



**Joe Moore**

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**A Message from Joe Moore:**

"Your CalTAP PLUS Teacher Homebuyer Tool Kit will be arriving in your school mail box this week to SHARE with your teaching and administrative team! If you have any questions, please give me a call, text or send an email. You may also visit our website at [teacherloansdirect.com](http://teacherloansdirect.com). We look forward to helping your staff finance the American Dream of Home Ownership in San Bernardino and Riverside County!"

**The 2 Components of Mortgage Rates: Upfront Cost and the Rate Itself**

Mortgage rates, for the purposes of this article, will refer to the most commonly-quoted loans available through the most prevalent channels. That essentially means **conforming, fixed rate loans**—especially 30yr and 15yr fixed.

An example of one of these mainstream **rate quotes** would be a 30yr fixed from a big bank or mortgage lender either directly via a retail branch of that bank or indirectly via a mortgage originator who has access to several correspondent or brokered banking channels. In **both cases** we're talking about some large underlying financial entity that is in the business of making lots of loans.

These sorts of lenders will typically **adjust their rate sheet offerings** every day. In fact, it's **extremely rare** to see absolutely no change in any given lender's rate sheet from one day to the next. That said, it's also rare for rates to change so much that the actual contract interest rate is affected. That's because rates are almost universally quoted in .125% increments. As such, rates would have to change by .125% in order for a rate that had been quoted at 4.0% to now be quoted at 4.125%, all other things being equal.

The "**fine-tuning adjustment**" for mortgage rates lies in the upfront cost side of the equation. This can either be an actual cost out of the borrower's pocket ("discount points"), or a rebate from the lender. Rebates to cover closing costs, etc., are a common feature of loan quotes, and lenders are able to offer them because of the interest collected over time. The higher the rate, the higher the potential rebate. The lower the rate, the higher the cost. **For example**, if a 4% rate involved neither an upfront discount nor a rebate from the lender, then a 3.875% might require a 1.0% discount point and a 4.125% might result in a 1% rebate from the lender.

**National Average Mortgage Rates**



|                            | Rate  | Change | Points |
|----------------------------|-------|--------|--------|
| <b>Mortgage News Daily</b> |       |        |        |
| 30 Yr. Fixed               | 6.86% | -0.05  | 0.00   |
| 15 Yr. Fixed               | 6.31% | -0.02  | 0.00   |
| 30 Yr. FHA                 | 6.32% | -0.06  | 0.00   |
| 30 Yr. Jumbo               | 7.04% | -0.03  | 0.00   |
| 5/1 ARM                    | 6.53% | -0.02  | 0.00   |
| <b>Freddie Mac</b>         |       |        |        |
| 30 Yr. Fixed               | 6.78% | -0.08  | 0.00   |
| 15 Yr. Fixed               | 6.07% | -0.09  | 0.00   |

Rates as of: 7/26

**Market Data**

|                | Price / Yield | Change  |
|----------------|---------------|---------|
| MBS UMBS 5.5   | 99.68         | +0.27   |
| MBS GNMA 5.5   | 99.98         | +0.13   |
| 10 YR Treasury | 4.1958        | -0.0474 |
| 30 YR Treasury | 4.4523        | -0.0305 |

Pricing as of: 7/26 5:59PM EST

**Recent Housing Data**

|                     |        | Value | Change  |
|---------------------|--------|-------|---------|
| Mortgage Apps       | Jul 10 | 206.1 | -0.19%  |
| Building Permits    | Mar    | 1.46M | -3.95%  |
| Housing Starts      | Mar    | 1.32M | -13.15% |
| New Home Sales      | Mar    | 693K  | +4.68%  |
| Pending Home Sales  | Feb    | 75.6  | +1.75%  |
| Existing Home Sales | Feb    | 3.97M | -0.75%  |
| Builder Confidence  | Mar    | 51    | +6.25%  |

In that example the discount point and the rebate are both part of the same component of “mortgage rates.” One is negative and the other is positive, but they both represent the COST side of the equation. This is the side of the mortgage rate equation that is almost guaranteed to be changing every day—**sometimes multiple times per day**, and those changes can be extrapolated to changes in effective rate. In other words, an effective rate of 4.04 doesn't mean that people are being quoted 4.04. Rather, the actual rate quotes are mostly likely 4.0% with an upfront cost or 4.125% with a rebate.

Subscribe to my newsletter online at: <http://housingnewsletters.com/caltapplus>

## Your Nationwide Teacher And Public Employee Lender

Our Teacher & Public Employee Home Loan Programs, CalTAP+ and TAP+ USA are more than just a mortgage loan and Secure Choice Lending is more than just another mortgage lender.

We help teachers, police officers, firefighter's, military veterans, and other public employees develop a financial plan to purchase a home and realize the American Dream of Homeownership!

Teacher & Public Employee Rewards Benefits:

- \* No Lender (or) Processing Fees Charged Ever!
- \* Free Float Down if Rates Improve after LOCK!
- \* MATCH (or) BEAT Rate & Pricing Guarantee!

If you are ready to buy your next home, refinance or obtain a home equity line of credit, please give me a call (or) apply online with confidence that you will receive the "BEST" interest rate, pricing and overall customer experience with Secure Choice Lending!

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