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How Multi-Decade Highs Are Changing The Way Mortgage Rates Are Quoted

At this point "high rates" are old news. We were already close to hitting the highest levels in more than 20 years last week, so it wasn't a huge surprise to achieve that dubious distinction this Thursday. Some sources see the record-breaking rate at 7.09% for a 30yr fixed while others are over 7.5%. Both are accurate and we'll explain why.

To understand why, we first need to remember that a mortgage rate quote is not as simple as the rate itself. The rate that almost everyone refers to (officially the "note rate") is only part of the equation. While the note rate dictates the amount of interest paid with each mortgage payment, it doesn't account for all the interest the average borrower pays.

For instance, several of the closing costs seen on almost every mortgage are considered "prepaid finance charges." Essentially, that's just interest paid upfront.

But what if the mortgage in question has "lender paid closing costs." Or what if a builder offers a closing cost credit? You've heard that there's no such thing as a free lunch and the same is true here. Whether it's coming out of your pocket, or from the lender, the same amount of money will be paid to the same parties.

So what's the difference then? Wouldn't it always be better to get those upfront costs paid by someone else? The catch here is that the money that a lender can pay toward your closing costs is determined by your interest rate. The higher your rate, the more of your upfront costs a lender could pay. This is the first key reason that a rate of 7.09% could be the same as a rate of 7.5% if one of them includes upfront costs and the other one doesn't.

The following chart shows 30yr fixed rate indices from various sources. All three agree that this week's rates broke the long term ceiling despite all being at slightly different outright levels.

National Average Mortgage Rates



Mortgage News Daily	Rate	Change	Points
30YR Fixed	7.29%	+0.03	0.00
15YR Fixed	6.93%	+0.11	0.00
30YR FHA	6.97%	+0.02	0.00
30YR Jumbo	7.40%	0.00	0.00
7/6 SOFR	6.68%	+0.08	0.00
30YR VA	6.99%	+0.03	0.00

Rates as of: 11/27

MBS and Treasury

	Price / Yield	Change
MBS UMBS 6.0	99.65	-0.24
10 YR Treasury	4.9345	+0.0755
30 YR Treasury	5.3271	+0.0792

Pricing as of: 11/27 3:41PM EST

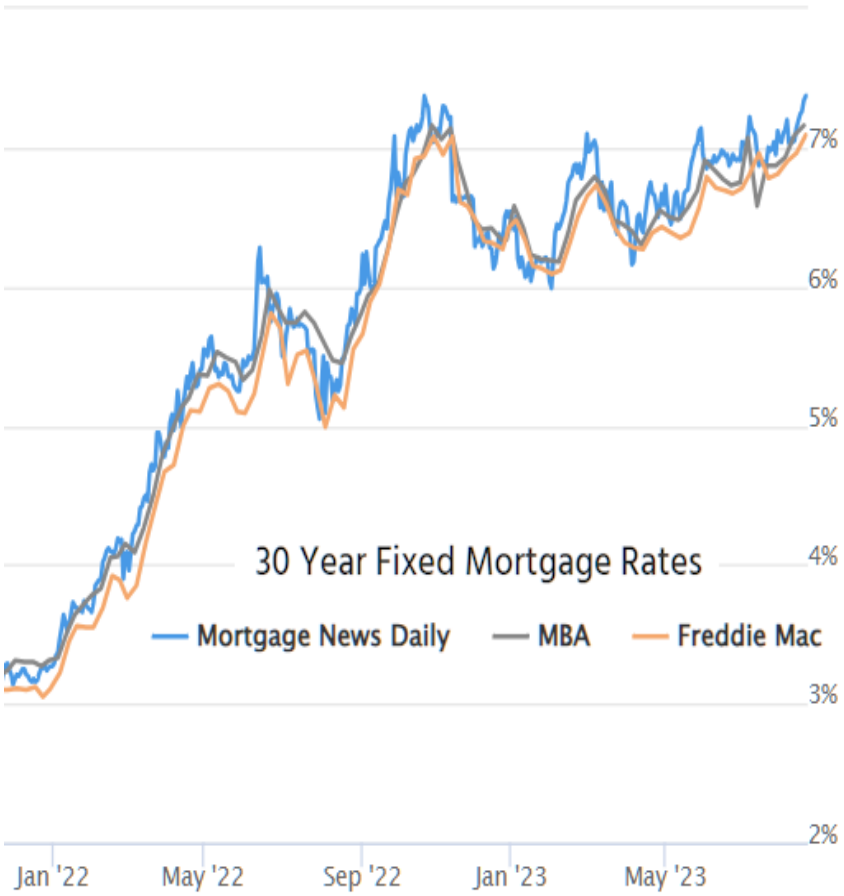
Recent Housing Data

		Value	Change
Mortgage Apps	Nov 18	212	+6.11%
Building Permits	Oct	1.3M	-7.5%
Housing Starts	Oct	1.31M	+7.21%
New Home Sales	Oct	701K	+3.7%
Pending Home Sales	Oct	63	-4.69%
Existing Home Sales	Oct	3.99M	+0.25%
Builder Confidence	Nov	25	-13.79%

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That brings us to the topic of how higher rates are changing mortgage quotes. In a stable rate environment, there is a fairly linear trade-off between higher rates and a lender's ability to pay more of your upfront costs. The current environment isn't exactly stable. In fact, over the past few years, there have been times when a higher note rate would actually **DECREASE** the amount of upfront costs a lender could pay.

