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All-Time Low Mortgage Rates? Not Exactly...

Have you heard the one about "all-time low" mortgage rates? It's been in the news quite a bit over the past two weeks, but it's **massively** misleading. Rates are definitely not at all-time lows, although they're close in some cases.

What's really going on here? Who decides if rates are at all time lows anyway?

Most news stories making this claim are relying on Freddie Mac's weekly survey data, and **that's a problem**. It's not that the data is bad or wrong--just that it's limited.

Freddie's survey **doesn't** count the 2nd half of any given week. It also tends to move more slowly and conservatively than actual lender offerings. As such, it misses a lot of solid milestones, like the true depth of the all-time lows that occurred in early August. Rates have been no lower since then.

Additionally, Freddie asks for a **best case** rate rather than an average. That's a problem right now due to the **recent implementation** of a new refinance fee. This fee caused significant volatility starting in August, and it means that refinance rates are clearly higher than purchase rates. Considering a majority of new mortgages are refinances, this detail is reasonably important!

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	4.3931	-0.0049
30 YR Treasury	4.5597	-0.0043

Pricing as of: 6/30 10:43PM 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%



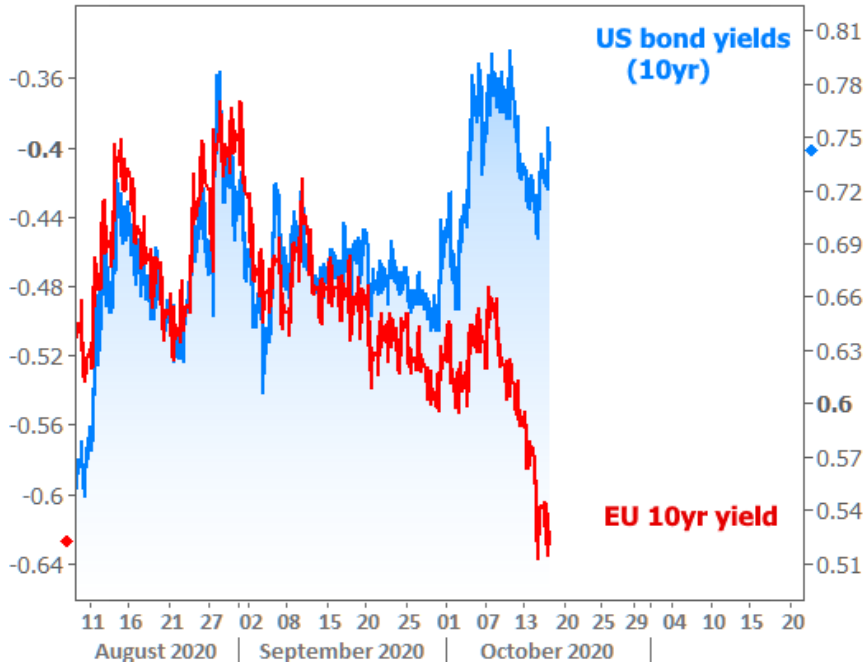
To sum all this up, if you're **BUYING** a home, you may be seeing rates that are **CLOSE** to recent all-time lows. In some cases where a specific lender has improved pricing better than their peers in the past 2 months, you could actually be seeing an all-time low (for that lender). But if you're **refinancing**, your rate quote--while still historically low--is not quite an all-time low.

Perhaps more important than the outright level of interest rates is the **risk of volatility** on the horizon. With everything the economy and financial markets have been through in 2020, the past few months have been surprisingly calm in the bigger picture--especially for the bond market (which has a direct bearing on mortgage rates). But there are several reasons we should be prepared for more volatility ahead.

Election. The US presidential election is weeks away. First off, this always has potential to cause market volatility. Moreover, markets seem to be getting in position for bigger movement. Both stocks and bonds are at the same levels seen in early September, and both have been flat in the bigger picture since then. Even without the election, that flatness tends to precede volatility.

Covid at home. Covid-related news is ongoing, of course. Markets continue to show a willingness to react to significant changes in case counts, vaccine trials, new treatments, mortality, and the anticipated economic effects of all of the above. Winter is coming, and we're about to learn 'something' either way. If the fight against the pandemic goes better than expected in the coming months it implies significant upward pressure on rates.

