PROBONO KEY REALTY



HOMEOWNER GUIDE · VIRGINIA

You have less time than you think.

Virginia's auction clock is one of the fastest in the country. Here's where you stand, what waiting actually costs, and the one thing that doesn't have to be uncertain: your closing date.

VIRGINIA BEACH / NORFOLK · RICHMOND · FAIRFAX / NORTHERN VIRGINIA

Google Reviews ★★★★★ · A+ BBB RATING · ACCREDITED BUSINESS

4.8 on Google · BBB A+ · Rated by 300+ homeowners nationwide

A REAL PERSON ANSWERS
(888) 503-0036

QUESTIONS
info@probonokeyrealty.com

START A CONVERSATION
team@probonokeyrealty.com

PROPERTY DETAILS & OFFERS
acquisition@probonokeyrealty.com

BEFORE ANYTHING ELSE

Ten promises. Not a policy — a personal guarantee.

Most buyers lead with speed. We lead with what you walk away with — and with the truth, even when it costs us the deal. Every state page that follows shows why these promises matter more where you live. Keep this page. Hold us to it.

01 **We will tell you the truth, even when it costs us the deal.**
If an agent will make you more money and you have the time to wait, we'll tell you that to your face. We're not here to buy every house. If we're not the right fit, we'll point you in the right direction.

02 **The offer we make is the offer we close with.**
No re-trades. No bait-and-switch. No "we found something at the last minute." If we change our number at the closing table, we pay you $5,000. That's not a gimmick. That's in writing.

03 **A real person answers the phone.**
Not a call center. Not an overseas answering service. Someone who can make a decision on the spot. If you call and get voicemail, we've failed you.

04 **We started this because we've seen the other side.**
Family-owned, founded 2021 in Orange County, after watching sellers get treated like a line item on a spreadsheet. 350+ homes bought in 2025 — not by squeezing sellers, by shooting straight.

05 **A direct buyer with our own capital.**
We buy with our own funds. We do not assign your contract to someone else.

06 **We buy as-is.**
No repairs, no cleaning, no staging, no showings.

07 **You pay zero fees.**
No commissions and no closing costs on your side.

08 **We handle the hard parts.**
Cleanouts, tenants, title issues, probate coordination — we've seen it and solved it.

09 **Your best interest — even when it costs us the deal.**
That's the "Probono" in Probono Key.

10 **We shoot straight. Every call, every number, every date.**
If the truth is that you should keep the house, that's what you'll hear from us.

How to use this guide

Find your state. Read the three tiles first — the foreclosure clock, the probate clock and the disclosure rules. Then read how the clock actually runs, what each month of waiting costs, and what we commit to. Every state ends with the questions you should ask *any* buyer, including us.

What a conversation with us looks like

A home-buying specialist reviews the property and asks about your priorities — not just your deadline. If a purchase is a fit, you get the proposed price, costs, conditions and timing in writing. If it isn't, we say so and point you somewhere better. A conversation carries no obligation to sell.

Google Reviews ★★★★★ · A+ RATING · BBB ACCREDITED BUSINESS

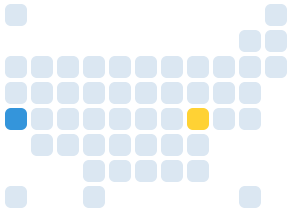
4.8 on Google · BBB Accredited A+ · 300+ homeowner reviews.
"Probono Key Realty was the only one that took time to explain how the offer worked and what I would walk away with." — Michael R., Riverside, CA

Timelines are approximate, vary by county and case, and are not legal advice.

YOUR STATE · WHERE YOU STAND

Virginia

FAST CLOCK



VA highlighted · home base in blue

FORECLOSURE

Non-judicial

Non-judicial; as little as 60 days, though 6–8 months common; 60-day notice; 30 days to cure after notice of default.

PROBATE

Estate timeline

Probate 6–12 months.

DISCLOSURE

Buyer-beware state

Limited statutory disclosure.

