



## Mike Baker

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## Let's Talk Turkey: Do US Markets Care?

Turkey is the 17th biggest economy in the world in terms of GDP. That's neck and neck with the Netherlands, roughly 20% bigger than Saudi Arabia (the next closest country) and 4 times bigger than Greece. So the fact that Turkey is in the throes of a **debt crisis** is making news.

But is Turkey moving domestic markets or are investors just **gawking** at the imploding Lira (Turkey's currency)?

I mention Greece because it was the last country outside the top 10 biggest economies to unexpectedly cause a stir in US markets. Granted, that was truly a big deal because Greece is part of the Eurozone (for a time, there were concerns the entire EU could unravel). But the Greek debt crisis **reminds** us not to be too cynical when it comes to the potential impact on US markets from drama that seems a world away.

Cynicism is fashionable (and usually a good policy when it comes to watching financial markets), but Turkey definitely had an impact this week. We know this because we could see US Treasury yields (aka "rates") gearing up to respond to Friday's big inflation report (CPI, the consumer price index) before making an unexpected move that **could only be explained** by plummeting Turkish Lira.

A day earlier, Thursday's PPI (producer price index) ticked down just slightly. PPI isn't as highly regarded as a market mover for rates. Investors understand it has been trending higher after bouncing with oil prices, and should eventually level-off. Still, PPI is now high enough to suggest some of those wholesale costs will have to be passed on to consumers. As such, when PPI unexpectedly **dropped**--even if only by a modest amount--markets responded by getting in a slightly more optimistic position for Friday's CPI.

