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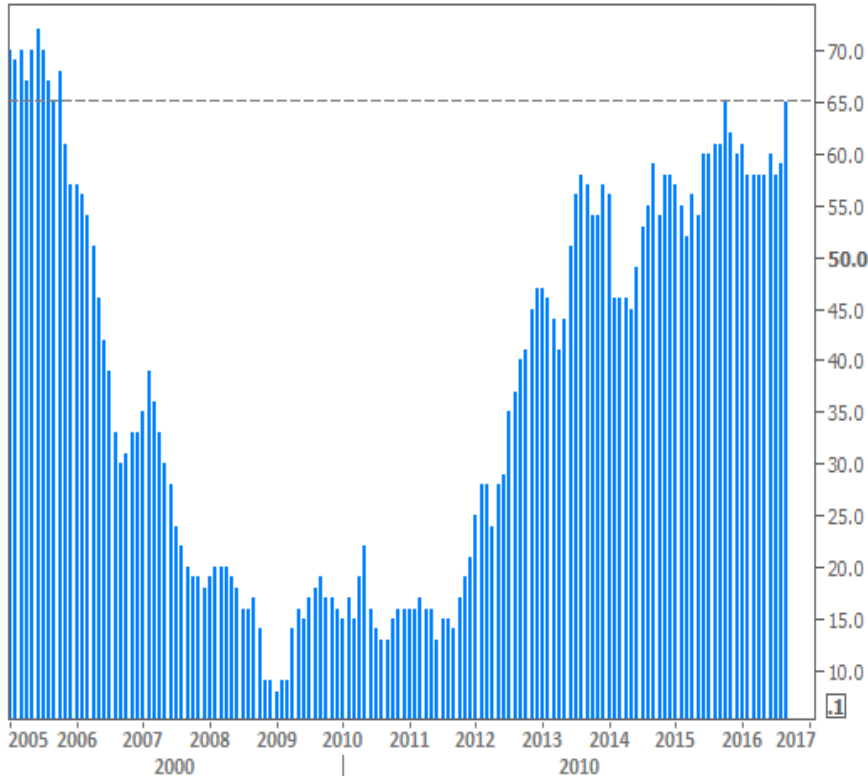
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Fed Helps Rates Recover But Inventory Holds Housing Back

It was a busy week, both in terms of housing-related data and market developments. While the **Fed Announcement** has helped rates recover somewhat from their recent move higher, we're left to wonder if the housing market is shifting into a lower gear.

This week's data was inconsistent--especially when it came to housing. Things began on a promising note, with **builder confidence surging** to match its **highest level** since before the mortgage meltdown.

Builder Confidence



From there, the **tone of the housing data shifted**. Just one day after the strong builder confidence numbers, we learned that **Housing Starts and Building Permits** missed estimates, resulting in further sideways stagnation. Relative to pre-crisis levels, these construction metrics are nowhere near the recovery suggested by builder confidence.

National Average Mortgage Rates



	Rate	Change	Points
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Mortgage News Daily

30 Yr. Fixed	7.07%	+0.02	0.00
15 Yr. Fixed	6.45%	0.00	0.00
30 Yr. FHA	6.51%	+0.02	0.00
30 Yr. Jumbo	7.26%	0.00	0.00
5/1 ARM	7.02%	-0.01	0.00

Freddie Mac

30 Yr. Fixed	6.86%	-0.01	0.00
15 Yr. Fixed	6.16%	+0.03	0.00

Rates as of: 6/28

Market Data

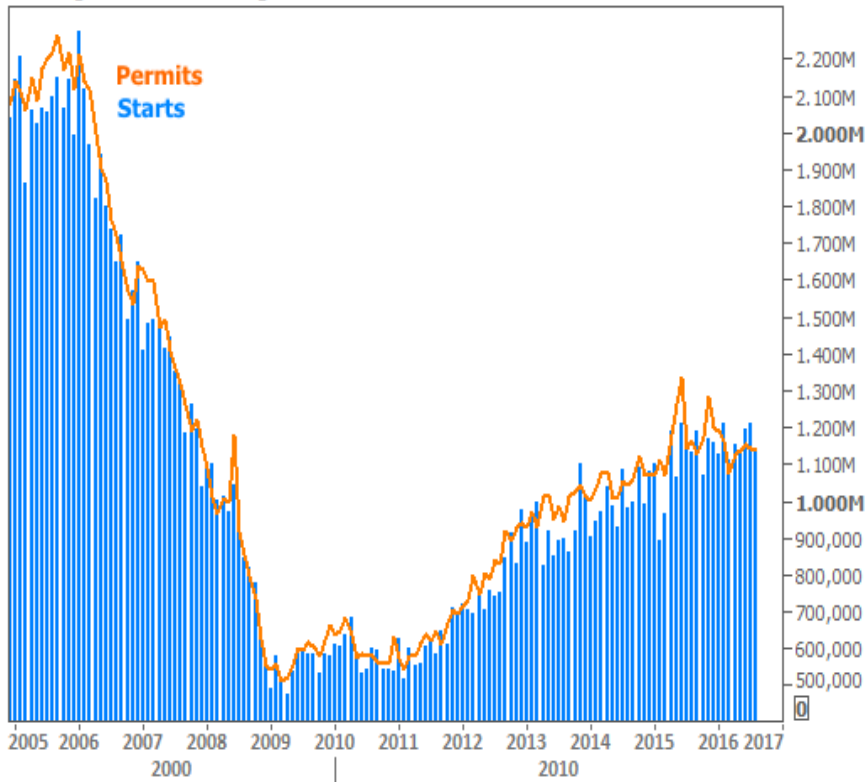
	Price / Yield	Change
MBS UMBS 6.0	100.12	-0.05
MBS GNMA 6.0	100.23	-0.10
10 YR Treasury	4.4385	+0.0405
30 YR Treasury	4.5976	+0.0336

