

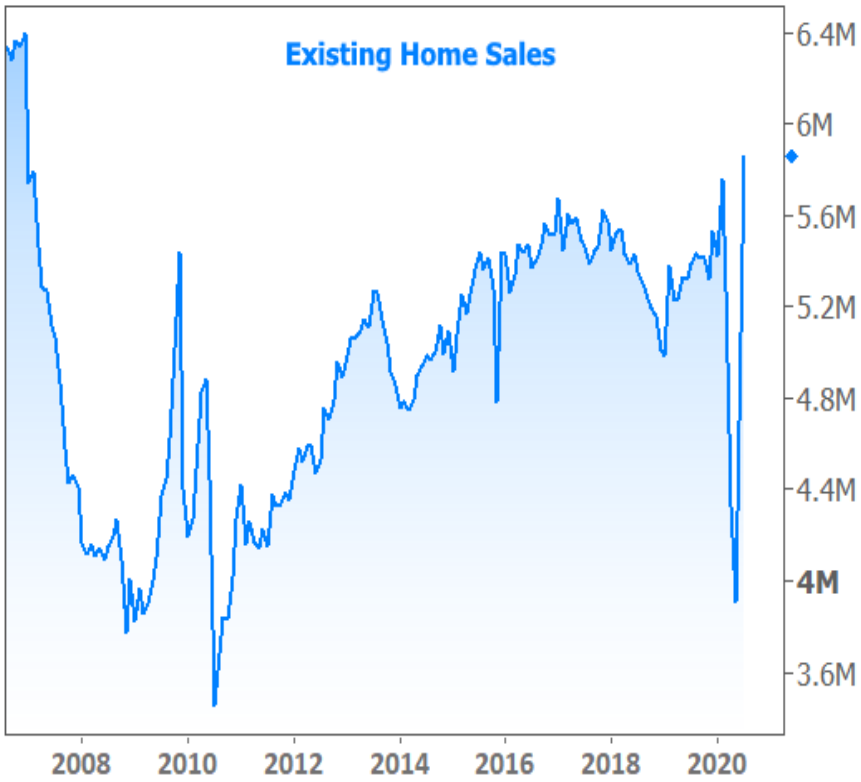
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Best Housing Market Since 2007, But There's a Catch

Several new reports confirm the housing market is soaring right now, but the headlines don't tell the whole story.

On Friday, the National Association of Realtors (NAR) reported July's existing home sales came in at an annual pace of 5.86 million homes. This **crushed** forecasts calling for 5.38 million, and demolished last month's reading of 4.70 million. To top it all off, we haven't seen a higher number since 2007! Great news, right?



Actually, **yes**, this is great news. The home sales market is doing every bit as well as anyone could hope for given the circumstances. But visual takeaway on the chart is **misleading**.

Our eyes might see the blue line at the highest levels since 2007 and conclude the housing market is as strong as it's been since then. In a way, it is. July's home sales were indeed higher than any other July in the past 13 years. But it remains to be seen if more homes will be sold this year vs last, **even though**

MBS and Treasury

	Price / Yield	Change
MBS UMBS 6.0	99.81	-0.02
10 YR Treasury	4.9299	+0.0084
30 YR Treasury	5.3082	+0.0081

Pricing as of: 10/30 5:59PM EST

Recent Housing Data

		Value	Change
Mortgage Apps	Oct 21	195	+3.39%
Building Permits	Sep	1.4M	+0.43%
Housing Starts	Sep	1.22M	-4.24%
New Home Sales	Sep	676K	-1.17%
Pending Home Sales	Aug	71.2	0%
Existing Home Sales	Oct	3.99M	+0.25%
Builder Confidence	Oct	29	-9.38%

