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Housing Market Not Very Scared of Big Bad Wolf

2018 began with a massive spike in interest rates. It was the proverbial big bad wolf for housing markets and for financial markets in general, or **so we're told**. Refreshingly, the wolf was on vacation in March--rates moderated in a narrow, friendlier range--but now he's back, huffing and puffing.

10yr Treasury Yield ("Rates")



This old wolf not only gets a bad rap, but he also gets **more credit than he deserves**. Rate spikes like this are simultaneously feared as a negative indicator for housing and blamed for spooking the stock market. A housing hit seems logical enough. After all, rates affect affordability. But in reality, none of the ups and downs in rates over the past few years have had commensurate impacts on housing numbers.

The following chart shows this week's housing-related data, which consisted of Builder Confidence and the New Residential Construction report (Building Permits and Housing Starts). Granted, these reports cover the month of March, but the lines on the chart **also** traveled through the big rate spike at the beginning of 2018--not to mention the even bigger example in 2013--

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	4.2525	0.0000
30 YR Treasury	4.4711	-0.0014

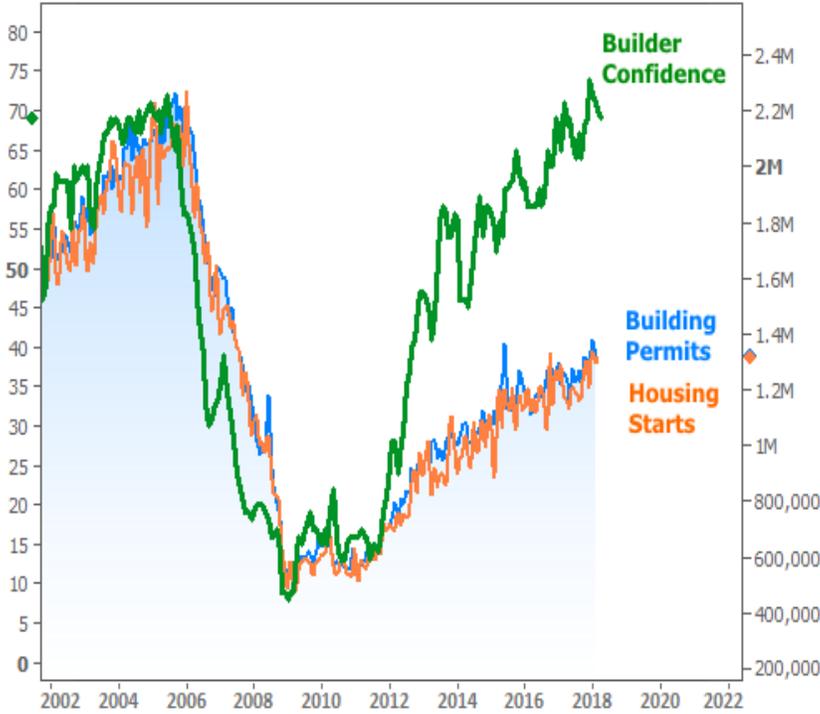
Pricing as of: 7/23 2:53AM EST

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%

without missing a beat. **Conclusion:** if something is going to derail these trends, it's not rate spikes.

Selected Housing Market Data



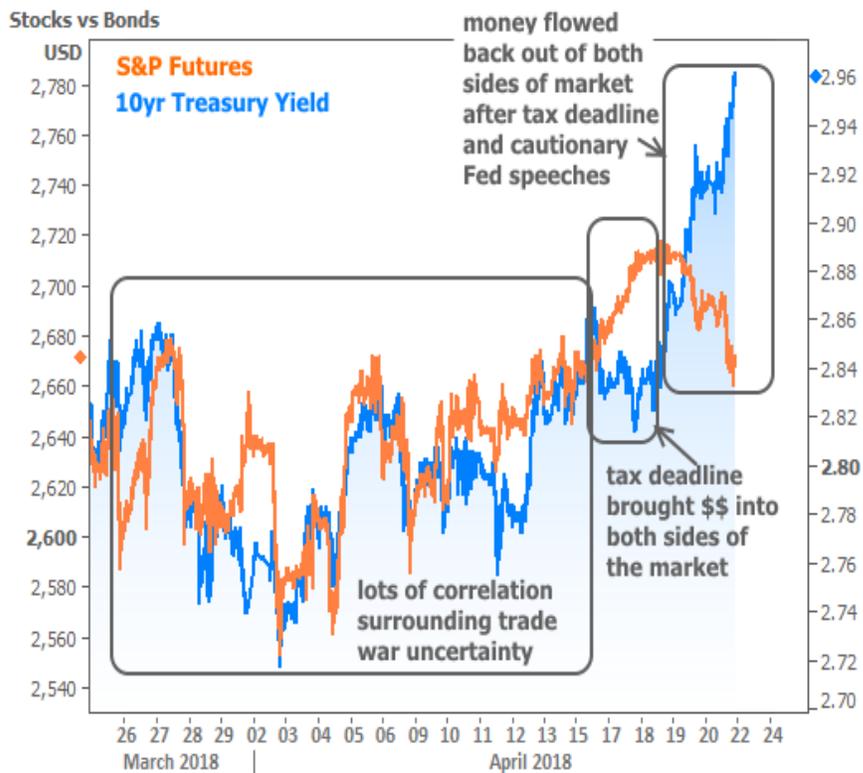
How about the stock market? It was fairly tough to tune-in to financial news this week without seeing the rate spike being blamed for slumping stocks. Rather than bore you with words, I'll just leave the following chart right here (**conclusion:** stocks didn't care about 3% 10yr Treasury yields in the past, nor did they care about a much bigger rate spike in 2013):

