



## Mike Baker

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## Builder Confidence Matches Post-Crisis High

After half a year of barely budging the Housing Market Index (HMI) **surged by six points** in September. The index, jointly sponsored by the National Association of Home Builders (NAHB) and Wells Fargo, jumped from a downwardly revised 59 in August to 65. It is the highest level for the index since October when it also hit 65. The HMI, a measure of home builder confidence in the new home market, has been fluctuating in a narrow range between 58 and 61 since last December.

Analysts surveyed by Econoday had anticipated the index would remain in the doldrums. Their consensus was for a composite level of 60.

The HMI composite index contains three components each gauging home builder responses to a survey that NAHB has been conducting for 30 years. Builders are asked to give their perceptions of current single-family home sales and their expectation for the sales over the next six months as "good," "fair" or "poor." The survey also asks builders to rate traffic of prospective buyers as "high to very high," "average" or "low to very low." Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor.

**All three components** made strong gains from their August levels. The component measuring current sales **expectations** rose six points to 71 and the gauge charting sales expectations in the next six months increased five points to also stand at 71. The index measuring traffic of **prospective buyers** posted a four-point gain to 48.

"As household incomes rise, builders in many markets across the nation are reporting they are seeing more serious buyers, a positive sign that the housing market continues to move forward," said NAHB Chairman Ed Brady. "The single-family market continues to make gradual gains and we expect this upward momentum will build throughout the remainder of the year and into 2017."

"With the inventory of new and existing homes remaining tight, builders are confident that if they can build more homes they can sell them," said NAHB Chief Economist Robert Dietz. "Though solid job creation and low interest rates are also fueling demand, builders continue to be hampered by supply-side constraints that include shortages of labor and lots."

## National Average Mortgage Rates



|                                | Rate  | Change       | Points |
|--------------------------------|-------|--------------|--------|
| <b>Mortgage News Daily</b>     |       |              |        |
| 30 Yr. Fixed                   | 7.07% | <b>+0.02</b> | 0.00   |
| 15 Yr. Fixed                   | 6.45% | <b>0.00</b>  | 0.00   |
| 30 Yr. FHA                     | 6.51% | <b>+0.02</b> | 0.00   |
| 30 Yr. Jumbo                   | 7.26% | <b>0.00</b>  | 0.00   |
| 5/1 ARM                        | 7.02% | <b>-0.01</b> | 0.00   |
| <b>Freddie Mac</b>             |       |              |        |
| 30 Yr. Fixed                   | 6.86% | <b>-0.01</b> | 0.00   |
| 15 Yr. Fixed                   | 6.16% | <b>+0.03</b> | 0.00   |
| <b>Mortgage Bankers Assoc.</b> |       |              |        |
| 30 Yr. Fixed                   | 7.02% | <b>-0.05</b> | 0.65   |
| 15 Yr. Fixed                   | 6.60% | <b>-0.15</b> | 0.55   |
| 30 Yr. FHA                     | 6.87% | <b>0.00</b>  | 0.92   |
| 30 Yr. Jumbo                   | 7.18% | <b>-0.03</b> | 0.54   |
| 5/1 ARM                        | 6.45% | <b>+0.08</b> | 0.81   |

Rates as of: 6/28

## 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%  |

The HMI levels in the four regions of the country are reported as three-month moving averages. Those averages were higher in **three of the four regions** and was unchanged in the fourth. The **Northeast** and **South** each registered a one-point gain to 42 and 64, respectively, while the **West** rose four points to 73. The **Midwest** remained the August level of 55.

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

## 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**

