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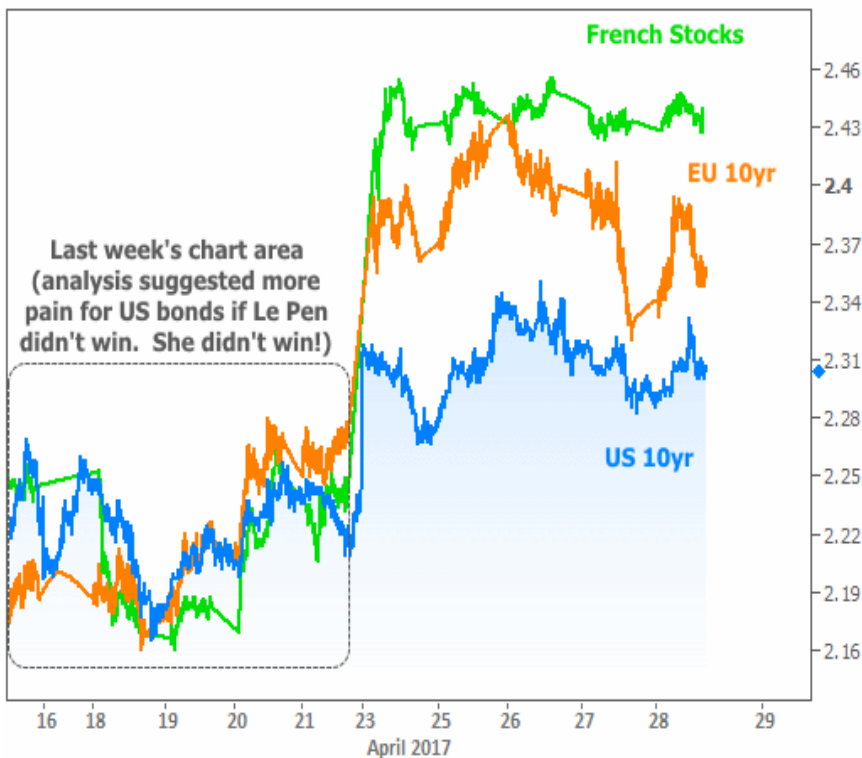
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Politics and Policy Put Markets Back on The Fence

Heading into last weekend, financial markets were eagerly awaiting French election results, as well as more info on the Trump administration's tax reform plan. While the market reaction wasn't much of a surprise, it leaves us in an **uncertain position** ahead of next week's Fed announcement.

The [previous newsletter](#) noted that markets were largely ready for Le Pen to fall short of an outright victory, but that the confirmation would be worth **some extra pain** for rates. The following chart shows how that pain played out.

How Did The French Connection Turn Out?



At first glance, it's fair to derive some **optimism** from the fact that European markets (which pulled rates higher) were unable to move much higher this week. In other words, the green and orange lines in the chart above were generally flat after Monday's initial spike. But if we look at a longer-term comparison between US and EU rates, **caution** might be more appropriate than optimism.

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 5.5	98.49	-0.45
MBS GNMA 5.5	99.10	-0.44
10 YR Treasury	4.4099	+0.0119
30 YR Treasury	4.5741	+0.0101

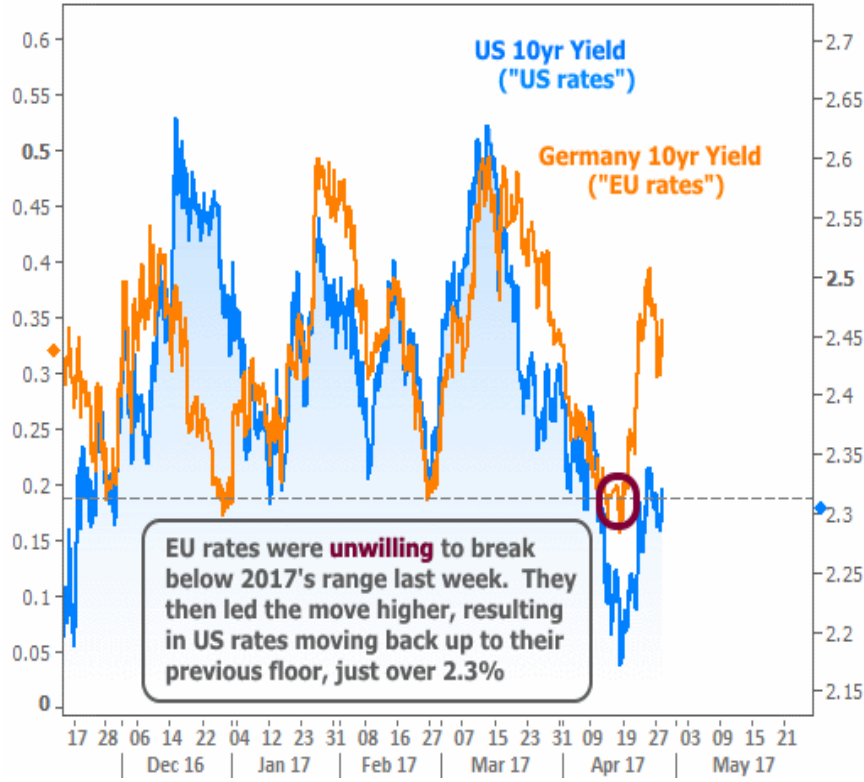
Pricing as of: 7/1 6:47AM EST

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%

Whereas US rates were able to break below 2017's range, EU rates experienced a **definitive bounce**. The next chart shows US and German 10yr yields/rates (because Germany is the EU's biggest economy, its rates serve as the EU benchmark). If EU rates remain unwilling to break below the dotted line, it will be hard for US rates to make rapid progress.

