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Is There Really Trouble in The Housing Market?

Negative housing-related headlines are on the rise. Here are a few recent examples:

- Foreign purchases of American homes plunge 36% as Chinese buyers flee the market
- Another bad sign for the housing market
- Housing is providing another in a line of troubling signs
- Declining Mortgage Rates Aren't Helping Home Builders
- China's Economy, Trade Talks and Trouble in the Housing Market
- Housing's Bad Spell Continues: Starts, Permits Fall in June
- U.S. home sales tumble as prices surge to record high

Sounds pretty bad, right? But the **reality** for the housing market is not nearly as simple as some of these headlines would make it seem. The reality is actually much better.

A "slowdown" in home prices is one of the more popular topics recently. That's not a bad thing in and of itself because prices have indeed been slowing down!

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

Rates as of: 6/28

Market Data

	Price / Yield	Change
MBS UMBS 5.5	98.49	-0.45
MBS GNMA 5.5	99.10	-0.44
10 YR Treasury	4.4049	+0.0069
30 YR Treasury	4.5659	+0.0019

Pricing as of: 7/1 4:55AM EST

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%
Builder Confidence	Mar	51	+6.25%

US Housing Market Weekly

FHFA Home Prices

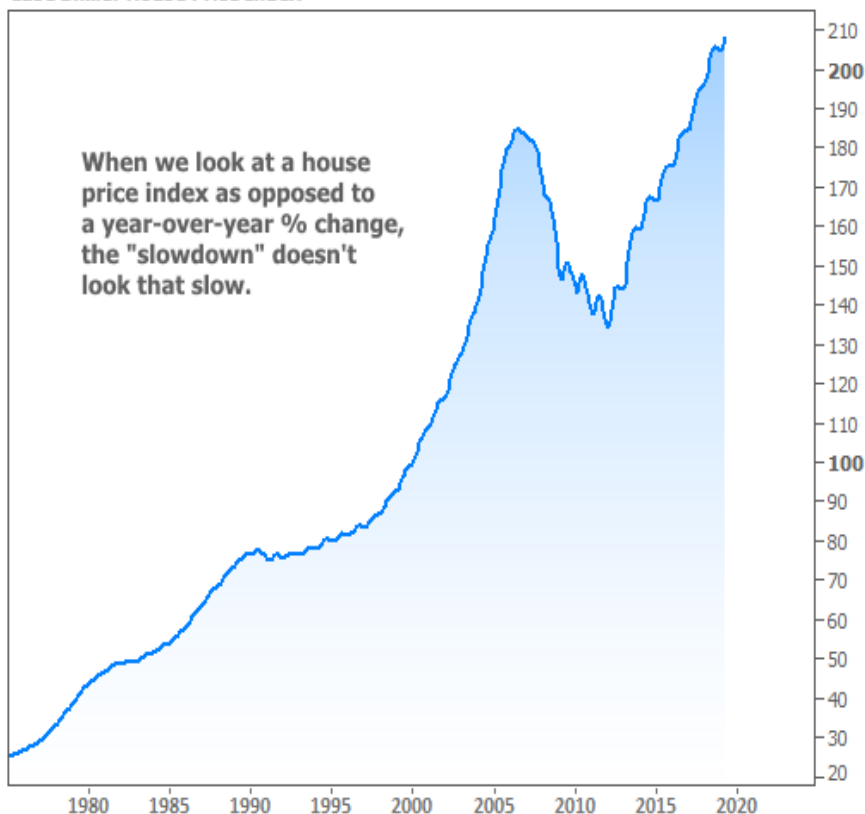


But there's a **big difference** between deceleration in the pace of improvement and a contraction. While there are local pockets of real estate where prices have been flat or declining, the average home continued to appreciate at a 5% year-over-year pace in May, according to this week's FHFA Home Price data.

Yes, 5.0% is a decline--a "slowdown," if you will--from the 5.2% pace in April, but **price growth is price growth**. Prices aren't falling until that 5.0% number turns negative.

