen X, Millennials, and Gen Z).



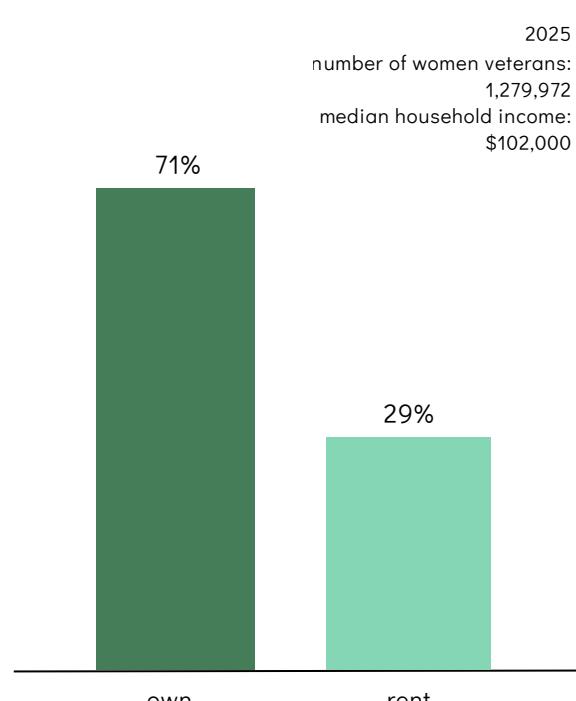
\*Women Veterans are less than 1/4 of total of the Veteran population, but are a powerful source of homeownership and homeownership opportunities.

\*In this age cohort are Gen X or younger



# 50.8%

Minority Women\*\* generated about \$13B in VA loan approvals



# Gen X, Millennials, and Gen Z, Veterans Diversity



## Median Household Income and Median Age of homeowners and Renters

**\$136,400**

Veterans who are homeowners had a median household income of \$136,400 and median age of 50 years.

**\$77,700**

Veterans who are renters had a median household income of \$68,000 and are younger (40 years old)

### Own vs Rent HOUSEHOLDS

Overall 4,116,569

Owners / Income / Age

Renters / Income / Age

Totals	Median Household Income	Median Age
2,992,132	/ \$136,400	/ 50
1,124,437	/ \$77,700	/ 40



**\$58.7k**

difference in  
household income



# Gen X, Millennials, and Gen Z, Veterans Diversity



# Future Buyer Opportunity

Veterans are increasingly diverse and growing their purchase power.

The future homebuyer opportunity can be defined as Gen X or younger Veterans who are:

1. RENTERS
2. IN LABOR FORCE
3. HOUSEHOLD INCOME OF \$75k OR HIGHER

# 968,643

Total addressable market of future homebuyers

	<b>Veterans (People)</b>	<b>People Mix</b>	<b>YoY Count: 2024 to 2025</b>	<b>YoY %: 2024 to 2025</b>	<b>Median HH Income</b>	<b>Median Age</b>
<b>Totals</b>	<b>968,643</b>	<b>100.00%</b>	<b>69,309</b>	<b>7.70%</b>	<b>\$112,883</b>	<b>40.5</b>
White	687,299	71.00%	56,116	8.90%	\$124,200	39
Black/African American	205,124	21.20%	9,309	4.80%	\$122,200	39
Other/2 or More Races	55,794	5.80%	27,636	98.10%	\$145,100	36
Asian	12,976	1.30%	-13,323	-50.70%	\$100,000	38
American Indian	4,202	0.40%	-8,590	-67.10%	\$102,000	43
Pacific Islander	3,247	0.30%	-1,838	-36.10%	\$83,800	48

# Disabled Veterans



Defined as Veterans who indicated they had a service-connected disability in the CPS Veteran Supplement\*

5,183,438

Veterans with service-connected disability.

