



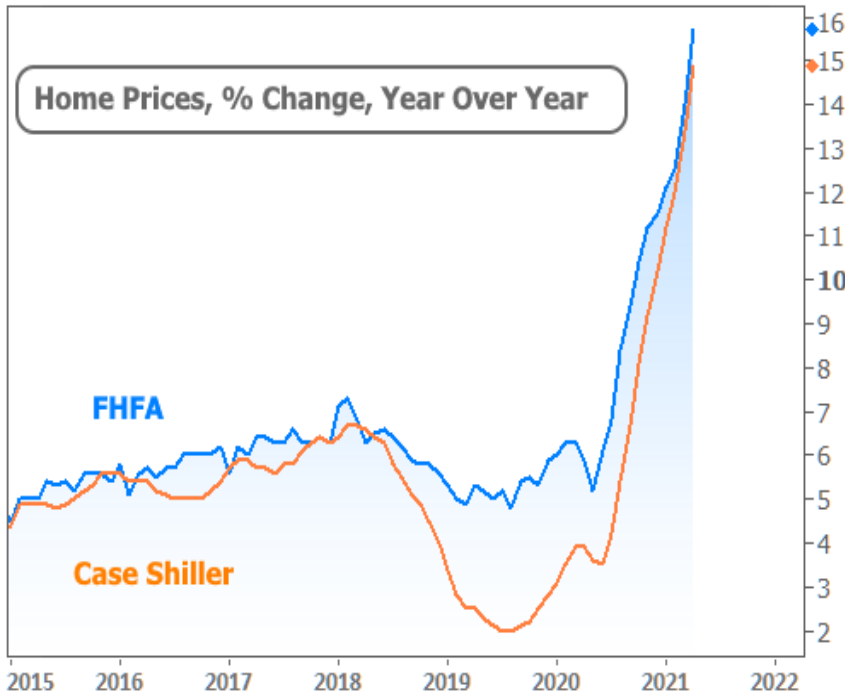
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Rates Defy Jobs Report; No New 40yr Loan; Red Hot Home Prices

A heat wave on the west coast got national attention this week. Despite temps close to 120°, Tuesday's home price data was even hotter with both of the big reports telling the same story.



FHFA prices (nationwide) are increasing at a **record pace**. Case Shiller (20 major metro areas) price appreciation isn't quite back to its pre-mortgage-meltdown level.

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

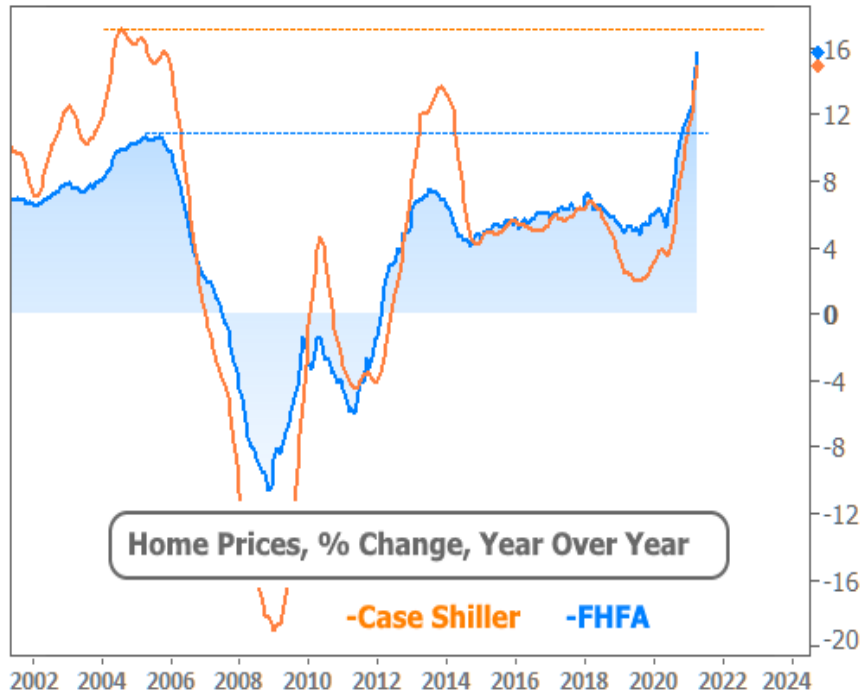
Market Data

	Price / Yield	Change
MBS UMBS 5.5	98.49	-0.45
MBS GNMA 5.5	99.10	-0.44
10 YR Treasury	4.4040	+0.0060
30 YR Treasury	4.5712	+0.0072

Pricing as of: 6/30 8:39PM 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%