Pricing as of: 7/1 8:49AM EST

Recent Housing Data

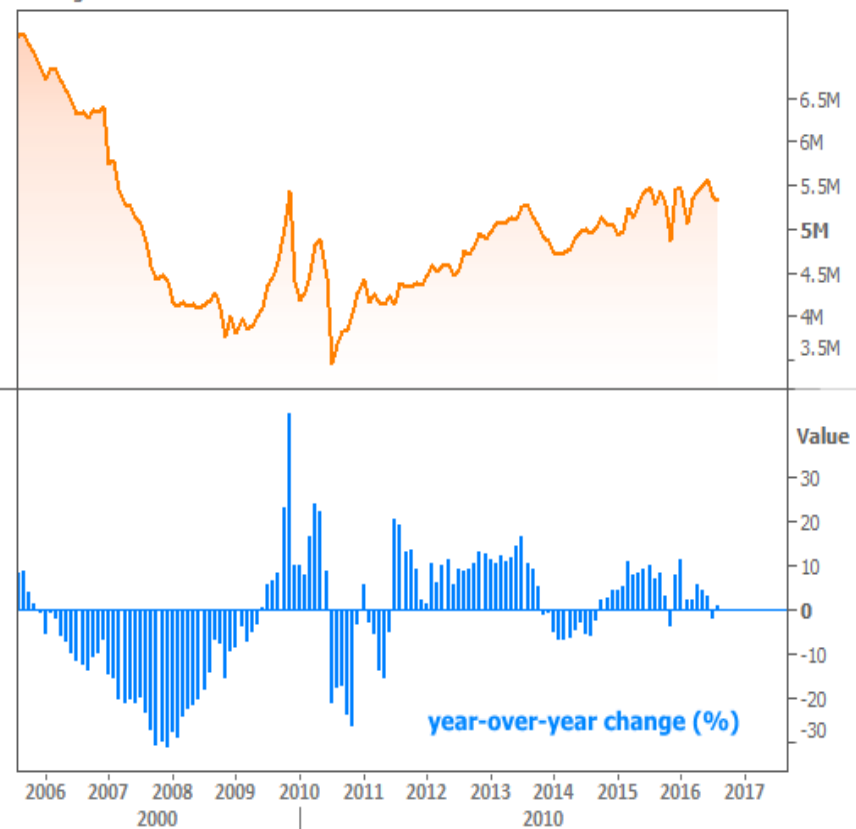
	Value	Change
Mortgage Apps	Jun 12 208.5	+15.58%
Building Permits	Mar 1.46M	-3.95%
Housing Starts	Mar 1.32M	-13.15%
New Home Sales	Mar 693K	+4.68%
Pending Home Sales	Feb 75.6	+1.75%
Existing Home Sales	Feb 3.97M	-0.75%
Builder Confidence	Mar 51	+6.25%

Housing Starts and Building Permits



The only way to resolve that discrepancy is to conclude fewer builders are building fewer houses. Those that remain can afford to be more optimistic. In separate news, the National Association of Realtors (NAR) released [Existing Home Sales](#) for August, which **corroborated the stagnation** in home purchase activity suggested by the construction numbers. On a year over year basis, Existing Sales improvement has ground to a halt.

Existing Home Sales



The NAR noted that lower mortgage rates over the summer were unable to give sales a boost due to inventory restrictions, saying "it's **very concerning** to see that inventory conditions not only show no signs of improving but have actually worsened in recent months."

The path of mortgage rates, itself, could also prove to be a **concern**. Just last week, I [pointed out](#) that rates had finally broken an important range and were heading higher. While we can't rule out more upward pressure, this week's Fed Announcement **helped rates recover** some of those losses.