5MIL

With over 5 million Veterans reporting disabilities, the market opportunity to better serve disabled Veterans' homebuying needs is significant.

tops three states where disabled veterans reside

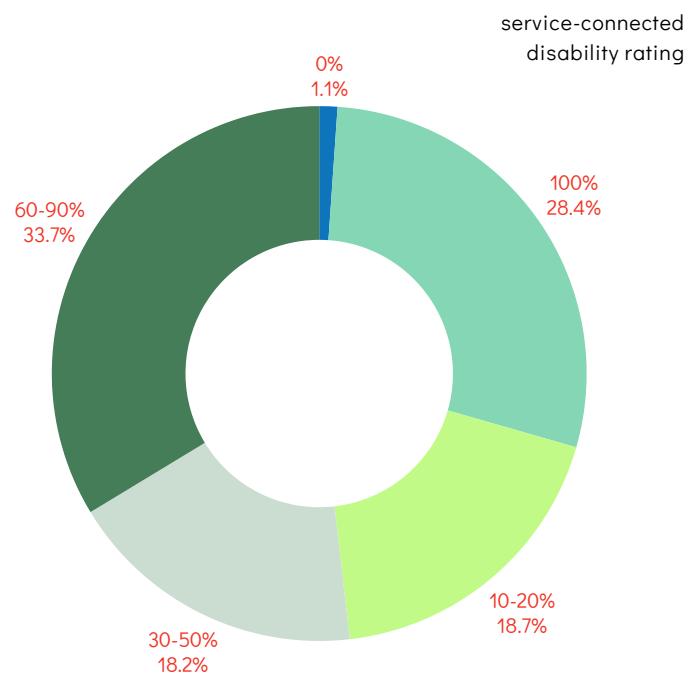


99%

With 99% of service connected disabled Veterans being over 10%, the disability rating can be used to estimate the segment of eligible VA borrowers that are eligible for a reduced or exempt VA funding fee.

employment status

At work	2,326,820
NILF, retired	1,857,453
NILF, unable to work	509,872
NILF, other	202,126
Has job, not at work last week	174,039
Unemployed, experienced worker	108,473
Unemployed, new worker	4,655



2.6M

More than 2.6 million disabled Veterans are in the labor force, (At work, Has Job, or Unemployed) excluding Not in Labor Force.

