



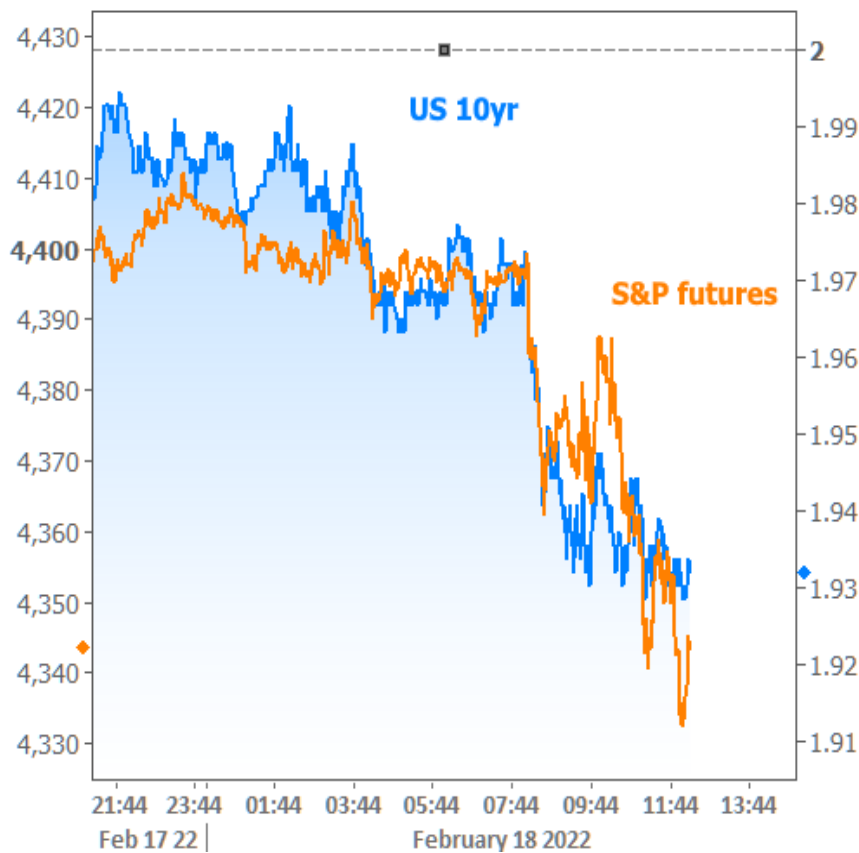
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Mortgage Rates Having Tough Time, But Housing Metrics Are Still Strong

With things still up in the air in terms of geopolitical risk, markets are seeking safer havens. Most recently, this is affecting stocks a bit more than bonds.



This correlated movement is in line with conventional wisdom (i.e. buy bonds, sell stocks, or vice versa). But that wisdom **often differs from reality**. That's especially true over longer time horizons and truer still when markets are adjusting to a shift in the Fed policy outlook. In other words, rather than promote stock prices and bond yields moving in the same direction, a less friendly Federal reserve pushes yields higher and stocks lower. It wasn't until this week's geopolitical flare-up that the correlation returned.

