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Stellar Housing Data This Week and a Break From Mortgage Rate Volatility

After beginning the week on shaky footing thanks to recently higher rates, the housing market was treated to **great news** in the form of strong reports on home sales and prices.

New Home Sales surged 16.6 percent from March to April and 23.8 percent versus April 2015, according to [data released by the Census Bureau](#) this week. The Southern region led the charge with a gain of 52.8 percent this month and a staggering 323.1 percent year-over-year.

Not to be outdone, Pending Home Sales, which measures contract activity in Existing Homes, rang in at the strongest level since early 2006 in [data released by the National Association of Realtors](#). Both housing reports resoundingly exceeded analyst forecasts and both accomplish some important goals on the charts.

If the gain holds in New Home Sales after revisions, it will **bring an end to the ceiling** that's been in place for more than a year, thus breathing new life into a trend that looked to be flattening out.

The gain in Pending Sales accomplishes a similar goal (rising above early 2015 levels), but it also **trumps the big spike** seen at the expiration of the homebuyer tax credit in early 2010.

National Average Mortgage Rates



	Rate	Change	Points
Mortgage News Daily			
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

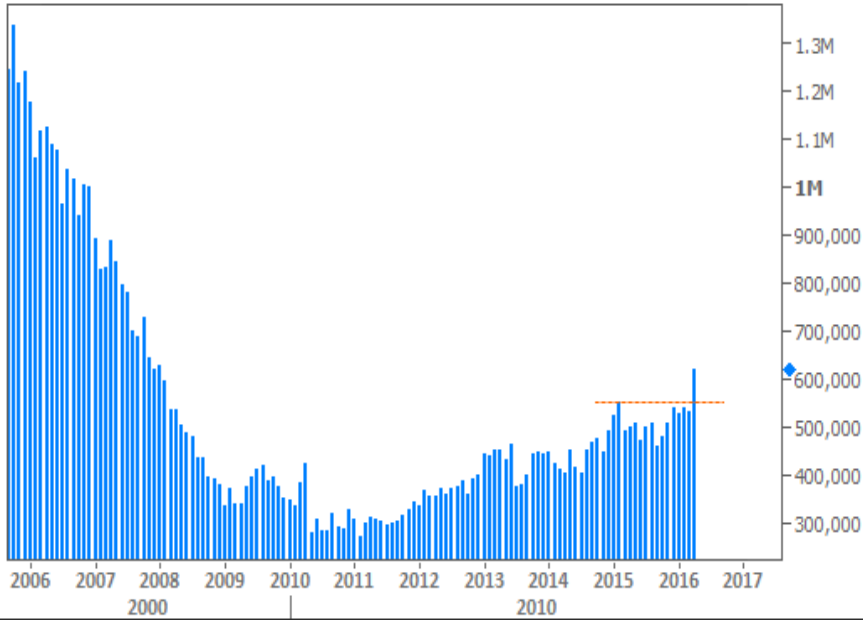
	Price / Yield	Change
MBS UMBS 5.5	99.52	+0.13
MBS GNMA 5.5	99.94	+0.16
10 YR Treasury	4.2281	-0.0244
30 YR Treasury	4.4528	-0.0197