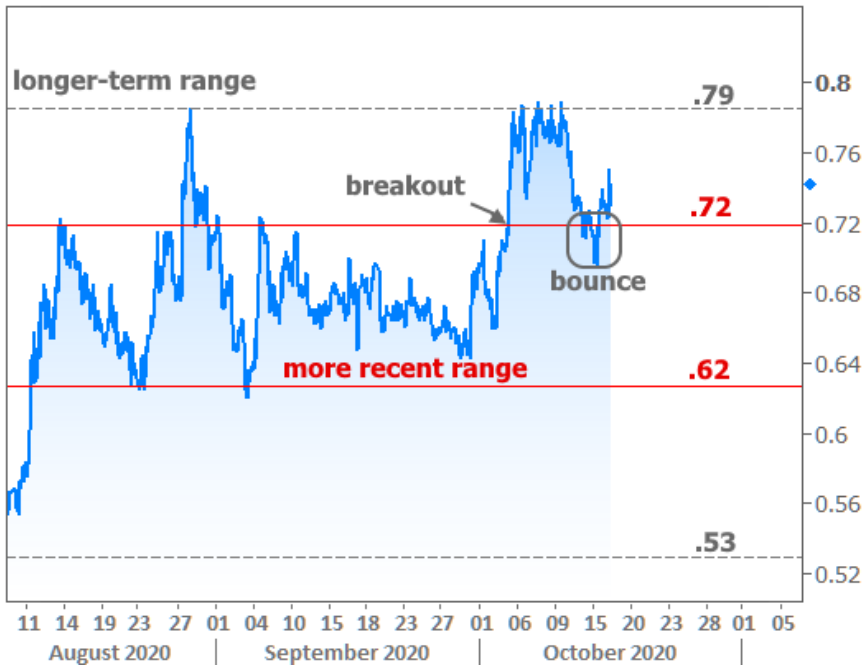
Covid abroad. Europe is arguably entering a new covid crisis. This has been helping the US bond market rethink its recent efforts to push toward higher rates.



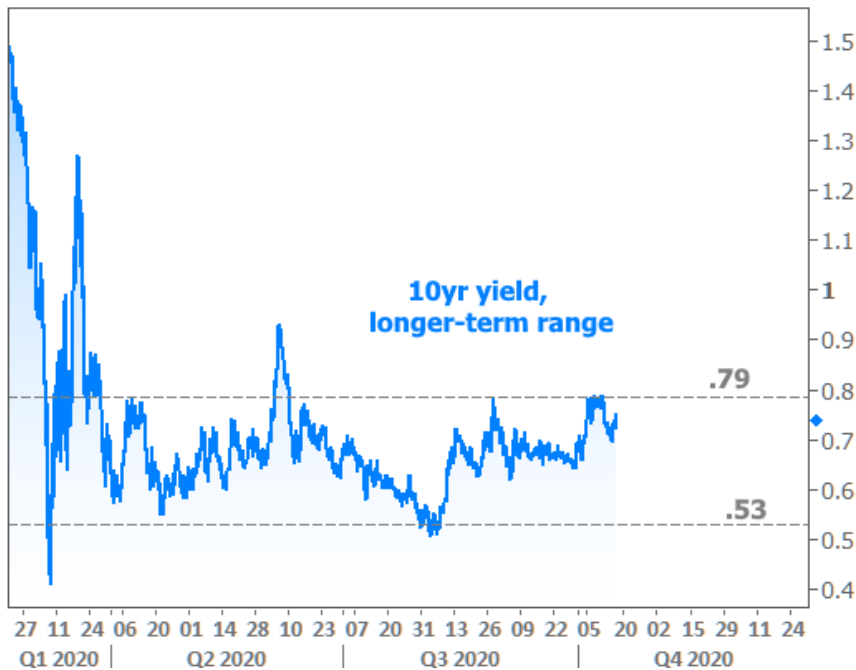
If the situation continues to spiral, it should continue to help bonds, but only as a supporting actor. US bonds have already proven more than capable of marching to their own beat, post-covid.