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

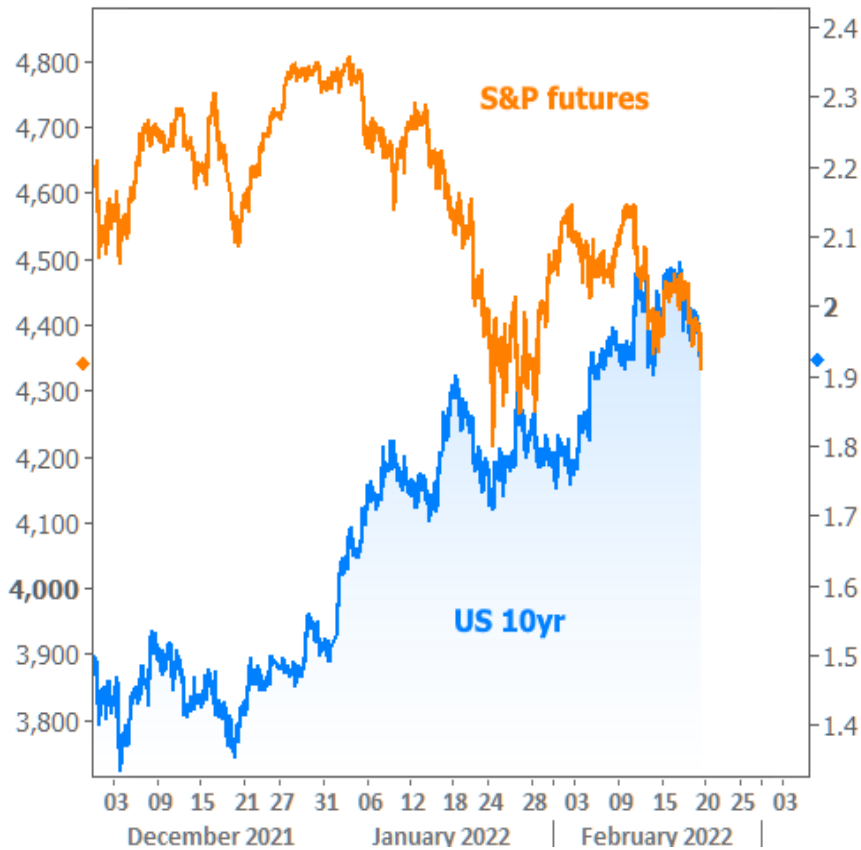
Market Data

	Price / Yield	Change
MBS UMBS 5.5	98.49	-0.45
MBS GNMA 5.5	99.10	-0.44
10 YR Treasury	4.4064	+0.0084
30 YR Treasury	4.5755	+0.0115

