



PRIVATE MORTGAGE INSURANCE: Promoting Homeownership for New Jersey Families

Private mortgage insurance (MI) is typically required by mortgage lenders to approve homebuyers who have down payments less than 20% of the purchase price. For 65 years, private 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 private 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. Private MI companies paid nearly **\$60 billion**¹ in claims since the 2008 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 14 years for a household earning the national median income of \$67,521² to save 20%, plus closing costs, for a \$353,400³ home (national median sales price).

In New Jersey, the median income is \$85,239⁴ and the median sales prices for a single-family home is \$426,300⁵. Using this same analysis, it would take 14 years for a state resident to save 20%, plus closing costs (3% of the total sales price on average).⁶

PRIVATE MI HELPS BORROWERS AFFORD A HOME SOONER

Private 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.

\$98,049

(14 Years to Save)

20% Down Payment without private MI, plus closing costs (U.S. \$81,282)



Median household income: \$85,239 (U.S. \$67,521)
Median home price: \$426,300 (U.S. \$353,400)

\$34,104

(5 Years to Save)

5% Down Payment with private MI, plus closing costs (U.S. \$28,272)

LONGER WAIT TIME TO BUILD 20% DOWN PAYMENTS

19
YEARS

Firefighter
\$50,700

16
YEARS

Middle School Teacher
\$61,320

12
YEARS

Registered Nurse
\$77,600

10
YEARS

Veterinarian
\$100,370

21
YEARS

Black
(\$46,600)

17
YEARS

Hispanic
(\$55,321)

14
YEARS

White
(\$71,321)

10
YEARS

Asian
(\$94,718)

Who is Borrowing in New Jersey



746

AVG. Credit Score⁹ (U.S. 711)



\$85,239

Median Household Income¹⁰ (U.S. \$67,521)



\$426,300¹¹

Median Home Price (U.S. \$353,400)¹²

Borrowers with Private MI in New Jersey

>40%

Borrowers with Incomes Less than \$75,000¹³

43,393

Homeowners Helped in 2021¹⁴ (U.S. <2 million)

\$359,262

Avg. Loan Amount Purchased/Refinanced with private MI¹⁵ (U.S. \$310,275)

69%

First-Time Homebuyers¹⁶ (U.S. 60%)

746

Average Credit Score¹⁷ (U.S. 746)

Dollar amounts by race⁷ and ethnicity and occupation⁸ represent median income.



37+
million

Private MI Helps Borrowers Bridge the Down Payment Gap

By helping borrowers qualify for a mortgage with a down payment as low as 3%, private MI has given more than 37 million families nationally the opportunity to purchase a home sooner for 65 years.¹⁸

Private MI Protects Taxpayers

Private 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, private MI – not taxpayers – covers the first losses if there is a default, up to certain coverage limits.

\$60+ Billion

Amount private MI industry covered in claims for losses¹⁹

43%

Insured market that private MI protected in 2021²⁰

\$1.4 Trillion

Amount in mortgages currently outstanding with private MI protection²¹

Private 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

1 A borrower may request cancellation of private 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.

2 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 private MI.

¹ GSE Statutory Filings and MI Company Annual Reports

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 Redfin Analysis of MLS Data for Single-Family Residents

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 2021)

⁹ ValuePenguin powered by LendingTree, FICO® Average score of homebuyers with a 30-year fixed-rate loan for all 2020

October 2019

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

¹¹ Redfin Analysis of MLS Data for Single-Family Residents

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 and MI Company Annual Reports

²⁰ Inside Mortgage Finance

²¹ GSE SEC Filings

²² Consumer Financial Protection Bureau