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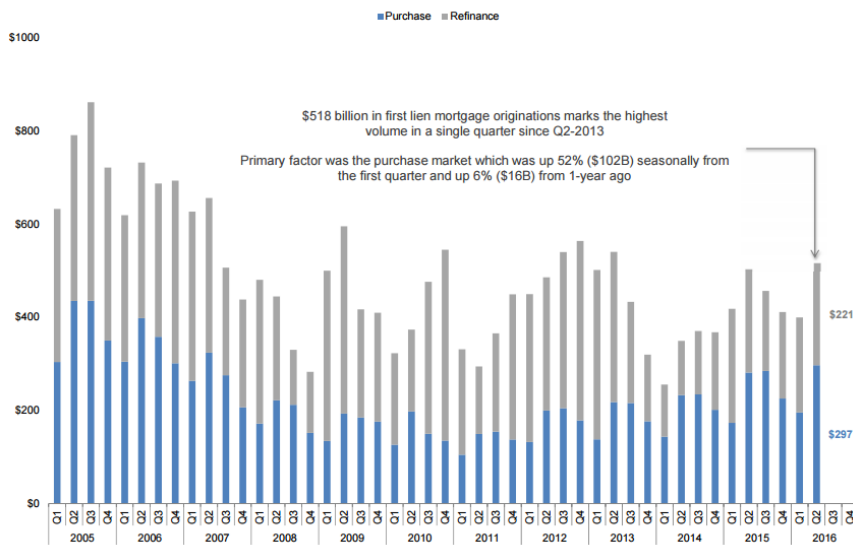
Q2 Originations hit Three Year High

First lien mortgage originations reached their **highest level** in the second quarter of 2016 of any single quarter since the same period in 2013. Black Knight Financial Services, in its latest *Mortgage Monitor*, said the strong numbers were due to both a growth in home purchases and a new wave of interest rate-driven refinancing.

Originations in the second quarter totaled **\$518 billion** with purchase mortgage originations accounting for \$297 billion of the total, a 57 percent share. This was a gain of 52 percent or \$102 billion from Quarter 1 and was the highest level in both volume and dollar amount since 2007.

Refinancing volume for the quarter was \$221 billion. While an increase of 8 percent from the previous quarter the volume was down slightly from a year earlier.

First Lien Mortgage Origination Volumes (in \$Billions)



Black Knight Executive Vice President Ben Graboske said the decline from a year earlier came despite the number of potential refinance candidates outpacing 2015 by over one million in every month since March. "That said, refinance lending has risen for three consecutive quarters and accounted for \$221 billion in originations in Q2. Interestingly however, with interest rates

National Average Mortgage Rates



	Rate	Change	Points
Mortgage News Daily			
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

Freddie Mac

30 Yr. Fixed	6.86%	-0.01	0.00
15 Yr. Fixed	6.16%	+0.03	0.00

Mortgage Bankers Assoc.

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%

Housing News Update

15 basis points lower than in Q1, and even lower than in early 2015, refinance activity wasn't nearly as strong as one might have expected. "

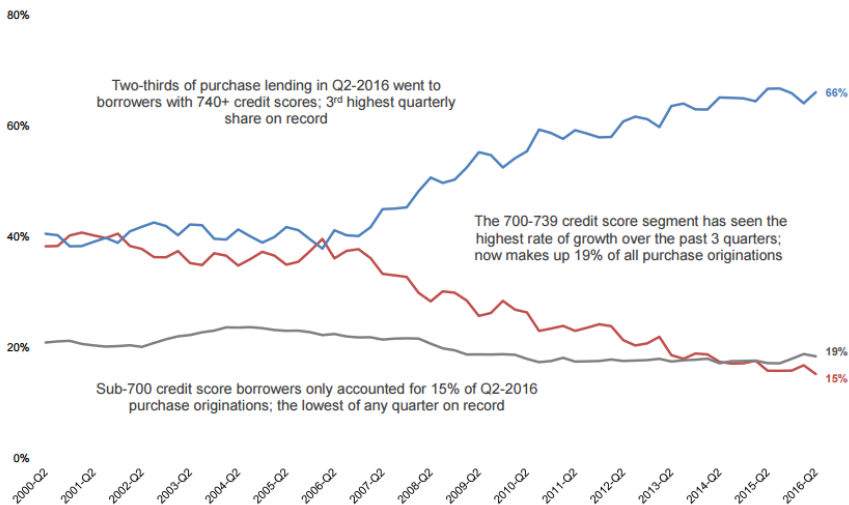
		Value	Change
Builder Confidence	Mar	51	+6.25%

