



**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](mailto:mike@rateshopkc.com)  
[View My Website](#)

## Why Aren't Mortgages Falling as Fast as Other Rates?

10yr Treasury yields are widely thought to dictate mortgage rate movement. This week's trade war headlines caused plenty of **volatility** and a general decline in Treasury yields, but mortgage rates had a hard time keeping up.

Before we get to the finer points of Treasuries vs mortgage rates, let's recap this week's reaction to various trade-related headlines. There's no question that volatility increased in a major way, as can be seen in VIX chart below.

VIX (volatility index)



The **big spike** right out of the gate suggests that markets were reacting to news that hit over the weekend. Indeed, the culprit was a set of Trump tweets about raising tariff's on Chinese goods. Combined with a story from the Wall Street Journal suggesting China was considering "pulling out of trade talks," the **message to markets was clear**: something had gone wrong in the trade negotiation process.

Generally speaking, a trade deal between the US and China is almost **universally viewed as good** for global financial markets as well as the economies of both countries. Economic strength tends to coincide with higher stock prices and bond yields. As such, it was no surprise to see stocks and bond yields fall as trading began for the week.

## National Average Mortgage Rates



	Rate	Change	Points
<b>Mortgage News Daily</b>			
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
<b>Freddie Mac</b>			
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	4.3951	-0.0029
30 YR Treasury	4.5645	+0.0005

Pricing as of: 7/1 2:49AM EST

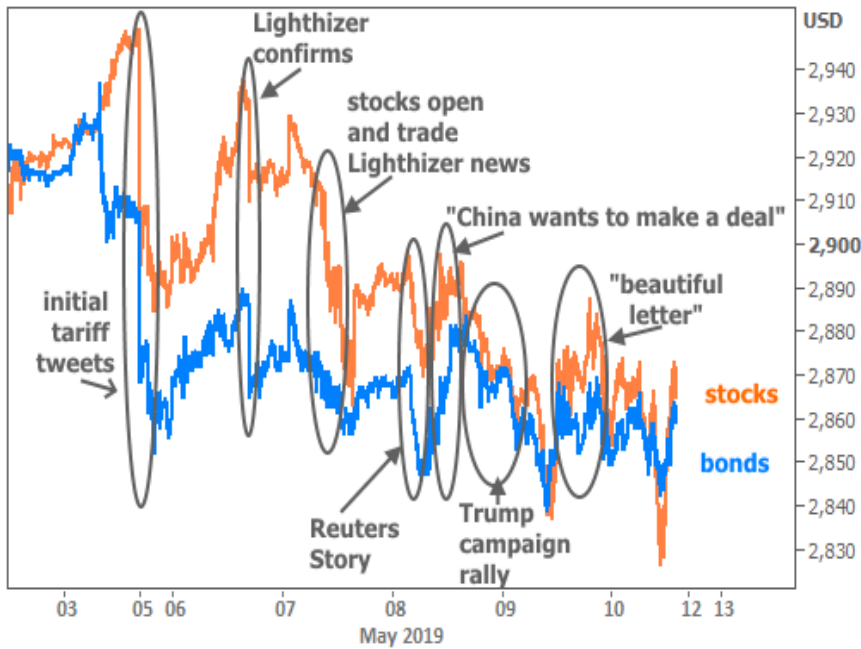
## Recent Housing Data

	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%

From there on out, markets were **transfixed by trade war drama**. Here's a quick recap of the highlights and the corresponding logical impact on stocks/bonds ("bonds" = "bond yields" in this list).

1. Initial tariff tweets cause immediate drop in stocks/bonds, but markets bounce back amid an absence of additional news for most of the day on Monday.
2. Monday, close of business. US Trade official Lighthizer: China has backed away from agreements. This caused another move lower in stocks/bonds, both on Monday afternoon and again when markets opened on Tuesday
3. Early Wednesday morning, [Reuters exclusive](#) detailed how China had "backtracked on almost all aspects of trade deal." Stocks/bonds fall again
4. Mid-morning, White House reports that China is sending a delegation and "wants to make a deal." Stocks and bonds move back up briefly
5. Wednesday evening, at a campaign rally, Trump says China "broke the deal. They can't do that, so they'll be paying."
6. Thursday mid-day, Trump says he received a "beautiful letter" from President Xi, and cites Xi as saying "let's work together to see if we can get something done." Stocks and bonds bounce.
7. Finally, stocks and bonds fall back in line with lows as trade talks conclude for the week, only to bounce back up to the day's highs following positive comments from Trump in the afternoon (not highlighted below)

