



## Mike Baker

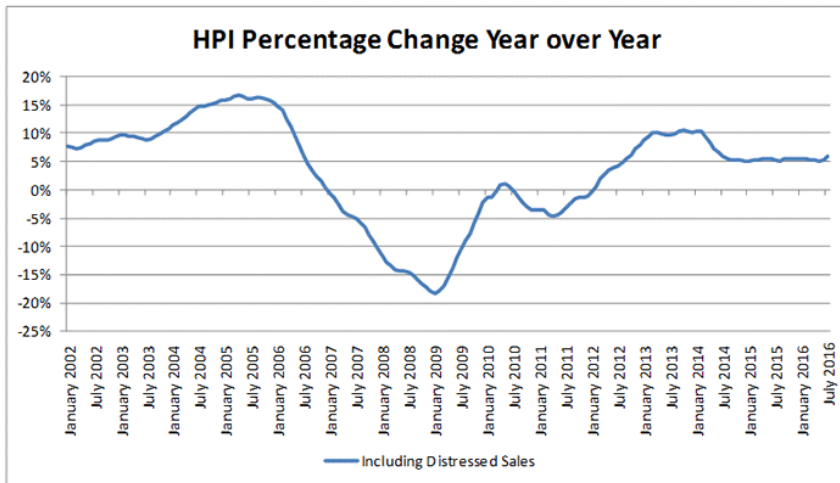
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## Maybe Home Price Gains Aren't Decelerating After All

Home price increases continued to exceed CoreLogic's own projections in July. The company's Home Price Index (HPI) indicates that home prices nationwide, including distressed sales, **rose 1.1 percent** from June and were 6 percent higher than in July 2015. The month-over-month gain was identical to the rate of appreciation from May to June, but the year-over-year increase marked an **acceleration** from the 5.7 percent reported in June. In the last HPI, CoreLogic noted a deceleration in price gains.

### National Home Price Change



Source CoreLogic July 2016

**Oregon and Washington** continue to top the charts with double digit annual increases of 11.2 and 10.2 percent respectively. They were followed by **Colorado** at 9.3 percent, **West Virginia** (8.6 percent) and **Utah** (7.9 percent.) Only one state failed to post an annual gain; Connecticut, where prices fell by 1.2 percent. Other states had negligible changes; New Jersey saw appreciation of only 0.2 percent and in Vermont the gain was 0.8 percent.

"The strongest home price gains continue to be in the western region," said Anand Nallathambi, president and CEO of CoreLogic. "As evidence, the Denver, Portland and Seattle metropolitan areas all recorded double-digit appreciation over the past year."

## National Average Mortgage Rates



|                                | Rate  | Change | Points |
|--------------------------------|-------|--------|--------|
| <b>Mortgage News Daily</b>     |       |        |        |
| 30 Yr. Fixed                   | 7.14% | +0.07  | 0.00   |
| 15 Yr. Fixed                   | 6.49% | +0.04  | 0.00   |
| 30 Yr. FHA                     | 6.62% | +0.11  | 0.00   |
| 30 Yr. Jumbo                   | 7.30% | +0.04  | 0.00   |
| 5/1 ARM                        | 7.10% | +0.08  | 0.00   |
| <b>Freddie Mac</b>             |       |        |        |
| 30 Yr. Fixed                   | 6.86% | -0.01  | 0.00   |
| 15 Yr. Fixed                   | 6.16% | +0.03  | 0.00   |
| <b>Mortgage Bankers Assoc.</b> |       |        |        |
| 30 Yr. Fixed                   | 7.02% | -0.05  | 0.65   |
| 15 Yr. Fixed                   | 6.60% | -0.15  | 0.55   |
| 30 Yr. FHA                     | 6.87% | 0.00   | 0.92   |
| 30 Yr. Jumbo                   | 7.18% | -0.03  | 0.54   |
| 5/1 ARM                        | 6.45% | +0.08  | 0.81   |

Rates as of: 7/1

## 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%  |

CoreLogic is forecasting an increase in its HPI of 5.4 percent over the next 12 months (to July 2017) and a 0.4 percent uptick from July to August. The company's forecast is a projection of home prices using the CoreLogic HPI and other economic variables. Values are derived from state-level forecasts by weighting indices according to the number of owner-occupied households for each state. In the first six months of 2016 CoreLogic has projected monthly gains averaging 0.68 percent while reporting actual increases with a mean of 1.46 percent. CoreLogic had projected a June to July gain of 0.6 percent.

|                    | Value | Change |
|--------------------|-------|--------|
| Builder Confidence | 51    | +6.25% |

"If mortgage rates continue to remain relatively low and job growth continues, as most forecasters expect, then home purchases are likely to rise in the coming year," said Dr. Frank Nothaft, chief economist for CoreLogic. "The increased sales will support further price appreciation, and according to the CoreLogic Home Price Index, home prices are projected to rise about 5 percent over the next year."

## 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.

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