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Does Housing Market Care About Impeachment?

It's effectively impossible to read, watch, or listen to the news this week without the impeachment taking center stage. While this sort of thing may be interesting to network news producers, it's of **almost no consequence** to financial markets--let alone the housing and mortgage market.

Granted, it would be a different story if there was a reasonable chance of Trump being removed from office. But that would require a 2/3rds vote in the Senate--something that borders on **impossible** not only for Trump, but for any president in the modern political environment.

Because of that, markets couldn't care much less about the impeachment proceedings when it comes to informing the direction of their next move. **At the very least**, I can tell you they're not trading any differently based on the risk Trump is removed from office.

There is a bit of a paradoxical effect to consider, however. Some political strategists, pundits, and relatives visiting for the holidays have suggested that a failed attempt to remove the president from office only strengthens his chances of reelection in 2020. To whatever extent traders share that view, that **COULD** have an impact on the way they're trading. Sorting out the nuances of that impact is a complicated matter, but one might generally expect Treasury issuance to remain elevated and the tax code to remain relatively unchanged. Neither of those things have been great for rates in and of themselves.

But if the tax code and Treasury issuance put upward pressure on rates, why did rates fall for most of 2019?

Great question! First off, much of the impact was felt in 2018 with rates hitting the highest levels since 2011 by the end of the year. 2019 ended up seeing pervasively lower rates for several reasons. One of the biggest reasons was the uncertainty surrounding the US/China trade war. If last week's phase 1 trade deal announcement is an indication of things to come, rates could face additional upward pressure in 2020. To be sure, that risk is weighing heavily on the minds of market participants as they ponder a big picture bounce similar to those seen in 2013 and 2016.

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	4.3887	-0.0093
30 YR Treasury	4.5554	-0.0086

