

Why MI Isn't Just for First-Time Homebuyers

LOW DOWN PAYMENT
SOLUTIONS
the founder of the modern private
mortgage insurance industry

HELPING
FAMILIES
BUY
HOMES
SOONER
SINCE 1957

MGIC
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FOUNDER

MGIC
MORTGAGE
GUARANTY
INSURANCE
CORPORATION

THE
FOUNDER

HERE
WHEN YOU
NEED US

SINCE

MGIC

mortgage insurance

Presented by:
Vance Edwards, CMB
MGIC Marketing – Director

Mortgage Guaranty
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We believe in home.

Reducing the barriers to homeownership has been our core focus for nearly 70 years. Because we know home is more than a place – it's a feeling and a foundation for building better lives and communities. Look to us for:

- Innovative MI solutions
- Competitive rates
- An MI provider you can count on

Get your borrowers closer to home with MGIC ▶





Private Mortgage Insurance *by the Numbers*



Nearly **35%** of borrowers
have incomes below
\$75,000



MI helped nearly
40 MILLION
families nationally become
homeowners since 1957



The average loan amount
(purchase and refinance)
with MI is approximately
\$365,000



Approximately **65%**
of purchasers are
first-time homebuyers

Source: GSE aggregate data

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52%
of repeat buyers
plan to put less
than 20% down

Source: Clever's Millennial Home Buyer Report (Jan. 2026)

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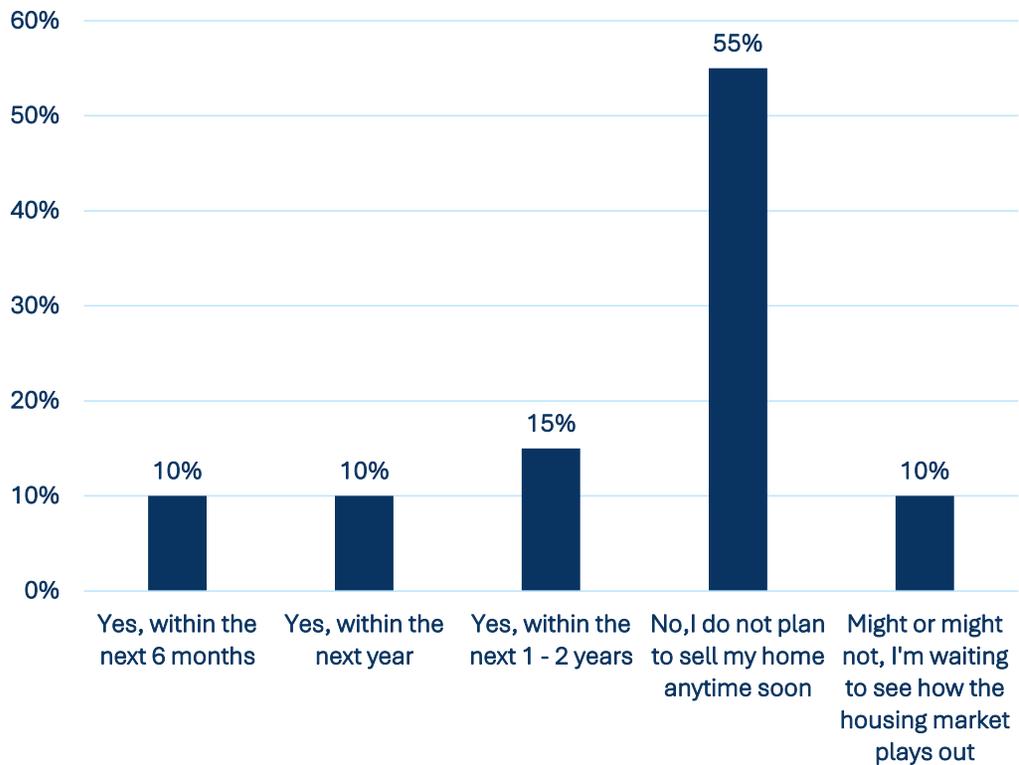
Agenda

- How many repeat buyers are there?
- What do we know about repeat buyers?
- Why would repeat buyers not want to put 20% down?

Before we get started...

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Are you considering selling you primary residence?



■ Are you considering selling you primary residence?