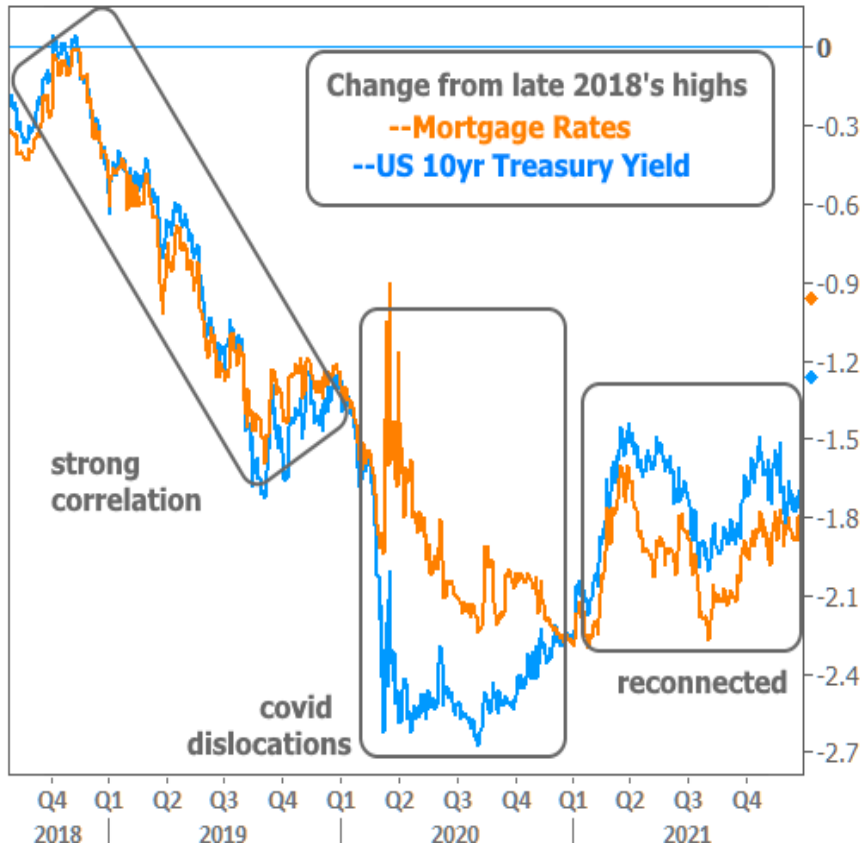
Pricing as of: 6/30 8:47PM EST

Recent Housing Data

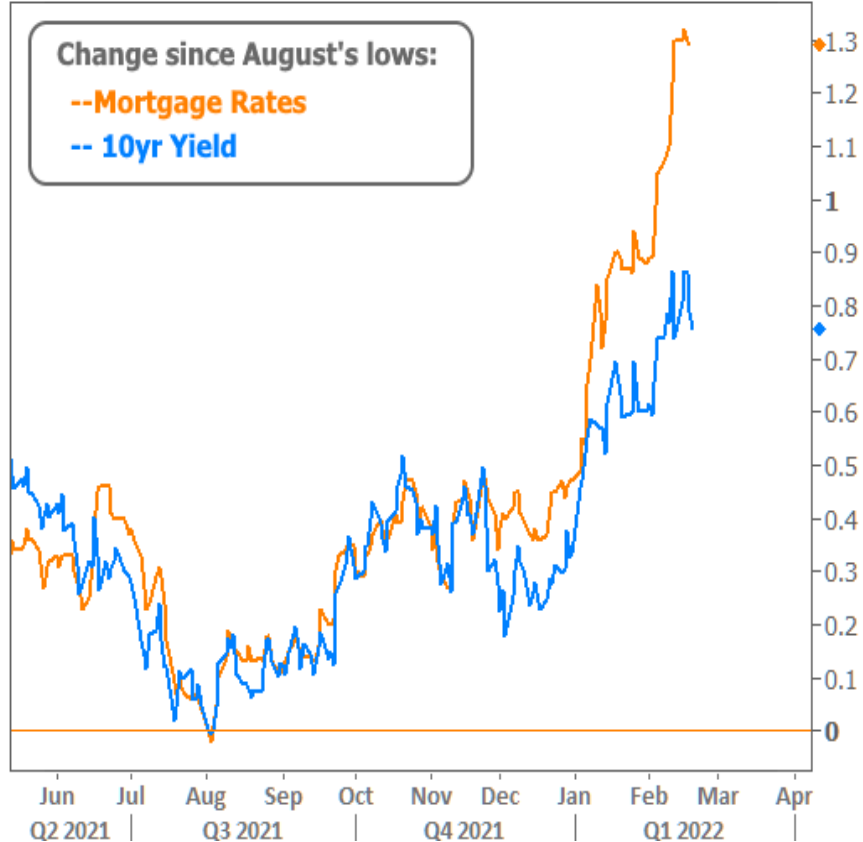
	Value	Change
Mortgage Apps	Jun 12 208.5	+15.58%
Building Permits	Mar 1.46M	-3.95%
Housing Starts	Mar 1.32M	-13.15%
New Home Sales	Mar 693K	+4.68%
Pending Home Sales	Feb 75.6	+1.75%
Existing Home Sales	Feb 3.97M	-0.75%
Builder Confidence	Mar 51	+6.25%



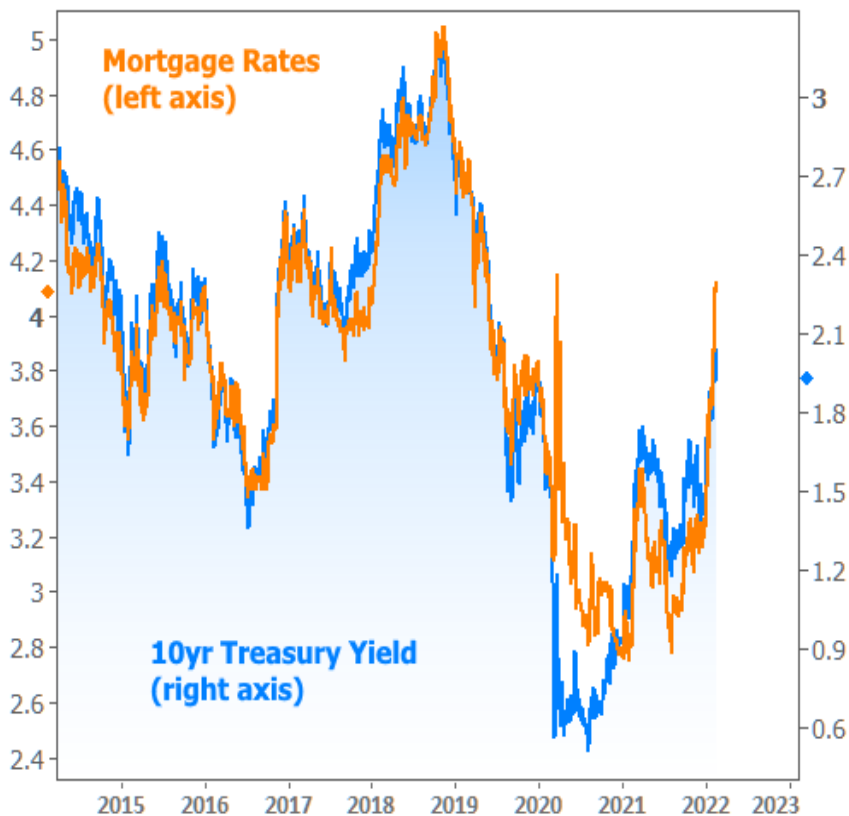
How about the mortgage market though? It traditionally correlates almost flawlessly with Treasuries. We already know that covid threw that correlation out the window in 2020, but it had come back nicely by the middle of 2021.