How the clock works in Virginia

1. **Missed payments**
   Federal rules give most borrowers a 120-day pre-foreclosure period before a notice can be recorded. Late fees and interest accrue the whole time.
2. **Notice of default**
   The lender or trustee records and mails notice. No judge is involved — the statute sets the clock. Non-judicial; as little as 60 days, though 6–8 months common; 60-day notice; 30 days to cure after notice of default.
3. **Publication & sale**
   The sale is advertised as the law requires, then the property is sold at a trustee or public sale.
4. **After the sale**
   Whether any redemption right or deficiency rule applies is set by state law — ask a local attorney what applies to you.

The statutory process here can run in weeks to a few months. A real alternative needs to be on the table early.

The facts, not the fear

MEASURED NATIONAL AVERAGE, Q2 2026

563 days

ATTOM's count of actual completed U.S. foreclosures — the lowest since 2013. Statutory minimums are shorter; real cases often run longer than the law requires.

What every month of waiting costs

Whichever path you choose, these keep running until the day you close:

- Mortgage interest and late fees on the missed payments
- Property taxes, insurance and utilities
- Lender legal fees in a court process (added to your payoff)
- Upkeep, and the slow erosion of the equity you have left

Run your own numbers in our Holding Cost Explorer: **probonokeyrealty.com/holding-costs**.

Bring these to a local attorney

- Exactly where am I on the timeline today, and what is the next hard date?
- What is my reinstatement or payoff figure, and how fast is it growing?
- Does any redemption right apply to me after a sale in Virginia?
- If this is an inherited home: does the estate qualify for a small-estate procedure?

Why homeowners in Virginia usually call us

- **Behind on payments** and want a certain number before the next deadline, not after it.
- **Inherited a house** and the family needs a buyer who will coordinate with the probate process.
- **Relocating, divorcing, or done being a landlord** and want out without repairs, showings or a contingent buyer.

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YOUR STATE · THE CLOCK AND THE COST OF WAITING

Virginia's clock is not on your side.

In Virginia, the lender doesn't need a judge. They record a notice, publish it, and sell your house at a public sale. Non-judicial; as little as 60 days, though 6–8 months common; 60-day notice; 30 days to cure after notice of default. That's not a scare tactic. That's the law. If you're behind on payments, you need to know exactly where you are on this timeline. Not 'sometime next year.' Today. This week. Because every day you wait is a day the clock keeps ticking.

What every month of waiting is actually costing you

Let's say you're three months behind on a $1,500 mortgage. That's $4,500 in missed payments. Add late fees — another $450. Add the legal fees the lender is tacking onto your payoff — $2,000 and climbing. Add property taxes, insurance and utilities — another $600 a month.

By the time you finish reading this guide, you've lost another $50.

And the worst part? The equity you're trying to protect is shrinking every single day. The longer you wait, the less you walk away with. The math doesn't care about your feelings. But we do. And that's why we're telling you this straight.

Run your own numbers

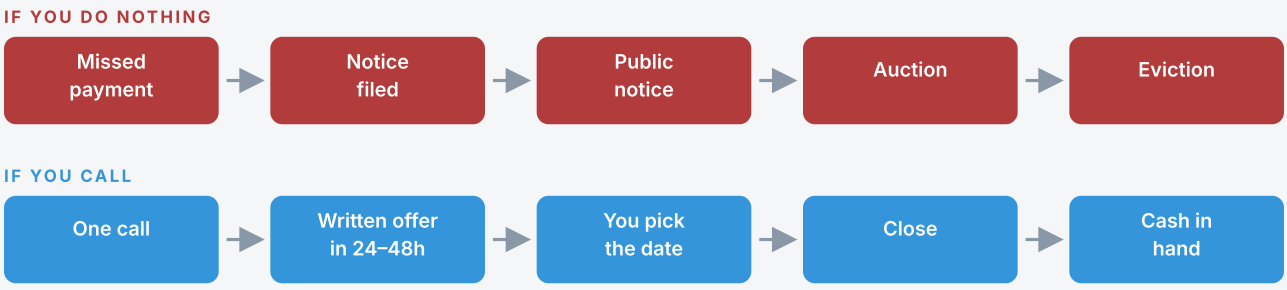
The table below is an example, not your situation. Your mortgage, your county's fees and your lender's attorney all change the math. Put in your real figures at **probonokeyrealty.com/holding-costs**, or call and we'll walk through it with you in five minutes.