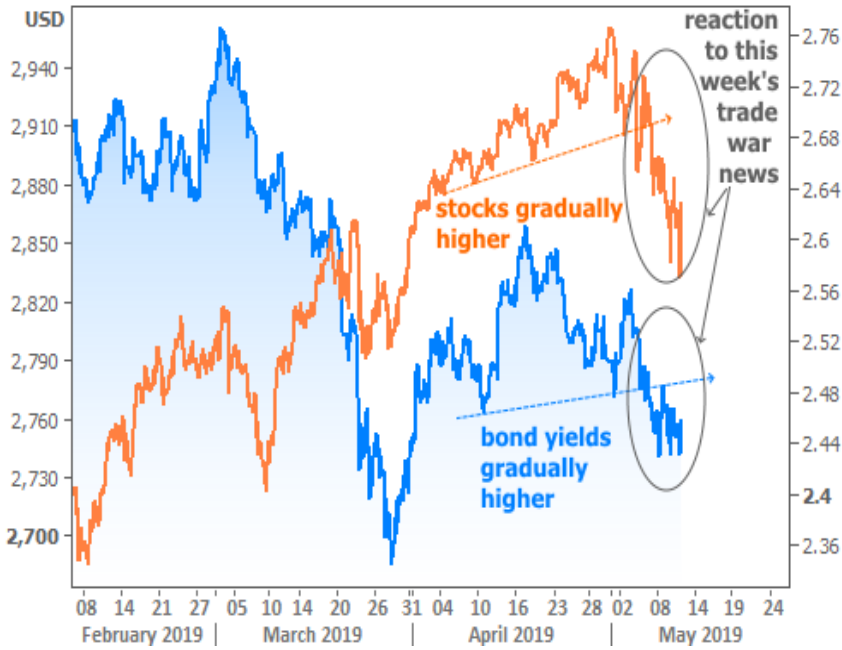
Rates vs Stocks



Before this fairly wild week, it looked like **rates had decided to move higher** after being unable to break below key levels last week due to Fed Chair Powell's press conference on Wednesday. Stocks didn't love what they heard from Powell but were nonetheless able to hold near all-time highs.

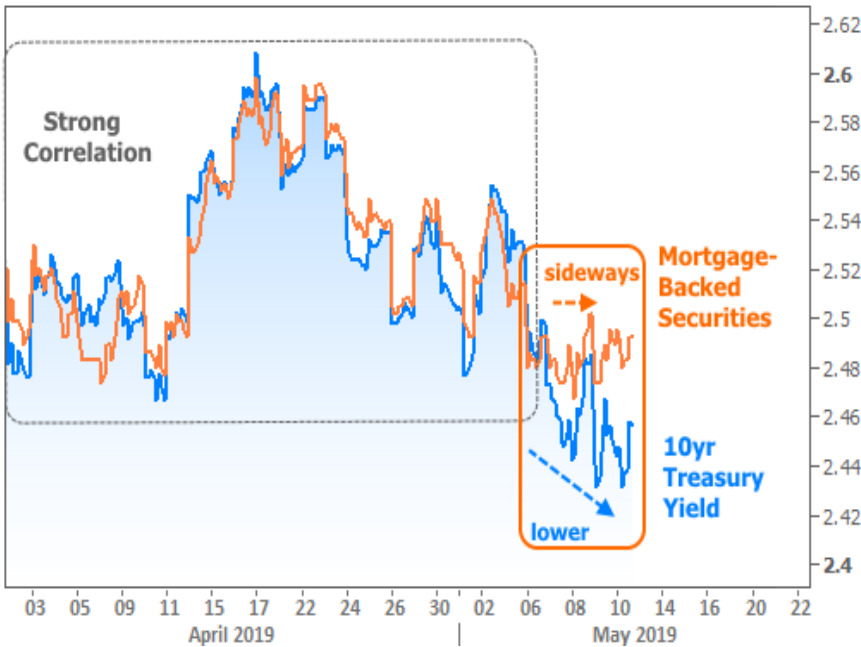
Powell aside, stocks and bonds were both moving gradually higher anyway. Viewed in the bigger picture, this week's trading resulted in a fairly **obvious reversal** of those trends.

Rates vs Stocks



To come back to our original thesis, although we are certainly seeing a general decline in Treasury yields this week, mortgage rates are just as certainly **having a hard time keeping up**. This will be especially puzzling to anyone laboring under the misapprehension that Treasury yields always dictate mortgage rates.

Treasuries vs MBS



While it is very true that Treasuries represent the benchmark/core of the US interest rate market, and also very true that mortgages tend to correlate **almost perfectly** with Treasury movement, there are notable exceptions. Mortgages are actually driven directly by mortgage-backed securities (MBS). Simply put, these are bonds composed of groups of mortgages for the purpose of managing risk and providing liquidity among mortgage investors.

