



**Mike Baker**

Head Interest Rate Shopper, The Rate Shop  
 Individual NMLS: 259076 Company NMLS: 2554765 State  
 23211 W 45th St Shawnee, KS 66226

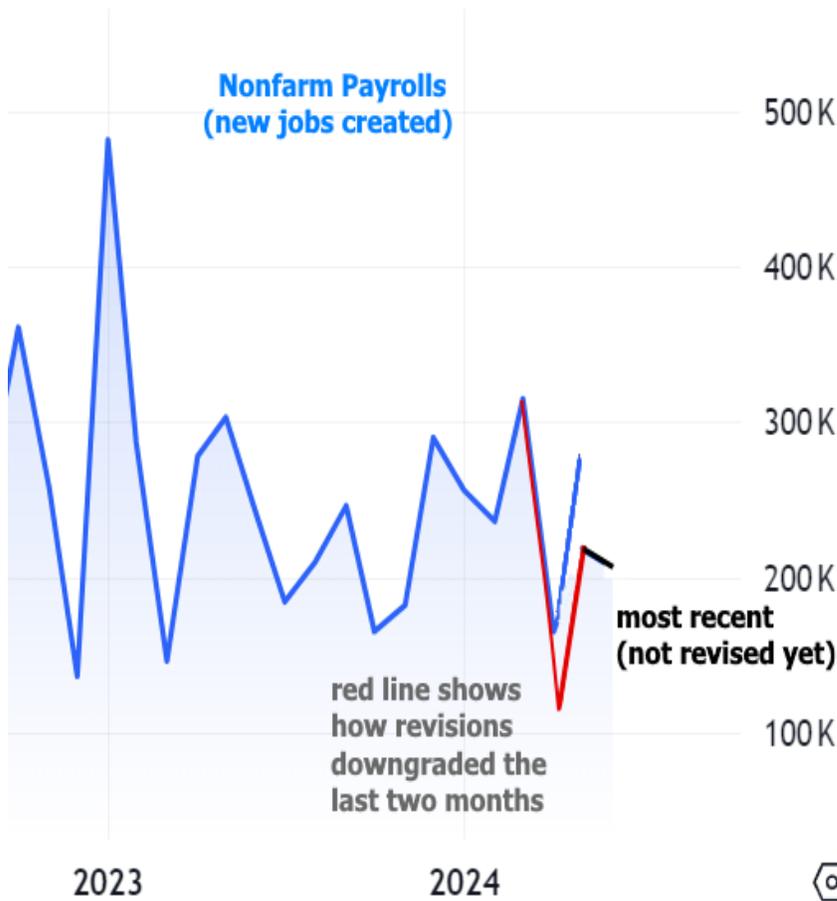
Office: 913-213-3335  
 Mobile: 913-213-3335  
[mike@rateshopkc.com](mailto:mike@rateshopkc.com)  
[View My Website](#)

## Economic Data Building a Case For Rate Cuts

It may have been a shorter week than normal due to the holiday, but it was no less important with several economic reports adding to the case for rate cuts.

The first week of any given month typically hosts the same group of economic reports. Several of these have a strong track record of causing volatility for rates. Friday's jobs report is the perennial top dog, but the impact on rates depends on how far the results fall from forecasts.

In the current case, the job count was actually right in line with forecasts (a hair higher, actually). That would normally be bad for rates, but there were several offsetting factors. Chief among these were the large downward revisions to the job count (officially "nonfarm payrolls") from the past two reports.



## National Average Mortgage Rates



	Rate	Change	Points
<b>Mortgage News Daily</b>			
30 Yr. Fixed	7.03%	-0.05	0.00
15 Yr. Fixed	6.44%	-0.01	0.00
30 Yr. FHA	6.50%	-0.05	0.00
30 Yr. Jumbo	7.24%	-0.01	0.00
5/1 ARM	7.05%	-0.02	0.00
<b>Freddie Mac</b>			
30 Yr. Fixed	6.95%	+0.09	0.00
15 Yr. Fixed	6.25%	+0.09	0.00