# Disabled Veterans

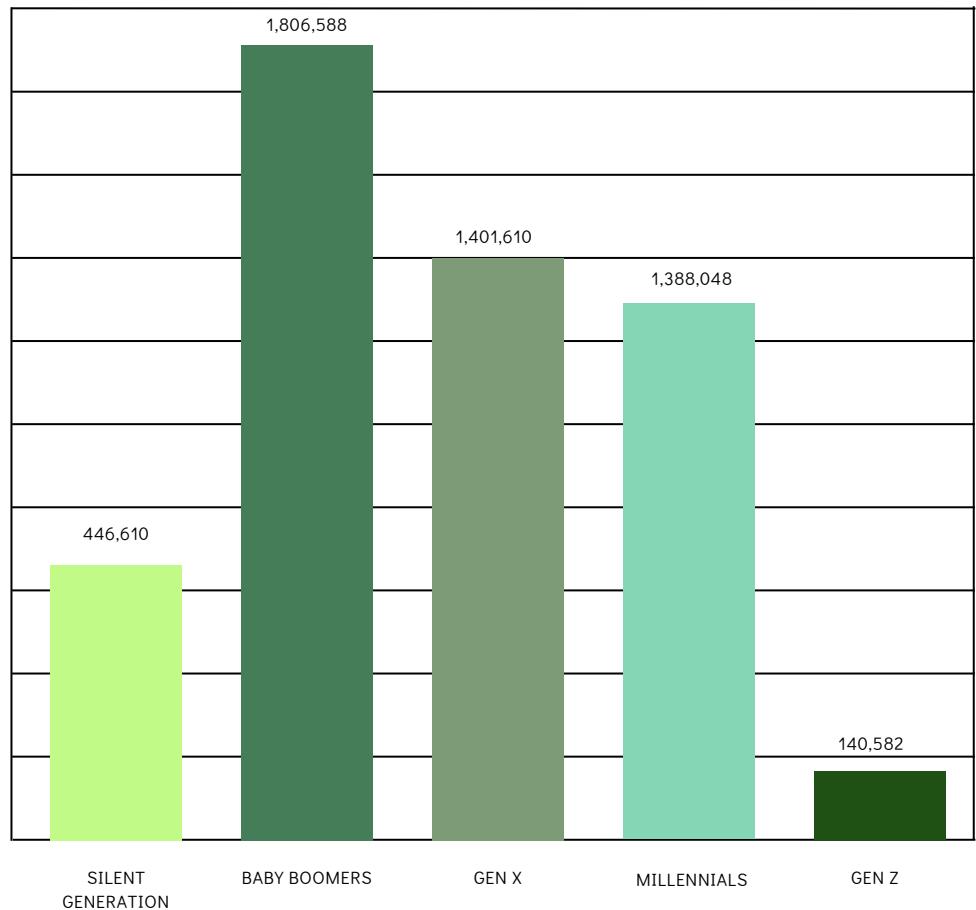


# 20

Top states with the larger community of disabled veterans.

State	Number of Veterans
TX	583,790
FL	403,256
VA	323,435
CA	317,317
GA	314,056
OH	217,758
NC	206,783
TN	150,704
AZ	137,313
IL	133,957
MI	130,049
WA	125,721
PA	125,566
SC	124,346
NY	123,464
MN	100,792
MD	99,712
MO	93,761
OK	88,674
AL	81,409

## Generation Breakdown



# 1.8M

Disabled Veterans of the Baby Boomer generation.