Stocks vs Bonds



So if it's not the rate spike, what's up with investors selling stocks and bonds at the same time? Before addressing that, it's worth remembering that, although stocks **fell** at the end of the week, they managed to hit the **best weekly closing levels** since before Trump's tariff announcement in March. But one could still argue that Friday's sharper stock losses were the result of the rate spike.

In light of the strong correlation seen in recent weeks, this was indeed an odd dynamic, but it could be largely explained by **tax season**. Consider the extra cash streaming into the hands of fund managers as a result of the tax deadline for retirement account funding. In the following chart, it looks like this may have given stocks a boost and delayed the rate spike (more buyers = blue line can stay lower). Stocks then moved lower after the tax deadline passed.



In addition to potential market complications from tax season, we also heard from several Fed officials this week. The general tone was that the Fed Funds Rate was well on its way to 3% (or close to it) and that monetary policy would be increasingly **restrictive** in the coming years. One Fed Governor (Brainard) even mentioned asset price imbalances and leverage in the context of "cyclical pressures."

In other words, she was saying what many pundits have been debating: this **economic expansion is getting old**. And while we're often reminded that expansions don't die of old age, it's another matter if warning signs (like leverage and asset price imbalances) begin to increase. Brainard's comment happens to be in line with research from several economists who've recently noted a growing collection of "warning signs."

There's always a **massive amount of uncertainty** about what the next shift in any economic cycle might look like when we're still in the economic cycle in question! But if stocks were to lose enough ground--and especially if a new political regime were to reverse some of the government borrowing trends associated with the tax bill--the bond market would likely have enough support for rates to turn a corner and head lower in a meaningful way.

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Recent Economic Data

Event Importance:

Date	Event	Actual	Forecast	Prior
Monday, Apr 16				
8:30AM	Apr NY Fed Manufacturing	15.80	18.80	22.50
8:30AM	Mar Retail Sales (%)	0.6	0.4	-0.1
10:00AM	Apr NAHB housing market indx	69	70	70
10:00AM	Feb Business Inventories (%)	0.6	0.6	0.6
Tuesday, Apr 17				
8:30AM	Mar Build permits: change mm (%)	2.5		-4.1
8:30AM	Mar House starts mm: change (%)	1.9		-7.0
9:15AM	Mar Capacity Utilization (%)	78.0	77.9	77.7
Wednesday, Apr 18				
7:00AM	w/e Mortgage Refinance Index	1149.5		1110.8
7:00AM	w/e Mortgage Market Index	399.4		380.6
Thursday, Apr 19				
8:30AM	Apr Philly Fed Business Index	23.2	20.1	22.3
8:30AM	w/e Jobless Claims (k)	232	230	233
Monday, Apr 23				
10:00AM	Mar Existing home sales (ml)	5.60	5.54	5.54
10:00AM	Mar Exist. home sales % chg (%)	1.1	0.2	3.0
Tuesday, Apr 24				
9:00AM	Feb CaseShiller 20 yy (%)	6.8	6.3	6.4
9:00AM	Feb Monthly Home Price mm (%)	0.6		0.8
10:00AM	Mar New home sales-units mm (ml)	0.694	0.630	0.618
10:00AM	Apr Consumer confidence	128.7	126.0	127.7
10:00AM	Mar New home sales chg mm (%)	+4.0	1.9	-0.6
1:00PM	2-Yr Note Auction (bl)	32		
Wednesday, Apr 25				
7:00AM	w/e Mortgage Market Index	398.5		399.4
1:00PM	5-Yr Note Auction (bl)	35		
Thursday, Apr 26				
8:30AM	Mar Durable goods (%)	2.6	1.6	3.0
8:30AM	Mar Nondefense ex-air (%)	-0.1	0.5	1.4
8:30AM	w/e Jobless Claims (k)	209	230	232
1:00PM	7-Yr Note Auction (bl)	29		
Friday, Apr 27				
8:30AM	Q1 GDP Advance (%)	2.3	2.0	2.9
10:00AM	Apr U Mich 1Yr Inf Final (%)	2.7		2.7
10:00AM	Apr U Mich 5-Yr Inf Final (%)	2.5		2.4
10:00AM	Apr U Mich Sentiment Final (ip)	98.8	98.0	97.8

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

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