## 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

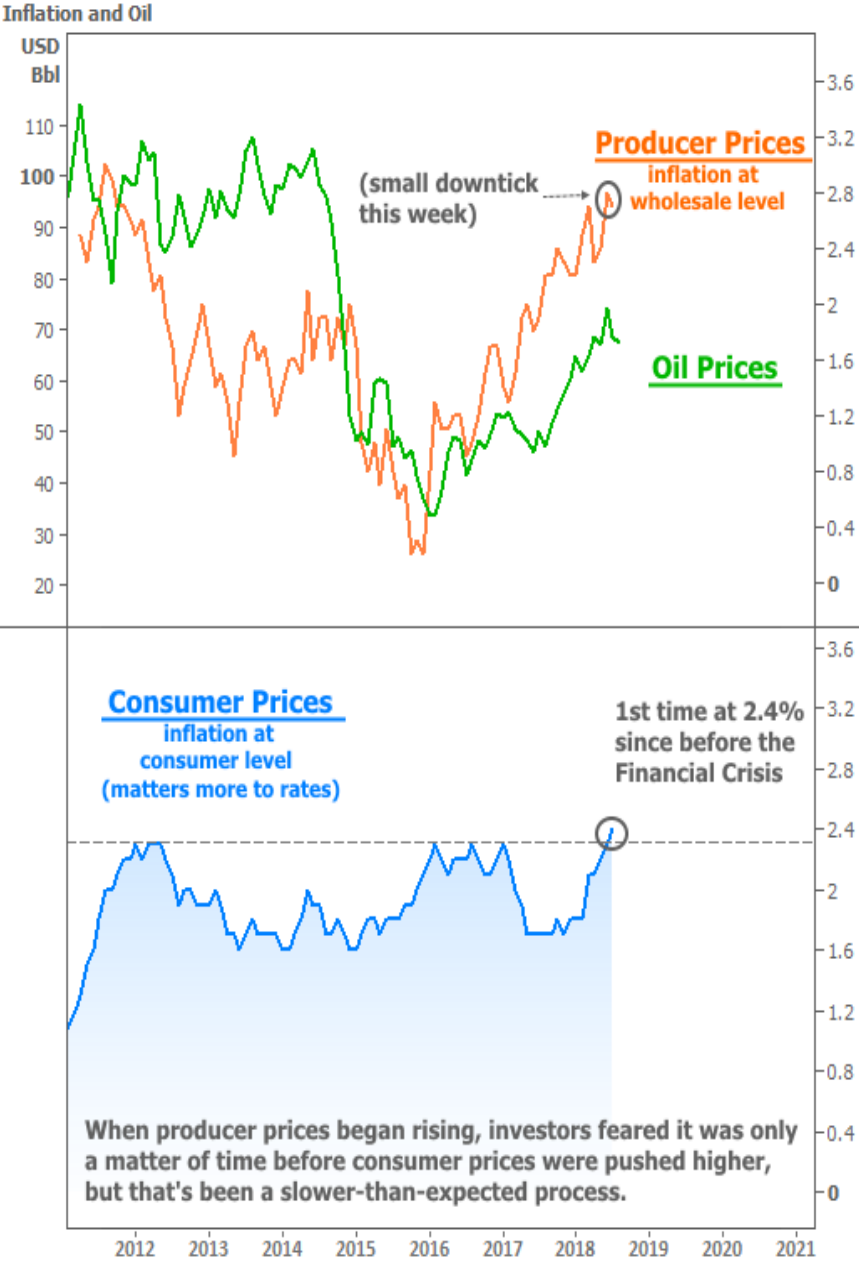
## Market Data

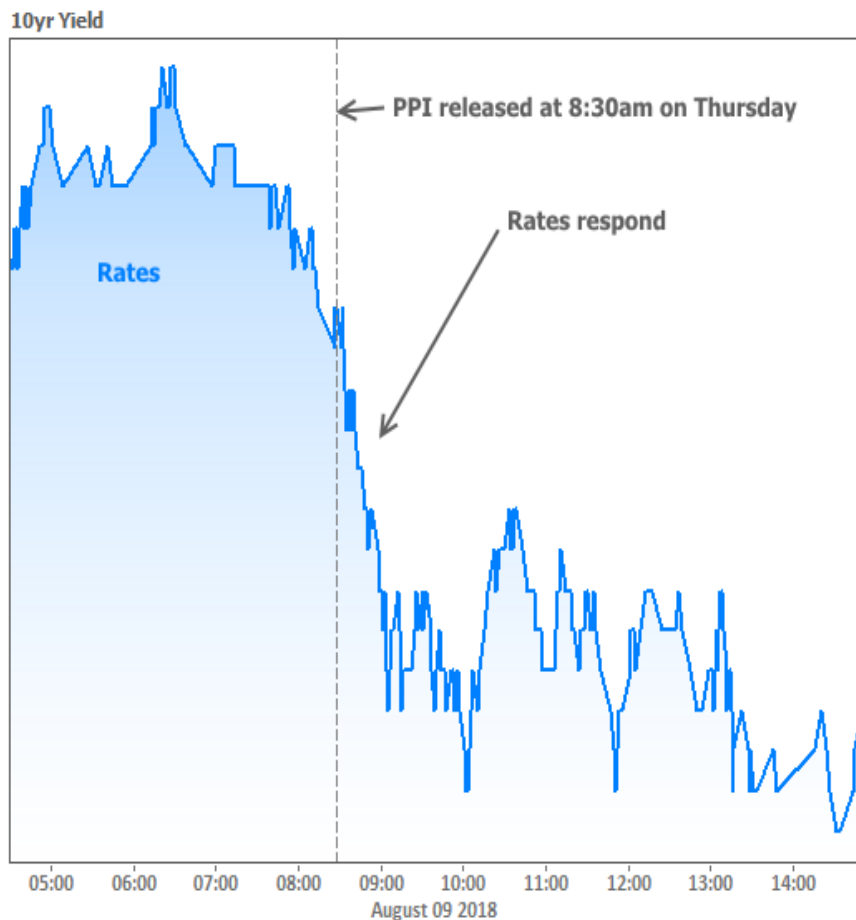
	Price / Yield	Change
MBS UMBS 5.5	98.49	-0.45
MBS GNMA 5.5	99.10	-0.44
10 YR Treasury	4.4030	+0.0050
30 YR Treasury	4.5640	0.0000