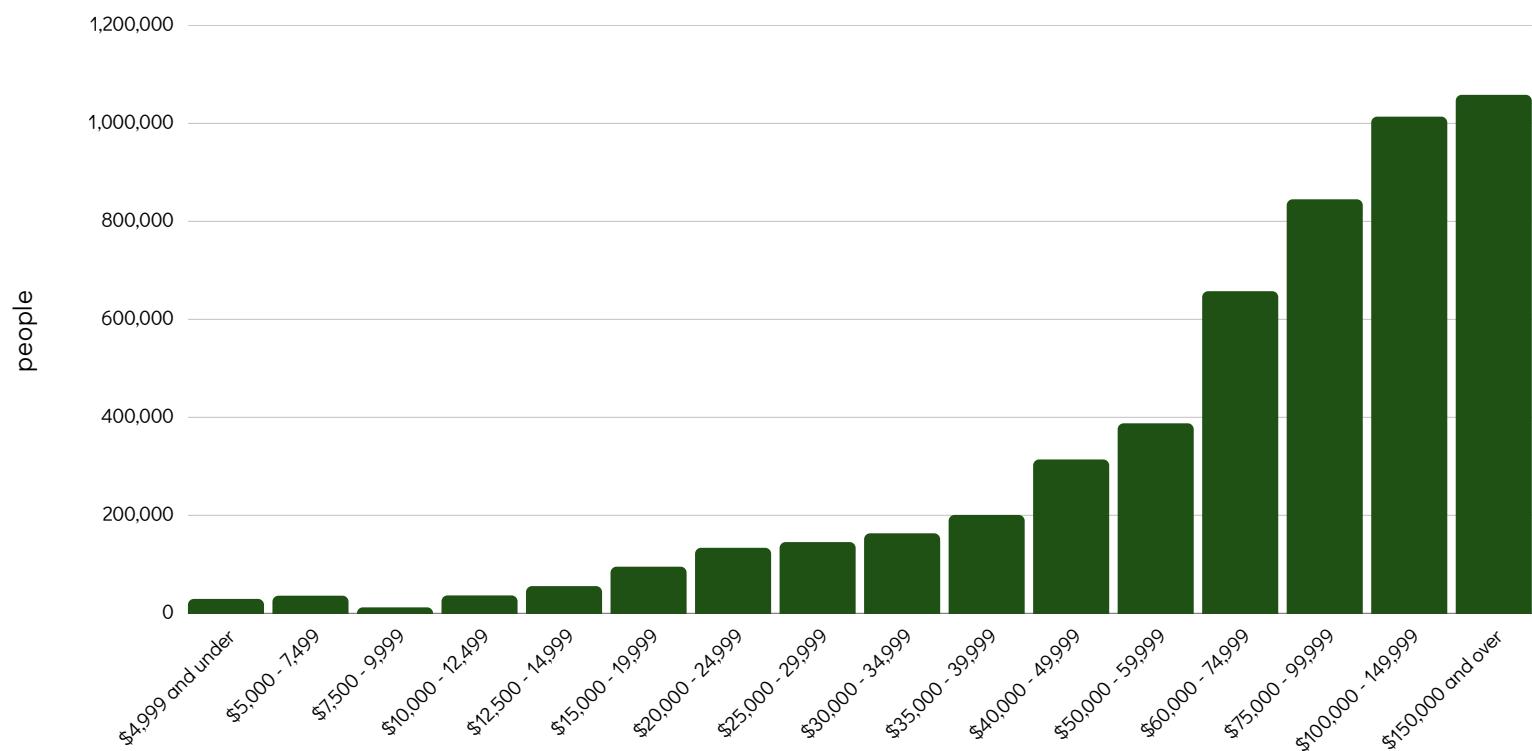
# Disabled Veterans

# Family Income



family income of household

Distribution of family income of household by income band for all Veteran generations.



Private, For Profit

 1,362,637

Federal Government Employee

 534,034

Local Government Employee

 224,547

State Government Employee

 201,129

Self-employed, not incorporated

 159,131

Self-employed, Incorporated

 93,638

Private, Non-Profit

 71,425

# Class of Worker

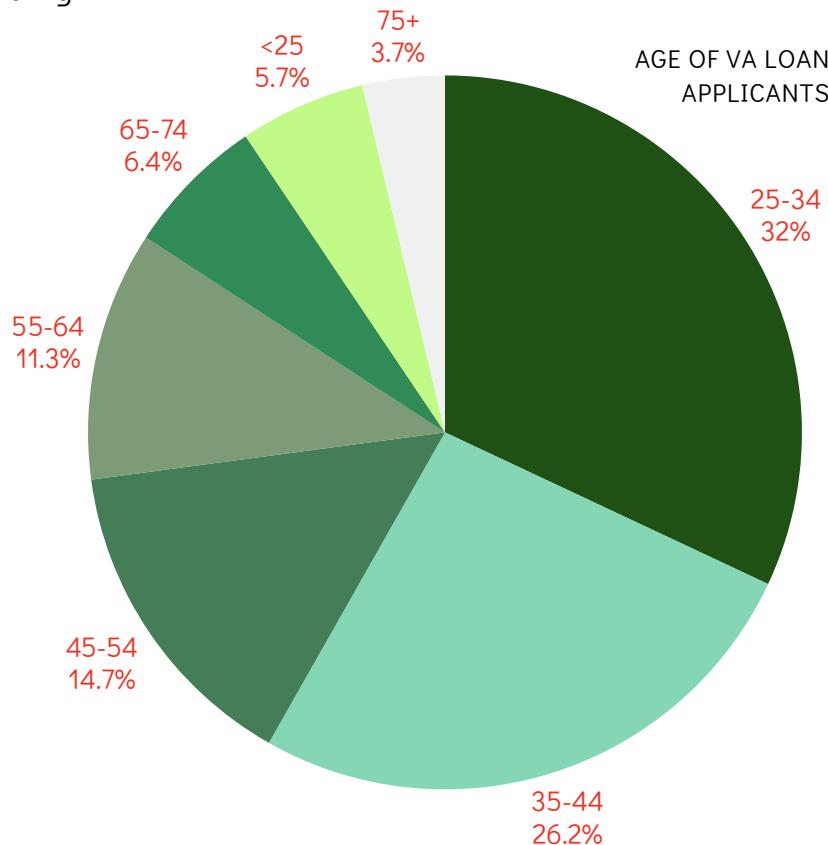
Disabled Veterans of all generations distribution by class of worker. Majority of workers are gainfully employed in the private sector.