It wasn't necessarily what the Fed **said** in its announcement, or the fact that they kept their policy rate unchanged. Markets were already expecting that. Rather, it was the **significant change in the economic projections** (each member of the Fed provides these 4 times per year). From the last round of projections in June, the Fed now sees the median Fed Funds rate a **HALF POINT** lower in 2017 and 2018. To be clear, that's a half point lower than the forecasts suggested in June (not a half point lower from current levels).

In other words, the Fed continues its **habit of revising its rate outlook** lower. Although the Fed Funds Rate does not directly dictate mortgage rates, when markets see the Fed as being less likely to hike, mortgage rates tend to benefit.

10yr Treasury yields are a good proxy for mortgage rate movement. Since the Fed Announcement, they **quickly** came back to the intersection of the previous trends. Breaking lower through those lines would be a tall order (statistically, it's the less likely outcome), but if it happens, it would be a major victory for rates.

10yr Treasury Yield



Next week brings several relatively important economic reports as well as the last trading day in September. The end of any given quarter is an active time for the bond markets that underlie consumer rates. If market participants are definitively leaning toward higher or lower rates, we should see that bias come to light over the next 2 weeks. The **downside** is that rate movement could be **more volatile** in the meantime.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Monday, Sep 19				
10:00AM	Sep NAHB housing market indx	65	60	60
Tuesday, Sep 20				
8:30AM	Aug Housing starts number mm (ml)	1.142	1.190	1.211
8:30AM	Aug Building permits: number (ml)	1.139	1.170	1.144
Wednesday, Sep 21				
7:00AM	w/e Mortgage Market Index	530.8		572.9
2:00PM	N/A FOMC rate decision (%)	0.25-0.50	0.375	0.375
2:30PM	FOMC Press Conference - Janet Yellen			
Thursday, Sep 22				
8:30AM	w/e Initial Jobless Claims (k)	252	260	260
9:00AM	Jul Monthly Home Price mm (%)	0.5		0.2
10:00AM	Aug Existing home sales (ml)	5.33	5.45	5.39

Event Importance:

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

Date	Event	Actual	Forecast	Prior
Monday, Sep 26				
10:00AM	Aug New home sales-units mm (ml)	0.609	0.600	0.654
1:00PM	2-Yr Note Auction (bl)	26		
Tuesday, Sep 27				
9:00AM	Jul CaseShiller 20 mm SA (%)	0.0	0.0	-0.1
10:00AM	Sep Consumer confidence	104.1	99.0	101.1
1:00PM	5-Yr Note Auction (bl)	34		
Wednesday, Sep 28				
8:30AM	Aug Durable goods (%)	0.0	-1.4	4.4
1:00PM	7-Yr Note Auction (bl)	28		
Thursday, Sep 29				
8:30AM	Q2 GDP Final (%)	+1.4	1.3	1.1
10:00AM	Aug Pending homes index	108.5		111.3
Friday, Sep 30				
8:30AM	Aug Consumption, adjusted mm (%)	0.0	0.1	0.3
8:30AM	Aug Personal income mm (%)	+0.2	0.2	0.4
8:30AM	Aug Core PCE price index mm (%)	+0.2	0.2	0.1
9:45AM	Sep Chicago PMI	54.2	52.0	51.5
10:00AM	Sep U Mich Sentiment Final (ip)	91.2	90.0	89.8

Real Talk

At The Rate Shop, we're not your average mortgage banker. We specialize in bringing you ridiculously low interest rates that will make you wonder what the other guys are doing. In fact the ONLY objection we ever hear is "your rates sound too good to be true". Well they're not, and here is why...

After 15 years in the retail banking world I was frustrated with the high interest rates that came from that business model. As I looked around at all the bloated layers of management and their expensive salaries and the overhead of running a larger company (think rent costs, employee health and benefit costs, payroll taxes, and on and on) it dawned on me that I was a part of the problem, and the solution, for me at least, was so easy to see.

Start my own mortgage brokerage shop. No expensive executive salaries, no expensive building to pay rent at, no unnecessary employees and all the costs that are associated with that. What happens when you cut out all the fat? You can provide lower rates and lower closing costs. It's simple. Now here is the best part, you still get great service from a local Kansas City Lender. My mission is to let everyone know that low rates and great customer service are NOT mutually exclusive.

Thanks for coming along on this journey where Low Rates meet Great Service. The two do NOT have to be mutually exclusive. It's just a lie that the big box mortgage companies have been telling you for years. Don't believe me? Give me a call or shoot me a text on my personal cell phone today and compare my rates and costs up against any other lender in the country, and be prepared to be blown away.

Mike Baker