Pricing as of: 7/1 4:50AM 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%



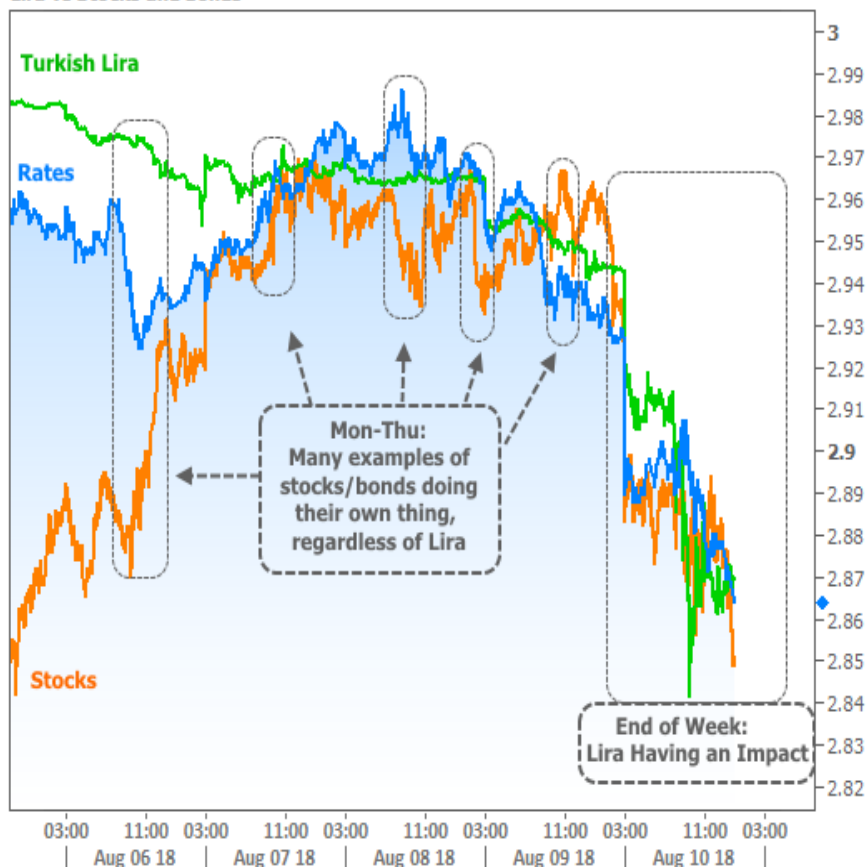


Confused yet? Don't be. I'll break it down:

- **Wholesale** inflation (PPI) was lower than expected on Thursday.
- Inflation correlates with rates (discussed in [last week's newsletter](#))
- So rates moved a bit lower on Thursday, hoping to see a similar "lower-than-expected" result in Friday's **consumer**-level inflation data (CPI)
- The consumer inflation data ended up being just a hair **HIGHER** than expected
- Because **inflation correlates with rates**, this suggested that rates should bounce back up--even if only slightly

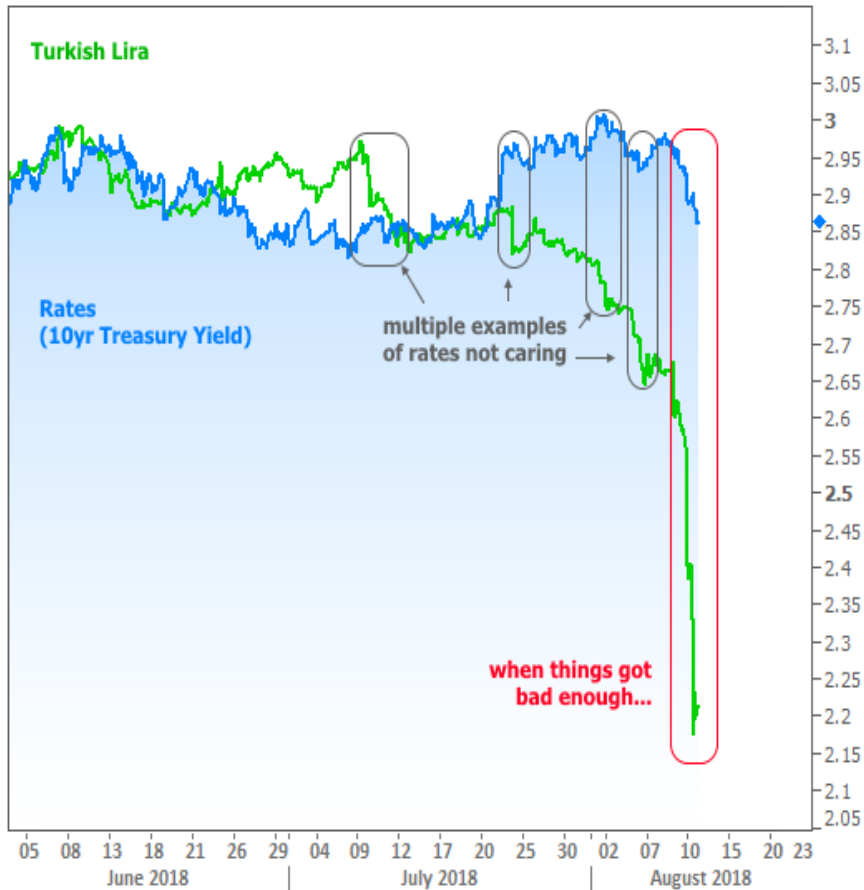
Rates did, indeed move higher in the first few minutes following **Friday** morning's **consumer** price data, but then they turned around and went lower for the rest of the day. The **only** compelling way to explain the move is by pointing to the Turkish crisis. It was the first time this week that such an explanation really worked.