US vs European Bond Markets



Of course, EU rates aren't the only consideration for US bond markets. The stock market also shifted in a way that might make things **tougher for bonds**. Stocks had been losing ground over the past 2 months--especially since the mid-March healthcare bill snafu. This week, however, they bounced higher, decisively breaking their trend of "lower highs" seen in the following chart.

S&P 500 (daily candlesticks)



We might take the stock breakout with a **grain of salt** for a few reasons. First of all, it's earnings season, which often provides some extra levity. From a technical perspective, the S&P (the index of choice among traders) was **unable** to break above March 1st's all-time highs. If that ceiling remains intact, stock traders will increasingly think about checking out the lower side of the range. To whatever extent that happens, bond markets would reap some of the benefits of the money flowing out of stocks (more bond buying = lower rates).

For now though, bonds/rates are on the proverbial fence. Actually, it might be more appropriate to think of rates as being **"in between floors"** of the building that contains all rate movement. In terms of 10yr Treasury yields, 2.31% was a solid floor for months. Rates tore a hole in that floor and fell through in April, hitting the next floor of 2.17% before picking themselves up and deciding what to do next.

When rates tear holes in floors/ceilings, they often return to patch things up. That's where we are now (right around 2.30%). **The big question** is what side of the floor/ceiling we'll end up on after the repair is complete.

Next week's Fed announcement stands a good chance to be the deciding factor. Although the Fed is not expected to hike rates at this particular meeting, investors will be tuned in to any minor verbiage changes for clues as to June's rate hike probabilities. Of particular interest is whether or not the Fed makes any changes to its policy of **reinvesting** proceeds from its bond holdings back into bond markets (reinvestments are good for rates). We know this is coming, but we don't know when.

Housing-Specific News

For all of the uncertainty and anxiety in financial markets, housing data served as a bright spot this week. The Census Bureau reported a surge in March's **New Home Sales**, very nearly **matching the post-crisis high**. The more timely **Pending Home Sales** index lost some ground, but remains in great shape in the bigger picture--especially considering that "tight inventory" is the biggest limiting factor at the moment.

The MBA's [refi index](#) responded to last week's lower rates and three of the major **home price reports** ([Black Knight](#), [FHFA](#), and [CoreLogic](#)) showed the expected cooling of home price appreciation has yet to arrive.

There was even good news in terms of underwriting guidelines as Fannie Mae [released](#) several updates aimed at making it easier for potential homeowners with **student loan debt** to qualify for mortgages.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, Apr 25				
9:00AM	Feb CaseShiller 20 mm SA (%)	+0.7	0.8	0.9
9:00AM	Feb Monthly Home Price yy (%)	6.4		5.7
9:00AM	Feb CaseShiller 20 yy (%)	+5.9	5.7	5.7
10:00AM	Mar New home sales chg mm (%)	+5.8	-0.8	6.1
10:00AM	Mar New home sales-units mm (ml)	0.621	0.583	0.592
10:00AM	Apr Consumer confidence	120.3	122.5	125.6
1:00PM	2-Yr Note Auction (bl)		26	
Wednesday, Apr 26				
7:00AM	w/e Mortgage Market Index	406.2		395.6
7:00AM	w/e MBA Purchase Index	236.0		238.3
7:00AM	w/e Mortgage Refinance Index	1365.8		1274.5
1:00PM	5-Yr Note Auction (bl)	34		
Thursday, Apr 27				
8:30AM	Mar Durable goods (%)	+0.7	1.2	1.8
8:30AM	Mar Nondefense ex-air (%)	+0.2	0.5	-0.1
8:30AM	w/e Initial Jobless Claims (k)	257	247	244
8:30AM	w/e Continued jobless claims (ml)	1.988	2.000	1.979
10:00AM	Mar Pending sales change mm (%)	-0.8	-1.0	5.5
1:00PM	7-Yr Note Auction (bl)	28		
Friday, Apr 28				
8:30AM	Q1 Employment Wages qq (%)	+0.8		0.5
8:30AM	Q1 GDP Advance (%)	+0.7	1.2	2.1
9:45AM	Apr Chicago PMI	58.3	56.4	57.7
10:00AM	Apr U Mich Sentiment Final (ip)	97.0	98.0	98.0

Event Importance:

No Stars = Insignificant

☆ Low

★ Moderate

★★ Important

★★★ Very Important

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.

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