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## Highest Rates in Years Raise Questions About Housing in 2017

Just this week, Freddie Mac referred to 2016 as the **best year for housing in a decade** before going on to say that 2017 is up in the air. With rates having risen rapidly to the highest levels in more than 2 years, "up in the air" is an understatement. In fact, forget housing... 2017 is up in the air across the board.

The apex of the financial crisis was the last time the political and economic climate of the country was so fraught with uncertainty. Love him or hate him, market movement suggests **high hopes** for Trump's fiscal policies. Whether or not those policies can possibly justify the growth and inflation suddenly predicted by financial markets will be the **biggest story** of the coming year.

If financial markets could actually be certain of a best-case scenario, rates would already be rising at the **fastest pace in history**. As it stands, the rate spike is merely "one of the fastest" in history. Reason being: the only certainty so far is that 2017's fiscal environment will generally be less friendly for bonds (read: higher rates) and more friendly for stocks. Investors have responded to that certainty as you'd expect them to:

### 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

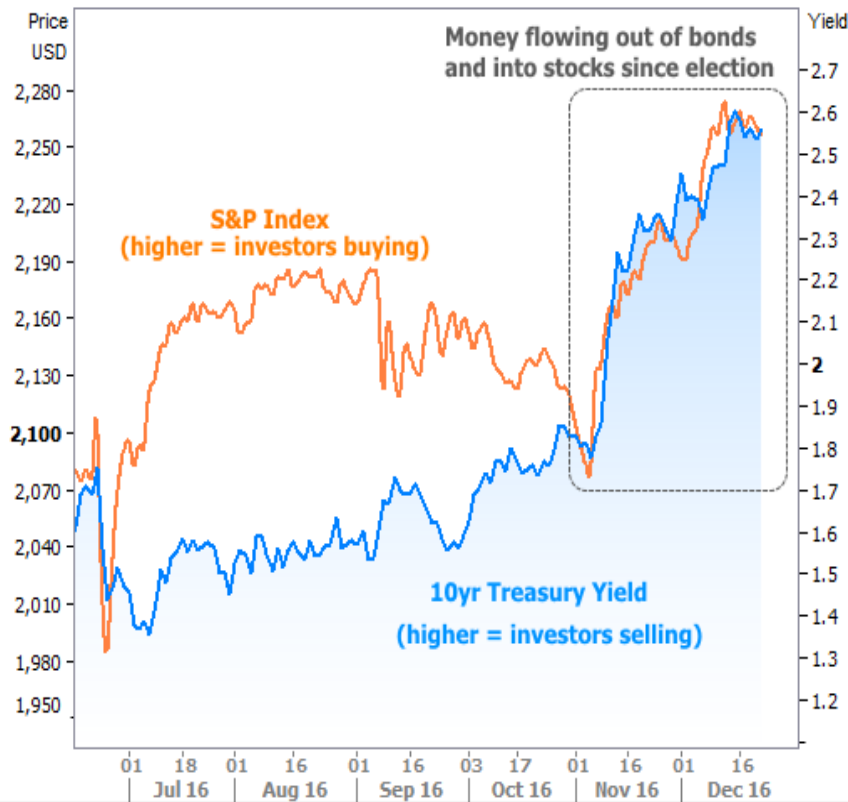
	Price / Yield	Change
MBS UMBS 5.5	99.39	-0.01
MBS GNMA 5.5	99.78	+0.00
10 YR Treasury	4.2262	-0.0263
30 YR Treasury	4.4444	-0.0281

