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## Rates May be Falling, But Other Mortgage Costs Are Going Up

Mortgage rates have fallen quite a bit since hitting a long term peak in late October. By the middle of this week, the average 30yr fixed rate was more than 1.25% lower from the highs and at the best levels in more than 4 months. Rates have fallen due to improvement in the bond market, but bonds aren't the only things that have an impact.

In addition to the costs driven by the bond market, regulators impose certain fees based on loan characteristics and they announced a big change to those fees on Thursday.

### Exactly which fees are we talking about here?

This refers to Loan Level Price Adjustments (LLPAs) imposed by Fannie Mae and Freddie Mac (the "agencies"), the two entities that guaranty a vast majority of new mortgages. LLPAs are based on loan features such as your credit score, the loan-to-value ratio, occupancy (owner vs non-owner occupied homes), and now after this week's announcement, your debt-to-income ratio (DTI).

### What lenders/loans does this apply to?

Any loan guaranteed by one of the agencies regardless of the lender. This is MOST loans in the US. Examples of loans that **wouldn't** be affected would be FHA/VA as well as certain jumbo and specialty products. "Non-conforming" loans are not impacted by this as they are not guaranteed by the agencies. A common example of a non-conforming loan would be a jumbo loan from a retail bank or credit union.

### When does this take effect?

This applies to loans that are guaranteed by the agencies starting May 1st, 2023. That means many lenders will begin to implement the changes in March/April.

### What changed, in a nutshell?

While you'll still get the best terms with the highest credit score, the effective penalty for having a credit score under 680 is now smaller than it was. For instance, if you have a score of 659 and are borrowing 75% of the home's value, you'll pay a fee equal to 1.5% of the loan balance whereas you'd pay no fee if you had a 780+ credit score. But before these changes, you would have

## 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	4.3980	+0.1111
30 YR Treasury	4.5640	+0.1383

Pricing as of: 6/28 5:59PM 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%

paid a whopping 2.75% fee. On a hypothetical \$300k loan, that's a difference of \$3750 in closing costs.

The following table shows LLPAs in terms of percentages of the loan balance. The top row is the loan-to-value ratio (LTV) and the column on the left is credit score (FICO). For instance a FICO of 740-759 with 75-80 LTV would have an LLPA of 0.875% or \$875 for every \$100k borrowed. The same loan amount on the same property would have an LLPA of 2.75 or \$2750 for every \$100k if your FICO was 639 or less.

FICO	Loan to Value (LTV)								
	<30	30-60	60-70	70-75	75-80	80-85	85-90	90-95	>95
≥ 780	0.000%	0.000%	0.000%	0.000%	0.375%	0.375%	0.250%	0.250%	0.125%
760 – 779	0.000%	0.000%	0.000%	0.250%	0.625%	0.625%	0.500%	0.500%	0.250%
740 – 759	0.000%	0.000%	0.125%	0.375%	0.875%	1.000%	0.750%	0.625%	0.500%
720 – 739	0.000%	0.000%	0.250%	0.750%	1.250%	1.250%	1.000%	0.875%	0.750%
700 – 719	0.000%	0.000%	0.375%	0.875%	1.375%	1.500%	1.250%	1.125%	0.875%
680 – 699	0.000%	0.000%	0.625%	1.125%	1.750%	1.875%	1.500%	1.375%	1.125%
660 – 679	0.000%	0.000%	0.750%	1.375%	1.875%	2.125%	1.750%	1.625%	1.250%
640 - 659	0.000%	0.000%	1.125%	1.500%	2.250%	2.500%	2.000%	1.875%	1.500%
≤ 639	0.000%	0.125%	1.500%	2.125%	2.750%	2.875%	2.625%	2.250%	1.750%

For those wondering why higher LTVs begin to cost less after 85%, part of the reason is the implied presence of mortgage insurance (the higher the LTV, the higher the amount of mortgage insurance coverage required). The other reason is that Fannie and Freddie's congressional mandate involves fostering affordable housing and promoting home ownership. Their regulator, FHFA said in a statement that these LLPA changes "maintain support for single-family purchase borrowers limited by wealth or income." In other words, if you can't afford a big down payment, FHFA is cutting you a break.

That notion is even more apparent when we examine how the LLPA grid changed from the previous version. The biggest improvements in costs were seen in credit scores of 679 and lower. Those improvements were "paid for" by making things more expensive elsewhere in the grid.

Borrowers with higher credit scores will generally be paying a bit more than they were under the previous structure. The following chart shows the differences. Green cells show where things have become more affordable than they were. Red cells = more expensive. All values refer to a percentage of the loan balance charged as an upfront fee. This doesn't necessarily come out of your pocket upfront as lenders can offer higher interest rates in some cases and pay these costs for you (but the costs are still there, and still technically being paid by you over time in the form of higher interest rates).