Pricing as of: 7/23 8:50AM EST

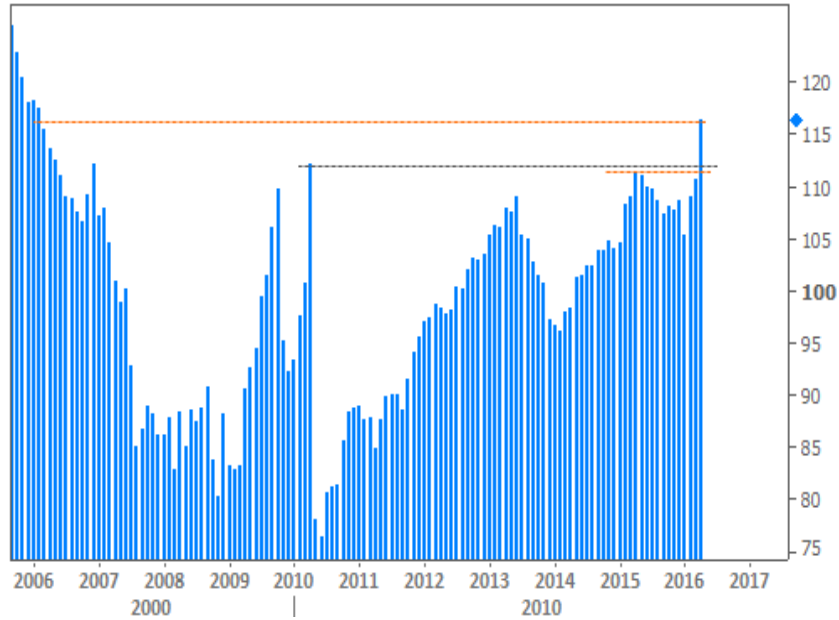
Recent Housing Data

		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%

New Home Sales

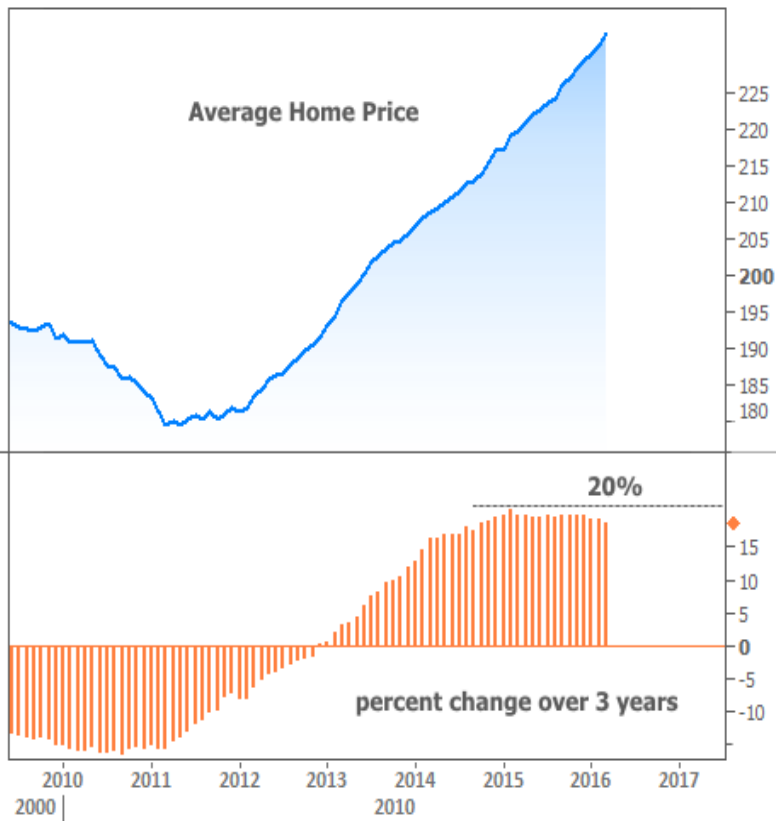


Pending Home Sales



With strong sales come **strong prices**, and the FHFA confirmed that in the most recent installment of its [Housing Price Index](#). Appreciation has been strong and steady, with the annual rate running just over 6 percent and the 3-year rate of appreciation holding just under 20%.

