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## Jury Still Out on Rising Rates and Housing Downturn

By most measures the housing market has been **improving consistently** since at least 2010. Some would say that the pervasiveness of the improvement was only made possible by the housing crisis setting such a low starting point, but that's neither here nor there.

**What matters** is whether housing is merely leveling-off after a solid run or if we're actually turning a corner. Data has been mixed in that regard. The week's most candid assessment came from **Fannie Mae**, who came right out and said that housing was off to a softer start in 2016.

When it comes to reasons behind the softness, a theme is emerging: **"it's not the economy."** In fact, Fannie notes a consistently smaller percentage of the population who says it's a "bad time to buy" based on the economy. Rather, the key issue is affordability.

Prices continue rising faster than wage growth can keep up in many areas of the country. **RealtyTrac** notes that the percentage of counties where affordability is worse than it was in 2005 **rose from 2 percent to 9 percent** over the past year. And in discussing the weakness in Existing Home Sales, **NAR** points out that the persistently low inventory levels are doing nothing to help prices.

Affordability might not be such a hot button issue right now if it weren't for **mortgage rates** being in the high 3 percent range. This is historically low, of course, and if this is the best that housing can do with these rates, we can all well imagine that numbers would only be weaker if rates were in the 4's or 5's.

While we're not skyrocketing into that territory any time soon, the **jury is still out** on rates' better days being behind us for now. The first 2 weeks in March were brutal, but then last week helped to undo some of that damage. In the most recent week, rates failed to capitalize on last week's momentum, leaving the bigger picture in limbo to some extent.

Rates have been keeping an eye on other markets, after having enjoyed such a strong run in the first part of the year thanks to **weakness in stocks and oil**. Much of the recent rate rise can be traced back to resilience in those other markets, but those markets are also saying the jury is out.

## National Average Mortgage Rates



	Rate	Change	Points
<b>Mortgage News Daily</b>			
30 Yr. Fixed	6.89%	0.00	0.00
15 Yr. Fixed	6.33%	+0.01	0.00
30 Yr. FHA	6.33%	+0.01	0.00
30 Yr. Jumbo	7.05%	0.00	0.00
5/1 ARM	6.58%	0.00	0.00

### Freddie Mac

30 Yr. Fixed	6.77%	-0.09	0.00
15 Yr. Fixed	6.05%	-0.11	0.00

Rates as of: 7/22

## Market Data

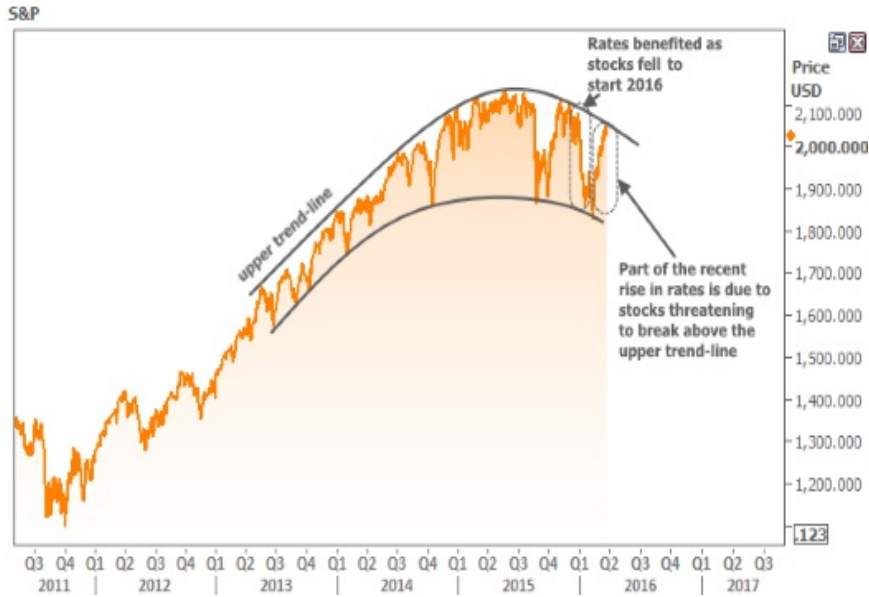
	Price / Yield	Change
MBS UMBS 5.5	99.49	+0.10
MBS GNMA 5.5	99.91	+0.13
10 YR Treasury	4.2340	-0.0185
30 YR Treasury	4.4598	-0.0127