FICO	Loan to Value (LTV)								
	<30	30-60	60-70	70-75	75-80	80-85	85-90	90-95	>95
≥ 780	0.000%	0.000%	0.250%	0.250%	0.125%	-0.125%	0.000%	0.000%	0.625%
760 – 779	0.000%	0.000%	0.250%	0.000%	-0.125%	-0.375%	-0.250%	-0.250%	0.500%
740 – 759	0.000%	0.000%	0.125%	-0.125%	-0.375%	-0.750%	-0.500%	-0.375%	0.250%
720 – 739	0.000%	0.000%	0.000%	-0.250%	-0.500%	-0.750%	-0.500%	-0.375%	0.250%
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680 – 699	0.000%	0.000%	-0.125%	0.125%	0.000%	-0.375%	-0.250%	-0.125%	0.375%
660 – 679	0.000%	0.000%	0.250%	0.875%	0.875%	0.625%	0.500%	0.625%	1.000%
640 - 659	0.500%	0.500%	0.125%	1.250%	0.750%	0.750%	0.750%	0.875%	1.250%
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There are many other changes that aren't so easily translated to a heat-map table. The most notable is a new charge for DEBT-TO-INCOME (DTI) ratio. This will be controversial in many scenarios as income calculations can be somewhat subjective and debt calculations can be legitimately "tweaked" with some advanced planning and/or debt consolidation. Nonetheless, every loan guaranteed by the agencies has a DTI attached to it. If yours is over 40% and you're borrowing more than 60% of your home's value, you'll be paying more.

A few other examples of changes:

- There are new credit score bands at 760+ and 780+.
- There is more differentiation in high-balance vs non-high-balance ARM loans (uncommon... most ARMs are not done through the agencies)
- to 2-4 unit property LLPAs moved lower across the board
- There's a new generic LPA for "subordinate financing" (a 2nd loan or HELOC) whereas the previous LLPAs were more granular depending on the LTV of first loans vs subordinate loans
- BIG increases in fees for many "Cash-Out" loans

### Where can I see the actual, specific changes?

If you have a loan in process or soon will, these changes likely won't apply to you. Again, most lenders won't implement them right away. Ask your lender for clarification. If you're asking them this week, they may not be aware of the changes yet!

The official changes are here:

<https://singlefamily.fanniemae.com/media/9391/display>

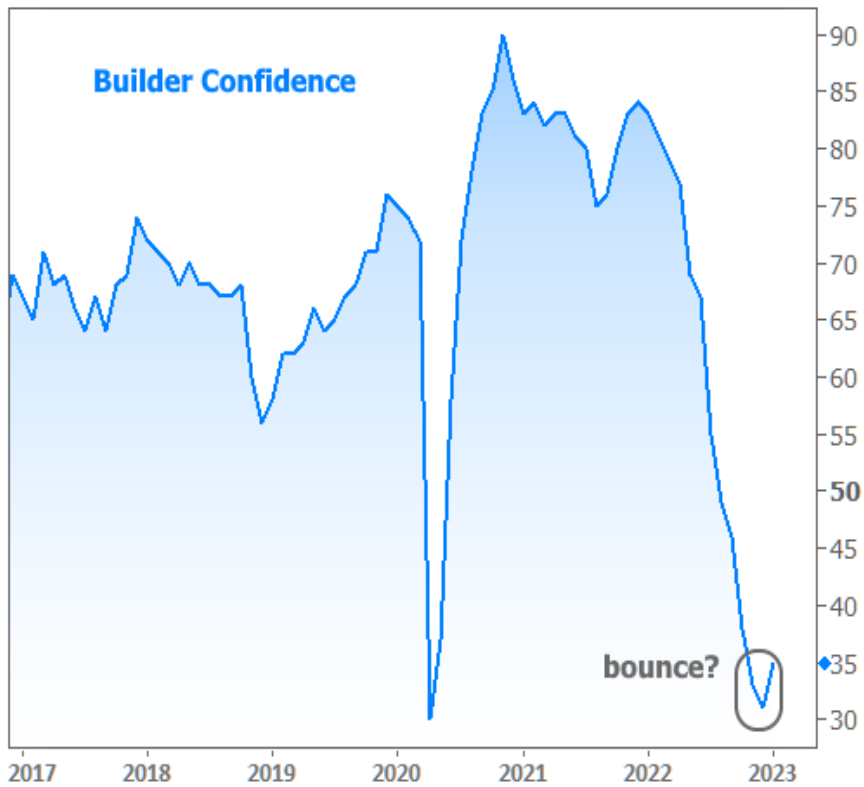
NOTE: at the top of that page, there is a link to the PREVIOUS/EXISTING version of the LLPAs ([or you can click here](#)). Just be sure to note the text at the top of whichever page you're viewing, so you know if it applies to loans before or after 5/1/2023 (and keep in mind that "after 5/1/2023" will refer to most loans originated in March/April).