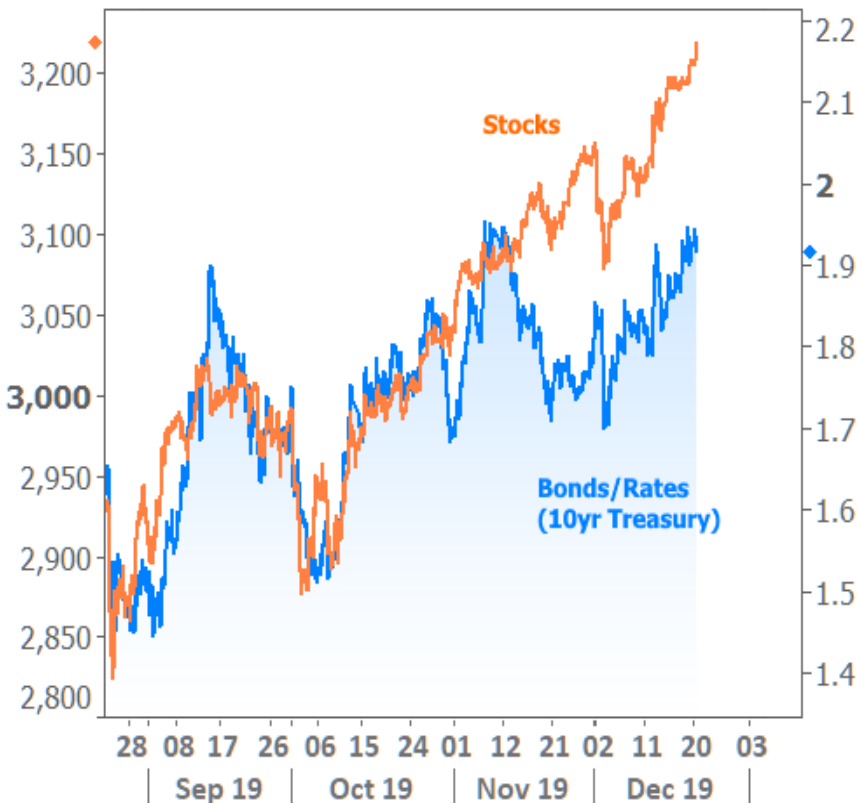
Pricing as of: 7/1 12:53AM EST

Recent Housing Data

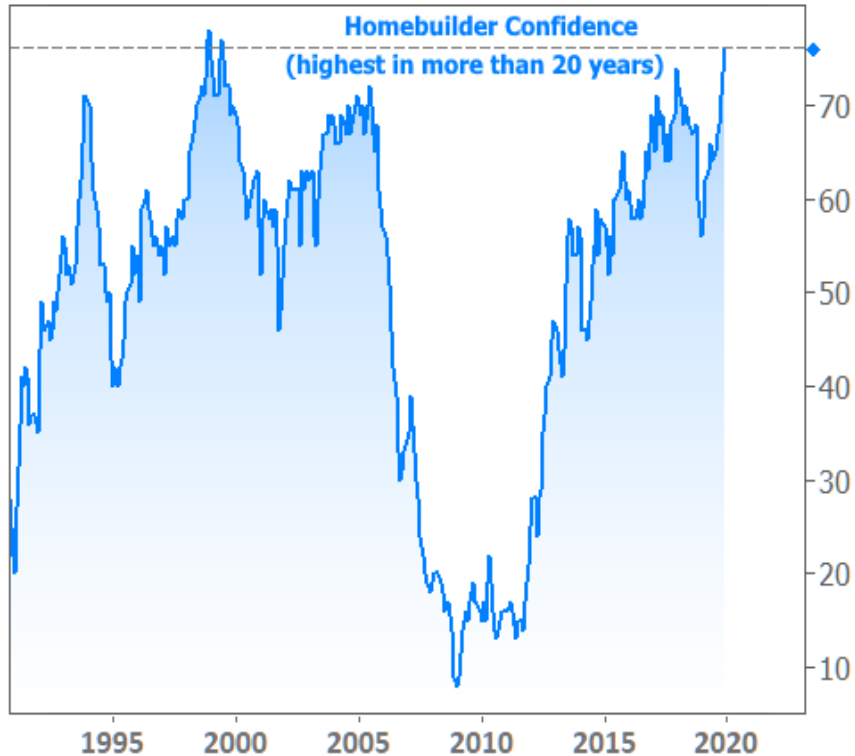
		Value	Change
Mortgage Apps	Jun 12	208.5	+15.58%
Building Permits	Mar	1.46M	-3.95%
Housing Starts	Mar	1.32M	-13.15%
New Home Sales	Mar	693K	+4.68%
Pending Home Sales	Feb	75.6	+1.75%
Existing Home Sales	Feb	3.97M	-0.75%
Builder Confidence	Mar	51	+6.25%



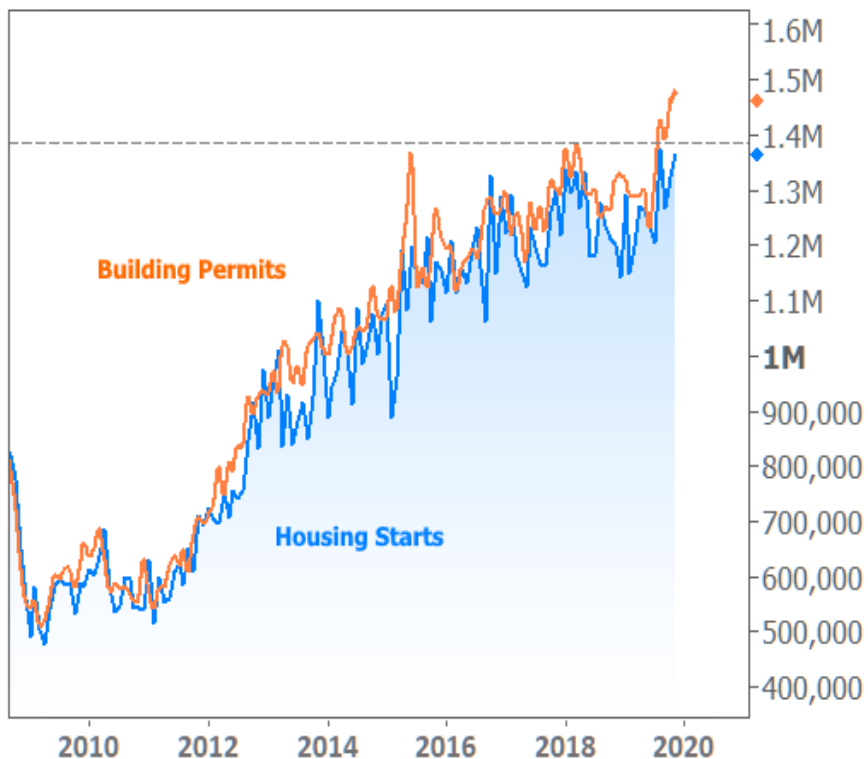
Softening that blow, to some extent, is the fact that deescalation of trade tensions would also help the stock market continue pushing all-time highs.



