



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](#)

Applications Continue Stabilizing as Rates Recover

Mortgage applications **continue to decompress** from the two-week holiday moratorium as well as from the usual holiday business interruptions, so it is hard to know where volumes really stand. The Mortgage Bankers Association's (MBA's) current Market Composite Index, covering the week ended January 6, 2017, includes an adjustment to account for the New Year's Day holiday, while the previous week's results were adjusted for the Christmas holiday.

The composite shows applications **increasing 5.8 percent** from the week ended December 30 on a seasonally adjusted basis and by 42 percent unadjusted. The Refinance Index was **up 4 percent** from the previous week and the refinancing share of applications ticked down to 51.2 percent from 52.2 percent.

The seasonally adjusted Purchase Index **increased 6 percent** while unadjusted it was up 45 percent. Compared to the same week in 2016 there was a loss of 18 percent.

Refi Index vs 30yr Fixed

Purchase Index vs 30yr Fixed

The **FHA share** of total applications ticked up from 11.6 percent to 11.7 percent and the **VA share** rose to 12.8 percent from 12.3 percent. The **USDA share** of total applications retreated to 0.9 percent from 1.1 percent the week prior.

Interest rates for fixed-rate mortgages (FRM) were down on both a contract and an effective basis. Conforming **30-year FRM** (those with loan balances under \$417,000) had an average contract rate of 4.32 percent with 0.41 point, decreasing from 4.39 percent with 0.43 point a week earlier. The jumbo version, loans with balances greater than \$417,000, posted a rate that was 10 basis point below that of a week earlier, 4.27 percent. Points decreased from 0.44 to 0.31.

The contract rate for 30-year FRM backed by the **FHA** fell from 4.22 percent to 4.08 percent. Points increased to 0.35 from 0.34.

National Average Mortgage Rates



	Rate	Change	Points
Mortgage News Daily			
30 Yr. Fixed	7.07%	+0.02	0.00
15 Yr. Fixed	6.45%	0.00	0.00
30 Yr. FHA	6.51%	+0.02	0.00
30 Yr. Jumbo	7.26%	0.00	0.00
5/1 ARM	7.02%	-0.01	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: 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%

	Value	Change
There was an 8 basis point decline in the average rate for 15-year fixed-rate mortgages, resulting in a contract rate of 3.56 percent. Points rose to 0.42 from 0.38.	3.56	+6.25%

The adjustable-rate mortgage (**ARM**) share of activity increased to 5.5 percent of total applications, up from 5.4 percent a week earlier. Interest rates increased for ARMs, with the average for 5/1 ARMs rising to 3.32 percent from 3.28 percent and points increasing to 0.46 from 0.42. The effective rate was also up.

MBA's Mortgage Applications Survey covers over 75 percent of all U.S. retail residential mortgage applications, and has been conducted since 1990. Respondents include mortgage bankers, commercial banks and thrifts. Base period and value for all indexes is March 16, 1990=100 and interest rate data is based on loans with an 80 percent loan-to-value ratio and points that include the origination fee.

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