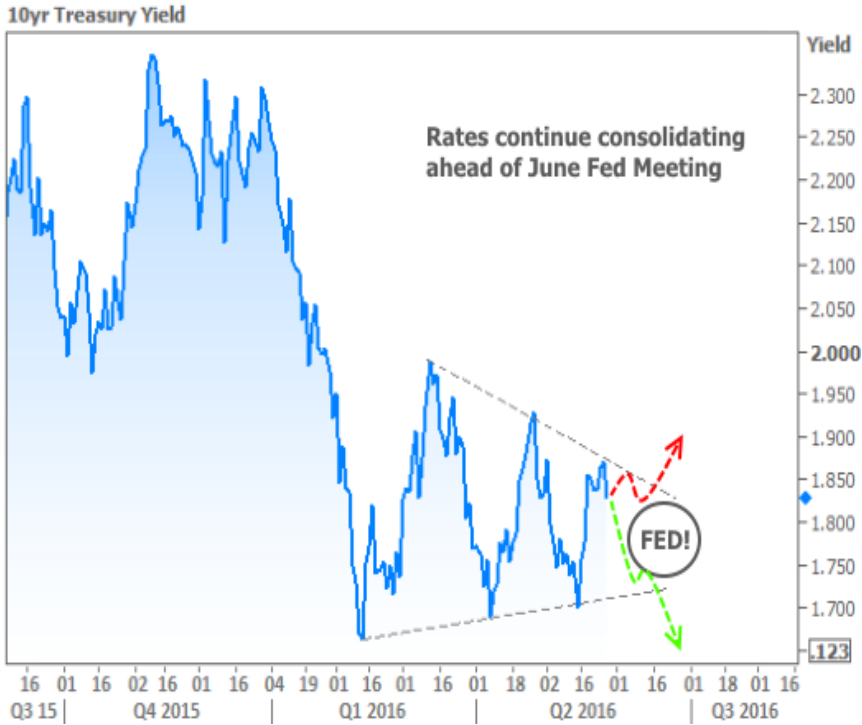
FHFA Home Prices



Rates even **calmed down** over the course of the week, but **threats remain** as June's Fed meeting approaches. After the Fed released April's meeting minutes (last week), rates leapt higher as investors concluded the Fed was more likely to hike its policy rate in June or July.

Despite last week's spike, rates managed to remain inside the same **increasingly narrow range** we've been following all year. A chart of 10yr Treasury yields (which closely track mortgage rate movement) is a great way to observe this consolidating momentum. The 800lb gorilla in the room is the fact that the "higher lows" and "lower highs" will be **colliding** right about the time we hear from the Fed in June (see below).

Although mortgage rates aren't directly connected to the Fed Funds Rate, the two tend to move in the same direction over time. Moreover, Treasury yields and mortgage rates can move preemptively based on the Fed rate hike outlook. As such, mortgage rates and 10yr Treasury yields will have **already broken higher or lower** out of their increasingly narrow ranges if investors even **THINK** they know what the Fed will do.



Market volatility should be increasing next week (markets are **closed for Memorial Day on Monday**). Naturally, it makes more sense to guard against the possibility of a break **higher** in rates given that we're closer to the higher end of the range.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, May 24				
10:00AM	Apr New home sales-units mm (ml)	0.619	0.523	0.511
10:00AM	Apr New home sales chg mm (%)	+16.6	2.0	-1.5
1:00PM	2-Yr Note Auction (bl)	26		
Wednesday, May 25				
7:00AM	w/e Mortgage Market Index	496.5		482.6
9:00AM	Mar Monthly Home Price yy (%)	6.1		5.6
1:00PM	5-Yr Note Auction (bl)	34		
Thursday, May 26				
8:30AM	w/e Initial Jobless Claims (k)	268	270	278
8:30AM	Apr Durable goods (%)	+3.4	0.5	1.3
10:00AM	Apr Pending homes index	116.3		110.5
10:00AM	Apr Pending sales change mm (%)	+5.1	0.6	1.4
1:00PM	7-Yr Note Auction (bl)	28		
Friday, May 27				
8:30AM	Q1 GDP Prelim (%)	+0.8	0.9	0.5

Event Importance:

- No Stars = Insignificant
- ☆ Low
- ★ Moderate
- ★★ Important
- ★★★ Very Important

Date	Event	Actual	Forecast	Prior
10:00AM	May U Mich Sentiment Final (ip)	94.7	95.4	95.8
Monday, May 30				
12:00AM	Memorial Day			
Tuesday, May 31				
8:30AM	Apr PCE price index mm (%)	+0.3		0.1
8:30AM	Apr Personal consump real mm (%)	+0.6		0.0
9:00AM	Mar CaseShiller 20 yy (%)	+5.4	5.2	5.4
9:45AM	May Chicago PMI	49.3	50.7	50.4
10:00AM	May Consumer confidence	92.6	96.0	94.2
Wednesday, Jun 01				
8:15AM	May ADP National Employment (k)		180	156
10:00AM	Apr Construction spending (%)	-1.8	0.6	0.3
10:00AM	May ISM Manufacturing PMI	51.3	50.4	50.8
Friday, Jun 03				
8:30AM	May Non-farm payrolls (k)	+38	164	160
8:30AM	May Unemployment rate mm (%)	4.7	4.9	5.0
8:30AM	Apr International trade mm \$ (bl)	-37.4	-41.3	-40.4
10:00AM	Apr Factory orders mm (%)	+1.9	1.9	1.5
10:00AM	May ISM N-Mfg PMI	52.9	55.5	55.7

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

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