Lira vs Stocks and Bonds



You may wonder why markets suddenly decided to care about Turkey when Mon-Thu saw **so many examples** to the contrary. The reason is fairly logical. Markets always have a list of concerns and potential motivations. Some are clearly in the spotlight and others are lucky to be a sideshow. But even the sideshow market-movers can crank the volume up enough to get the audience's attention. In a nutshell, that's what happened with Turkey on Friday. The following chart will help illustrate how loud the sideshow has gotten. Then, the lower portion will remind us that it's still just a sideshow.

Lira vs Bonds

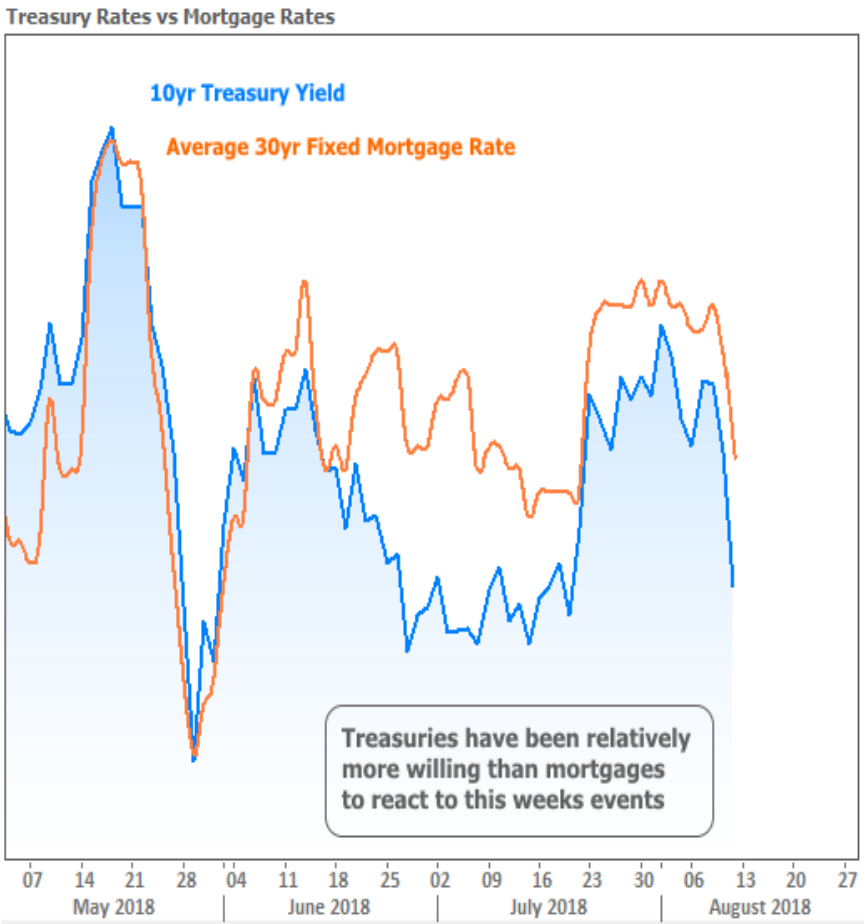


Lira vs Bonds



As is so often the case with these dire situations that are seemingly far removed from US markets, this isn't a black and white issue. You may come across some opinions in the coming days/weeks that credit Turkey for a majority of global market movement. Others may take the opposite stance. The truth is **somewhere in between**, and heavily dependent on how much worse the situation gets before it gets better.