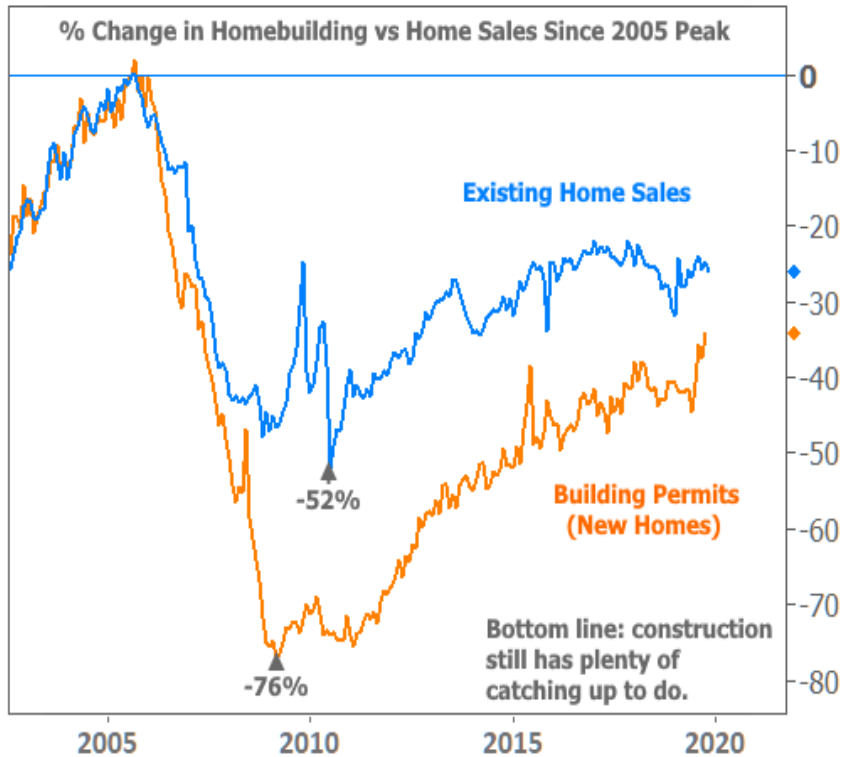
Homebuilders also have an eye on the trade situation as tariffs can have a small but noticeable impact on certain building materials. The improvement in trade relations with China is **only part of the story** though. In fact, it's probably the smaller part compared to the recently announced USMCA agreement. Homebuilders have generally praised several improvements over NAFTA, but the biggest benefit is that a part of the code that allows for the import of cheap Canadian lumber remains unchanged. Like anything, there are tradeoffs. The US lumber industry is not a fan, but homebuilders are the happiest they've been in more than 20 years.



In fairness, the promise of relatively cheaper materials isn't solely responsible for this phenomenon. Low interest rates have helped as has the fact that **NEW** homes are better able to adapt to shifts in affordability trends. That's a fancy way of saying that builders are able to build **smaller homes on smaller lots** whereas the average "**existing home**" has a wider footprint on a bigger piece of land. This comparative advantage helps explain why construction numbers continue to improve while Existing Home Sales have leveled off.



But there's an **even simpler, even better** way to reconcile the variation in trajectory between construction and existing sales. Simply put, construction lost a lot more ground during the mortgage meltdown, so it has more room to run before catching up to the rebound in existing sales.



In other news this week, mortgage rates pushed back up to their highest levels in more than a month, although that's **not quite as troubling as it sounds** given the exceptionally narrow range over that time. For reference, that range has been about an eighth of a percentage point (0.125%) between the lows and highs going all the way back to mid-October.

Market movement between now and the 2nd week of January will be unpredictable and perhaps illogical as market participation falls off dramatically for the holidays. Even if we do see movement in stocks and bonds, there's no guarantee it will have any bearing on the beginning of 2020. For that, we'll need to see how economic data is shaping up in the new year and how the US/China trade negotiations progress.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Monday, Dec 16				
9:45AM	Dec PMI-Services (Markit)	52.2	51.9	51.6
9:45AM	Dec PMI-Manufacturing (Markit)	52.5	52.5	52.6
10:00AM	Dec NAHB housing market indx	76	70	70
Tuesday, Dec 17				
8:30AM	Nov Building permits: number (ml)	1.482	1.410	1.461
8:30AM	Nov Build permits: change mm (%)	1.4		5.0
8:30AM	Nov House starts mm: change (%)	+3.2		3.8
8:30AM	Nov Housing starts number mm (ml)	1.365	1.345	1.314
9:15AM	Nov Industrial Production (%)	+1.1	0.8	-0.8

Event Importance:

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

Date	Event	Actual	Forecast	Prior
Wednesday, Dec 18				
7:00AM	w/e Mortgage Refinance Index	1958.7		2094.1
7:00AM	w/e MBA Purchase Index	262.6		268.3
Thursday, Dec 19				
8:30AM	Dec Philly Fed Business Index	+0.3	8.0	10.4
8:30AM	w/e Jobless Claims (k)	234	220	252
10:00AM	Nov Existing home sales (ml)	5.35	5.44	5.46
10:00AM	Nov Exist. home sales % chg (%)	-1.7	-0.2	1.9
Friday, Dec 20				
8:30AM	Q3 GDP Final (%)	2.1	2.1	2.1
10:00AM	Dec Consumer Sentiment (ip)	99.3	99.2	99.2
10:00AM	Nov Core PCE Inflation (y/y) (%)	+1.6	1.6	1.6
Monday, Dec 23				
8:30AM	Nov Durable goods (%)	-2.0	1.5	0.5
8:30AM	Nov Nondefense ex-air (%)	0.1	0.2	1.1
10:00AM	Nov New home sales chg mm (%)	1.3	-0.3	-0.7
10:00AM	Nov New home sales-units mm (ml)	0.719	0.734	0.733
1:00PM	2-Yr Note Auction (bl)	40		
Tuesday, Dec 24				
10:00AM	5-Yr Note Auction (bl)	41		
Wednesday, Dec 25				
12:00AM	Christmas Day			
Thursday, Dec 26				
7:00AM	w/e MBA Purchase Index	250.1		262.6
7:00AM	w/e Mortgage Refinance Index	1859.0		1958.7
8:30AM	w/e Jobless Claims (k)	222	224	234
1:00PM	7-Yr Note Auction (bl)	32		

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