Because the government took control of the two biggest issuers of MBS during The Financial Crisis, MBS returns are **just as guaranteed** as Treasury returns. If that were the only thing investors cared about, MBS would always move in lock-step with Treasuries.

But MBS are subject to a **huge variable** that Treasuries never have to worry about: human behavior. Whereas the government will pay the agreed-upon yield on a Treasury security as long as it lasts, a mortgage borrower will only pay the agreed-upon yield (aka "interest") as long as they have their mortgage. For a variety of reasons, they may decide to move or refinance. When that happens, the investor is no longer receiving the stream of payments with interest that it signed up for.

The early retirement of a mortgage is referred to as "prepayment" in the secondary market, and it goes hand in hand with another MBS buzz word: "speeds." This simply refers to the speed at which certain vintages of MBS are being paid off.

To make a long story short, the monthly prepayment report showed a **drastic increase** in speeds early this week. This suggested MBS were a bit overvalued relative to Treasuries, and a logical correction ensued (even though it seemed paradoxical on the surface).

The **good news is twofold**. First, the correction is over for now and in fact, mortgages outperformed Treasuries on Friday. But more importantly, this was only ever cause for concern when looking at rate movement under a microscope. Both mortgage rates and Treasury yields are operating very close to the lowest levels in more than a year.

Treasuries vs Mortgage Rates



The week ahead should be telling for markets as traders are able to get back to business following this week's trade war diversions. Economic data will return after being mostly absent or inconsequential this week. In that regard, next Wednesday's Retail Sales report is likely the **most important data point** followed by a smattering of other mid-tier reports in the 2nd half of the week.

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

Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, May 07				

Event Importance:

No Stars = Insignificant  
 ☆ Low

Date	Event	Actual	Forecast	Prior
1:00PM	3-Yr Note Auction (bl)	38		
<b>Wednesday, May 08</b>				
7:00AM	w/e Mortgage Refinance Index	1238.5		1228.3
7:00AM	w/e MBA Purchase Index	270.2		259.4
<b>Thursday, May 09</b>				
8:30AM	Apr Core Producer Prices YY (%)	2.4	2.5	2.4
8:30AM	w/e Jobless Claims (k)	228	225	230
10:00AM	Mar Wholesale inventories mm (%)	-0.1	0.0	0.0
10:00AM	Mar Wholesale sales mm (%)	2.3	0.2	0.3
<b>Friday, May 10</b>				
12:00AM	Roll Date - Fannie Mae 30YR, Freddie Mac 30YR			
8:30AM	Apr Consumer Price Index (CPI) (%)	0.3	0.4	0.4
8:30AM	Apr Core CPI (Annual) (%)	2.1	2.1	2.0
<b>Tuesday, May 14</b>				
8:30AM	Apr Import prices mm (%)	0.2	0.7	0.6
8:30AM	Apr Export prices mm (%)	0.2	0.5	0.7
<b>Wednesday, May 15</b>				
7:00AM	w/e MBA Purchase Index	268.5		270.2
7:00AM	w/e Mortgage Refinance Index	1232.6		1238.5
8:30AM	Apr Retail Sales (%)	-0.2	0.2	1.6
8:30AM	May NY Fed Manufacturing	17.80	8.50	10.10
9:15AM	Apr Industrial Production (%)	-0.5	0.0	-0.1
9:15AM	Apr Capacity Utilization (%)	77.9	78.7	78.8
10:00AM	May NAHB housing market indx	66	64	63
<b>Thursday, May 16</b>				
8:30AM	Apr House starts mm: change (%)	5.7		-0.3
8:30AM	Apr Building permits: number (ml)	1.296	1.290	1.288
8:30AM	Apr Housing starts number mm (ml)	1.235	1.205	1.139
8:30AM	May Philly Fed Business Index	16.6	9.0	8.5
8:30AM	Apr Build permits: change mm (%)	0.6		-0.2
<b>Friday, May 17</b>				
10:00AM	May 5yr Inflation Outlook (%)	2.6		2.3
10:00AM	May Consumer Sentiment	102.4	97.5	97.2
10:00AM	May 1yr Inflation Outlook (%)	2.8		2.5
10:00AM	Apr Leading index chg mm (%)	0.2	0.2	0.4
<b>Wednesday, Jul 10</b>				
1:00PM	10-yr Note Auction (bl)	24		
<b>Thursday, Jul 11</b>				
1:00PM	30-Yr Bond Auction (bl)	16		

- ★ 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**