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Over a third of homeowners plan to sell their home in next 2 years – with about 20% looking to sell within a year

Source: ICE 2025 Borrower Survey

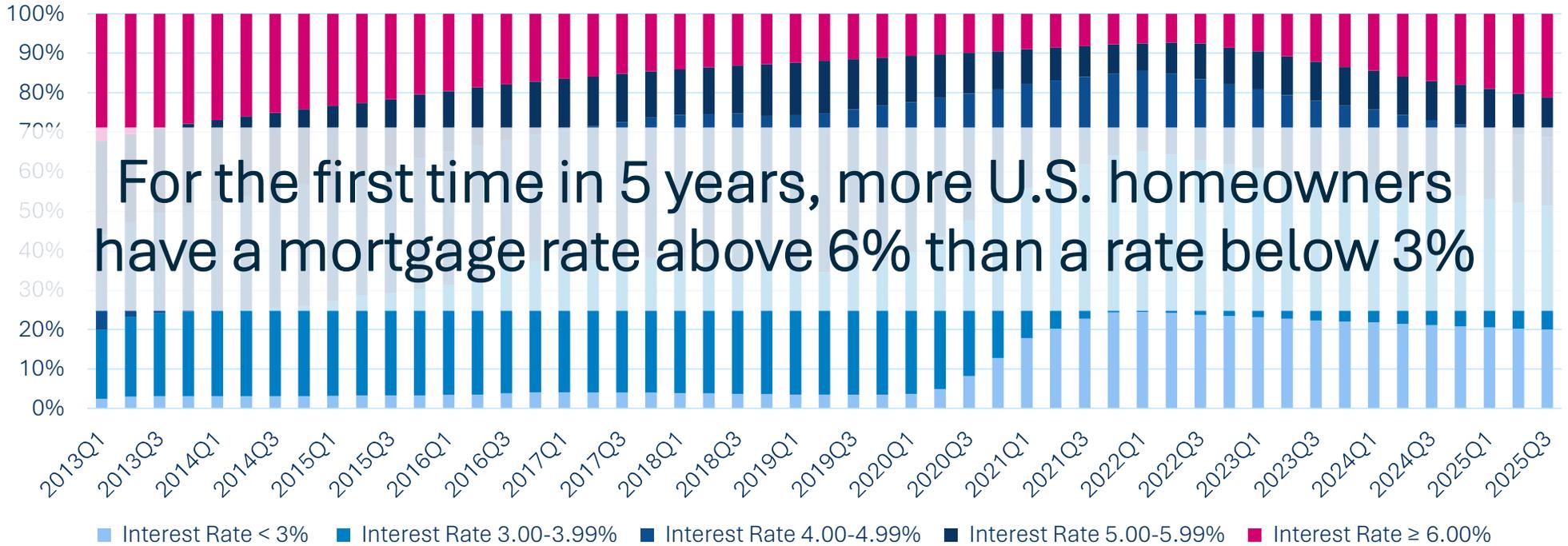
Forecast for 2026

Market outlook

Existing-Home Sales (YoY Annual Total)	+1.7% 4.13 million
Existing Home Inventory (YoY)	+8.9%
Single-Family Home Starts (YoY Annual Total)	+3.1% 1.00 million
Rent Growth	-1.0%

Source: Realtor.com's 2026 Housing Forecast (Dec. 2025)

Outstanding Residential Mortgage Statistics Interest Rate- All Mortgages, U.S.



■ Interest Rate < 3%
 ■ Interest Rate 3.00-3.99%
 ■ Interest Rate 4.00-4.99%
 ■ Interest Rate 5.00-5.99%
 ■ Interest Rate ≥ 6.00%