# Veterans Mortgage Lending Diversity



## VA HOME PURCHASE LENDING BREAKDOWN BY AGE OF APPLICANT

2024 VA Home Purchase Lending



79%\*

of home purchase borrowers were 54 years of age or younger

\*For context, 81% of home purchase borrowers using other mortgage types were of age 54 or younger.

# Under 35

**\$98.4B**

in purchases per year from Veteran borrowers ages 54 and below

Majority of applicants are ages Under 35 years, making up 37.7% of VA home purchase lending.

# Veterans Mortgage Lending Diversity



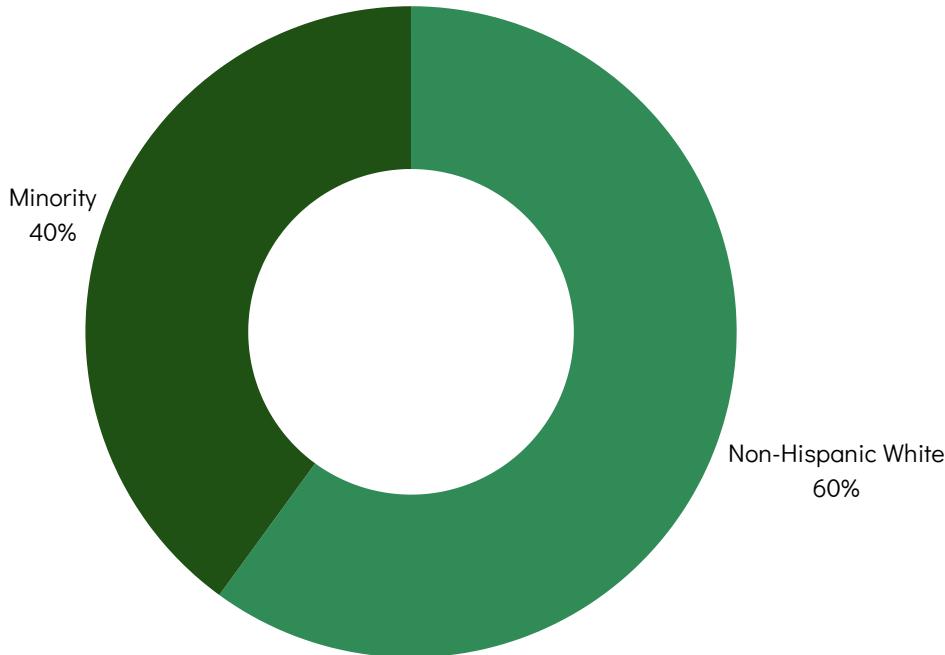
## VA HOME PURCHASE LENDING BREAKDOWN BY RACE AND ETHNICITY

2024 VA Home Purchase Lending (excl. NA)

HISPANIC OR LATINO,  
VA PURCHASE

40%\*

of home purchase borrowers identified as a minority.



**\$42.3B**

Minority purchase borrowers represent a market segment of \$42.3 billion per year.

**\$19.9B**

Hispanic Borrowers

**\$12.1B**

Non-Hispanic Black or African American Borrowers

**\$0.561B**

Non-Hispanic Native American Borrowers

The total VA Native American market (incl. Hispanic) was about \$1.1 B in 2024

\*For context, 42.1% of home purchase borrowers using other mortgage types identified as minority.