Pricing as of: 7/23 6:50AM EST

### Recent Housing Data

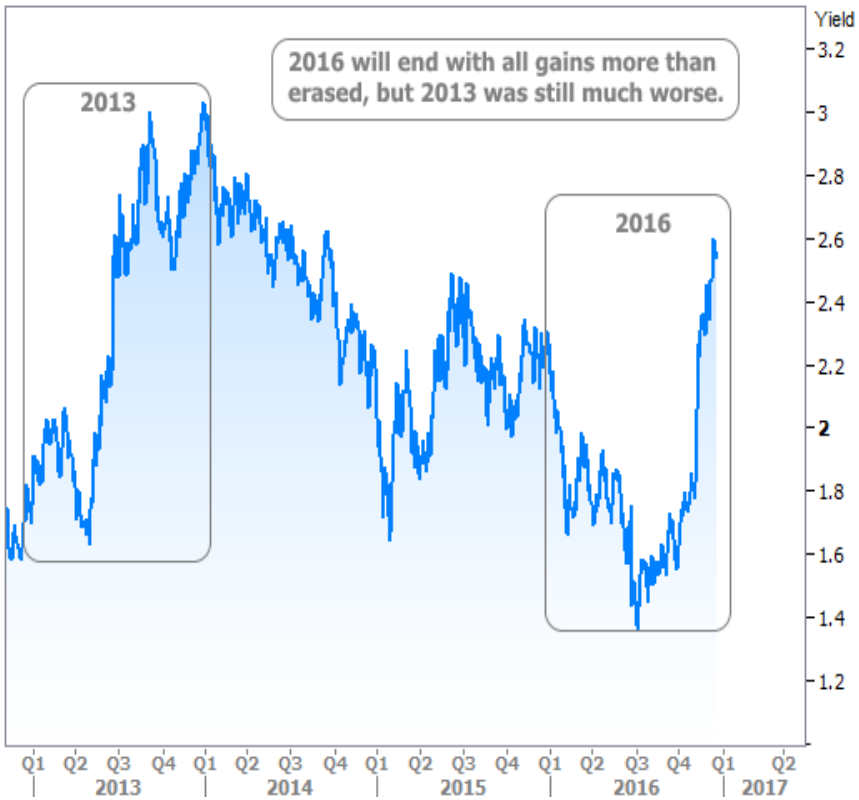
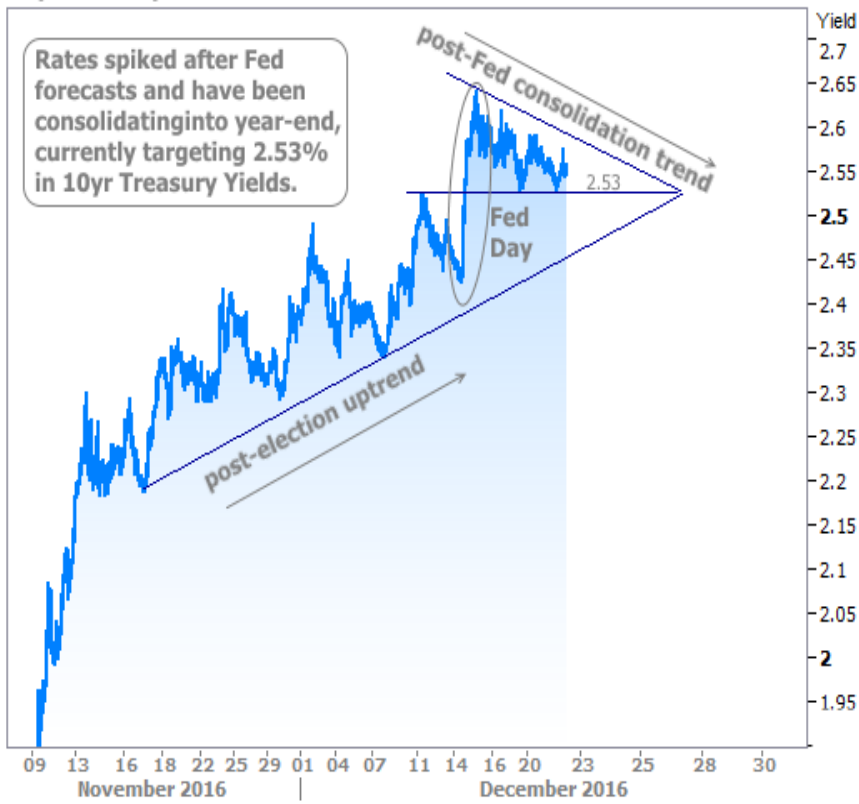
		Value	Change
Mortgage Apps	Jul 10	206.1	-0.19%
Building Permits	Mar	1.46M	-3.95%
Housing Starts	Mar	1.32M	-13.15%
New Home Sales	Mar	693K	+4.68%
Pending Home Sales	Feb	75.6	+1.75%
Existing Home Sales	Feb	3.97M	-0.75%
Builder Confidence	Mar	51	+6.25%

