



MORTGAGE INSURANCE: Helping New Jersey Families Get into Homes

Mortgage insurance (MI) is typically required by mortgage lenders to approve homebuyers who have down payments less than 20% of the purchase price. For more than 60 years, MI has been an important component in the U.S. housing finance system, helping creditworthy borrowers in New Jersey and across the country to access home financing while protecting lenders and taxpayers.

By design MI is a proven, reliable method in shielding the government sponsored enterprises (GSEs), Fannie Mae and Freddie Mac, as well as American taxpayers, from losses on mortgage credit risk. MI companies paid more than **\$50 billion**¹ in claims through the financial crisis and housing market downturn, claims the government and taxpayers did not have to provide.

Down Payment is the #1 Impediment to Homeownership

That typical 20% threshold is out of reach for many families. For example, it could take 21 years for a household earning the national median income of \$63,179² to save 20%, plus closing costs, for a \$274,600³ home (national median sales price).

In New Jersey, the median income is \$74,176⁴ and the median sales prices for a single-family home is \$330,000.⁵ Using this same analysis, it would take 21 years for a state resident to save 20%, plus closing costs (3% of the total sales price on average).⁶

MI HELPS BORROWERS AFFORD A HOME SOONER

MI not only helps borrowers overcome the biggest hurdle to homeownership but acts as a second set of eyes with independent credit underwriting standards. It aligns the interests of borrowers, lenders and investors.

\$75,900

(21 Years to Save)

20% Down Payment
without MI, plus closing costs
(U.S. \$63,158)



Median household income: \$74,176 (U.S. \$63,179)
Median home price: \$330,000 (U.S. \$274,600)

\$26,400

(7 Years to Save)

5% Down Payment with MI,
plus closing costs
(U.S. \$21,968)

LONGER WAITS TO BUILD LARGE DOWN PAYMENTS

26
YEARS

Firefighter
\$50,850

23
YEARS

Middle School Teacher
\$59,660

18
YEARS

Registered Nurse
\$73,300

14
YEARS

Veterinarian
\$95,460

32
YEARS

Black
(\$41,692)

26
YEARS

Hispanic
(\$51,450)

20
YEARS

White
(\$66,943)

15
YEARS

Asian
(\$86,815)

Dollar amounts by race⁷ and occupation⁸ represent median income.

Who is Borrowing in New Jersey



734

AVG. Credit Score⁹ (U.S. 733)



\$74,176

Median Household Income¹⁰ (U.S. \$63,179)



\$330,000¹¹

Median Home Price (U.S. \$274,600)¹²

Borrowers with MI in New Jersey

>40%

Borrowers with
Incomes Less
Than \$75,000¹³

31,207

Homeowners
Helped in 2019¹⁴
(U.S. 1.3 million)

\$312,604

Avg. Loan Amount
Purchased/
Refinanced with
MI¹⁵ (U.S. \$269,072)

67%

First-Time
Homebuyers¹⁶
(U.S. 57%)

745

Average Credit Score¹⁷
(U.S. 745)



33+
million

MI Helps Borrowers Bridge the Down Payment Gap

By helping borrowers qualify for a mortgage with a down payment as low as 3%, MI has given more than 33 million families nationally the opportunity to purchase a home sooner for over 60 years.¹⁸

MI Protects Taxpayers

MI is a first level of credit protection against the risk of loss on a mortgage in the event a borrower is not able to repay the loan and there is not sufficient equity in the home to cover the amount owed. With the GSEs in conservatorship and the government effectively guaranteeing the GSEs, taxpayers face direct exposure to mortgage credit losses experienced by the GSEs. Traditionally, for loans with down payments under 20% of the home value, MI – not taxpayers – covers the first losses if there is a default, up to certain coverage limits.

\$50+ Billion

Amount MI industry covered in claims for losses¹⁹

44.7%

Insured market that MI protected in 2019²⁰

\$1+ Trillion

Amount in GSE mortgages currently outstanding with MI protection²¹

MI is Temporary

Unlike FHA and other government mortgage insurance, which typically cannot be cancelled, private MI paid for by the borrower can be cancelled, leading to potential savings over the life of their loan. Private MI can be cancelled in two ways:²²

A borrower may request cancellation of MI when he/she has established 20% equity in the home. In other words, the borrower has paid down the mortgage balance to 80% of the home's original or newly appraised price.

When the principal balance of the mortgage is scheduled to reach 78% of the home's original value and the borrower is current on payments, the servicer terminates MI.

¹ GSE Statutory Filings

² U.S. Census Bureau, Current Population Survey, Annual Social and Economic Supplements (Table H-8)

³ National Association of REALTORS[®]

⁴ U.S. Census Bureau, Current Population Survey, Annual Social and Economic Supplements (Table H-8)

⁵ New Jersey REALTORS[®]

⁶ Zillow

⁷ U.S. Census Bureau, Historical Income Tables (Table H-6)

⁸ U.S. Department of Labor, Bureau of Labor Statistics, Occupational Employment & Wages (May 2019)

⁹ FICO[®], average score is based on a nationwide random sample of 10M+ consumers with 1+ mortgages as of

October 2019

¹⁰ U.S. Census Bureau, Current Population Survey, Annual Social and Economic Supplements (Table H-8)

¹¹ New Jersey REALTORS[®]

¹² National Association of REALTORS[®]

¹³ USMI Member Companies

¹⁴ GSE Aggregate Data

¹⁵ GSE Aggregate Data

¹⁶ GSE Aggregate Data

¹⁷ GSE Aggregate Data

¹⁸ USMI Member Companies and GSE Aggregate Data

¹⁹ GSE Statutory Filings

²⁰ Inside Mortgage Finance

²¹ GSE SEC Filings

²² Consumer Financial Protection Bureau