# Veterans Mortgage Lending Diversity



## WOMEN VA HOME PURCHASE BORROWERS

VA home loan purchases - women borrowers



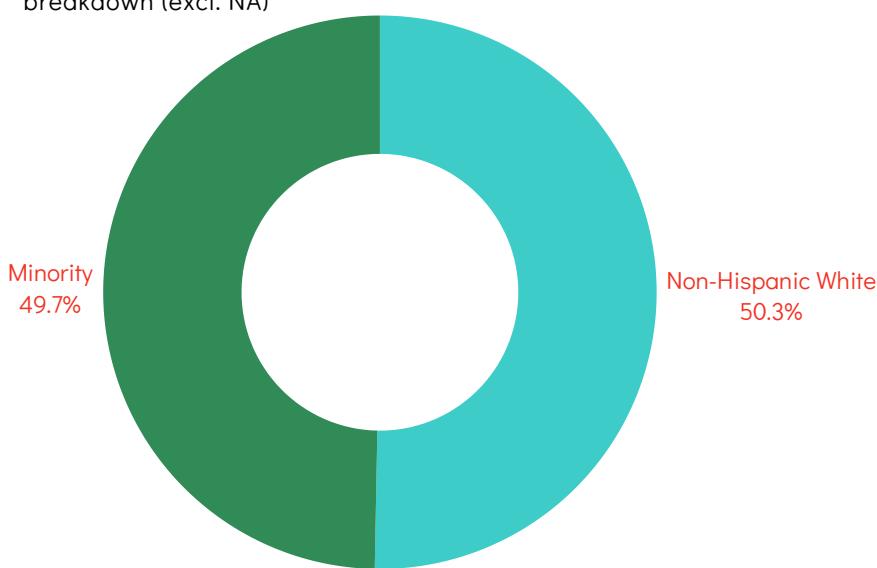
**\$19.01B**  
Women Veteran home purchase dollar volume in 2024

**67%**

Increase home purchase power among women Veterans.



race & ethnicity breakdown (excl. NA)



Texas is the leading state for home purchase among women VA borrowers. With 287 Active Lenders (serving Women VA purchase borrowers segment), average median origination was \$325,000 with a median interest rate of 5.990%, 100% CLTV and median property value of \$335,000

Women VA Home Purchase Borrowers are diverse. 49.7% of VA loan borrowers identify as minority compared to 41.7% for women home purchase borrowers using other loan types.

# Veterans Mortgage Lending Diversity



## COMPARATIVE PRICING ANALYSIS OF ORIGINATIONS

2024 VA Home Purchase Minority Lending

.376%

Minority VA borrowers obtain credit at more favorable terms than other mortgage products with a .38% reduction in interest rate even with a 32-point difference in median credit score.

32pts

Loan Type	# Minority VA Purchase Originations	Median Loan Size	Median CLTV	Median Credit Score Est	Median Net Charges and Credits	Median Interest Rate
VA	105,151	\$365,000	100.00%	729	\$2,023	6.249%
FHA	298,418	\$315,000	96.50%	694	\$3,826	6.250%
USDA	9,285	\$165,000	100.70%	703	\$1,831	6.250%
Conventional	779,614	\$325,000	80.00%	761	\$1,640	6.625%