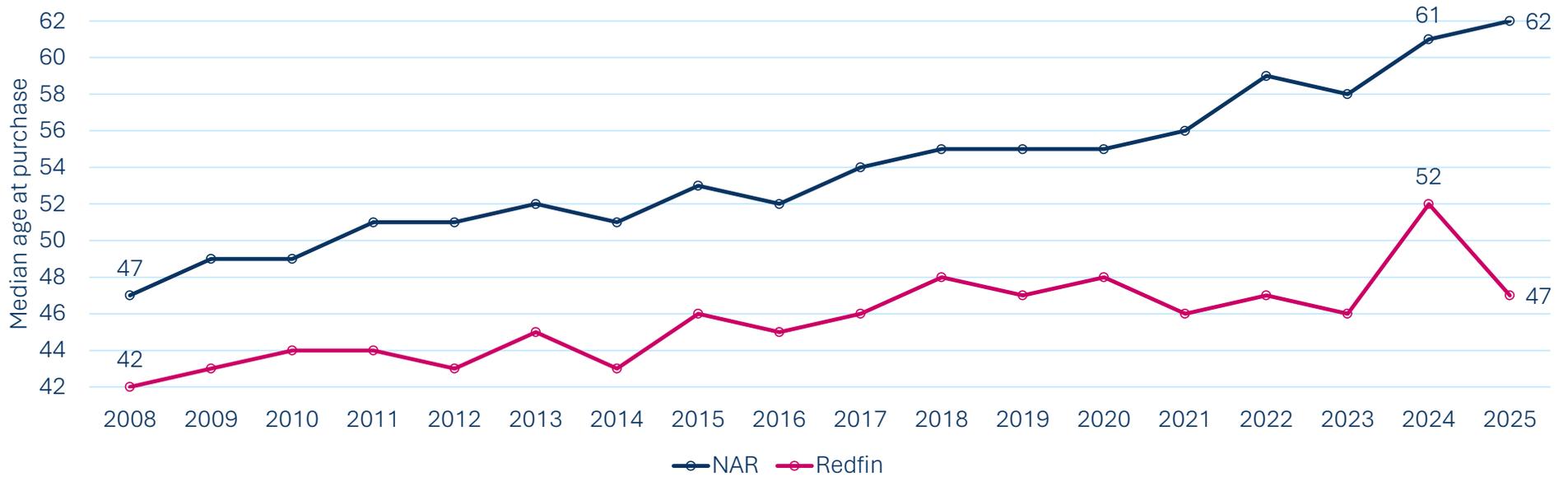
Repeat buyers represented 79% of purchases in 2025

Source: NAR's 2025 Profile of Home Buyers and Sellers (Nov. 2025)



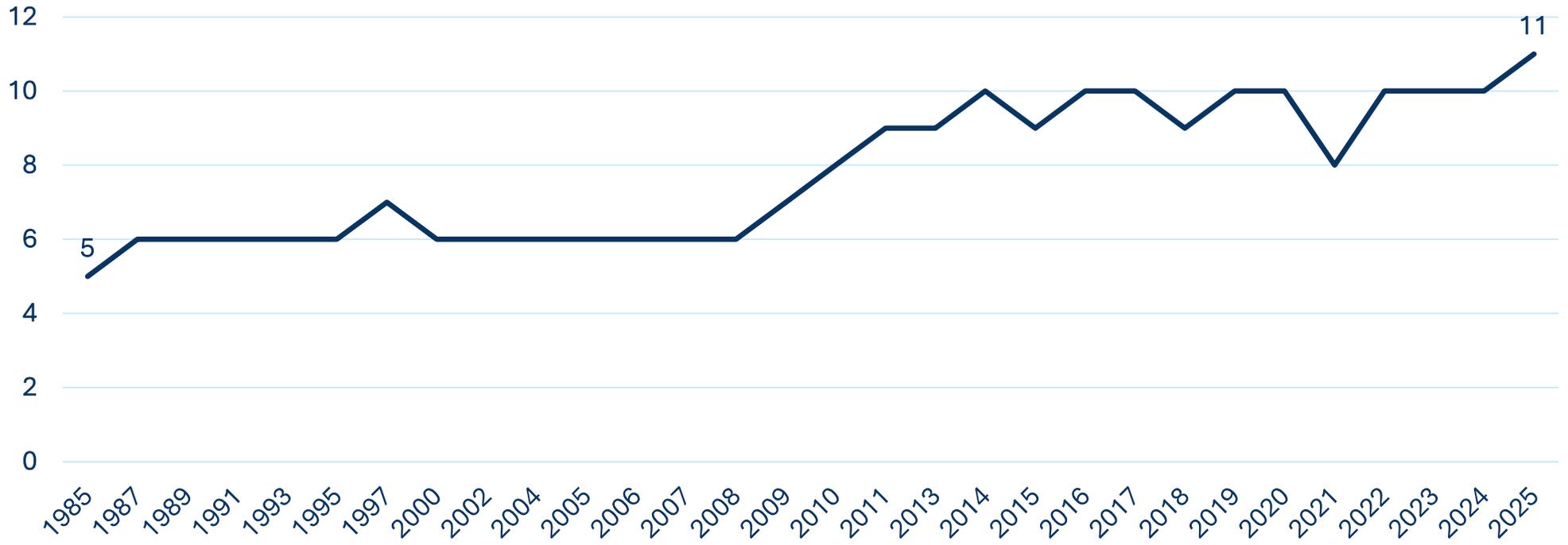
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Median age of repeat buyers