What you need to know today: your exact payoff figure, how fast it's growing, and the next hard date on your calendar.

MONTHS BEHIND	MISSED PAYMENTS	LATE FEES	LENDER LEGAL FEES	TAXES, INSURANCE, UTILITIES	ADDED TO WHAT YOU OWE
3 months	$4,500	$450	$2,000	$1,800	**$8,750**
6 months	$9,000	$900	$3,500	$3,600	**$17,000**
9 months	$13,500	$1,350	$5,000	$5,400	**$25,250**
12 months	$18,000	$1,800	$6,500	$7,200	**$33,500**

Example only: a $1,500 monthly payment, $150/month in late fees, $2,000 in lender legal fees growing $500/month in a court process, and $600/month in taxes, insurance and utilities. Actual figures vary by loan, county and lender.

What happens if you do nothing?



Let's say you decide not to sell. Let's say you wait it out. If the sale goes through, you lose the house. A foreclosure can stay on your credit for seven years. Your family has to scramble for somewhere to live. And the equity you were trying to protect? It's gone. **Is that a risk you're willing to take — or is it time to make a change?** This is what waiting costs. If you're ready to stop the bleeding, let's talk.

Timelines are approximate, vary by county and case, and are not legal advice.

YOUR STATE · WHY WE FIT HERE

Virginia

We work within your best interest — even when it costs us the deal. If an agent will net you more and you have time, we'll say so.

Why Probono Key is the right fit in Virginia

Virginia's 30-day cure period is a critical window — and the fast timeline means sellers need a real alternative fast. We give you a written cash offer within 24 hours, so you're not choosing between the auction and a stranger's lowball.

Three honest paths — and who each one is for

List with an agent. Usually the most money if the house shows well and you have the months to spare. Expect a commission, repairs and showings — and a number that can change after inspection.

Work with your lender. A modification, short sale or mediation where your state offers it. Right for people who want to keep the home or owe more than it's worth. The lender decides, and the clock keeps running while they do.

Direct cash sale to PBK. As-is, no fees, a date you choose, a number that doesn't move. Lower than a perfect retail sale in exchange for certainty — and we'll tell you if certainty isn't what you need.

You can count on us

We won't waste your window. We'll tell you fast whether we can help, and we'll close when we say we will.

CERTAINTY OF CLOSING ON THE AGREED NUMBER

Direct cash sale to PBK — High
The price is the price. The date is the date. The deal closes.

Listing with an agent — Medium
The buyer's loan, the inspection and the appraisal can all reopen the deal.

A wholesaler who assigns your contract — Low
They're shopping your house to someone else. If no one bites, they walk.

A STORY WE HEAR EVERY WEEK

The Jim story.

A seller we'll call Jim lost his job when the economy shifted. He was three months behind on his mortgage. He wanted to sell, get some equity out, and start catching up on life. But with the condition the house was in, he felt like he was leaving money on the table. So he kept waiting for a better offer. He kept waiting for the market to bounce back.

The bank didn't wait. The sale date was set. Jim called 11 days before the sale. We closed in 7. He walked away with real money in his pocket and no foreclosure on his record. He told us later: "I wish I had called you six months ago. I would have saved myself a lot of sleepless nights."

Jim got lucky. We beat the clock. But not everyone does. The clock doesn't care how nice you are. It doesn't care how much you love the house. It only cares about the date.

Composite of sellers we talk to every week; details changed to protect privacy.

PATH	WHAT IT IS	WHAT COULD GO WRONG
List with an agent	Highest potential price, but 90–180 days and a commission (often 5–6%).	The buyer's loan falls through. The inspection reveals a problem. The market shifts. You pay for repairs. You wait. And wait.
Work with your lender	A modification, short sale or mediation.	The lender says no. The clock keeps ticking. You lose more equity.
Direct cash sale to PBK	As-is, no fees, a date you choose.	**Nothing.** The price is the price. The date is the date. The deal closes.