WARNING: The following is fairly technical, but it will explain why a higher mortgage rate could be worth less to a mortgage lender.

Whether a mortgage lender sells your loan or not, the loan still has a value that it could be sold for. In general, a higher interest rate makes a loan worth more because more interest will be collected over time. Because of this, a hypothetical $400k loan at 7.5% could be worth about $5000 more than the same loan at 7.0%.

As outlined above, that means a lender could pay $5000 of your upfront costs at 7.5%, or they could offer you a rate of 7.0% if you pay your own $5000 in upfront costs. Some individual lenders have restrictions as to what they're able to do with these options, but this is the general phenomenon that exists in the secondary mortgage market where mortgage rates are determined.

One key assumption behind a 7.5% rate being more valuable is that the mortgage has to last long enough for the extra interest to be collected. Otherwise, the lender (or whoever buys the loan from the lender) is coughing up money they won't recoup. An extreme but simple example would be the same scenario above where a lender pays $5000 for a 7.5% mortgage, but then rates magically fall to 6.5% two weeks later and you refinance. The lender no longer collects the extra interest and they are out their $5k.

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While it was a bit of a bigger issue when rates were initially surging toward long-term highs, it's still the case that lenders are afraid to pay much of a premium for higher mortgage rates because they are afraid that any decent recovery will lead to premature refinancing.

There are already more upfront costs on the average mortgage than there have been in years. Many of these are unavoidable as they are imposed by Fannie and Freddie for certain loan characteristics (credit score, equity, occupancy). That means that certain loans with a certain amount of upfront costs will simply leave your lender unable to offer you a higher rate with lower closing costs.

What's the bottom line?

Whereas lenders have almost always been able to quote you a higher rate in order to keep your closing costs lower, there are certain scenarios where there is simply no market for rates that high. In those cases, the only option is for you to pay much higher closing costs than you may have been expecting. In certain purchase scenarios, realtors and builders can take part in defraying those upfront costs, but the point is that it won't be the mortgage lender until the secondary market for mortgages gets back to a more stable trend.

What will it take for a return to normalcy? That will be an ongoing conversation, to be sure. We addressed big picture structural issues with rates last week. (Here's a link to the commentary). Next week, we will discuss the outlook for the rest of the year, and beyond.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, Aug 15				
8:30AM	Jul Retail Sales (%)	0.7%	0.4%	0.3%
8:30AM	Jul Import prices mm (%)	0.4%	0.2%	-0.1%
8:30AM	Jul Export prices mm (%)	0.7%	0.2%	-0.7%
8:30AM	Aug NY Fed Manufacturing	-19	-1	1.1
10:00AM	Aug NAHB housing market indx	50	56	56
10:00AM	Jun Business Inventories (%)	0%	0.1%	0%
Wednesday, Aug 16				
7:00AM	Aug/11 MBA Purchase Index	149.5		149.9
7:00AM	Aug/11 MBA Refi Index	408.4		416.1
8:30AM	Jul Building permits: number (ml)	1.442M	1.463M	1.441M
8:30AM	Jul Housing starts number mm (ml)	1.452M	1.448M	1.398M
9:15AM	Jul Industrial Production (%)	1%	0.3%	-0.8%
2:00PM	FOMC Minutes			
Thursday, Aug 17				
8:30AM	Aug Philly Fed Business Index	12	-10	-13.5
8:30AM	Aug/12 Jobless Claims (k)	239K	240K	250K
8:30AM	Aug Philly Fed Prices Paid	20.8	10.1	9.5
10:00AM	Jul CB Leading Index MoM (%)	-0.4%	-0.4%	-0.7%

Event Importance:

No Stars = Insignificant
☆ Low
★ Moderate
★★ Important
★★ Very Important

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Date	Event	Actual	Forecast	Prior
Tuesday, Aug 22				
10:00AM	Jul Existing home sales (ml)	4.07M	4.15M	4.16M
Wednesday, Aug 23				
7:00AM	Aug/18 MBA Refi Index	397.1		408.4
7:00AM	Aug/18 MBA Purchase Index	142		149.5
9:45AM	Aug S&P Global Services PMI	51	52.2	52.3
10:00AM	Jul New Home Sales (ml)	0.714M	0.705M	0.684M
Thursday, Aug 24				
8:30AM	Jul Durable goods (%)	-5.2%	-4%	4.7%
8:30AM	Aug/19 Jobless Claims (k)	230K	240K	239K
Friday, Aug 25				
10:00AM	Aug Consumer Sentiment (ip)	69.5	71.2	71.6
Wednesday, Oct 18				
1:00PM	20-Yr Bond Auction (bl)	13		

Speed, Ease & Expertise

In my 8th year of mortgage lending I am still looking for ways to improve my business for clients and referral partners. Even though our industry is ever-changing, my goals have stayed consistent. For clients, I want to make the process of purchasing their home an enjoyable one for them. I do this by being highly available by phone, email or in person from morning to night and having the fastest response time in the industry. I want my clients to be well educated on their loan options so they feel confident about their mortgage before and after purchasing their home. I want referral partners to know they can trust in me to handle everything on the loan side of things so they can focus their time on what they do best, Real Estate. I have excellent systems in place for communication to keep everyone involved in the purchase updated. I feel grateful to be in this industry, and take a great amount of pride in people counting on me for their biggest purchase of their lives!

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