Source: Redfin (Feb. 2026)

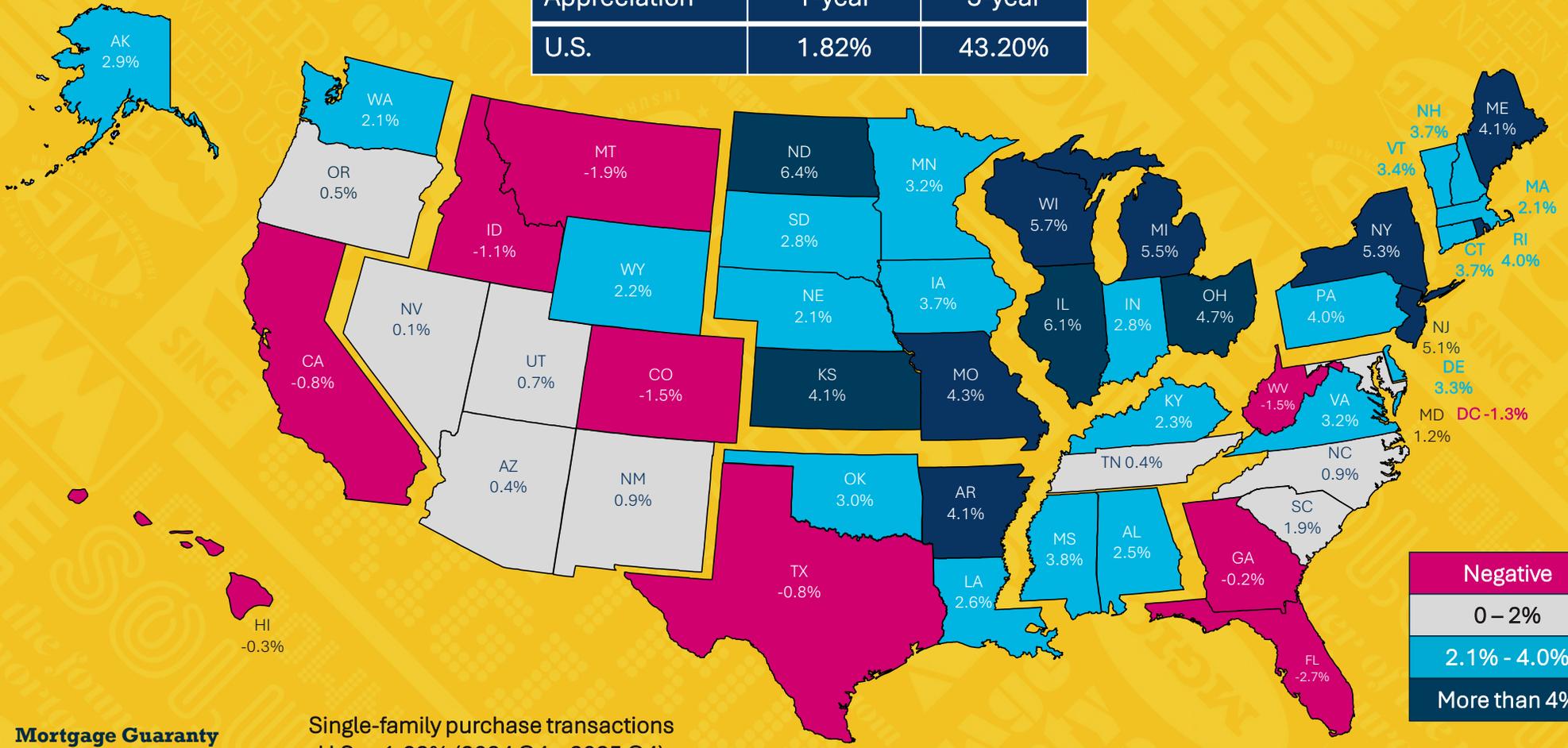
Median Seller Tenture in Home, 1985 - 2025