Stocks, Bonds, Technicals! 10yr Treasury yields broke out of a shorter-term range this week. They added emphasis to that breakout by failing to get back into the previous range despite several attempts this week. In other words, they bounced at 0.72 as a floor after it had been a ceiling more often than not in the past few months.



Such behavior often implies additional momentum toward higher rates, but importantly, there is a longer-term range that remains unbroken.



Stocks were on a tear before the big sell-off in early September (the one that seemed to help bonds calm down and remain in the shorter-term range). Stocks haven't made it back to recent highs. Now, both sides of the market seem to be consolidating--circling the wagons, if you will--in preparation for their next move. The timing of the presidential election and the anticipation for an impending stimulus deal are no coincidence, but markets may not be able to wait that long to make a move.

In the chart below:

- 1) the big stock sell-off that helped bonds calm down
- 2) stocks and bond yields moving higher together, but no higher than they have been in recent months.



Any Caveats?

Yes! Let's talk about one! With all of the above out of the way, there's at least one great reason to expect slightly less volatility in mortgage rates relative to the broader financial market. The reason is also very simple. Mortgage rates may be very low, but they haven't fallen remotely as quickly as their long-time companion and guidance giver: US 10yr Treasury yields. Most of the time, 10yr yields and mortgage rates look like the left side of the following chart. Things obviously changed post-covid.



What this means is that the mortgage market has some room to "soak up" a certain amount of weakness in the broader bond market. The more gradual the weakness is, the easier that would be. If 10yr yields are spiking significantly, don't expect mortgage rates to just take it in stride. But if yields are slowly working their way up from .75% to 1.0% in the coming months, it wouldn't be a huge surprise to see mortgage rates hold relatively sideways.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, Oct 13				
8:30AM	Sep Core CPI (Annual) (%)	1.7	1.8	1.7
Wednesday, Oct 14				
7:00AM	w/e MBA Purchase Index	311.1		316.0
7:00AM	w/e Mortgage Refinance Index	3612.3		3622.3
8:30AM	Sep Core Producer Prices YY (%)	1.2	0.9	0.6
Thursday, Oct 15				
8:30AM	Sep Import prices mm (%)	0.3	0.3	0.9
8:30AM	Oct Philly Fed Business Index	32.3	14.0	15.0
8:30AM	Oct NY Fed Manufacturing	+10.5	15.00	17.00
8:30AM	w/e Jobless Claims (k)	898	860	840
Friday, Oct 16				
8:30AM	Sep Retail Sales (%)	1.9	0.7	0.6
9:15AM	Sep Industrial Production (%)	-0.6	0.5	0.4
10:00AM	Oct Consumer Sentiment	81.2	80.5	80.4
10:00AM	Aug Business Inventories (%)	0.3	0.4	0.1
Monday, Oct 19				
10:00AM	Oct NAHB housing market indx	85	83	83
Tuesday, Oct 20				
8:30AM	Sep Housing starts number mm (ml)	1.415	1.457	1.416
8:30AM	Sep Building permits: number (ml)	1.553	1.520	1.476
8:30AM	Sep Build permits: change mm (%)	5.2		-0.5
8:30AM	Sep House starts mm: change (%)	1.9		-5.1
Wednesday, Oct 21				
7:00AM	w/e MBA Purchase Index	304.6		311.1
7:00AM	w/e Mortgage Refinance Index	3620.5		3612.3
Thursday, Oct 22				
10:00AM	Sep Existing home sales (ml)	6.54	6.30	6.00
10:00AM	Sep Exist. home sales % chg (%)	+9.4	5.0	2.4
10:00AM	Sep Leading index chg mm (%)	0.7	0.7	1.2
Friday, Oct 23				

Event Importance:

No Stars = Insignificant

☆ Low

★ Moderate

★★ Important

★★★ Very Important

Date	Event	Actual	Forecast	Prior
9:45AM	Oct PMI-Composite (source:Markit)	55.5		54.3
Tuesday, Dec 22				
1:00PM	5-Yr Note 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

