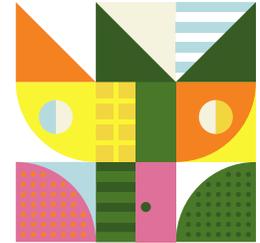


10 strategies to bolster your community lending impact

Lenders are uniquely positioned to help creditworthy borrowers become successful homeowners, especially in communities facing affordability and inventory challenges. Use this checklist to help you build on, strengthen and expand your strategy to meet your community lending goals.



1. Expand affordable mortgage options

- Tailor programs to meet local needs and borrower profiles:
 - Analyze HMDA data, denial reasons and credit trends in your service areas
 - Use Freddie Mac and Fannie Mae loan-level data to evaluate product fit
- Offer loan products with low down payments and flexible underwriting
- Work with investors to create alternatives beyond conventional offerings

2. Leverage down payment assistance (DPA) programs

- Partner with state, local or nonprofit DPA providers
- Promote available resources to prospective buyers
- Layer assistance with your own products to strengthen offers

3. Support first-time homebuyers

- Participate in federal, state or local first-time homebuyer programs
- Bundle education, counseling and product solutions
- Use data to identify underserved first-time homebuyer segments

4. Promote financial and homebuyer education

- Offer workshops, webinars or digital tools for early-stage renters
- Collaborate with schools or community organizations
- Make education part of your pre- and post-purchase process

(Continued)

Community Lending Resources

Lending with purpose. Grown with care.

mgic.com/tools/community-lending

5. Partner with local organizations

- Build referral pipelines with housing nonprofits and community groups
- Co-host events or initiatives that support local homeownership goals
- Fund or sponsor neighborhood-based outreach programs

6. Simplify and digitize the lending experience

- Invest in user-friendly mortgage platforms
- Streamline document collection and underwriting timelines
- Make the application process accessible and mobile-ready

7. Engage in housing development initiatives

- Help fund or finance new construction and rehab projects
- Support community land trust or modular home efforts in your footprint
- Participate in acquisition funds that keep homes owner-occupied

8. Incentivize to attract and retain borrowers

- Provide rate discounts, lender credits or fee waivers for qualified borrowers
- Offer loyalty or savings-based benefits tied to counseling or milestones
- Highlight your community lending advantages in marketing efforts

9. Prioritize responsible and sustainable community lending

- Ensure every borrower's ability to repay is carefully evaluated
- Offer clear, transparent terms and avoid overly complex loan structures
- Steer clear of high-risk or predatory lending practices that can undermine borrower success
- Focus on long-term sustainability, not just loan volume
- Maintain a strong feedback loop with community partners to refine practices over time

10. Stay engaged in policy and industry conversations

- Join industry groups focused on community lending
- Advocate for programs that align with your lending goals
- Monitor regulatory shifts that impact local lending programs

Reach out to your MGIC account representative to get connected with one of our consultative community lending field experts: mgic.com/contact