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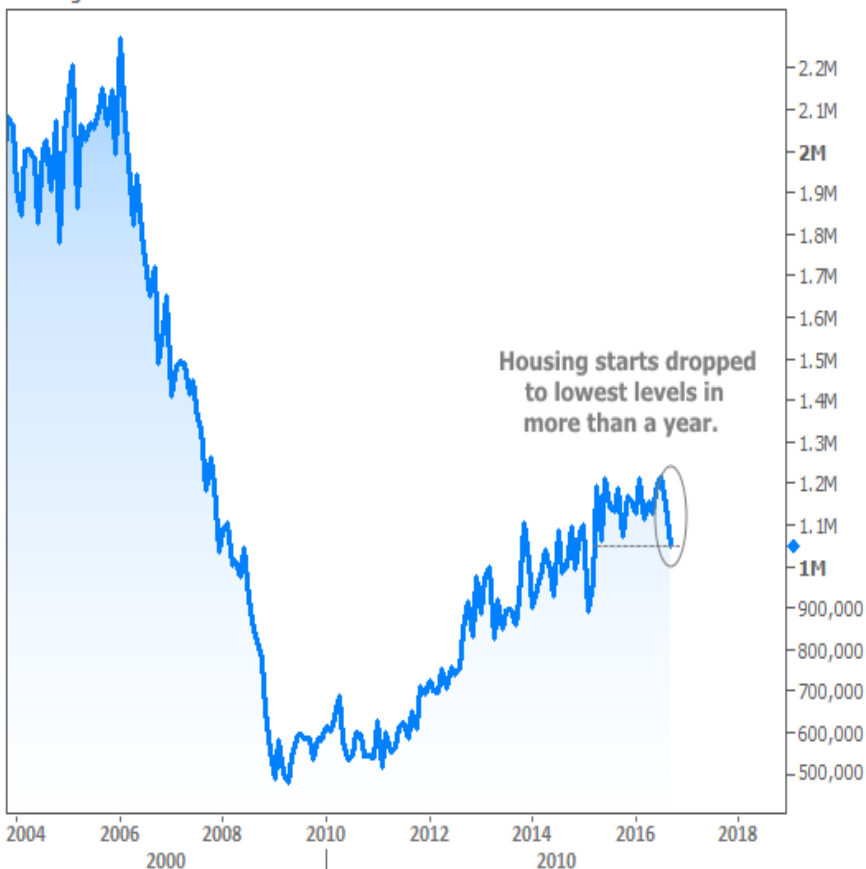
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Housing and Rates in Trouble? It Depends

This week, a [report from Fannie Mae](#) suggests the housing market is **losing momentum** due to declines in single family construction spending and the prospect of higher interest rates in the future. Whether or not this should be troubling is a matter of perspective.

It is true that certain construction metrics have been **lagging**. In a [separate report](#) this week, housing starts fell sharply to their lowest levels in more than a year.

Housing Starts



In and of itself, this drop in Housing Starts **could be** troubling, but by the time we look at the week's other data, the situation doesn't seem so dire.

Right off the bat, it's **important to remember** that any monthly economic data is inherently volatile. One rogue month of weakness in Housing Starts (down 9.0%) doesn't speak to a shift in the bigger picture. A stronger case could be made if the other housing-related data was similarly weak, but if anything,

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	99.39	-0.01
MBS GNMA 5.5	99.78	+0.00
10 YR Treasury	4.2276	-0.0249
30 YR Treasury	4.4472	-0.0253

Pricing as of: 7/23 7:00AM EST

Recent Housing Data

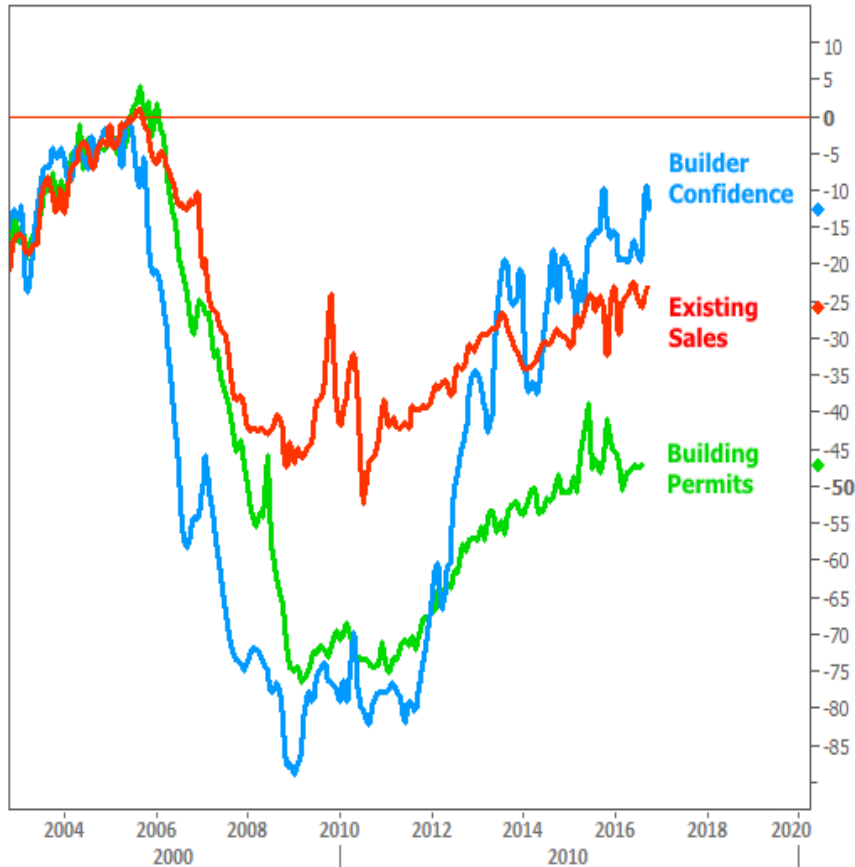
		Value	Change
Mortgage Apps	Jul 10	206.1	-0.19%
Building Permits	Mar	1.46M	-3.95%
Housing Starts	Mar	1.32M	-13.15%
New Home Sales	Mar	693K	+4.68%
Pending Home Sales	Feb	75.6	+1.75%
Existing Home Sales	Feb	3.97M	-0.75%
Builder Confidence	Mar	51	+6.25%