Source: NAR 2025 Profile of Homebuyers and Sellers Nov. 2025

Annual home appreciation

Appreciation	1-year	5-year
U.S.	1.82%	43.20%



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Single-family purchase transactions
U.S. = 1.82% (2024 Q4 – 2025 Q4)

Source: FHFA (Feb. 2026)

A photograph of a man and a woman smiling and embracing each other in front of a modern house. The man is on the left, wearing a grey button-down shirt, and the woman is on the right, wearing a colorful floral top. The background shows a house with large windows and a potted plant on the lawn.

27% of repeat
borrowers put
10% or less down
when they
purchased a
home last year

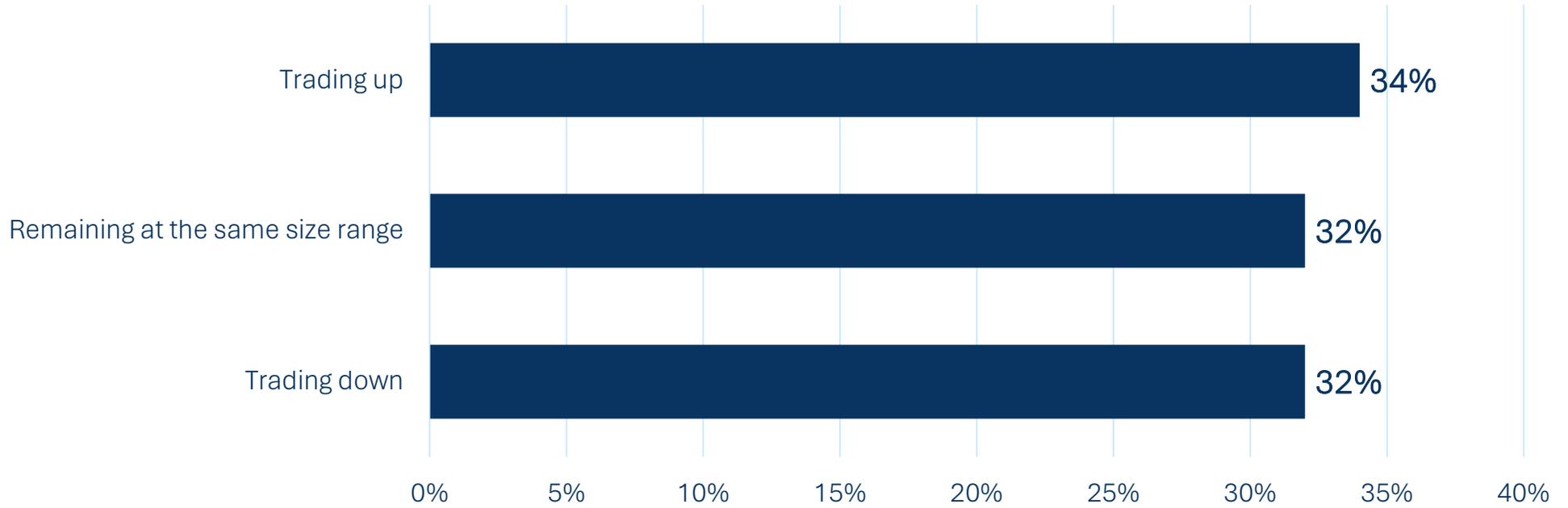
Source: NAR's 2025 Profile of Home Buyers and Sellers (Nov. 2025)

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Who can benefit from this strategy?



Size of home purchased compared to home recently sold



Source: NAR 2025 Profile of Homebuyers and Sellers Nov. 2025



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	20% down
Home purchase price	\$400,000
Down payment	\$80,000
Amount borrowed	\$320,000
Upfront MI premium paid at closing	n/a
Difference in savings	\$0
Monthly MI amount	\$0
Monthly P&I + MI	\$1,970
Estimated MI cancellation – in months <i>(assuming 2% annual appreciation)</i>	n/a
Home equity after 5 years <i>(assuming 2% annual appreciation)</i>	\$142,953

For illustration purposes only. Assumes 30-year fixed rate at 6.25% interest rate; representative MI rates as of 03/06/2026.
Find your right rate, right now at mgic.com/MIQ.