Graboske said that even though "the purchase lending credit box remains tight," and **two thirds of the purchase loans** went to borrowers with credit score of 740 or higher, there is increasing participation among those with moderate credit as well. While the numbers of high credit originations were about on a par with the same period in 2015, there was a 13 percent year-over-year increase in lending to borrowers with credit scores between 700 and 739. This was highest rate of growth of any credit bucket over the last three quarters and twice the annual growth rate of the overall purchase market - and those loans now make up 19 percent of all purchase originations

"On the other end of the spectrum," Graboske added, "**sub-700 score borrowers** now account for only 15 percent of originations, with less than five percent going to borrowers with scores of 660 or below. Both of these mark the lowest share of low credit purchase lending seen dating back to at least 2000."

Share of Purchase Lending by Original Credit Score Bucket

— Sub700 — 700-740 — 740 or Higher



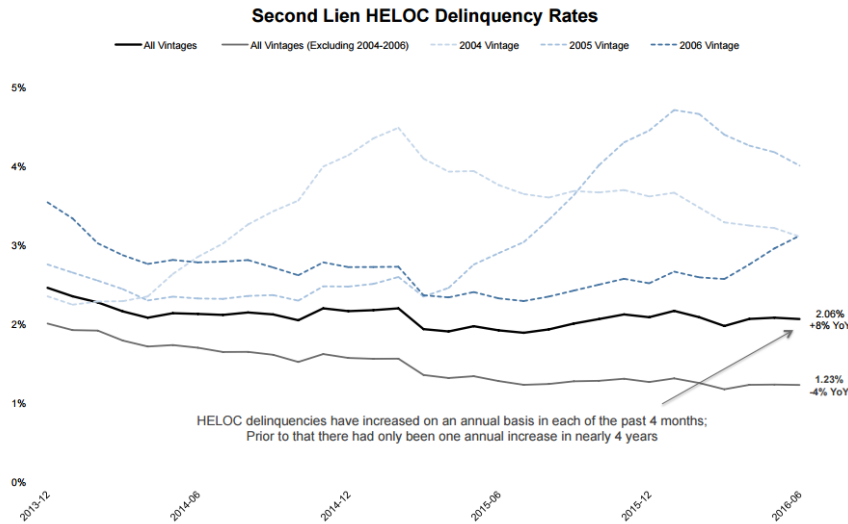
The same increase among moderate score borrowers was **not** evident on the refinance side where the share of lower credit score (under 740) borrowers has been relatively flat, accounting for only a slightly higher portion of originations than in the second quarter of 2015. Most of the decline and fluctuation has taken place in higher credit segments of the market. There has also been an increase in the prepays among loans that remain in private label securities (PLS). This indicates, the *Monitor* said, that some of those borrowers who had been struggling with equity issues "are finding their way into the daylight."

GNMA loans continue to outpace other investor segments in this regard, probably indicating that increases in equity and new steamline products have made it easier for FHA borrowers to refinance out of mortgage insurance requirements.

The *Monitor* also took a look at the performance of second lien home equity lines of credit (**HELOCs**), especially those that are facing end of draw resets. It found that the delinquency rate of these loans continues to rise on an annual basis. June was the fourth consecutive month for such increases where previously there had been only one such annual deterioration in nearly four years.

Housing News Update

The HELOC delinquency rate in June was 8 percent higher than in June 2015 while, as context, first lien delinquencies were down 10 percent over the same period. The increase is being driven almost entirely by those loans that have reset, currently those originated during the "bubble era" of 2004 to 2006. There is an 83 basis point separation in delinquency rates between loans originated in that bubble period and more recent vintages whereas there was only a 43 basis point differential in early 2014, as the first of these vintages began to reset. Black Knight says this clearly shows the **upward pull** that the resets have on overall HELOC delinquencies.



Loans originated in 2006 began to reset at the beginning of this year and that vintages delinquency rate rose 24 percent from January to June. This was a more pronounced initial deterioration than had been noted in the 2004 and 2005 crop of loans during their first reset years. There was however a five percent increase (to 50 percent) in the share of the 2006 vintage which reset early in the year resets. This, the *Monitor* says, may have front-loaded any reset-generated spike. If so, we may see a more normal activity during the back half of this year.

Other contributing factors may be less benign. One could be that the **payment shock**, an average increase post-reset of \$250 per month, is the highest for any vintage historically. Another is that equity levels remain an issue with 18 percent of the 2006 vintage remaining underwater and an additional 12 percent with less than 10 percent equity. While these percentages are lower than a year ago, it still means that refinancing out of the payment shocks is problematic.