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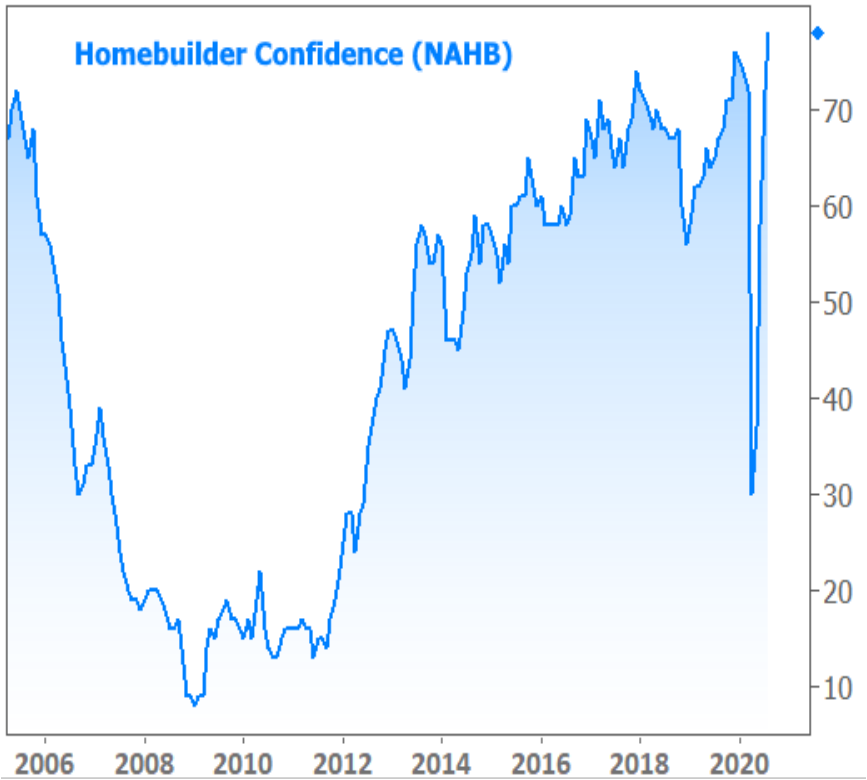
the chart refers to the "annualized pace" of sales.

In NAR's words, "the annual rate for a particular month represents what the total number of sales for a year **would be** if the relative pace for that month were maintained for 12 consecutive months."

From there, we have to ask ourselves **why** July was so stellar. There's no question homebuying demand is strong and that it might be even stronger if there were more homes on the market. But there's also no question that a vast amount of demand that would **otherwise** have been seen in the previous months was **pulled forward** into July.

For instance, the 3 month total of **unadjusted** home sales from April through June 2019 was 1.526 million. Contrast that to the same time frame in 2020 which saw only 1.255 million--**a gap of 271k** sales. Adding in July drops that gap to 214k, and if we compare Jan-Jul, the deficiency drops to only 145k. That means 2020 isn't quite on track to beat 2019 unless sales continue to outperform.

Still, the fact that we're in a position to have such a discussion speaks volumes, given the obvious headwinds. It also helps us understand why construction-related housing data is doing so well. With so few existing homes coming to market, new homes have to rise to meet demand. Builders are **as busy as they can possibly be**, and it shows in this week's confidence data from the National Association of Homebuilders (NAHB).



In separate data from the Census Bureau out this week, construction metrics painted a similar picture.

