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Mortgage Rates Are Not 1.99%. In Fact They're Back Over 3%

Some mortgage companies have generated buzz by advertising 30yr fixed rates of 1.99%. While it is possible to obtain such a rate, there is definitely a catch.

Rates are certainly low in the big picture. Up until this week, they were **as low as they've ever been**. The average lender was easily able to do a conventional 30yr fixed in the high 2% range for ideal scenarios. The situation has deteriorated fairly rapidly since then. More on that in a moment.

For now, let's pretend rates are still at all time lows, because even when that was the case, 1.99% **still** wasn't what it appeared to be.

The key concept that will help us understand why we could see 1.99% advertised when the average lender is almost a full percentage point higher is that of **upfront costs vs interest rate**. Fortunately, it's pretty simple. If you borrow money, your lender makes money by earning interest over time OR by collecting finance charges upfront.

In the mortgage industry, the finance charge that has a direct bearing on your rate is often referred to as "discount" (aka "discount points" or just "points"). A point refers to a **percentage point** of the loan amount. For instance, if you're paying 1 discount point on a \$300k loan, it would be an additional \$3000 upfront.

Almost any lender will be fine with getting paid upfront or over time. They have math in place that allows you to choose whether you want to pay more upfront and less over time or vice versa. For instance, the 4 options below could all conceivably be equal in the eyes of the lender.

1. No points, 2.75%
2. 1 point, 2.5%
3. 2 points, 2.125%
4. 2.5-3 points, 1.99%

For example, in option 1, you'd pay no extra upfront cash for a rate of 2.75%. Contrast that to option 4 where someone with a \$300k loan would be paying as much as **\$9000 upfront** (or adding an extra \$9000 to their loan balance if refinancing). Moreover, lock time frames can be restricted in order to get the rate down to 1.99%, and that can be very costly if the market moves in the wrong direction (as it did this week!).

National Average Mortgage Rates



	Rate	Change	Points
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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	4.3921	-0.0059
30 YR Treasury	4.5587	-0.0053

Pricing as of: 6/30 10:48PM 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%

The takeaway here is that someone could certainly **advertise** mortgage rates of 1.99% with multiple discount points in a market where the going rate is 2.75% with no points, but the advertising lender is **no different than the competition**. They've just adjusted their marketing to pique your interest--no pun intended.

Bottom line on 1.99%, it's not the going rate, and by the time the downsides are factored in, pursuing such a rate may not make sense for the average borrower.

High Drama in The Mortgage Market This Week

Now let's talk about that rapid deterioration of the mortgage rate outlook this week. It all stems from a surprise announcement from conventional mortgage regulators (Fannie and Freddie or, collectively, the "GSEs") that they will collect a **new fee on all refinances**. Any loan that's not already very close to the closing table will be affected.

Some people are **very mad** about this. Some people think it's no big deal because rates are already so low in general. There's no right or wrong way to feel. There are only the facts as we can know them. Here they are:

The new fee is 50 basis points. That's **HALF A POINT** for those of you who happened to read the first half of this newsletter (\$1500 on a \$300k loan). While this might not sound significant to some, the average fee currently charged by the GSEs is just under half a point, up from a quarter point before a series of hikes beginning in 2011.

This effective **DOUBLING** of existing fees makes this by far the largest hike in history, and that's **not** even the biggest problem.

The GSEs have ways they could **justify** this fee. It is true that they are entering a time window where they will be paying out claims to mortgage investors on a significant number of loans in forbearance. In most cases, it was the mortgage servicers who'd been making those payments (certain loans require investors to be paid even if the homeowner is not paying).

If that was confusing, here's a flow chart of monthly payment money in the mortgage market:

Homeowner ---> Servicer --->Investor and/or Bondholder

If that chain is broken due to the homeowner entering forbearance, the servicer made the payments to investors for 4 months. But **after** that, GSEs are footing the bill.