Over one-third of borrowers facing resets **pay off or close their HELOC** lines within the time frame of 12 months prior to reset to 3 months after, and significant prepayment activity has been linked to resets. This is especially the case among borrowers with high credit scores and/or low loan-to-value (LTV) ratios and those in the both the low and high ends of either payment shocks or their unpaid principal balances. As these groups are the lower risk segments of borrowers, this may also contribute to the rise in delinquency rates among the higher risk populations that remain as borrowers.

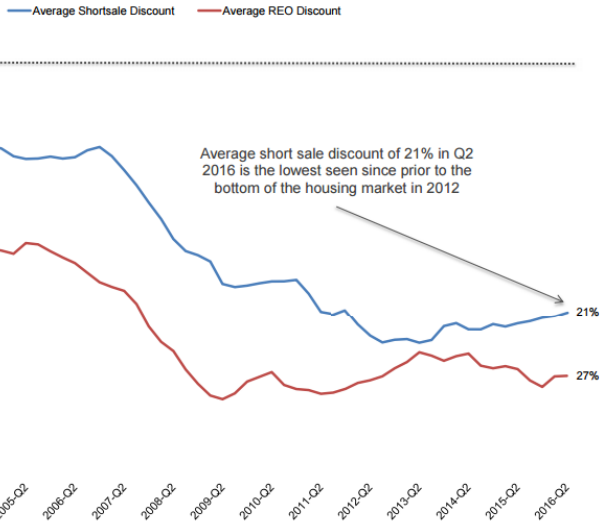
Finally, Black Knight looked at recent trends in **distressed sale activity** (REO and short sales), and found that such sales accounted for 7 percent of all residential transactions in Q2 2016, the lowest share in nine years, but still more than twice the 'normal' market level of just over three percent. At the peak (Q2 2011), there were over 350,000 distressed sales in a single quarter, and distressed sales had accounted for nearly 40 percent of all transactions in Q1 2011; there are now less than 100,000 distressed sales per quarter

Housing News Update

Short sales account for only about a third of distressed sales, the remainder are from REO inventories. This has been the proportion for the last several years while at the peak short sales accounted for 50 percent of distressed sales.

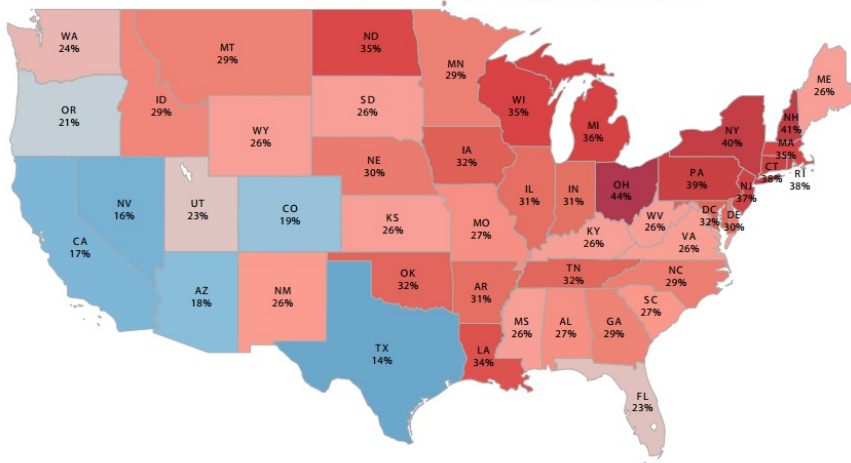
The discount buyers were achieving from short sales has been declining nationally and is now averaging 21 percent. At the same time the average REO discount is higher than a year ago at 27 percent.

Distressed Sale Discounts by Quarter



The decline in short sale discounts and volume may indicate servicers are less willing to deeply discount properties because of decline backlogs or optimism about alternative loss mitigation methods. The rise in REO discounts are attributed by the *Monitor* to a geographic shift in sales from areas such as Florida with low discounts (the average in that state is 23 percent) to the Northeast and the Rust Belt. Florida still accounts for 20 percent of distressed sales nationwide but that is waning. Ohio has the largest discounts at 44 percent while both New Hampshire and New York average 41 percent. The **smallest REO discounts** were found in the Southwest, with Texas (14 percent) and Nevada (16 percent) seeing the lowest of all.

Average REO Discount by State (2016 Year-to-Date)



The March 2016 *Mortgage Monitor* looked at normalization of troubled mortgage inventories and predicted the Northeast among the last to normalize; this overall delayed recovery is likely playing a part in the higher levels of REO discounts

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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