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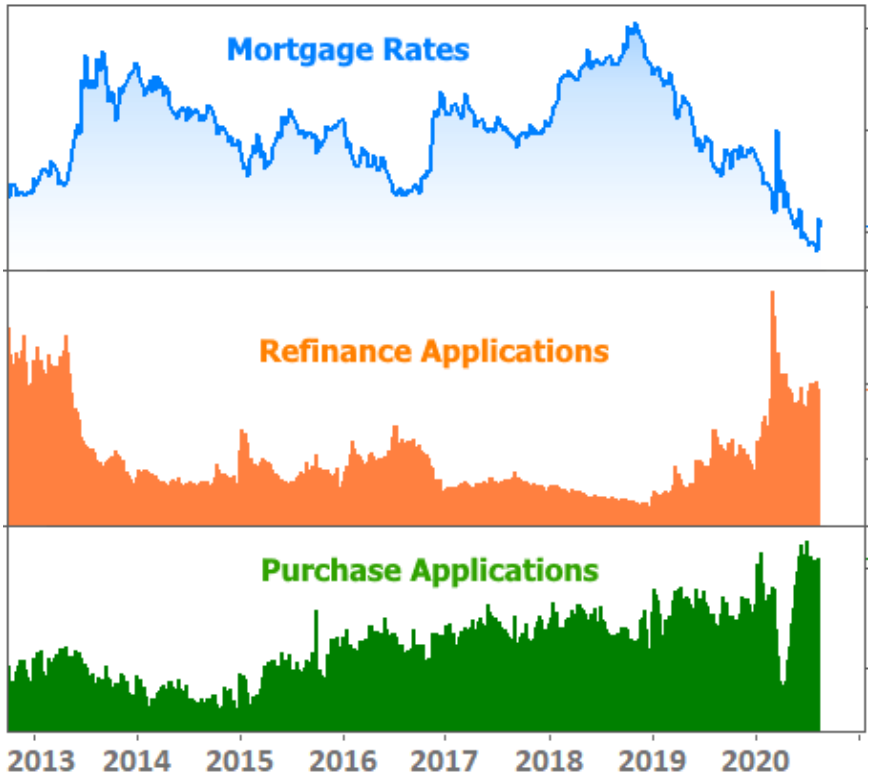
The Housing Starts data offers an **important reminder.** Notice the strong numbers at the end of 2019. In fact all 3 of the charts above were at the best levels in more than a decade in late 2019. Why?

Simply put, 2018 sucked. Rates were high. Stocks stumbled. And there were grumblings about the post-tax-cut economic expansion fizzling out. As 2019 progressed, we were reminded just how powerful a massive drop in interest rates can be--both for stocks and homebuying demand (and refinance demand, for that matter).

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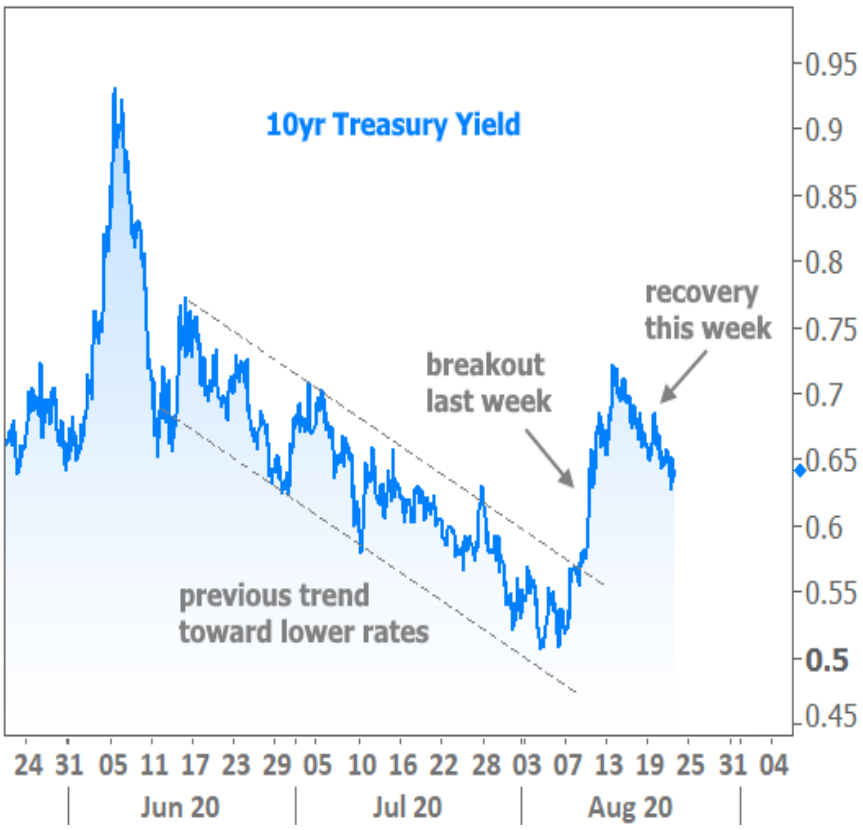
Given the power of low rates and the extraordinary length of time we've spent pushing into record low territory, **everyone would like to know** how much longer this will last and if we'll see even lower rates. That's something we'll have to assess one week at a time. No one really knows when rates will bottom out without the benefit of hindsight.