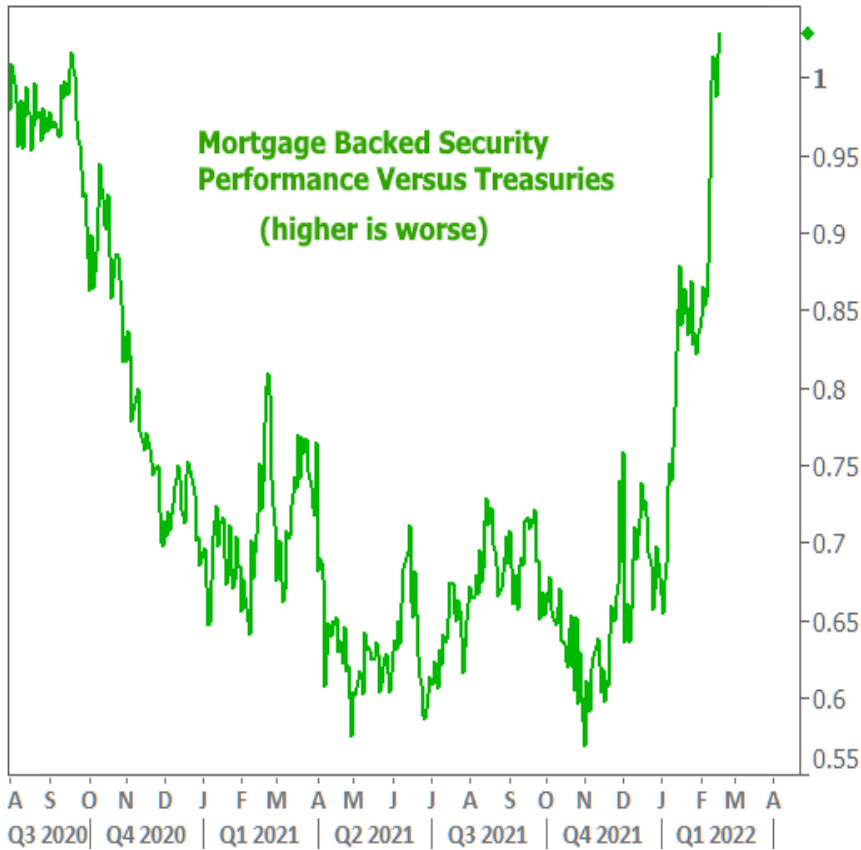
Even now, mortgage rates and Treasury yields are moving in the same direction, but definitely not at the same pace.



For those that prefer to see outright levels (as opposed to "change"):



Viewed another way, here's the relative performance of MBS versus Treasury yields of comparable maturities.



Here too, blame the Fed. The Fed's recent policy shift hurts the mortgage market on 2 accounts. First, Fed bond buying constitutes a larger percentage of the total buying universe of newly originated MBS than it does newly minted Treasuries. As such, a reduction in overall bond buying is a bigger shock to the mortgage market. Second, the Fed specifically stated it intends to hold only Treasuries in its securities portfolio. Even if that's only an 'eventual' goal, it signifies another degree of MBS-specific unfriendliness on the part of the Fed.

There are **non-Fed-related reasons** for the underperformance as well, and they're as simple as the nature of the most recent market motivation. Specifically, geopolitical unrest--when it moves markets--is always going to benefit the safest havens first. Treasuries will always be a bit safer than MBS.

