



Mike Baker
Head Interest Rate Shopper, The Rate Shop
Individual NMLS: 259076 Company NMLS: 2554765 State
23211 W 45th St Shawnee, KS 66226

Office: 913-213-3335
Mobile: 913-213-3335
mike@rateshopkc.com
[View My Website](#)

Higher Rates Deserve Attention, Not Panic

This week's key story was the big spike in interest rates. Is it something that deserves our attention? Certainly, and we've given the broader move higher in rates plenty of attention. Is it the end of the world for the housing market? Certainly not.

What Happened?

In short, rates for mortgages and other long-term debt moved up to the highest levels in roughly 7 years

Why Did It Happen?

There are short-term and long-term scapegoats. We've [talked quite a bit](#) about the long-term factors and they account for most of the move toward higher rates of the past few years, in general. Think of these as an unfriendly backdrop against which the day-to-day tragedies and comedies play out. They include:

- **Increased bond issuance** associated with government spending and/or revenue shortfalls. Higher bond issuance = higher rates, all things being equal.
- **Tightening of monetary policy** at home and abroad (things like the Fed's rate hike outlook and the normalization of its bond market holdings)
- **Risks of increased inflation and growth**, both of which are associated with higher rates, all other things being equal. Granted, super high growth and inflation are far from guaranteed, and that's why the Fed Funds Rate (and mortgage rates, for that matter) remain historically low compared to the pre-Financial Crisis era

This week's short-term backdrop included a Retail Sales report that was strong enough to allow bond traders to take the next step in adapting to the realities outlined in the bullet points above. This raises a very important point, because in and of itself, the Retail Sales data was merely "as expected," yet it was at the scene of a the beginning of this week's rate spike.

The important point is this: as long as the government can keep ramping up bond issuance at the same time the Fed is tightening policy, all without having a noticeably adverse affect on economic data, bond traders will continue to plan on rates moving gradually higher.

National Average Mortgage Rates



	Rate	Change	Points
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	4.4059	+0.0079
30 YR Treasury	4.5673	+0.0033

Pricing as of: 7/1 4:54AM 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%

This week seemed like a bigger deal because long-term ceilings were broken (you'll notice more than a few headlines about "7-year highs"), but to those in the know, it would have been a surprise if those big-picture bullet points **didn't** eventually carry rates past that ceiling.

None of this is to say that the highest rates in 7 years aren't a big deal, simply that higher rates have been expected, and the journey upward has been relatively orderly given the nature of the headwinds.

Any Specific Challenges For Mortgage Rates?

Yes, actually! Rates, in general, are based on trading levels in the bond market. But mortgage rates aren't automatically determined by bonds. Mortgage LENDERS have the final say. After all, it's the lender that is responsible for funding your mortgage and for guaranteeing the availability of a locked rate. Both of those functions could become more expensive for lenders if volatility increases.

With that in mind, lenders tend to raise rates quickly when benchmark rates (like US Treasury yields) are rising quickly--especially if they're rising to long-term highs. Moreover, they tend to be more cautious about moving rates back down. That means Treasury yields typically improve more than mortgage rates after spikes like the one seen this week. In fact, in cases where improvements in rates only last a few days, it's not uncommon to see Treasury yields improve significantly while mortgages barely budge.