What we do know is that this week's market movement did more to reinforce the low-rate narrative than to threaten it (unlike last week, which saw rates move higher at the fastest pace since June).

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The last point of order would be that US Treasury Yields are **not** a perfect indicator for mortgage rates, even though they're perennially used for that purpose. Most recently, the surprise announcement of a **new fee on refinance transactions** caused a knee-jerk reaction in the mortgage market. It ended up affecting both purchases and refis, and by much more than the amount implied by the fee.

Had the housing agencies not implemented it so abruptly, things would be very different, but the damage is done. This is the reason that mortgage rates were noticeably higher at the beginning of the week even though the bond market said they should be lower. From here on out, we expect them to be better-connected, but still prone to inconsistencies for the next few weeks.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Monday, Aug 17				
10:00AM	Aug NAHB housing market indx	78	73	72
Tuesday, Aug 18				
8:30AM	Jul House starts mm: change (%)	22.6		17.3
8:30AM	Jul Build permits: change mm (%)	18.8		3.5
8:30AM	Jul Housing starts number mm (ml)	1.496	1.240	1.186
8:30AM	Jul Building permits: number (ml)	1.495	1.320	1.258
Wednesday, Aug 19				

Event Importance:

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

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Date	Event	Actual	Forecast	Prior
7:00AM	w/e MBA Purchase Index	308.9		306.6
7:00AM	w/e Mortgage Refinance Index	3809.7		4025.0
2:00PM	FOMC Minutes			
Thursday, Aug 20				
8:30AM	Aug Philly Fed Business Index	17.2	21.0	24.1
8:30AM	w/e Jobless Claims (k)	1106	1000	963
10:00AM	Jul Leading index chg mm (%)	+1.4	1.1	2.0
Friday, Aug 21				
9:45AM	Aug PMI-Composite (source:Markit)	54.7		50.3
10:00AM	Jul Existing home sales (ml)	5.86	5.38	4.72
10:00AM	Jul Exist. home sales % chg (%)	24.7	14.7	20.7
Tuesday, Aug 25				
9:00AM	Jun Monthly Home Price yy (%)	5.7		4.9
9:00AM	Jun CaseShiller 20 mm SA (%)	0.0	0.1	0.0
10:00AM	Jul New home sales chg mm (%)	13.9	1.3	13.8
10:00AM	Jul New home sales-units mm (ml)	0.901	0.785	0.776
10:00AM	Aug Consumer confidence	84.8	93.0	92.6
1:00PM	2-Yr Note Auction (bl)	50		
Wednesday, Aug 26				
7:00AM	w/e Mortgage Refinance Index	3423.0		3809.7
7:00AM	w/e MBA Purchase Index	310.2		308.9
8:30AM	Jul Durable goods (%)	11.2	4.3	7.6
1:00PM	5-Yr Note Auction (bl)	51		
Thursday, Aug 27				
8:30AM	Q2 GDP Prelim (%)	-31.7	-32.5	-32.9
10:00AM	Jul Pending Sales Index	122.1		116.1
10:00AM	Jul Pending Home Sales (%)	5.9	3.0	16.6
1:00PM	7-Yr Note Auction (bl)	47		
Friday, Aug 28				
8:30AM	Jul Core PCE Inflation (y/y) (%)	1.3	1.2	0.9
9:45AM	Aug Chicago PMI	51.2	52.0	51.9
10:00AM	Aug Consumer Sentiment (ip)	74.1	72.8	72.8

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Who We Are

When choosing a mortgage loan officer, trust is a key component. You want a lender who will honor their commitments, create a satisfying customer experience and recommend and provide loan products that meet your financing goals. We are readily accessible and committed to serving you and your needs. We aim to not only meet, but to exceed your expectations. We are a lender you can trust.

Wil Harmsen 

EQUAL HOUSING LENDER

EQUAL HOUSING OPPORTUNITY

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