

FREE PCS REAL ESTATE GUIDE

PCS Orders Change Everything. Here's Your Plan.

For military families moving to Fort Bliss
— and for those leaving El Paso behind.
Buying, selling, or both at the same time.

By Tracy Wilkins · Valor & Vine Realty · El Paso Military Real Estate Specialist

WELCOME

A PCS Move Is Already a Lot. Your Real Estate Shouldn't Add to the Stress.

I've helped military families PCS to Fort Bliss from Fort Benning, Fort Bragg, Fort Carson, Fort Hood, and dozens of other installations across the country. I know what it's like to be hundreds of miles away trying to figure out a home purchase on a tight timeline with a report date looming.

This guide covers both sides — buying into El Paso and selling your way out. Whether you're coming or going, I have a clear process built around your orders, your timeline, and your goals.

Remote Closings Available — From Any Base in the Country

I work with military families remotely every day. Virtual tours, digital paperwork, and coordinated closings — so you can secure your home before you even arrive.

SECTION 01 — BUYING INTO EL PASO

From Orders to Keys — PCS Buyer Process

Here's exactly what the buying process looks like for an incoming PCS family:

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Reach Out Early — Timelines Move Fast

The earlier you contact me the better. Even if your orders aren't finalized, we can start talking about neighborhoods, price ranges, and what the market looks like near Fort Bliss so you're not scrambling when the orders come through.

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Get Pre-Approved With a VA Lender

I'll connect you with a trusted VA-approved lender who knows how to move fast. Pre-approval tells you exactly what you qualify for and gets you ready to make an offer the moment you find the right home.

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Search Remotely — I'll Be Your Boots on the Ground

I tour homes on your behalf, provide honest video walkthroughs, and flag anything you need to know about the property or the neighborhood. You'll never feel like you're buying blind.

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Make an Offer and Negotiate

When you're ready, I'll run a full market analysis and craft a strategic offer. I routinely negotiate for sellers to cover closing costs — saving VA buyers thousands at the closing table.

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Close Before You Arrive

Remote closings mean you can have keys waiting when you pull into El Paso. I coordinate everything with the lender, title, and seller — zero surprises.

Median Price	~\$265,000
VA Down Payment	\$0 Required
Avg Days on Market	~34 Days

Drive to Fort Bliss (East EP)

5-15 Min

Getting Your Home Sold Before Your Report Date

Selling on a PCS timeline is different from a traditional sale. Timing is everything and you need an agent who understands that you can't afford to have your home sit on the market. Here's how I approach it:

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Free Market Analysis — Know Your Numbers First

Before you decide anything, I'll give you a full market analysis so you know exactly what your home is worth in today's market. Real data, real comps — not a Zestimate.

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Price It Right From Day One

El Paso homes sell in ~34 days when priced correctly. Price too high and the clock starts working against you. I'll tell you exactly where to price it to move fast without leaving money on the table.

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Strategic Marketing From Day One

Professional photos, MLS listing, full digital syndication. Your home goes in front of the right buyers immediately — including the active military buyer network I've built over four years in El Paso.

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Handle Offers — Even Remotely

Once you've PCS'd out, I manage everything. Showings, offers, negotiations — I keep you informed and get you the best outcome without pulling you back to El Paso.

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Remote Closing — Walk Away Clean

You don't have to be in El Paso to close. We handle everything digitally so you can settle into your new duty station while your El Paso home closes behind you.

What Your Home Is Worth Right Now

El Paso home values are up and homes are moving in ~34 days when priced correctly. Reach out for a free market analysis and I'll give you a real number — no obligation, no pressure.

SECTION 03

Serving Military Families From Across the Country

I work with incoming PCS families from bases all over the country. No matter where you're coming from, the process is the same — remote, fast, and built around your orders and timeline.

Base	City	State
Fort Bliss	El Paso	TX (Destination)
Fort Benning / Moore	Columbus	GA
Fort Bragg / Liberty	Fayetteville	NC
Fort Carson	Colorado Springs	CO
Fort Hood / Cavazos	Killeen	TX

Don't see your base? Reach out anyway — I work with military families from any installation in the country. Remote is my specialty.

Frequently Asked PCS Questions

Q: Can I buy remotely before I arrive?

A: Absolutely. I do this routinely. Virtual tours, digital offers, remote closing — you can have keys waiting the day you arrive at Fort Bliss.

Q: What if I need to sell AND buy at the same time?

A: It happens all the time with PCS moves. I'll coordinate both transactions and make sure the timing works so you're not stuck owning two homes.

Q: How early should I reach out?

A: As early as possible — even before your orders are finalized. The earlier we talk, the more options you have and the less scrambling happens later.

FROM TRACY

I'll Be Straight With You.

A PCS move is already one of the most stressful things a military family goes through. You're packing up your life, coordinating a move across the country, and trying to find a home — often without ever setting foot in El Paso.

The last thing you need is an agent who doesn't know VA loans, doesn't understand military timelines, or makes you feel like just another transaction.

I've spent four years doing nothing but this. I know the Fort Bliss neighborhoods. I know which builders have inventory. I know which lenders move fast. And I know how to get your home sold in El Paso before your report date.

When you work with me, you get someone who has done this hundreds of times and is going to fight for you every single step of the way.

That's my commitment to every military family I work with.

— Tracy Wilkins · Valor & Vine Realty

VALOR & VINE REALTY

Tracy Wilkins · El Paso Military Real Estate Specialist

Free consultation. I'll look at your specific situation, your timeline, and build a plan around your orders.

40+

Military Families Per Year

34 Days

Avg Sale Timeline

\$11M+

Sales Closed in 2025

No pressure. No obligation. Just answers about your specific situation.

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■ valorandvinerealty.com

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