Stocks and Bonds Since The Election

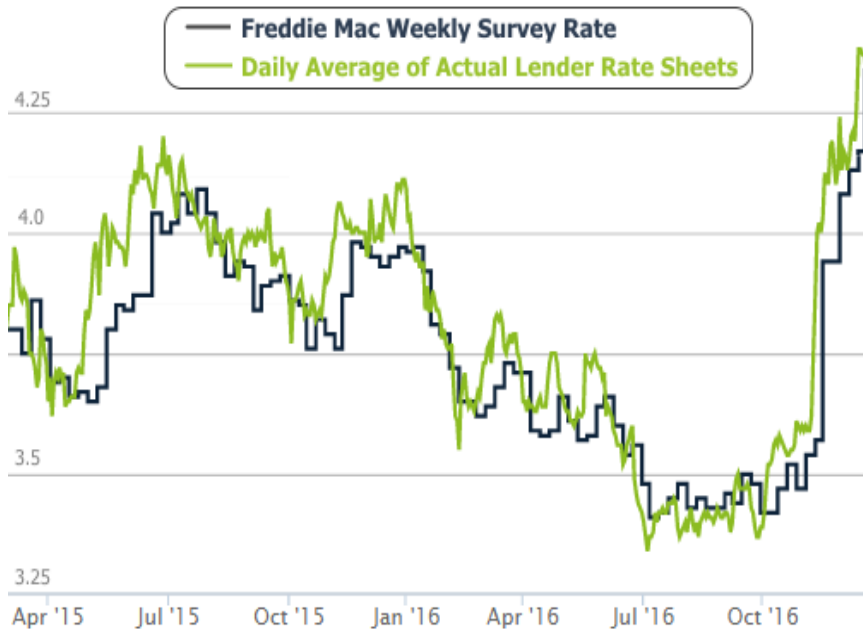


The quick, post-election reallocation between stocks and bonds now looks to have **run its course**. At the very least, it's calming down heading into the end of the year. The net effect for rates is similar to 2013, but with slightly lower outright levels. (NOTE: 10yr Treasury yields are the favored benchmark for longer-term rates like mortgages.)

10yr Treasury Yield



It will take a while for the effects of this rate spike to be widely understood. Case in point, just this week, the nation's most widely-cited source of mortgage rate movement (Freddie Mac's Primary Mortgage Market Survey) finally caught up to reality. This isn't a knock on Freddie--simply evidence that **it takes time** for big developments on the front lines to be reflected in higher-level data.



The scary thing is that Freddie's weekly rate survey is in an **EARLY indicator** compared to the housing data that will ultimately speak to the effects of rising rates. For example, this week's [Existing Home Sales](#) data--which covered November--was unfazed, rising to the highest levels in nearly a decade.

Existing Home Sales Highest Since Feb 2007



At the very least, it would be fair to expect some deterioration in housing based on 2013's example. By the time we consider that sales were only ever higher during **history's greatest housing bubble** (not to mention more esoteric considerations like the maturity of the economic cycle or waning central bank stimulus), we'd be well within our right to wonder if things will be even worse this time around.

It's **not all doom and gloom** though. Cases could be made that the current labor market leaves the average American in a better position to weather a storm of rising rates than they were in 2013. The point is that until we see how the higher-level data evolves in the coming months, uncertainty over the housing/mortgage market outlook will be a major theme in 2017.

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## Recent Economic Data

Date	Event	Actual	Forecast	Prior
<b>Wednesday, Dec 21</b>				
7:00AM	w/e Mortgage Market Index	407.3		397.5
7:00AM	w/e Mortgage Refinance Index	1449.4		1407.0
7:00AM	w/e MBA Purchase Index	232.9		226.7
10:00AM	Nov Existing home sales (ml)	5.61	5.50	5.60
<b>Thursday, Dec 22</b>				
8:30AM	Nov Nondefense ex-air (%)	+0.9	0.3	0.2
8:30AM	Nov Durable goods (%)	-4.6	-4.7	4.6
8:30AM	Q3 GDP Final (%)	+3.5	3.3	3.2
8:30AM	w/e Initial Jobless Claims (k)	275	265	254
8:30AM	w/e Continued jobless claims (ml)	2.036	2.035	2.018
9:00AM	Oct Monthly Home Price yy (%)	+6.2		6.1
10:00AM	Nov Consumption, adjusted mm (%)	+0.2	0.3	0.3
10:00AM	Nov Personal income mm (%)	0.0	0.3	0.6
10:00AM	Nov Core PCE price index yy (%)	+1.6		1.7
<b>Friday, Dec 23</b>				
10:00AM	Nov New home sales-units mm (ml)	0.592	0.575	0.563
<b>Tuesday, Dec 27</b>				
9:00AM	Oct CaseShiller 20 mm SA (%)	+0.6	0.5	0.4
10:00AM	Dec Consumer confidence	113.7	109.0	107.1
<b>Wednesday, Dec 28</b>				
10:00AM	Nov Pending homes index	107.3		110.0
<b>Friday, Dec 30</b>				
9:45AM	Dec Chicago PMI	54.6	57.0	57.6

## 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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