# Veterans Mortgage Lending Diversity



## VA PURCHASE BORROWER MEDIAN INCOME

2024 VA Home Purchase Lending

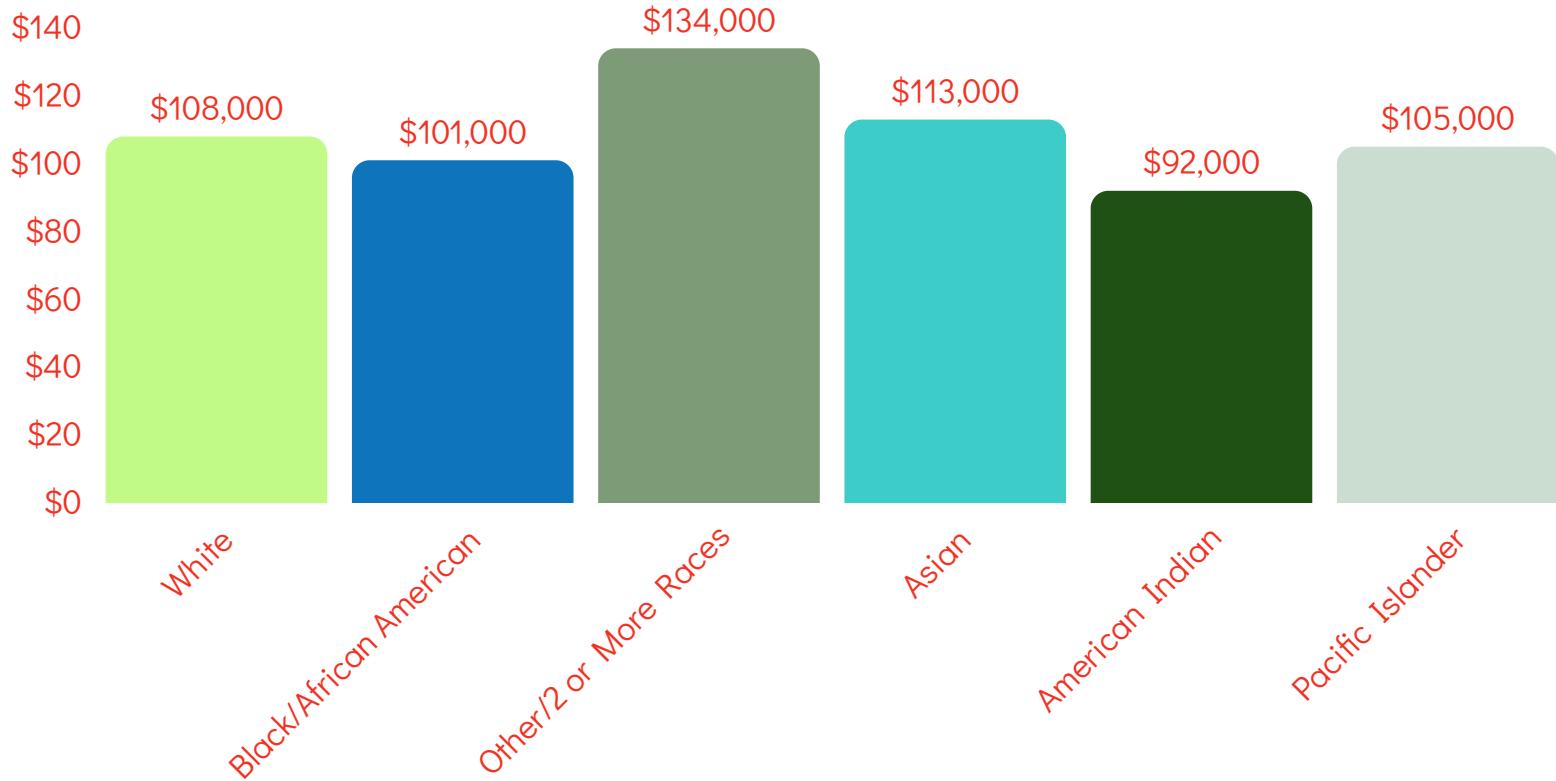
Analysis by Median Income (VA purchase originations, excl. NA)

# \$124.0K

Average income reported by VA purchase borrowers.

# \$108.0K

Median income reported by VA purchase borrowers.



VETTED VA'S



# CALL TO

# ACTION

Housing market stakeholders that are not preparing to serve the diverse Veteran market will miss out on significant business opportunities.

Adapting and expanding services for diverse Veterans is imperative for all agencies; real estate firms, lenders, builders, and more.

The time is now! Time to learn, train, educate and get ahead of the demographic trends and serve our next generation of Veteran homebuyers.

**LEARN,  
TRAIN,  
EDUCATE  
& SHARE**



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