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	20% down	15% down on home \$100,000 more MGIC Monthly MI
Home purchase price	\$400,000	\$500,000
Down payment	\$80,000	\$75,000
Amount borrowed	\$320,000	\$425,000
Upfront MI premium paid at closing	n/a	n/a
Difference in savings	\$0	\$5,000
Monthly MI amount	\$0	\$46
Monthly P&I + MI	\$1,970	\$2,663
Estimated MI cancellation – in months (assuming 2% annual appreciation)	n/a	47
Home equity after 5 years (assuming 2% annual appreciation)	\$142,953	\$155,357

For illustration purposes only. Assumes 30-year fixed rate at 6.25% interest rate; representative MI rates as of 03/06/2026.
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	20% down	15% down on home \$100,000 more MGIC Monthly MI	15% down on home \$100,000 more MGIC Single
Home purchase price	\$400,000	\$500,000	\$500,000
Down payment	\$80,000	\$75,000	\$75,000
Amount borrowed	\$320,000	\$425,000	\$425,000
Upfront MI premium paid at closing	n/a	n/a	\$1,275
Difference in savings	\$0	\$5,000	\$3,725
Monthly MI amount	\$0	\$46	\$0
Monthly P&I + MI	\$1,970	\$2,663	\$2,617
Estimated MI cancellation – in months (assuming 2% annual appreciation)	n/a	47	n/a
Home equity after 5 years (assuming 2% annual appreciation)	\$142,953	\$155,357	\$155,357

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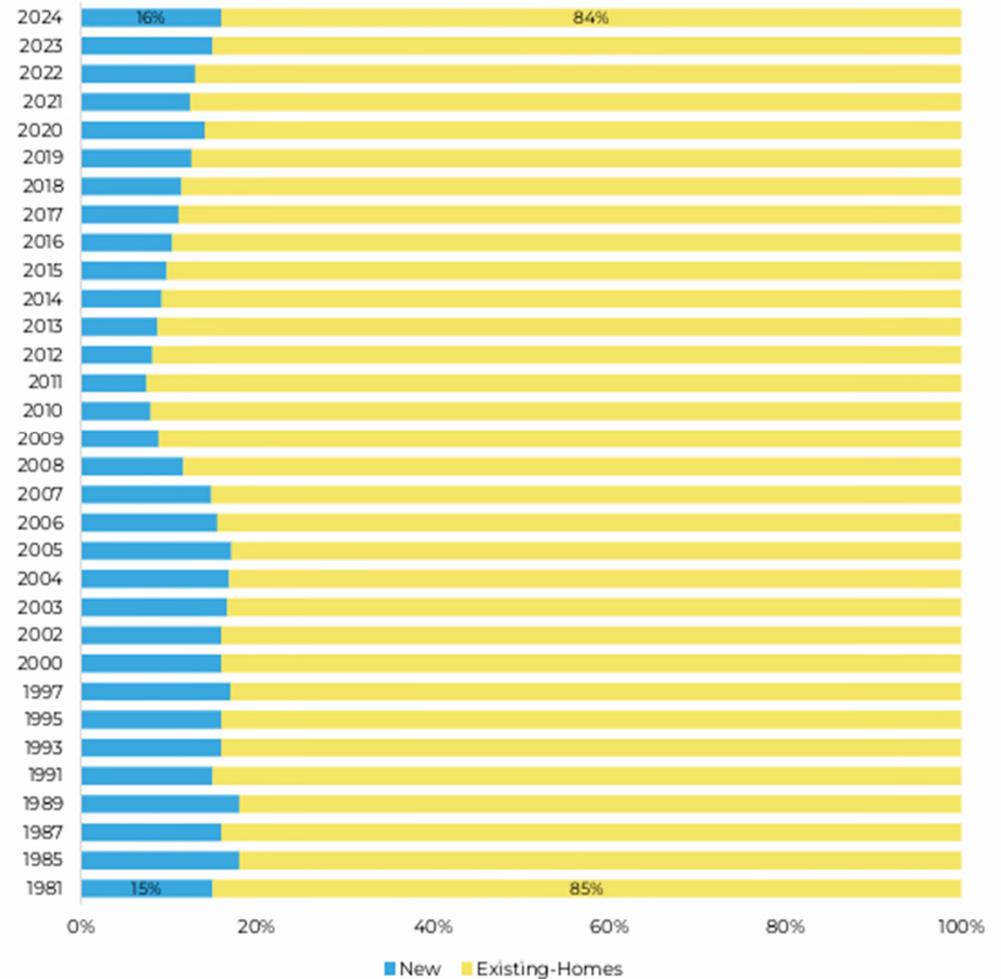