Here's another look at prices, but this time in index format (i.e. an outright number that tracks average home prices as opposed to a % change).

Case Shiller House Price Index



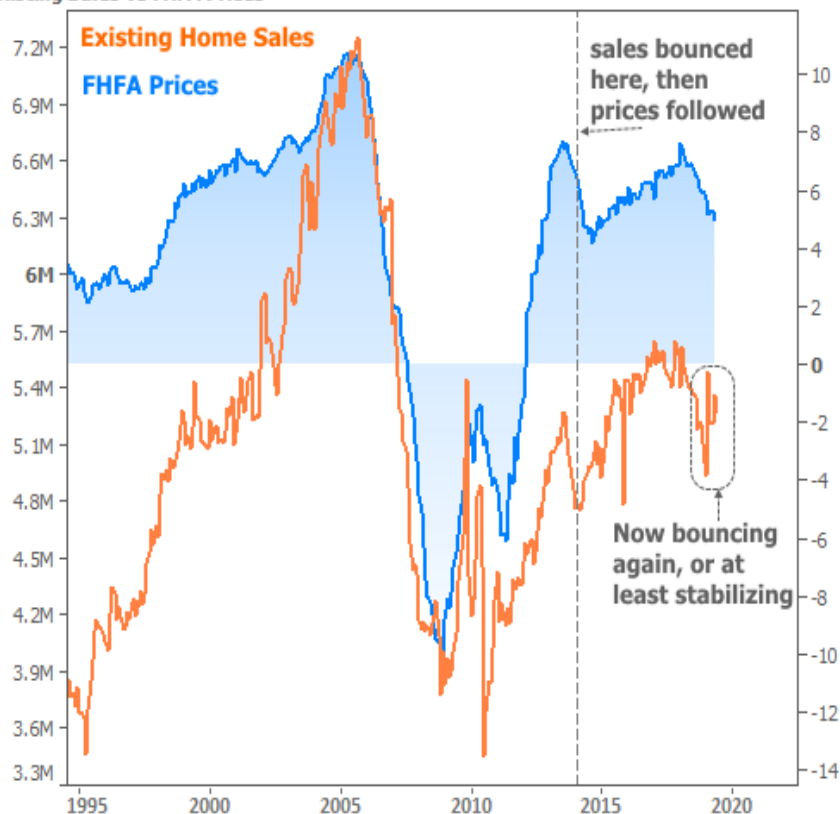
Ask any of the reporters who wrote any of those negative headlines to write a housing story based on this chart, and **the tone would likely be very different**. The issue is that those of us who go through the data with a fine-tooth comb are forced to focus on small changes in trajectory. Sometimes that happens at the expense of keeping the bigger picture in perspective.

With that in mind, the following housing-related charts/data are all from freshly-released reports this week. I **could** tell you how Existing Home Sales declined to a 5.27 mIn annual pace from 5.34 mIn previously, how New Home Sales missed their forecast, or how mortgage applications declined despite low mortgage rates. But instead, I'll just increase the time frame of the charts to offer context.

The **Existing Home Sales** chart is particularly interesting because it shows a clear correlation with the home price changes seen in the first chart (they're overlaid again in the following chart). Notably, a home sales bounce can lead a bounce in home prices. In other words, the recent stabilization in Existing Sales could soon result in a similar stabilization for home prices.

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Existing Sales vs FHFA Prices



Even if Existing Home Sales are leveling off, and even if price growth continues to decline, there's nothing wrong with more than 5 million existing homes changing hands every year, nor would there be anything wrong with a more sustainable home price appreciation rate in the 2-3% range (which would more closely match inflation). The big bad thing to avoid is a major contraction in prices/sales as seen in the last recession. But again, so far, **all we're seeing** are signs of "leveling-off."