### Who decided that these changes should happen?!

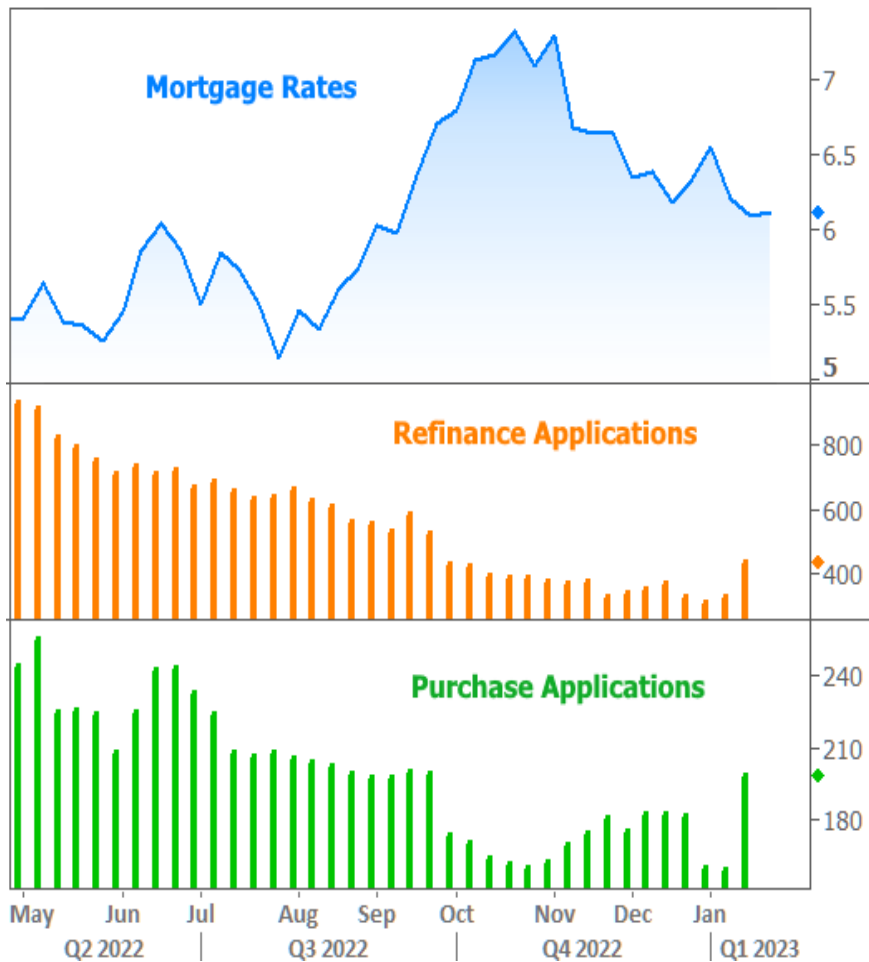
The FHFA. Here's their statement: <https://www.fhfa.gov//Media/PublicAffairs/Pages/FHFA-Announces-Updates-to-Enterprises-SF-Pricing-Framework.aspx>

Shifting gears to this week's economic data and market movement, we received several monthly housing-related reports-- several of which suggested the negative momentum may be ebbing or even reversing.

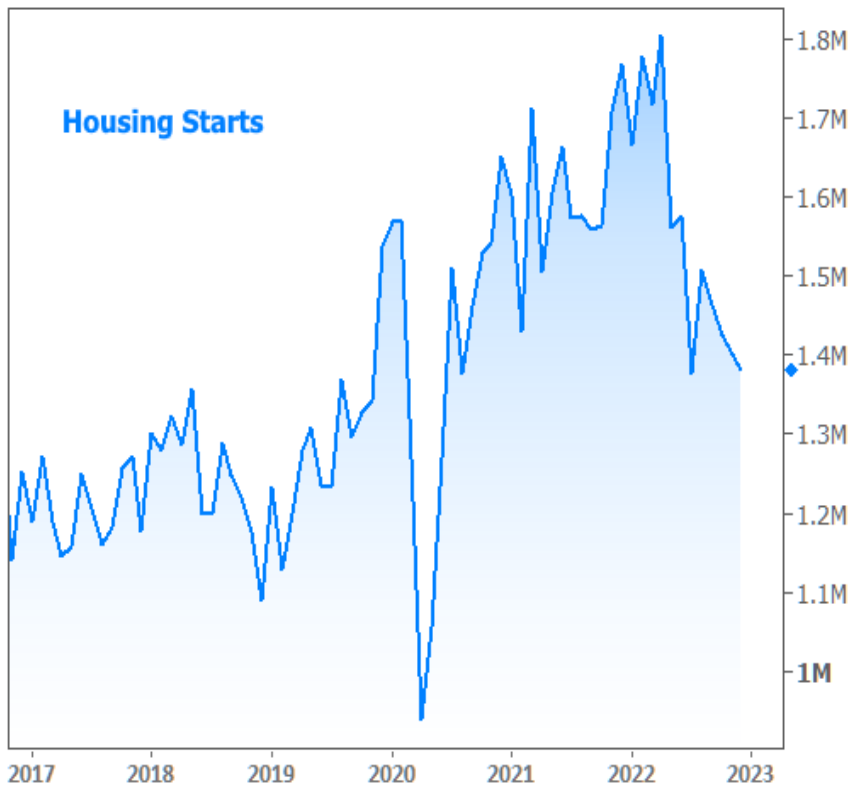
The National Association of Homebuilders posted builder confidence numbers that were 4 points higher than expected and 4 points up from last month.