84%
of homes
purchased were
existing homes

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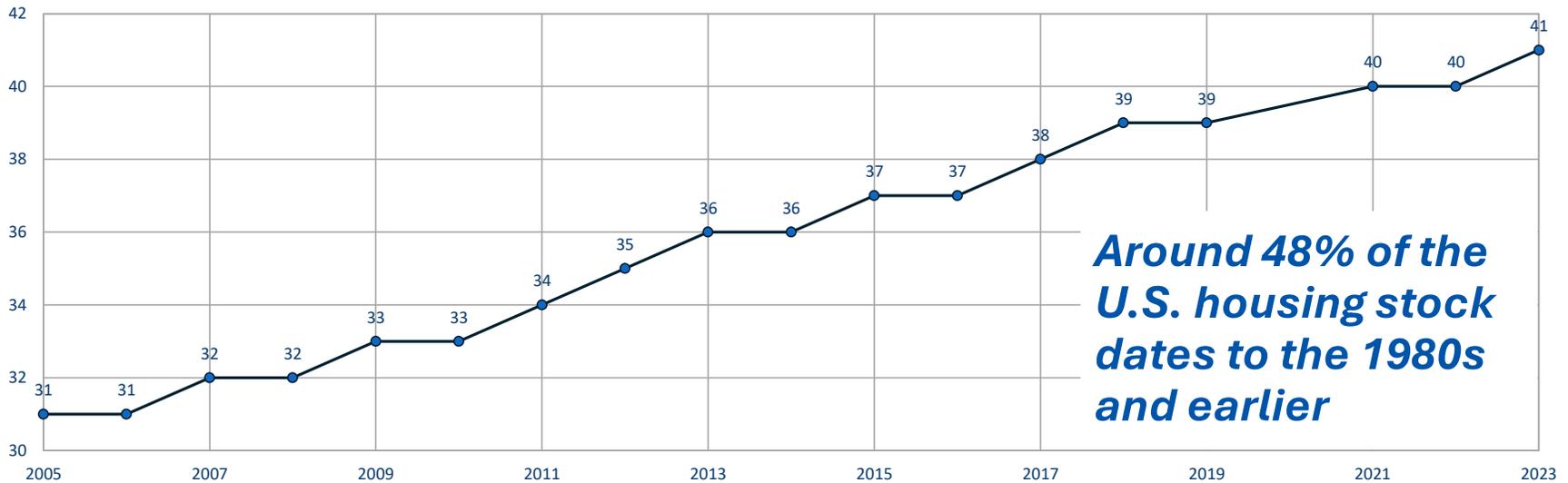
New and Previously Owned Homes Purchased, 1981–2024

(Source: U.S. Census Data for New Homes, National Association of REALTORS® Existing-Home Sales)



Source: NAR's 2025 Profile of Home Buyers and Sellers (Nov. 2025)