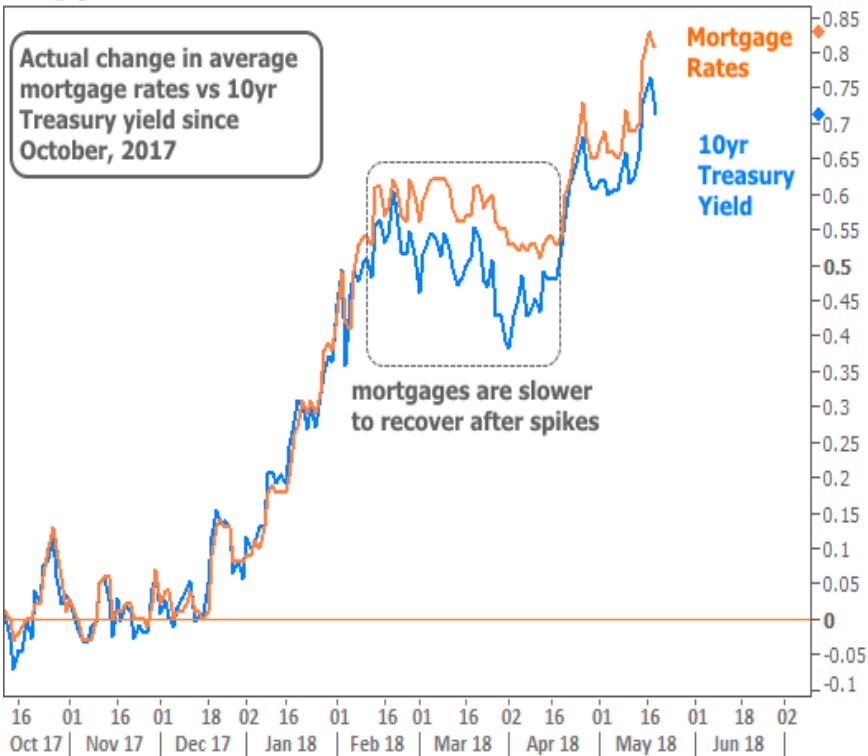
Is That "Barely Budging" Thing Going to Happen This Time?

This already began happening on Friday. 10yr Treasury yields fell the better part of 0.06% and mortgage rates were lucky if they saw half that. Because mortgage rates are typically offered in .125% increments, that means Friday's rates were the same as Thursdays. The improvements come in the form of lower upfront costs, which technically lowers the "effective rate."

All that to say that if there were no closing costs and only interest rates tied mortgages, the average lender would have only improved by about 0.02% compared to 3 times that amount in the Treasury market.

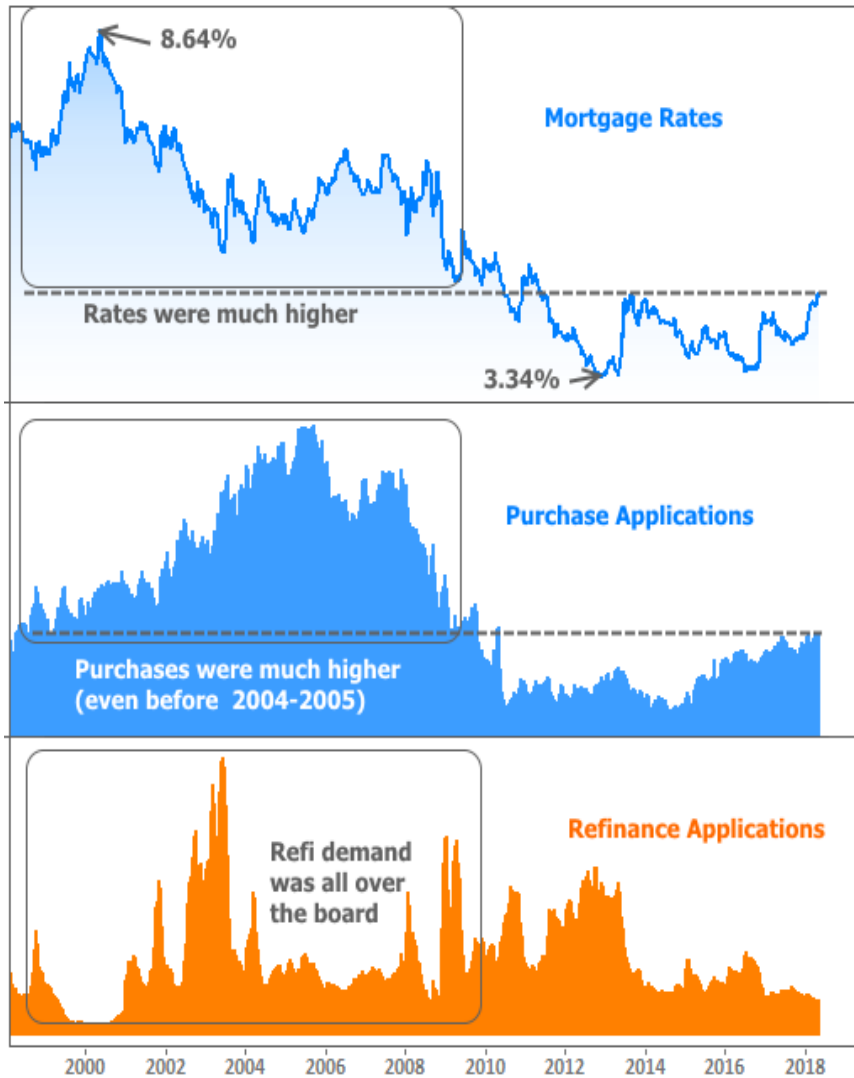
As to whether or not rates "barely budge" from here on out, everything that traders can possibly know about the future is already priced-in to current trading levels. We can't know ahead of time if bonds will continue to recover next week. We can only know that--if they do--mortgage rates are likely to recover by a smaller amount.