The Mortgage Bankers Association (MBA) reported a big increase in both purchase and refinance applications relative to last week's numbers.



The Commerce Department tallied fewer housing starts this month, but the number beat the median forecast.



Last but not least, the National Association of Realtors (NAR) reported that Existing Home Sales remained above an annual pace of 4 million units--slightly higher than the 3.96 million expected by analysts.



The bond market put in a mixed performance with improvement on Wednesday resulting in the lowest rates in 4 months. Thursday was fairly flat and Friday saw some deterioration. By the end of the week, trading levels were almost perfectly in line with those seen at the end of last week.

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## Recent Economic Data

Date	Event	Actual	Forecast	Prior
<b>Tuesday, Jan 17</b>				
8:30AM	Jan NY Fed Manufacturing	-32.9	-9.00	-11.20
<b>Wednesday, Jan 18</b>				
7:00AM	w/e MBA Purchase Index	198.7		159.4
7:00AM	w/e MBA Refi Index	438.3		326.7
8:30AM	Dec Retail Sales (%)	-1.1	-0.8	-0.6
8:30AM	Dec Producer Prices (%)	-0.5	-0.1	0.3
8:30AM	Dec Core Producer Prices YY (%)	5.5	5.7	6.2
9:15AM	Dec Industrial Production (%)	-0.7	-0.1	-0.2
10:00AM	Jan NAHB housing market indx	35	31	31
10:00AM	Nov Business Inventories (%)	+0.4	0.4	0.3
1:00PM	20-Yr Bond Auction (bl)	12		
<b>Thursday, Jan 19</b>				
8:30AM	Dec House starts mm: change (%)	-1.4		-0.5
8:30AM	Dec Building permits: number (ml)	1.330	1.370	1.351
8:30AM	Dec Housing starts number mm (ml)	1.382	1.359	1.427
8:30AM	Dec Build permits: change mm (%)	-1.6		-10.6
8:30AM	Jan Philly Fed Business Index	-8.9	-11.0	-13.8
8:30AM	w/e Jobless Claims (k)	190	214	205
<b>Friday, Jan 20</b>				
10:00AM	Dec Exist. home sales % chg (%)	-1.5	-5.4	-7.7
10:00AM	Dec Existing home sales (ml)	4.02	3.96	4.09
<b>Monday, Jan 23</b>				
10:00AM	Dec Leading index chg mm (%)	-1.0	-0.7	-1.0
<b>Tuesday, Jan 24</b>				
9:45AM	Jan Markit Composite PMI	46.6	47.0	45.0
1:00PM	2-Yr Note Auction (bl)	42		
<b>Wednesday, Jan 25</b>				
1:00PM	5-Yr Note Auction (bl)	43		
<b>Thursday, Jan 26</b>				
8:30AM	Q4 GDP Advance (%)	2.9	2.6	3.2
8:30AM	Dec Durable goods (%)	5.6	2.5	-2.1

## Event Importance:

No Stars = Insignificant

☆ Low

★ Moderate

★★ Important

★★★ Very Important



Date	Event	Actual	Forecast	Prior
8:30AM	w/e Jobless Claims (k)	186	205	190
10:00AM	Dec New Home Sales (ml)	0.616	0.617	0.640
10:00AM	Dec New Home Sales (%) (%)	2.3	-4.7	5.8
1:00PM	7-Yr Note Auction (bl)	35		
<b>Friday, Jan 27</b>				
8:30AM	Dec Core PCE Inflation (y/y) (%)	4.4	4.4	4.7
10:00AM	Jan Consumer Sentiment (ip)	64.9	64.6	64.6
10:00AM	Jan Sentiment: 1y Inflation (%)	3.9		4.0
10:00AM	Dec Pending Sales Index	76.9		73.9
10:00AM	Jan Sentiment: 5y Inflation (%)	2.9		3.0
10:00AM	Dec Pending Home Sales (%)	2.5	-0.9	-4.0

## 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**

