



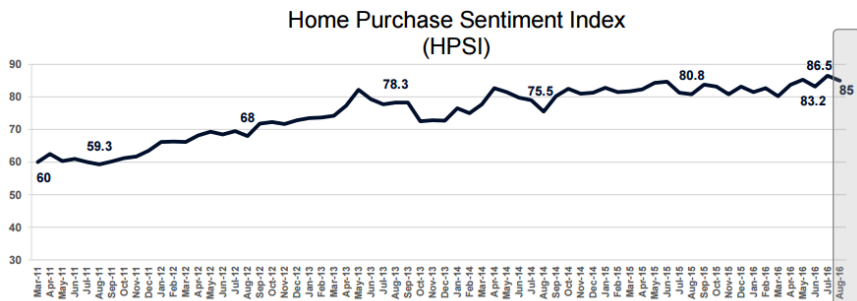
Mike Baker

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

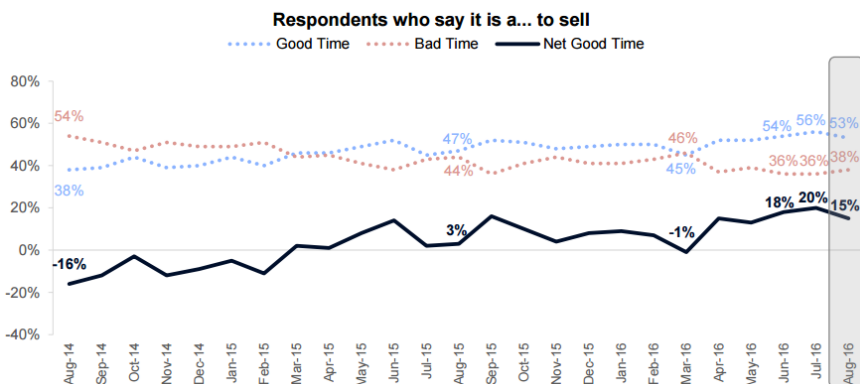
Office: 913-213-3335
 Mobile: 913-213-3335
mike@rateshopkc.com
[View My Website](#)

Housing Sentiment Index Falls From All-Time High

Fannie Mae's Home Purchase Sentiment Index (HPSI) was **down slightly** in August, dipping 1.5 percentage points to 85.0. The index, based on the company's National Housing Survey (NHS) reached its all-time high in July. Two of the six index components suffered serious reversals in their numbers compared to July while two others had less dramatic dips. Despite the monthly decline the index is still 4.2 percentage points above where it was in August 2015.



The component reflecting net positive sentiments about whether it is a **good time to sell** a house dropped 5 points to 15 percent while the share of consumers who expect home prices to rise over the next year fell 6 points to 35 percent. There were smaller declines in the net of those expecting mortgage rates to decline and reporting improving household income.



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

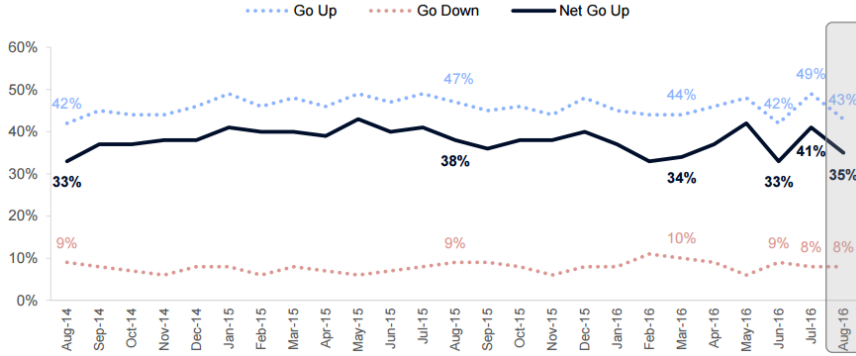
Mortgage Bankers Assoc.			
30 Yr. Fixed	7.02%	-0.05	0.65
15 Yr. Fixed	6.60%	-0.15	0.55
30 Yr. FHA	6.87%	0.00	0.92
30 Yr. Jumbo	7.18%	-0.03	0.54
5/1 ARM	6.45%	+0.08	0.81

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%

Respondents who say home prices will... in the next 12 months



Offsetting the negative changes were an increase in the net number of those who are **not concerned about losing their job**, up 4 points to 73 percent, and a 1-point increase in those who think it is a good time to buy a home.

"Consumers have a fairly **optimistic 12-month outlook** on housing at the end of the summer home-buying season, supported by increased job confidence and more favorable expectations regarding their personal financial situations compared with this time last year," said Doug Duncan, senior vice president and chief economist at Fannie Mae. "The return to a slight upward trend in the HPSI during the spring and summer is, thus far, in line with our forecast, which calls for 4 percent growth in home sales in 2016 to the best level since 2006 and continued improvement for 2017."

Components of the HPSI

The fall in the HPSI in August can be attributed to decreases across four of the six HPSI components. The most significant decreases were in "Home Prices Will Go Up" (-6) and "Good Time To Sell" (-5).

	August 2016*	Change Since Last Month	Change Since Last Year
August 2016 HPSI	85	-1.5	+4.2
Good Time To Buy	34	+1	+1
Good Time To Sell	15	-5	+12
Home Prices Will Go Up (next 12 months)	35	-6	-3
Mortgage Rates Will Go Down (next 12 months)	-38	-2	+11
Confidence About Not Losing Job (next 12 months)	73	+4	+6
Household Income is Significantly Higher (past 12 months)	10	-1	-2

* Net percentages of the component questions used to calculate HPSI, e.g. (Percent Good Time to Buy – Percent Bad Time to Buy) = 34

The HPSI is derived from responses to six questions out of approximately 100 asked of respondents to the NHS. That survey is conducted monthly among a sample of 1,000 consumers, both homeowners and renters, and is intended to gather respondents' current views and forward-looking expectations of housing market conditions and address topics that are related to their home purchase decisions.

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