Rates as of: 7/5

## Market Data

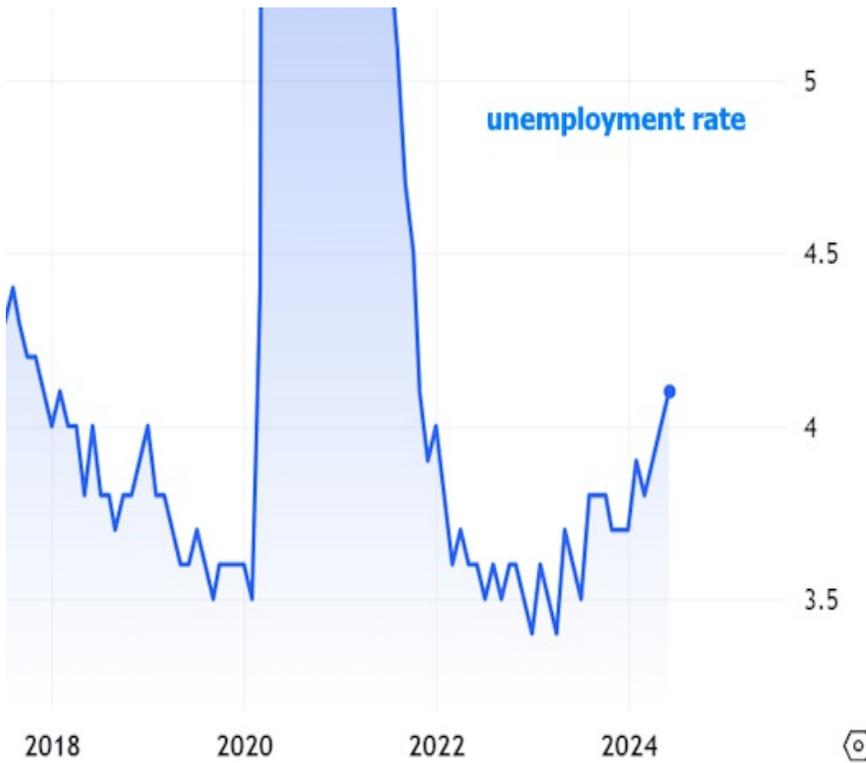
	Price / Yield	Change
MBS UMBS 6.0	100.61	+0.22
MBS GNMA 6.0	100.74	+0.21
10 YR Treasury	4.3670	+0.0068
30 YR Treasury	4.4857	-0.0440

Pricing as of: 7/5 5:59PM EST

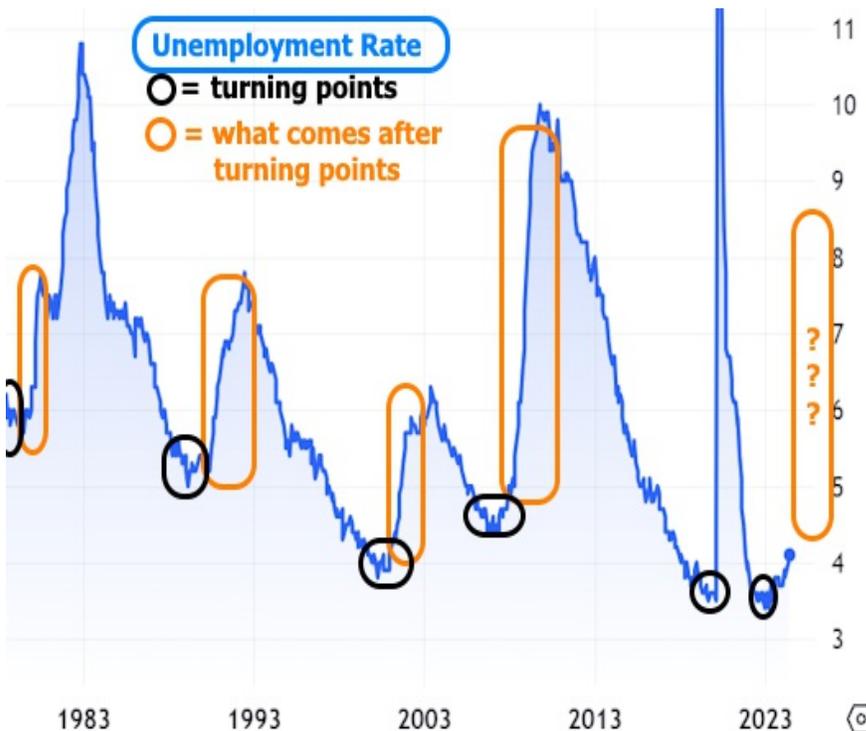
## Recent Housing Data

		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%

It may not look like much on a chart, but this change is enough to make the recent trend look more like a labor market that's cooling off as opposed to one that's displaying mysterious resilience. In addition to the headline job count, the unemployment rate also ticked higher, nearly reaching a level that some economists consider to be high-probability evidence of a recession.



To understand why economists might view this sort of parabolic bottoming to be an excellent indicator of trouble ahead, just consider what typically happens next (visualized in the following chart).