Median age of owner-occupied housing

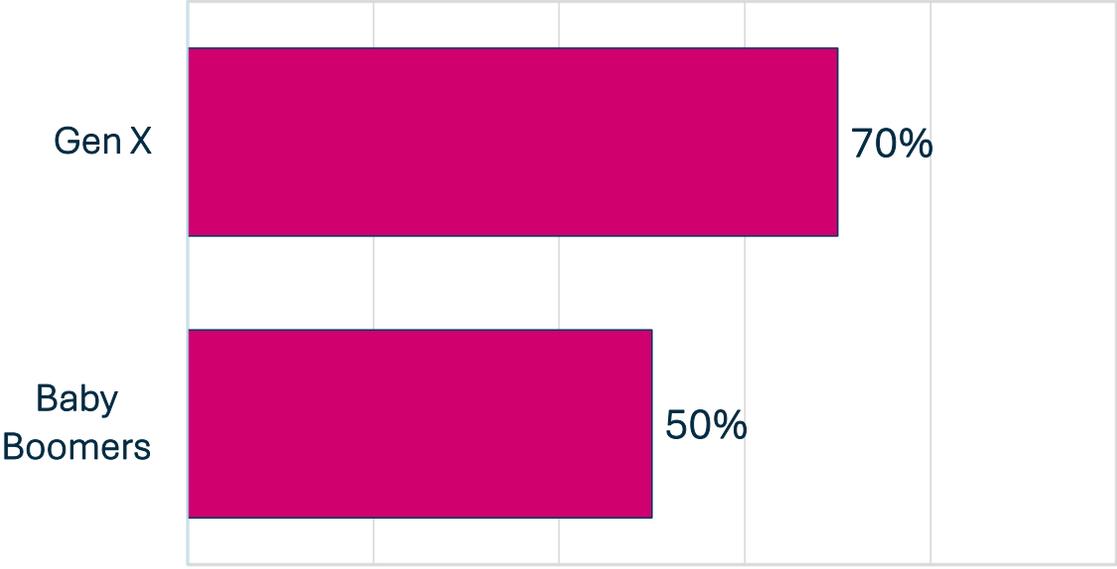


Source: National Association of Home Builders (April 2025)



Home-related spending jumps by over \$8,000 (by 70%) for repeat buyers, compared to those who did not move

Source: "Of House and Home-Related Goods: The Home Purchase Channel of Expenditure," Federal Reserve Board 2025-045



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Percentages of
U.S. consumers by
generation who
don't believe their
retirement savings
are sufficient

Source: Principal Financial Global Insights (Oct. 2025)

Sacrifices parents are making to pay for college

- 19% of parents took on second job
- 30% borrowed against 401(k) or liquidated funds
- 26% paused investing entirely

62% expect to delay their retirement to pay for their kids' college education



	20% down
Home purchase price	\$400,000
Down payment	\$80,000
Amount borrowed	\$320,000
Difference in savings	\$0
Monthly MI amount	\$0
Monthly P&I + MI	\$1,970
Difference in monthly payment to start	\$0
Months it takes to recoup savings <i>(based on difference at the start)</i>	n/a
Estimated MI cancellation <i>(assuming 2% annual appreciation)</i>	n/a

For illustration purposes only. Assumes 30-year fixed rate at 6.25% interest rate; representative MI rates as of 03/06/2026.
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	20% down	15% down
Home purchase price	\$400,000	\$400,000
Down payment	\$80,000	\$60,000
Amount borrowed	\$320,000	\$340,000
Difference in savings	\$0	\$20,000
Monthly MI amount	\$0	\$37
Monthly P&I + MI	\$1,970	\$2,130
Difference in monthly payment to start	\$0	\$160
Months it takes to recoup savings <i>(based on difference at the start)</i>	n/a	125 (over 10 years)
Estimated MI cancellation <i>(assuming 2% annual appreciation)</i>	n/a	47

For illustration purposes only. Assumes 30-year fixed rate at 6.25% interest rate; representative MI rates as of 03/06/2026.
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	20% down	15% down	10% down
Home purchase price	\$400,000	\$400,000	\$400,000
Down payment	\$80,000	\$60,000	\$40,000
Amount borrowed	\$320,000	\$340,000	\$360,000
Difference in savings	\$0	\$20,000	\$40,000
Monthly MI amount	\$0	\$37	\$48
Monthly P&I + MI	\$1,970	\$2,130	\$2,265
Difference in monthly payment to start	\$0	\$160	\$295
Months it takes to recoup savings <i>(based on difference at the start)</i>	n/a	125 (over 10 years)	135 (over 11 years)
Estimated MI cancellation <i>(assuming 2% annual appreciation)</i>	n/a	47	61

For illustration purposes only. Assumes 30-year fixed rate at 6.25% interest rate; representative MI rates as of 03/06/2026.
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