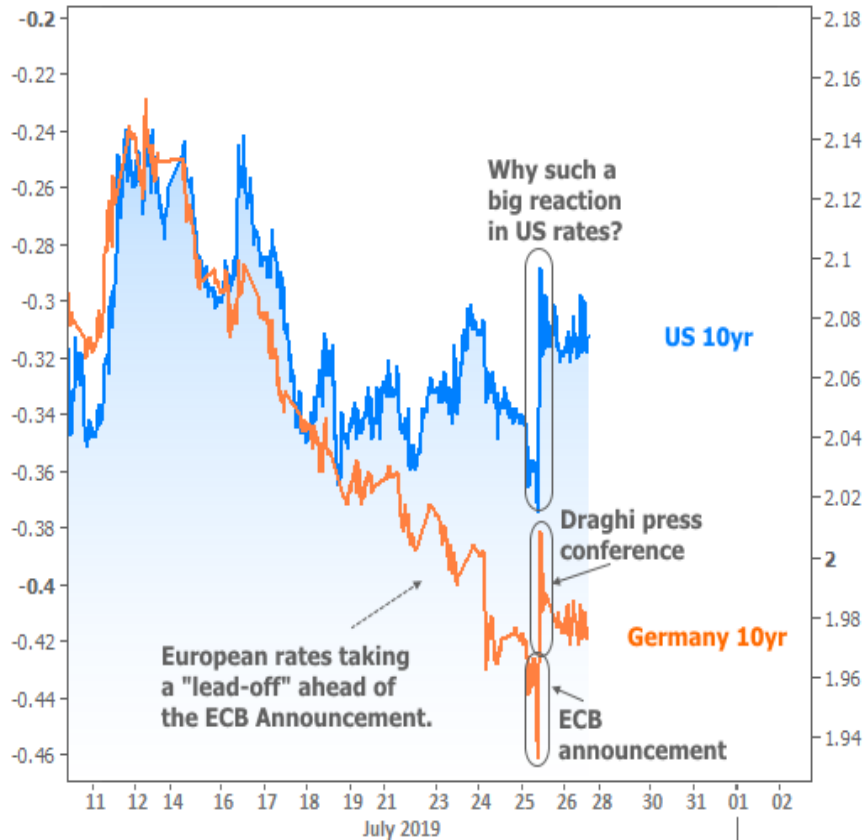
New Home Sales



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In financial markets this week, the European Central Bank (ECB) dominated the news cycle. Bond yields (aka rates) moved in anticipation of a friendly policy announcement. They continued to move when the announcement came through early on Thursday morning. But when ECB President Draghi held his post-announcement press conference 45 minutes later, investors weren't hearing as much of a rate-friendly tone as they expected. The result was a **quick snap back** in both European and US rates.

US Rates vs EU Rates



The question in the chart--**"why such a big reaction in US rates?"**--is a good one. Naturally, we'd expect European affairs to have the biggest impact on European rates, even though there is always some correlation. In Thursday's case, there were two complicating factors. Most overtly, a strong economic report (Durable Goods) came out at the same time Draghi began speaking. This would normally carry implications for higher rates in the US, but traders may have held back as they waited to see what Draghi had to say.

Beyond the data, there was also a technical component to the bounce. Longer term rates in the US (like 10yr Treasury yields, which tend to lead mortgage rate movement) have been trending gradually higher with a few exceptions. **One of the exceptions was seen on Thursday** morning when European rate momentum forced US rates below their trend line (dotted line in the following chart). Such lines can be used by traders as cues to buy/sell bonds depending on the direction of the breakout and other particulars. The last time European data pulled rates below that line, there was also a reason for a bounce back shortly thereafter, and the pace of the move was strikingly similar.

US Rates



Next week likely brings **more volatility** with an action-packed slate of big-ticket economic reports beginning on Tuesday. The Fed's big announcement will be the headliner on Wednesday, at least in terms of risk. The Fed will almost certainly be cutting rates by 0.25% and the market is already fully pricing that in. That means the Fed's verbiage will be the **big potential market mover**. If the Fed manages to serve up a warm bowl of porridge (i.e. no crazy market reaction), the week's remaining economic data becomes all the more important. After all, it's the data that will do more than anything to shape the Fed's future stance on rate cuts.

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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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