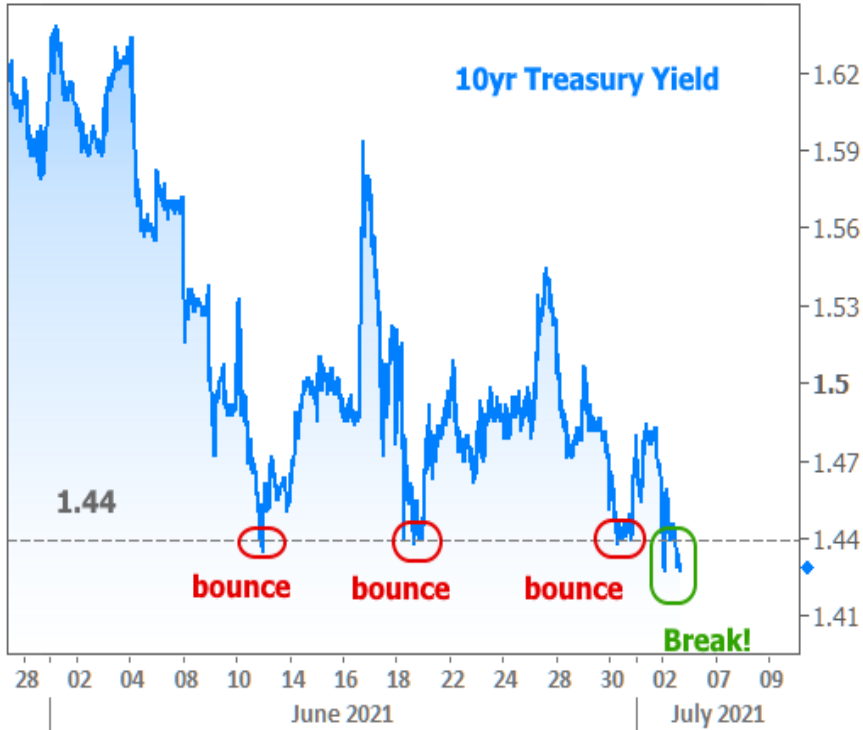


How hot is too hot? That depends. Prices can't continue this pace indefinitely, but many people said the same thing late last year only to regret not pulling the trigger.

Some recent sales numbers cast doubt on buyers' willingness to chase these prices, but now this week's Pending Home Sales report shows that May was **one of the best months** on record.

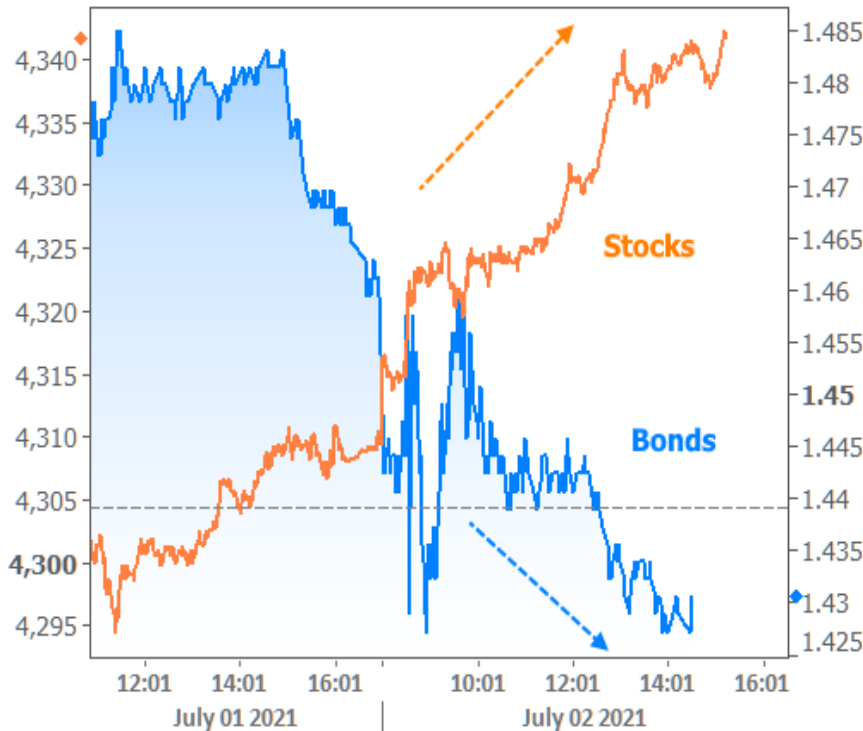


Rates had a good week, with most lenders at or near their best levels since mid June at the very least. 10yr Treasury yields trickled to their best levels in months by Friday afternoon after managing to break the 1.44% floor that had turned away several recent attempts.



That's a **surprising outcome** given the strong reading in the latest official jobs report on Friday. It shouldn't be too surprising, though, given that the Fed has clearly stated it wants to see how the data looks this fall before making any big decisions about its rate-friendly policies.