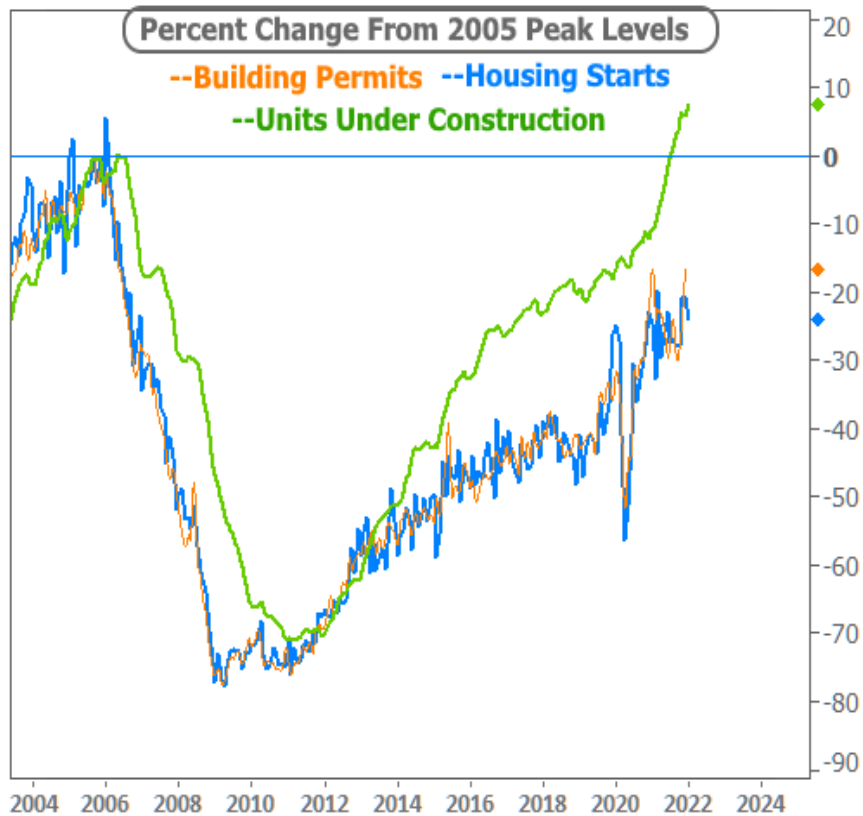
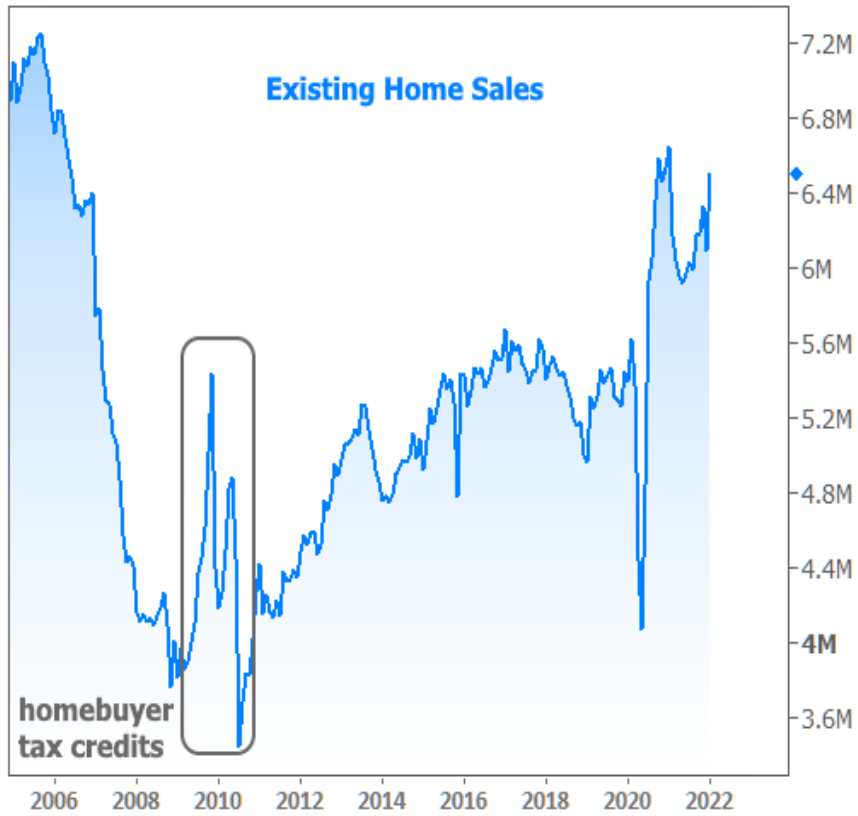
Lastly, MBS appreciate **stability** in the bond market. Volatility makes it harder for mortgage lenders to price and sell MBS efficiently. A stable valuation benchmark (think "basic bond yardstick" by which more complex bonds are measured) helps MBS move more like Treasuries and mortgage rates to move more like MBS.