While it's tremendously unlikely to be a game changer in the big picture, it's safe to label the Turkish debt crisis as "moderately helpful" for US interest rates this week. Unfortunately, these sorts of "helpers" (the ones that come from crisis situations abroad), tend to help US Treasuries more than mortgage rates. The following chart shows the relative recent movement.



Next week is fairly calm in terms of scheduled data and events although we will get **several housing-related reports** on Wednesday and Thursday. A smaller slate of potential market movers on the domestic front will leave the door open for Turkish headlines to cause volatility. Just remember that volatility can be for better or worse when it comes to rates. As soon as it looks like Turkey has turned a corner, rates run the risk of adjusting higher moderately, but quickly.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, Aug 07				
1:00PM	3-Yr Note Auction (bl)	34		
Wednesday, Aug 08				

Event Importance:

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

Date	Event	Actual	Forecast	Prior
7:00AM	w/e MBA Purchase Index	233.1		237.9
7:00AM	w/e Mortgage Refinance Index	927.6		971.3
<b>Thursday, Aug 09</b>				
8:30AM	Jul Producer Prices (%)	0.0	0.2	0.3
8:30AM	Jul Core Producer Prices YY (%)	2.7	2.8	2.8
8:30AM	w/e Jobless Claims (k)	213	220	219
10:00AM	Jun Wholesale inventories mm (%)	0.1	0.0	0.0
10:00AM	Jun Wholesale sales mm (%)	-0.1	0.5	2.5
<b>Friday, Aug 10</b>				
8:30AM	Jul CPI mm, sa (%)	0.2	0.2	0.1
8:30AM	Jul Core CPI Year/Year (%)	2.4	2.3	2.3
<b>Tuesday, Aug 14</b>				
8:30AM	Jul Import prices mm (%)	0.0	0.1	-0.4
8:30AM	Jul Export prices mm (%)	-0.5	0.2	0.3
<b>Wednesday, Aug 15</b>				
7:00AM	w/e Mortgage Refinance Index	927.5		927.6
7:00AM	w/e MBA Purchase Index	225.5		233.1
8:30AM	Jul Retail Sales (%)	0.5	0.1	0.5
8:30AM	Aug NY Fed Manufacturing	25.60	20.00	22.60
8:30AM	Q2 Productivity Preliminary (%)	2.9	2.3	0.4
8:30AM	Q2 Labor Costs Preliminary (%)	-0.9	0.3	2.9
9:15AM	Jul Industrial Production (%)	0.1	0.3	0.6
9:15AM	Jul Capacity Utilization (%)	78.1	78.2	78.0
10:00AM	Aug NAHB housing market indx	67	67	68
<b>Thursday, Aug 16</b>				
8:30AM	Jul House starts mm: change (%)	0.9		-12.3
8:30AM	Jul Building permits: number (ml)	1.311	1.310	1.292
8:30AM	Jul Housing starts number mm (ml)	1.168	1.260	1.173
8:30AM	Aug Philly Fed Business Index	11.9	22.0	25.7
8:30AM	Jul Build permits: change mm (%)	1.5		-0.7
8:30AM	w/e Jobless Claims (k)	212	215	214
<b>Friday, Aug 17</b>				
10:00AM	Aug Consumer Sentiment	95.3	98.0	97.9
10:00AM	Aug 1yr Inflation Outlook (%)	2.9		2.9
10:00AM	Aug 5yr Inflation Outlook (%)	2.5		2.4
10:00AM	Jul Leading index chg mm (%)	0.6	0.4	0.5
<b>Wednesday, Oct 10</b>				
1:00PM	10-yr Note Auction (bl)	23		
<b>Thursday, Oct 11</b>				

Date	Event	Actual	Forecast	Prior
1:00PM	30-Yr Bond Auction (bl)	15		

# 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