Mortgage Rates Escalator

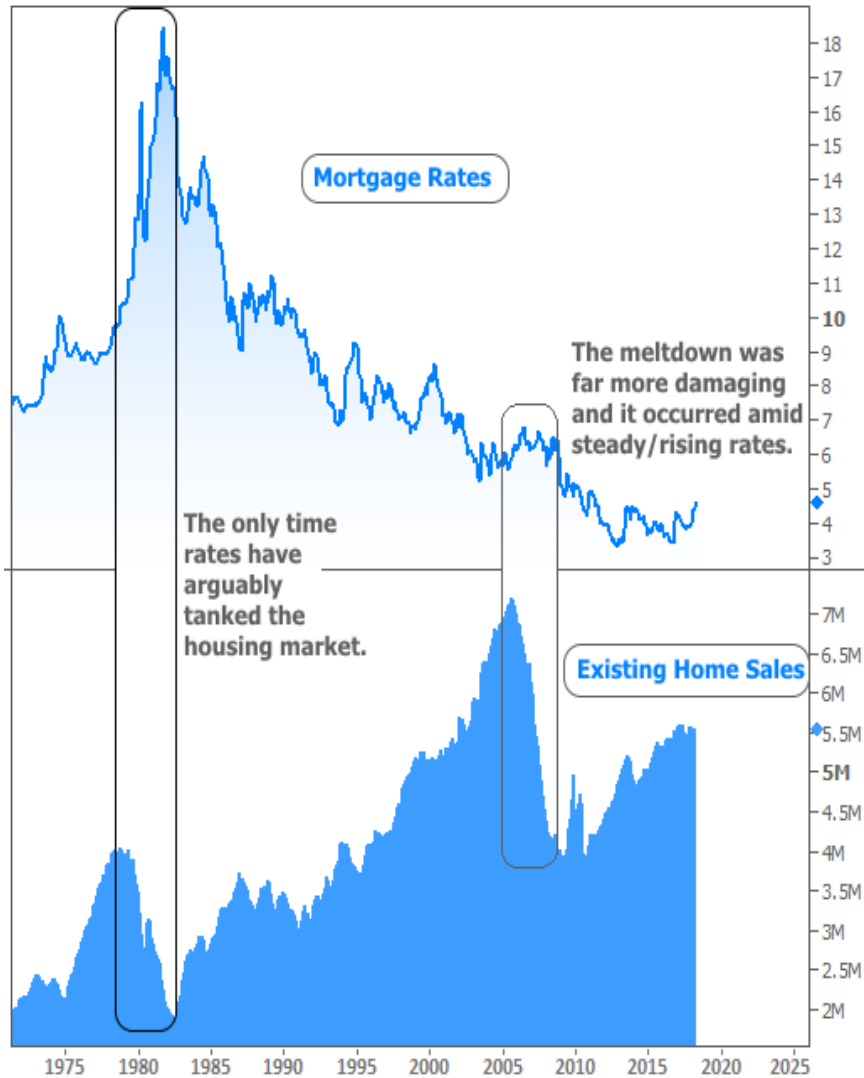


What's The Fallout So Far? Will This Affect The Housing Market?

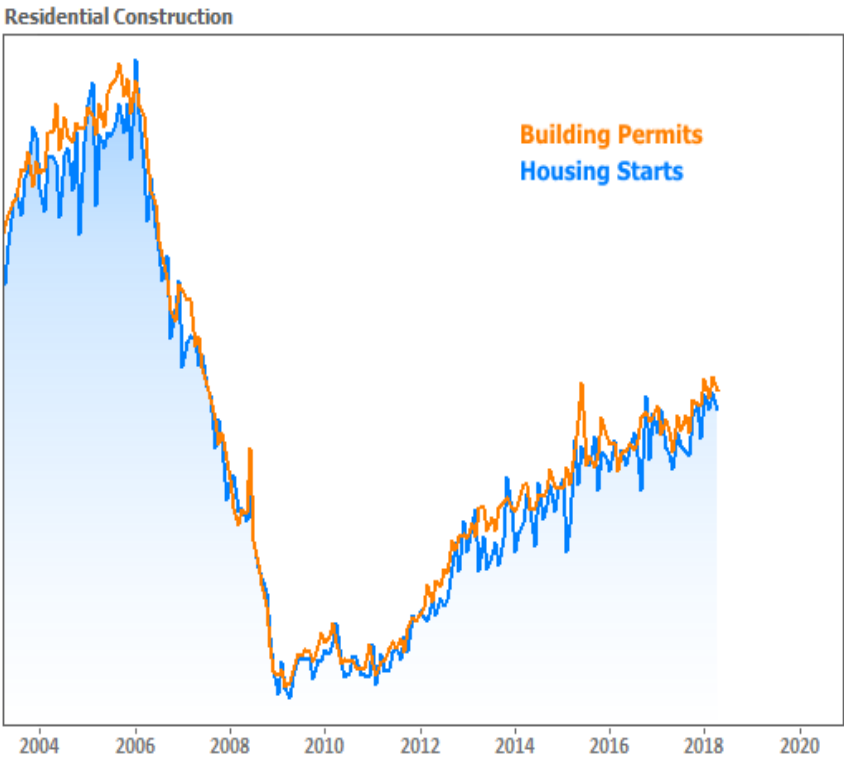
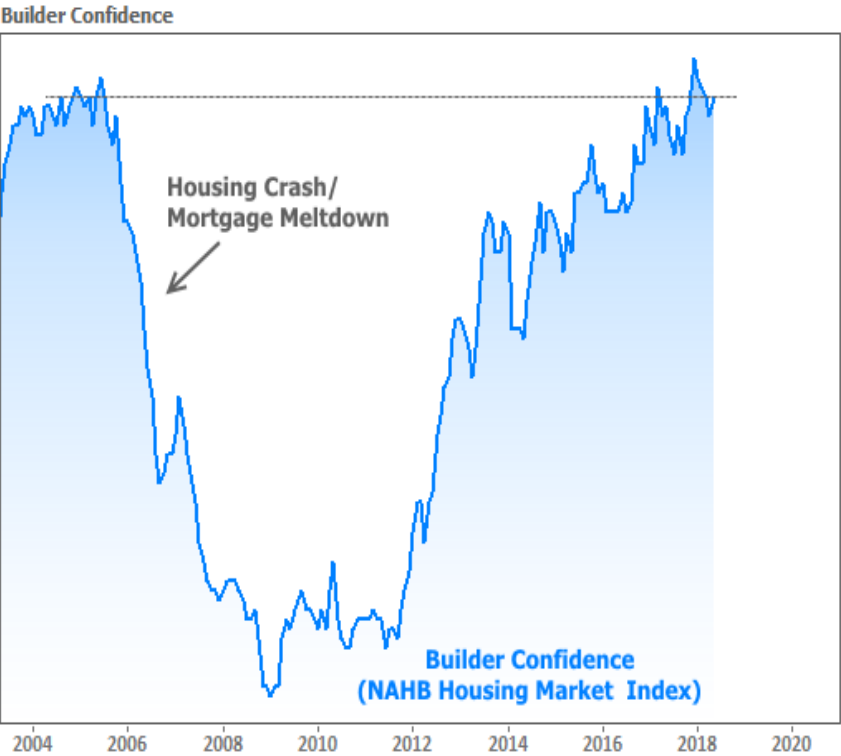
There are always plenty of scary headlines about mortgage rates when they begin rising quickly or when they hit the highest levels in a long time. As you can well imagine, SOME prospective buyers will make different decisions in a rising rate environment. But history is clear in showing that a big spike in rates isn't a deal-breaker in the bigger picture. The most obvious fallout is always on the refinance side of the mortgage market.