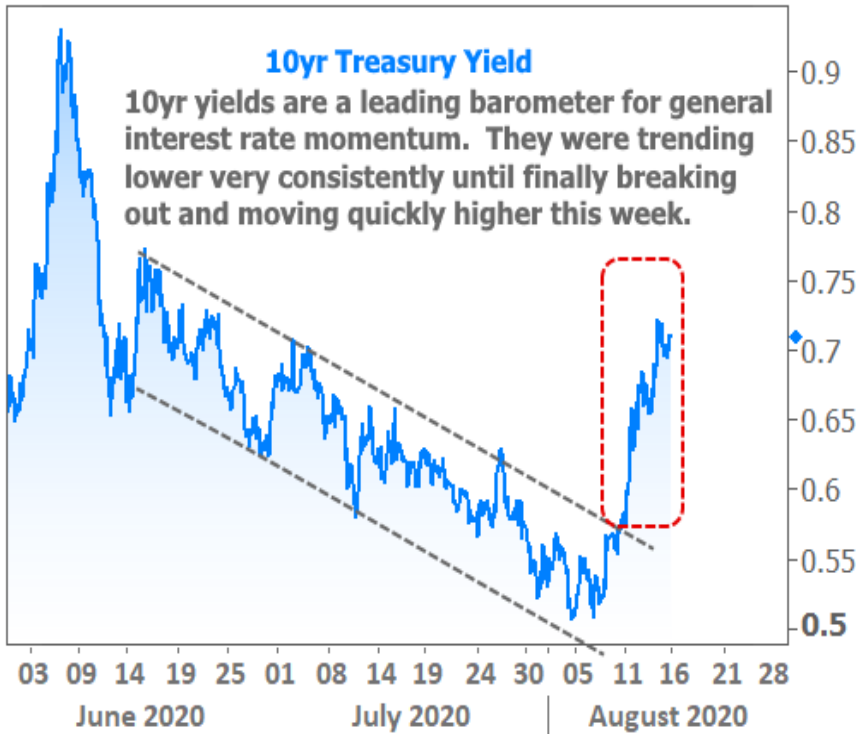
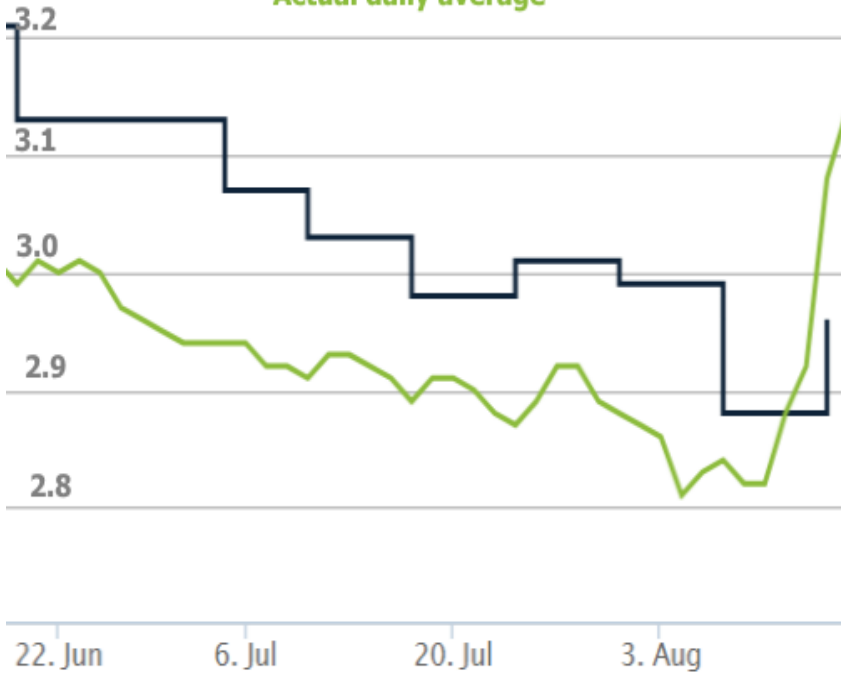
All that to say, GSEs could justify this increase by pointing to this unprecedented payout to investors. The **problem** is the **way** the fee was rolled out--basically overnight and with significant, obvious negative impacts on homeowners and the industry.

By surprising the industry with this fee, the GSEs are effectively forcing lenders to pay them **10s of millions of dollars** on loans that have already been locked. In turn, this forces lenders to raise rates for new loans to make up for that lost revenue **IN ADDITION** to applying the new half point fee.

It's a **double whammy for homeowners** seeking to benefit from the lowest rates in history at a time where cash flow is very important for some. This also means purchase rates moved higher, even though the GSE announcement only pertained to refis.

30yr Fixed Mortgage Rates (Conventional)

— Freddie Mac Survey Rate (weekly)
— Actual daily average



If we were just dealing with the half point fee and if it were rolled out with advance notice, we'd only be looking at rates moving up by about .125%. **Instead**, the average lender was **at least 0.25% higher** in rate 48 hours after the announcement. Ironically, that means a week that began with buzz about 1.99% rates will end with the average lender well over 3% for the first time in months.

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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.

Mike Baker