Pricing as of: 7/23 8:53AM EST

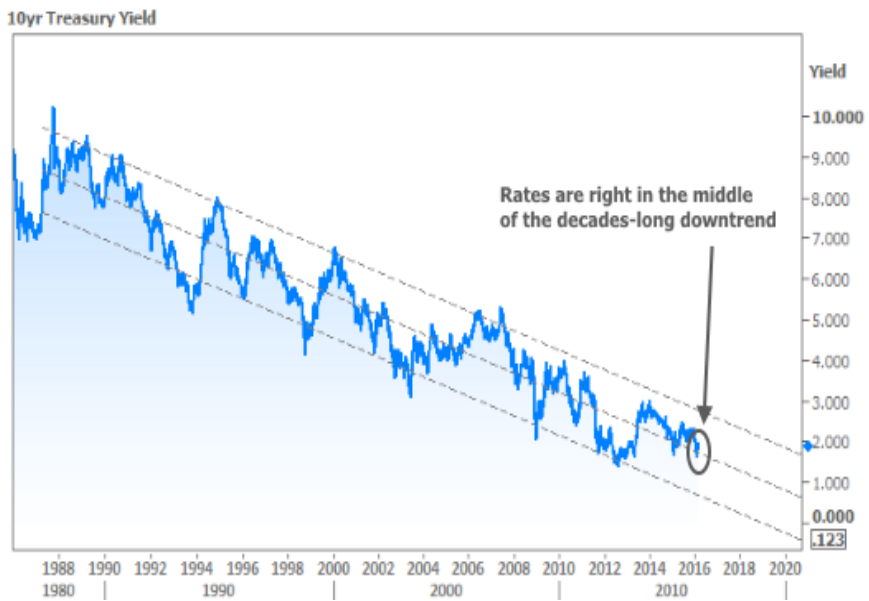
## Recent Housing Data

		Value	Change
Mortgage Apps	Jul 10	206.1	-0.19%
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%

For instance, the following chart shows a trend in stocks that has largely been helpful for mortgage rates. Notice how **stocks recovered at the same time** that rates have been moving higher, but without actually breaking outside the trend boundaries.



This isn't just a short term consideration. Even in the much broader context of the **decades-long trend toward lower rates**, current levels are very close to the middle of the road. The following chart contains 10yr Treasury yields (which tend to move in concert with mortgage rates) going back to 1986. The line in the middle is a simple regression line (meaning half of those days are above and half are below).



There is **both hope and caution** in this chart. On a hopeful note, if the trend continues, we'll see all-time low rates in the next few years. On a cautionary note, even if the trend ultimately continues, rates could go much higher before breaking that upper line.

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## Recent Economic Data

Date	Event	Actual	Forecast	Prior
<b>Monday, Mar 21</b>				
10:00AM	Feb Existing home sales (ml)	5.08	5.32	5.47
10:00AM	Feb Exist. home sales % chg (%)	-7.1	-2.8	0.4
<b>Wednesday, Mar 23</b>				
7:00AM	w/e Mortgage Refinance Index	1845.4		1940.3
7:00AM	w/e MBA Purchase Index	224.0		226.3
10:00AM	Feb New home sales-units mm (ml)	0.512	0.510	0.494
10:00AM	Feb New home sales chg mm (%)	+2.0	3.2	-9.2
<b>Thursday, Mar 24</b>				
8:30AM	w/e Jobless claims 4-wk avg (k)	259.75		268.00
8:30AM	w/e Continued jobless claims (ml)	2.179	2.210	2.235
8:30AM	w/e Initial Jobless Claims (k)	265	265	265
8:30AM	Feb Durable goods (%)	-2.8	-2.9	4.7
<b>Friday, Mar 25</b>				
12:00AM	Good Friday			
<b>Monday, Mar 28</b>				
8:30AM	Feb Core PCE price index mm (%)	+0.1	0.2	0.3
8:30AM	Feb PCE price index mm (%)	-0.1		0.1
8:30AM	Feb Personal consump real mm (%)	+0.2		0.4
10:00AM	Feb Pending homes index	109.1		106.0
<b>Tuesday, Mar 29</b>				
9:00AM	Jan CaseShiller 20 mm SA (%)	+0.8	0.7	0.8
10:00AM	Mar Consumer confidence	96.2	94.0	92.2
<b>Wednesday, Mar 30</b>				
8:15AM	Mar ADP National Employment (k)	200.0	194	214
<b>Thursday, Mar 31</b>				
9:45AM	Mar Chicago PMI	53.6	50.0	47.6
<b>Friday, Apr 01</b>				
8:30AM	Mar Unemployment rate mm (%)	5.0	4.9	4.9
8:30AM	Mar Private Payrolls (k)	+195	197	230
8:30AM	Mar Non-farm payrolls (k)	+215	205	242
10:00AM	Mar ISM Mfg Prices Paid	51.5	42.0	38.5
10:00AM	Feb Construction spending (%)	-0.5	0.1	1.5

## Event Importance:

No Stars = Insignificant

☆ Low

★ Moderate

★★ Important

★★★ Very Important

## Update: Buyer Broker Agreement

After requests from real estate companies, a nonprofit consumer watchdog group the Consumer Federation of America has developed a list of factors to consider when creating a buyer contract in preparation for upcoming practice changes in the industry.

CFA released its "Proposed Criteria for Evaluating Home Buyer Contract Forms" on Tuesday. The 15 criteria focus on the contracts' form – whether the documents are readable and understandable – and content – whether they are fair to homebuyers.

- the document's expiration date (CFA recommends buyers asks for a three-month contract and never sign one longer than six months)
- the right to terminate the contract
- the disclosure that compensation is negotiable
- the broker's compensation clearly stated and that the buyer broker can't receive additional compensation for facilitating a sale
- that any additional fees, such as for showing a home, will be deducted from the broker's commission if there is a successful sale
- that the commission is due only if there is a successful closing
- that buyers have an obligation – for no longer than 60 days, CFA recommends – to pay a broker who earlier showed them a home they purchased after the contract ended
- seller concessions paid directly to buyers
- dual agency not pre-approved by the contract
- an explanation of how a broker treats different buyer clients interested in the same property
- that buyers should not be required to first go through mediation or arbitration if they have a complaint

Contact me for more information. 702-303-0243 or [TPayne@loandepot.com](mailto:TPayne@loandepot.com)

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