The only exception would be a rate spike so massive that it rivaled that of the early 80's. Fortunately, even the most pessimistic rate forecasters agree that won't happen. But just for the sake of argument, let's imagine it could happen. If it did what it did in 1980, and took sales back to their most recent lows (1975), the modern day equivalent would be the recent lows from 2010. That wouldn't be "fun," but it still wouldn't be the end of the world.



Again though, a 1980's style rate spike is not in the cards. Investors know that we have been in a rising rate environment and that it could continue. While it makes for some short term alarm, and while we expect to see some contraction relative to the previous pace of sales, this week's housing-related data speaks for itself.



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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, May 15				

Event Importance:

No Stars = Insignificant
☆ Low

Date	Event	Actual	Forecast	Prior
8:30AM	Apr Retail Sales (%)	+0.3	0.3	0.6
10:00AM	May NAHB housing market indx	70	69	69
Wednesday, May 16				
7:00AM	w/e MBA Purchase Index	252.4		257.7
7:00AM	w/e Mortgage Refinance Index	1057.1		1098.4
8:30AM	Apr House starts mm: change (%)	-3.7		1.9
8:30AM	Apr Build permits: change mm (%)	-1.8		4.4
9:15AM	Apr Industrial Production (%)	+0.7	0.6	0.5
Thursday, May 17				
8:30AM	May Philly Fed Business Index	34.4	21.0	23.2
8:30AM	w/e Jobless Claims (k)	222	219	211
10:00AM	Apr Leading index chg mm (%)	0.4	0.4	0.3
Tuesday, May 22				
1:00PM	2-Yr Note Auction (bl)	33		
Wednesday, May 23				
7:00AM	w/e Mortgage Market Index	366.7		376.5
10:00AM	Apr New home sales chg mm (%)	-1.5	-2.0	4.0
1:00PM	5-Yr Note Auction (bl)	36		
Thursday, May 24				
8:30AM	w/e Jobless Claims (k)	234	225	222
9:00AM	Mar Monthly Home Price yy (%)	6.7		7.2
10:00AM	Apr Existing home sales (ml)	5.46	5.57	5.60
1:00PM	7-Yr Note Auction (bl)	30		
Friday, May 25				
8:30AM	Apr Durable goods (%)	-1.7	-1.4	2.6
8:30AM	Apr Nondefense ex-air (%)	1.0	0.7	-0.4
10:00AM	May U Mich Sentiment Final (ip)	98.0	98.8	98.8
2:00PM	Memorial Day			

★ 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.

Mike Baker