Of course the jobs report is only one piece of data and the unemployment rate is only one component. Moreover, one could argue that if any moment in economic history has a chance to buck longer-term trends, the past 2 years are high on the list. But that's why we look at other economic data too!

Of the week's other reports, the service sector index from ISM has the strongest track record of getting the market's attention. Not only was that true this time, but ISM actually had just as big of an impact as Friday's jobs report.

ISM doesn't usually hit nearly as hard as the jobs report, but this anomaly was fairly easy to reconcile with this particular ISM report being exceptionally weak. In fact, if we throw out the initial covid lockdowns, this was the weakest ISM Services report since the Great Financial Crisis recession.

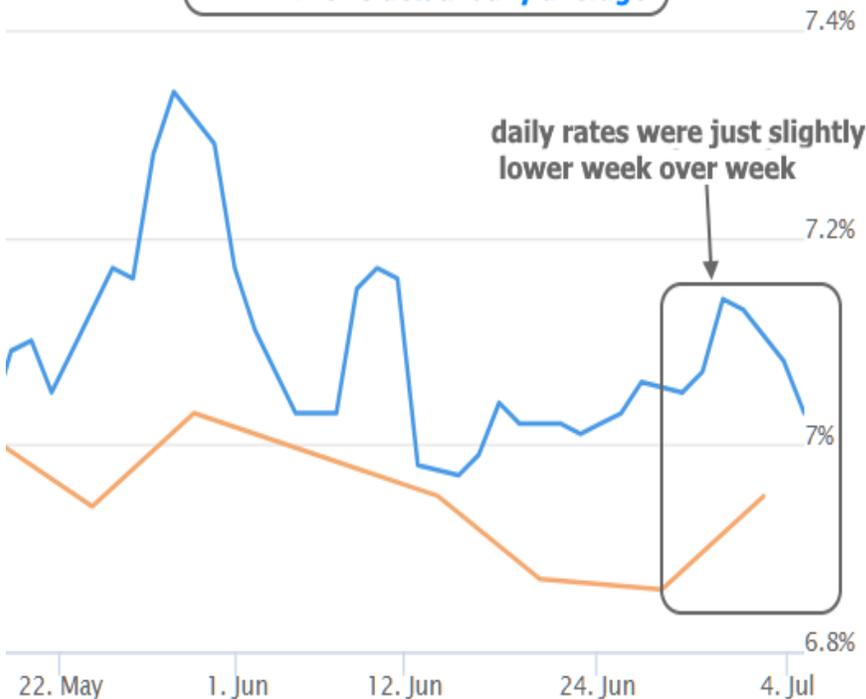


Taken together, both ISM and the jobs report painted a picture of an economy that is showing more conclusive signs of a slowdown. This is one of the things the Fed wants to see in order to feel more confident about rate cuts. As such, financial markets adjusted yields accordingly, erasing the rate spike that began last Friday.

