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## The Truth About Skipping Mortgage Payments (And The Consequences)

Every professional in the housing/mortgage market understands the crushing economic changes for many households as a result of coronavirus. It makes all the sense in the world for those households to pursue the forbearance option (skipping mortgage payments for 180-360 days) if needed. But it may make considerably **less** sense for those who aren't **truly** in need. Either way, the decision should not be taken lightly and its consequences are already being felt.

The CARES Act requires that mortgage servicers grant forbearance **without** verifying need. In other words, if you say you have a financial need, your mortgage company can't ask you to document it. This has resulted in a much bigger surge in mortgage non-payment than the industry expected.

When people don't pay their mortgage, the fallout is a **bit different** than most other things in life. For instance, if I loan you \$100 and you don't pay me back, I'm out \$100! If you gave me some collateral, I could sell that and try to recoup some of that \$100 of course, but I'd still come up short--especially when factoring in time and energy.

The investors fronting money for mortgages **don't** have to worry about getting repaid. There are guarantees in place for that from housing agencies (Fannie Mae and Freddie Mac, primarily). But those guarantees only mean the investor will get the principal and interest they otherwise would have received for the time the mortgage existed. They **DO NOT** protect the investor from other expenses that can arise when a homeowner isn't making payments.

That's typically **not** too big of a concern because the risk of non-payment is low and stable enough that it can be easily managed. With the risk now higher than ever and without knowing how long the situation will last, uncertainty reigns supreme among mortgage investors. Uncertainty has a cost.

For instance, the housing agencies that guarantee a majority of mortgages are now charging **7% of the loan balance** to lenders when new loans enter forbearance status too soon after closing. The time window can be as long as 6-8 weeks in some cases. In other words, the lender loses \$21,000 on a \$300,000 loan. Such costs quickly add up to insolvency for some lenders.

## National Average Mortgage Rates



	Rate	Change	Points
<b>Mortgage News Daily</b>			
30 Yr. Fixed	7.07%	<b>+0.02</b>	0.00
15 Yr. Fixed	6.45%	<b>0.00</b>	0.00
30 Yr. FHA	6.51%	<b>+0.02</b>	0.00
30 Yr. Jumbo	7.26%	<b>0.00</b>	0.00
5/1 ARM	7.02%	<b>-0.01</b>	0.00
<b>Freddie Mac</b>			
30 Yr. Fixed	6.86%	<b>-0.01</b>	0.00
15 Yr. Fixed	6.16%	<b>+0.03</b>	0.00

Rates as of: 6/28

## Market Data

	Price / Yield	Change
MBS UMBS 5.5	98.49	<b>-0.45</b>
MBS GNMA 5.5	99.10	<b>-0.44</b>
10 YR Treasury	4.3887	<b>-0.0093</b>
30 YR Treasury	4.5554	<b>-0.0086</b>

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%

The investors who buy mortgages are accounting for these new risks by charging **higher rates and fees**, or by simply ceasing to offer certain loan programs altogether. The greater the number of forbearance risk factors, the higher you can expect the rate to be, **EVEN IF** you personally don't agree that the risk factor applies in your case.

Moreover, the industry's definition of "risk factors" might surprise you. Case in point, housing agencies **won't buy/guarantee cash-out loans at all** if there's been early forbearance, even with the 7% penalty). Rather than run the risk of getting stuck with a mortgage that can't be sold to or guaranteed by the housing agencies, many investors simply aren't doing cash-out mortgages right now. Most of those who remain in the game are charging extra fees and/or higher rates. That means that a borrower with an 800 credit score who wants a cash out loan for half of their home's value (a stellar credit risk historically) would still pay a much higher rate.

To a large extent, this would be happening regardless of the people opting for forbearances who don't really need them. But those people are certainly **making things worse** for everyone else. They're also making it worse for themselves.

If we look beyond the impact on rates and program availability, there are other reasons a homeowner should **think twice** before requesting a forbearance they don't need. As the guidelines currently stand, there is no guarantee that they'd be able to refinance or get a new mortgage with forbearance on their credit report--especially if the forbearance is ongoing.

This is a head-scratcher for those who've followed the forbearance and CARES Act news reasonably closely, because the law states that there is to be no adverse credit reporting as a result of forbearance. While **it is true** that forborne payments will not be reported as late, the forbearance itself is **still reported**, and that's obviously a red flag for the mortgage industry as long as the CARES Act's guidelines remain intact.

In terms of credit scores, it is true that forbearance will not **DIRECTLY** impact someone's FICO, but there's no way to prevent it from having an indirect impact in some cases. For instance, certain creditors are lowering **available revolving credit limits** in the event forbearance shows up on a credit report. This increases the ratio of debt to available credit, which is a key ingredient in determining FICO score.

In other words, even though the forbearance itself is not affecting FICO scores, it can lead other lenders to make changes that cause scores to drop, and it can absolutely hurt your ability to buy/refi in the future. Could that be clarified to your advantage in the future? Certainly, but it's important to know that's not the way it is right now.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
<b>Monday, May 04</b>				
10:00AM	Mar Factory orders mm (%)	-10.3	-9.7	0.0
<b>Tuesday, May 05</b>				
10:00AM	Apr ISM N-Mfg PMI	41.8	36.8	52.5
<b>Wednesday, May 06</b>				
7:00AM	w/e MBA Purchase Index	220.0		208.0
7:00AM	w/e Mortgage Refinance Index	3835.7		3901.4
8:15AM	Apr ADP National Employment (k)	-20236	-20050	-27
<b>Thursday, May 07</b>				
8:30AM	w/e Jobless Claims (k)	3169	2500	3839

Event Importance:

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

Date	Event	Actual	Forecast	Prior
<b>Friday, May 08</b>				
8:30AM	Apr Unemployment rate mm (%)	14.7	16.0	4.4
8:30AM	Apr Non-farm payrolls (k)	-20500	-22000	-701
<b>Monday, May 11</b>				
1:00PM	3-Yr Note Auction (bl)	42		
<b>Tuesday, May 12</b>				
8:30AM	Apr Core CPI (Annual) (%)	1.4	1.7	2.1
<b>Wednesday, May 13</b>				
7:00AM	w/e MBA Purchase Index	243.3		220.0
7:00AM	w/e Mortgage Refinance Index	3709.3		3835.7
8:30AM	Apr Core Producer Prices YY (%)	0.6	0.9	1.4
<b>Thursday, May 14</b>				
8:30AM	Apr Import prices mm (%)	-2.6	-3.1	-2.3
8:30AM	Apr Export prices mm (%)	-3.3	-2.1	-1.6
<b>Friday, May 15</b>				
8:30AM	Apr Retail Sales (%)	-16.4	-12.0	-8.7
9:15AM	Apr Industrial Production (%)	-11.2	-11.5	-5.4
9:15AM	Apr Capacity Utilization (%)	64.9	64.0	72.7
10:00AM	May Consumer Sentiment	73.7	68.0	71.8
10:00AM	Mar Business Inventories (%)	-0.2	-0.2	-0.4
<b>Wednesday, Jul 08</b>				
1:00PM	10-yr Note Auction (bl)	29		
<b>Thursday, Jul 09</b>				
1:00PM	30-Yr Bond Auction (bl)	19		

## 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**