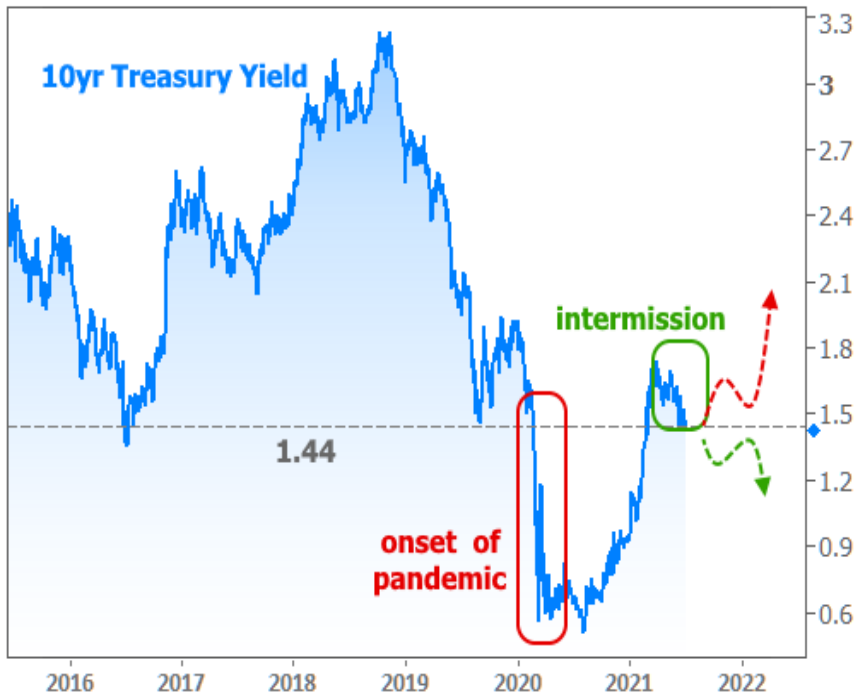
Indeed, the mirror image of stock prices and bond yields is often the result of a market betting on a friendly Fed.



The other way to look at it would be to consider there's **still a long way to go** before the labor market is back to pre-covid levels.



As the data rolls in later this year, bonds will be **faced with the choice** to double down on the "friendly Fed" bets or to proceed with the rising rate reality that seemed to be much more of a sure thing at the end of last year. For now, the intermission continues.



Last but not least, there were a few confusing news stories this week that made it seem like the FHA announced a new 40-year loan. **It didn't**. It was a behind-the-scenes change for the government agency that guarantees FHA/VA loans that will allow lenders better access to liquidity in cases where they've had to **MODIFY** existing 30yr loans by increasing the term.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, Jun 29				
9:00AM	Apr CaseShiller 20 yy (%)	14.9	14.5	13.3
9:00AM	Apr Monthly Home Price yy (%)	15.7		13.9
10:00AM	Jun Consumer confidence	127.3	119.0	117.2
Wednesday, Jun 30				
7:00AM	w/e MBA Purchase Index	255.2		268.0
7:00AM	w/e MBA Refi Index	2856.6		3110.3
8:15AM	Jun ADP National Employment (k)	692	600	978
9:45AM	Jun Chicago PMI	66.1	70.0	75.2
10:00AM	May Pending Sales Index	114.7		106.2
10:00AM	May Pending Home Sales (%)	8.0	-0.8	-4.4
Thursday, Jul 01				
7:30AM	Jun Challenger layoffs (k)	20.476		24.586
8:30AM	w/e Jobless Claims (k)	364	355	411
10:00AM	Jun ISM Manufacturing PMI	60.6	61.0	61.2
10:00AM	May Construction spending (%)	-0.3	0.4	0.2
Friday, Jul 02				
8:30AM	Jun Average earnings mm (%)	0.3	0.4	0.5
8:30AM	Jun Non-farm payrolls (k)	850	700	559
8:30AM	Jun Unemployment rate mm (%)	5.9	5.7	5.8
10:00AM	May Factory orders mm (%)	1.7	1.6	-0.6
Monday, Jul 05				
12:00AM	Independence Day			
Tuesday, Jul 06				
10:00AM	Jun ISM N-Mfg PMI	60.1	63.5	64.0
10:00AM	Jun ISM N-Mfg Bus Act	60.4	66.4	66.2
Wednesday, Jul 07				
7:00AM	w/e MBA Purchase Index	252.4		255.2
7:00AM	w/e MBA Refi Index	2791.3		2856.6
Thursday, Jul 08				
3:00PM	May Consumer credit (bl)	35.28	18.40	18.61
Friday, Jul 09				
10:00AM	May Wholesale inventories mm (%)	1.3	1.1	1.1

Event Importance:

No Stars = Insignificant

☆ Low

★ 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