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YOUR STATE · BEFORE YOU SIGN ANYTHING

Ask us these questions. We dare you.

We've told you what we do. Now we're going to do something most companies won't: give you the exact questions you should ask us — and every other buyer you talk to in Virginia — before you sign anything. **If our answers don't hold up, don't sign. Ours will.**

"Are you buying with your own money, or assigning my contract to another buyer?"	**PBK:** Our own money. We don't assign contracts. We close.
"Will the number change after inspection?"	**PBK:** No. If it changes at the table, we pay you $5,000.
"Who pays closing costs? Are there any fees on my side?"	**PBK:** We do. Zero commissions, zero closing costs on your side.
"What's my exact closing date, and what happens if you miss it?"	**PBK:** You pick the date. If we miss it, we pay you $500 for every day we're late.
"Will you tell me if listing with an agent would net me more?"	**PBK:** Yes. We'll tell you to your face if an agent is the better choice.

Are you committed to solving this?

You've read the guide. You know the clock. You know the cost of waiting. You know the three paths. The only question left is: are you committed to doing something about this?

If you are, let's talk. If you're not, we'll be here when you are. **But the clock won't wait for you.**

The one question that matters most

Before you call anyone — including us — answer this for yourself:

What do you need in your pocket to make this a "yes"?

$ _____

Write it down. Then ask every buyer whether they can get you there — in writing, on a date you choose. That number is where our conversation starts.

01
Share the property
Address and a few details. No obligation, no pressure.

02
Get a written offer
Price, costs, conditions and timing — explained, in writing.

03
Close on your terms
You pick the date. We handle the paperwork. Cash at closing.

A REAL PERSON ANSWERS

(888) 503-0036

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WHERE WE BUY IN VIRGINIA

Virginia Beach / Norfolk · Richmond · Fairfax / Northern Virginia

Virginia Beach, Richmond and Northern Virginia — as fast as 60 days once the process begins. We review property inquiries anywhere in Virginia — these are simply the markets we see most.



Virginia Beach / Norfolk

Military moves on the Navy's schedule, plus flood and storm history.



Richmond

Historic neighborhoods, inherited homes, and real repair bills.



Fairfax / Northern Virginia

High values and high carrying costs. Waiting is expensive.



Also reviewing inquiries in: Chesapeake, Arlington, Alexandria, Roanoke — and every other city and county in Virginia.

Virginia is highlighted in yellow. California, in blue, is where we're based: a family business from Orange County, founded in 2021, buying across the country with the same people, the same written terms, and the same promise to tell you when we're not the right fit.

VA · Home base · Inquiries welcome

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PROBONO KEY REALTY

THE CLOSING WORD

The clock doesn't care. We do.

The clock is real.

It doesn't care about your family. It doesn't care about your memories. It doesn't care about the equity you're trying to protect. It only cares about the date. We don't manufacture urgency — we show you the calendar honestly, then offer the one thing the timeline can't: a certain close date.

The paperwork is real.

The disclosures, the probate rules, the foreclosure filings — they're complicated, and they're written to protect the bank, not you. We buy as-is and take on that risk, so the paperwork becomes our problem, not yours.

The people are real.

We are not a fund. We are a family-owned business from Orange County, founded in 2021, with 350+ homes bought in 2025. The person who answers the phone is the person who can make a decision.

If we can't help you, we'll tell you. That's the “Probono” in Probono Key. But if you're ready to stop the clock, call us. A real person answers. We'll shoot straight with you — and we'll tell you the truth, even if the truth is that you should keep the house.

CALL
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WEB
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SEND PROPERTY DETAILS OR GET AN OFFER
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Probono Key Realty is a property buyer, not a law firm or lender. State timelines and procedures in this guide are general descriptions, vary by county and case, and change. Nothing here is legal, tax or financial advice; please consult an attorney licensed in your state about your specific situation. Any purchase depends on the property, agreed terms and closing requirements. Foreclosure statistics: ATTOM Mid-Year 2026 U.S. Foreclosure Market Report (attomdata.com).