this week's data argues the opposite.

In the same report as Housing Starts, Building Permits told a completely **different story**, rising 6.3% from last month and 8.5% from last year. **Builder Confidence** fell, but remained at the 2nd highest level of the year.

Existing home sales were **unabashedly strong**, not to mention first-time buyer participation at a 4-year high, and a 5.6% annual improvement in prices. The following chart shows how several of these metrics have evolved (in terms of percent change) from "peak housing data" in June 2005.

Percent Change From June 2005



Clearly, the housing market is **not "in trouble"** at the moment. Waning momentum, on the other hand, is a possibility we have to consider.

The waning momentum thesis relies, in part, on the **expectation of higher rates**. Fannie, and others, are worried that rates could now be at greater risk of a long-term uptrend as global central banks begin unwinding their easy money policies.

This fear is quite valid. Indeed, rates are only as low as they are due to global central bank monetary policy. Naturally, if the European Central Bank (ECB) announced its intention to taper asset purchases as the Fed did in 2013, a similar **taper tantrum** could be the result.

Markets have been **concerned enough** about another taper tantrum that rates have been moving steadily higher in anticipation. Whether or not they're "high" on an outright basis, is a matter of perspective. After all, they've only been this low for this long one other time in history. (The following chart uses 10yr Treasury yields as proxy for movement in longer-term rates like mortgages.)

US 10yr Treasury



US 10yr Treasury



The preceding chart is **bittersweet**. It's great that rates have been so low, but it also serves as a reminder of just how quickly they can move higher. Keep in mind that almost no one expected mortgage rates in the 3% range again the 2013 taper tantrum, yet here we are.

If the ECB does indeed cause a similar tantrum things **could get scary** in the same way they were scary in 2013. But at that point, the global economy would need to be firing on most of its cylinders in order to keep rates heading higher. Otherwise, there's no reason to believe the life-expectancy of a new taper tantrum would be better than the old one.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Monday, Oct 17				
8:30AM	Oct NY Fed manufacturing	-6.8	1.00	-1.99
9:15AM	Sep Industrial output mm (%)	+0.1	0.1	-0.4
Tuesday, Oct 18				
8:30AM	Sep CPI mm, sa (%)	+0.3	0.3	0.2
8:30AM	Sep Core CPI mm, sa (%)	+0.1	0.2	0.3
Wednesday, Oct 19				
7:00AM	w/e Mortgage Market Index	512.9		509.6
8:30AM	Sep Building permits: number (ml)	1.225	1.165	1.152
8:30AM	Sep Housing starts number mm (ml)	1.047	1.175	1.142
Thursday, Oct 20				
8:30AM	Oct Philly Fed Business Index	9.7	5.3	12.8
10:00AM	Sep Existing home sales (ml)	5.47	5.35	5.33
Tuesday, Oct 25				
9:00AM	Aug CaseShiller 20 yy (%)	+5.1	5.0	5.0
10:00AM	Oct Consumer confidence	98.6	101.0	104.1
1:00PM	2-Yr Note Auction (bl)	26		
Wednesday, Oct 26				
10:00AM	Sep New home sales-units mm (ml)	0.593	0.600	0.609
1:00PM	5-Yr Note Auction (bl)	34		
Thursday, Oct 27				
8:30AM	Sep Durable goods (%)	-0.1	0.1	0.1
10:00AM	Sep Pending homes index	110.0		108.5
1:00PM	7-Yr Note Auction (bl)	28		
Friday, Oct 28				
8:30AM	Q3 Employment costs (%)	+0.6	0.6	0.6
8:30AM	Q3 GDP Advance (%)	+2.9	2.5	1.4
10:00AM	Oct U Mich Sentiment Final (ip)	87.2	88.1	87.9
Tuesday, Mar 21				

Event Importance:

No Stars = Insignificant

☆ Low

★ Moderate

★★ Important

★★★ Very Important

Date	Event	Actual	Forecast	Prior
11:30AM	26-Week Bill Auction (bl)	55		

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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