On this note, Treasuries are fighting to stabilize, but it remains to be seen if it's just a geopolitically-motivated pause as opposed to organic support that brings reprieve after the recent rate spike. We're watching key levels at 2.06 and 1.91 to get a better sense of this.



Again, due to the varying levels of performance between the mortgage and Treasury markets, the key levels in 10yr Treasuries won't necessarily coincide with any specific mortgage rate, but they can help us identify shifts in broad bond market momentum.

In terms of broad housing market momentum, we have yet to see the impact of the rising rate environment on January's data. Both sales and construction remained very strong.



It's important to note, especially in light of the headline (i.e. "housing still strong") that big surges in mortgage rates almost always translate to a certain level of decline in home sales and construction numbers. Things could always be different this time around. After all, it has been a very uncommon cycle for many reasons. But the point is simply to account for the possibility that history repeats itself. On a positive note, previous rate spikes have fallen well short of causing any overly burdensome contraction in the housing market. They're easiest to visualize in the Existing home sales chart above, in the 2nd half of 2013 and 2018... small potatoes in the bigger picture.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, Feb 15				
8:30AM	Jan Core Producer Prices YY (%)	8.3	7.9	8.3
8:30AM	Feb NY Fed Manufacturing	3.10	12.15	-0.70
Wednesday, Feb 16				
7:00AM	w/e MBA Purchase Index	279.0		282.3
7:00AM	w/e MBA Refi Index	1988.8		2183.5
8:30AM	Jan Import prices mm (%)	2.0	1.3	-0.2
8:30AM	Jan Retail Sales (%)	3.8	2.0	-1.9
9:15AM	Jan Industrial Production (%)	1.4	0.4	-0.1
10:00AM	Feb NAHB housing market indx	82	83	83
10:00AM	Dec Business Inventories (%)	2.1	2.1	1.3
2:00PM	FOMC Minutes			
Thursday, Feb 17				
8:30AM	Jan Building permits: number (ml)	1.899	1.760	1.885
8:30AM	Jan Build permits: change mm (%)	0.7		9.8
8:30AM	Jan Housing starts number mm (ml)	1.638	1.700	1.702
8:30AM	Feb Philly Fed Business Index	16.0	20.0	23.2
8:30AM	Jan House starts mm: change (%)	-4.1		1.4
8:30AM	w/e Jobless Claims (k)	248	219	223
Friday, Feb 18				
10:00AM	Jan Existing home sales (ml)	6.50	6.10	6.18
10:00AM	Jan Exist. home sales % chg (%)	6.7	-1.0	-4.6
10:00AM	Jan Leading index chg mm (%)	-0.3	0.2	0.8
Tuesday, Feb 22				
9:00AM	Dec Case Shiller Home Prices-20 y/y (%)	+18.6	18.0	18.3
9:00AM	Dec FHFA Home Prices y/y (%)	17.6		17.5
9:00AM	Dec CaseShiller Home Prices m/m (%)	+1.5	1.1	1.2
9:00AM	Dec FHFA Home Price Index m/m (%)	1.2		1.1
10:00AM	Feb Consumer confidence	110.5	110.0	113.8
1:00PM	2-Yr Note Auction (bl)	52		

Event Importance:

No Stars = Insignificant

☆ Low

★ Moderate

★★ Important

★★★ Very Important

Date	Event	Actual	Forecast	Prior
Wednesday, Feb 23				
7:00AM	w/e MBA Purchase Index	250.7		279.0
7:00AM	w/e MBA Refi Index	1677.7		1988.8
1:00PM	5-Yr Note Auction (bl)	53		
Thursday, Feb 24				
8:30AM	Q4 GDP Prelim (%)	7.0	7.0	6.9
10:00AM	Jan New Home Sales (%) (%)	-4.5		11.9
10:00AM	Jan New Home Sales (ml)	0.801	0.806	0.811
1:00PM	7-Yr Note Auction (bl)	50		
Friday, Feb 25				
8:30AM	Jan Core PCE Inflation (y/y) (%)	5.2	5.1	4.9
10:00AM	Jan Pending Home Sales (%)	-5.7	1.0	-3.8
10:00AM	Jan Pending Sales Index	109.5		117.7
10:00AM	Feb Consumer Sentiment (ip)	62.8	61.7	61.7
10:00AM	Feb Sentiment: 1y Inflation (%)	4.9		5.0
10:00AM	Feb Sentiment: 5y Inflation (%)	3.0		3.1

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