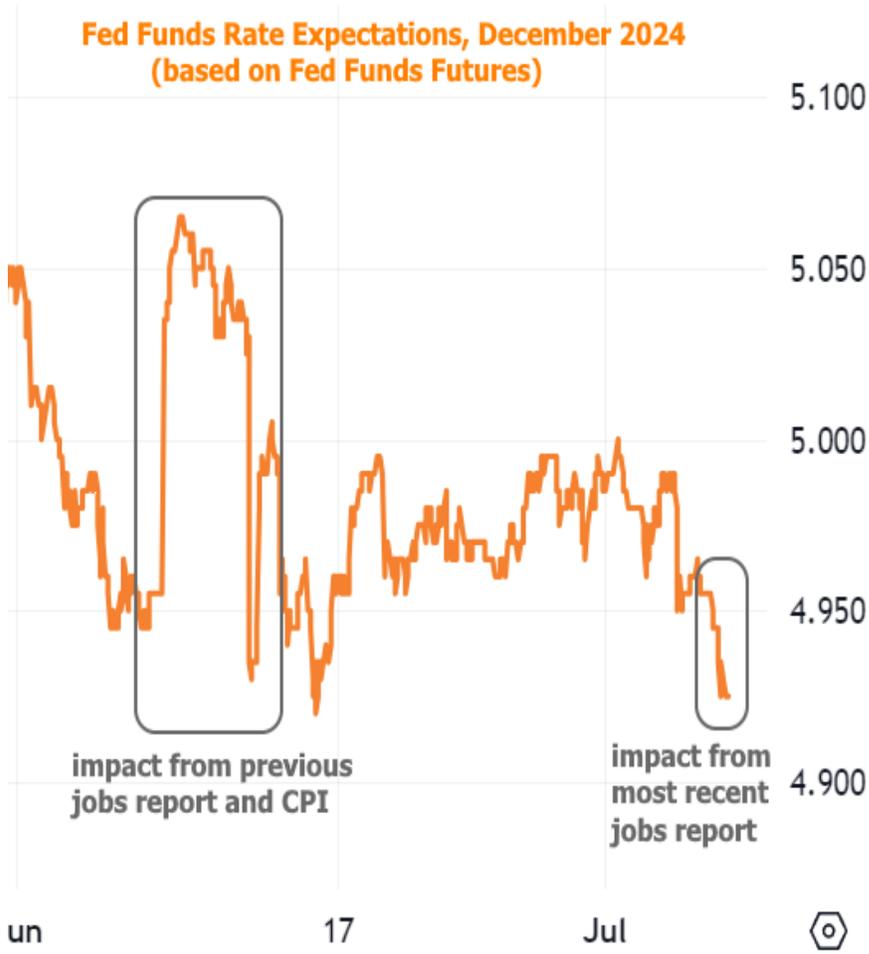


"Yield" is another term for "rate." When bond yields fall, so do mortgage rates. The same was true this week, but many headlines disagreed because they were based on Freddie Mac's weekly rate survey. Freddie's methodology meant that last week's rate spike wasn't counted until the present week. Moreover, Friday's improvement won't be counted until next week. The daily tracking from Mortgage News Daily shows the real story.

**30yr fixed mortgage rate indices**  
 - Freddie Mac, weekly survey  
 - MND.News actual daily average



As for Fed Funds Rate expectations, there was certainly a response, but it wasn't nearly as big as the response seen to the last jobs report and the subsequent Consumer Price Index (CPI).



Part of that has to do with the outright level of expectations being just below 5% for the end of the year. That means the market sees at least one and possibly two rate cuts. It would be a big deal for traders to bet on much more than that without confirmation from another rate-friendly CPI report.

With that in mind, the next release of monthly CPI data will be this coming Thursday morning! As always, keep in mind that there is no way to know which side of the consensus will win, only that a big difference between reality and forecasts will almost certainly produce a big move.

Subscribe to my newsletter online at: <http://housingnewsletters.com/rateshopkc>

**Recent Economic Data**

Date	Event	Actual	Forecast	Prior
<b>Monday, Jul 01</b>				
10:00AM	Jun ISM Manufacturing PMI	48.5	49.1	48.7
10:00AM	Jun ISM Mfg Prices Paid	52.1	55.9	57.0
<b>Tuesday, Jul 02</b>				

**Event Importance:**

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

Date	Event	Actual	Forecast	Prior
9:30AM	Fed Chair Powell Speech			
10:00AM	May USA JOLTS Job Openings	8.14M	7.91M	8.059M
<b>Wednesday, Jul 03</b>				
7:00AM	Jun/28 MBA Refi Index	544.1		552.4
7:00AM	Jun/28 MBA Purchase Index	142.9		147.8
8:15AM	Jun ADP jobs (k)	150K	160K	152K
8:30AM	Jun/29 Jobless Claims (k)	238K	235K	233K
8:30AM	Jun/22 Continued Claims (ml)	1858K	1840K	1839K
10:00AM	Jun ISM N-Mfg PMI	48.8	52.5	53.8
10:00AM	Jun ISM Services Prices	56.3	56.7	58.1
<b>Friday, Jul 05</b>				
8:30AM	Jun Average earnings mm (%)	0.3%	0.3%	0.4%
8:30AM	Jun Unemployment rate mm (%)	4.1%	4%	4%
8:30AM	Jun Non Farm Payrolls	206K	190K	272K

## Upcoming Economic Data

Date	Event	Forecast	Prior
<b>Tuesday, Jul 09</b>			
11:00AM	Fed Chair Powell Testimony ★★		
<b>Wednesday, Jul 10</b>			
10:00AM	Fed Chair Powell Speech ★★		
1:00PM	10-Year Note Auction ★		4.438%
<b>Thursday, Jul 11</b>			
8:30AM	Jun y/y CORE CPI (%) ★★	3.4%	3.4%
8:30AM	Jun m/m CORE CPI (%) ★★	0.2%	0.2%
1:00PM	30-Yr Bond Auction (bl) ☆		
<b>Friday, Jul 12</b>			
8:30AM	Jun Core Producer Prices MM (%) ★	0.2%	0%
8:30AM	Jun Core Producer Prices YY (%) ★	2.5%	2.3%
10:00AM	Jul Consumer Sentiment (ip) ☆	68.5	68.2

## 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**

