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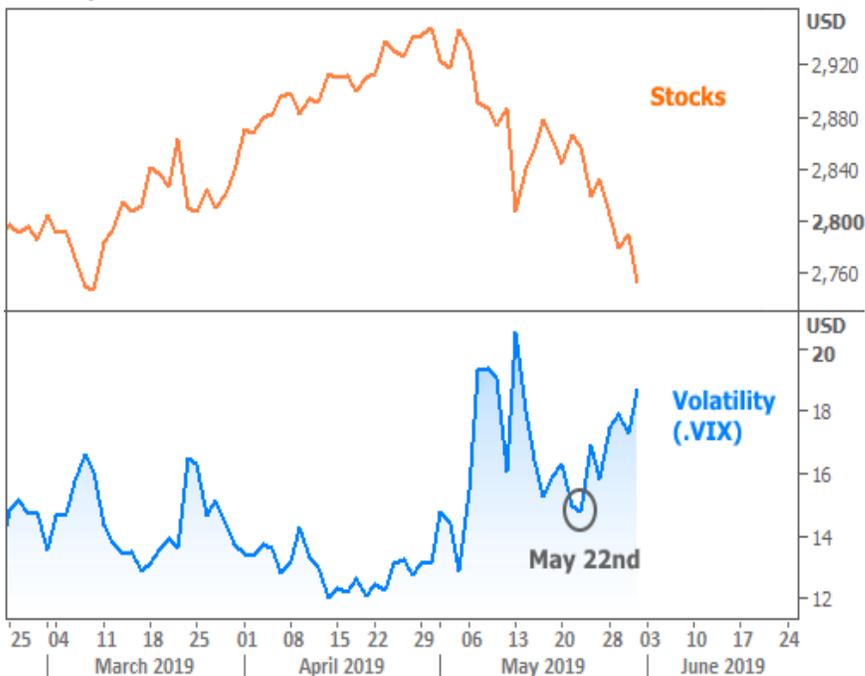
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Another Wild Week Leaves Rates at Long-Term Lows

Financial markets went on a **fairly wild ride** last week as downbeat manufacturing data combined with geopolitical news to lead a reversal in stocks and bonds. The current week brought just as much volatility by Thursday, but Friday took everyone by surprise--at least as far as rates were concerned.

Let's start by taking a look at the tamer side of the market. In the current case, that honor goes to stocks. Notice the initial spike in VIX (a stock-specific volatility gauge) in early May, which resulted from Trump's tariff announcement on Chinese imports. The next 2 weeks saw a barrage of trade-related headlines, but the news cycle was noticeably calming through the first half of last week. Then on May 23rd, **volatility returned** and stocks moved back to multi-month lows.

Volatility vs Stocks



The move in the bond market was even more pronounced. Whereas stocks surged down to the lowest levels since March, bond yields would have to look much farther back before finding similar levels. This makes good sense when we consider the major motivations for each side of the market.

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	4.2374	-0.0151
30 YR Treasury	4.4561	-0.0164

Pricing as of: 7/23 12:42AM 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%

Looking at the most basic themes since late 2018, we can divide stock/bond movement into a few sections (as broken out below). In late 2018, stocks began to swoon due to high rates, a seeming lack of concern from the Fed, and a weaker global growth outlook. The Fed changed its tune in early 2019, which benefited **both** stocks and bonds. It was only after the early May Trump tweets that stocks reversed course and began falling. Simply put, a friendly Fed and a weak economic outlook is a mixed bag for stocks, but it's all good for bonds/rates.



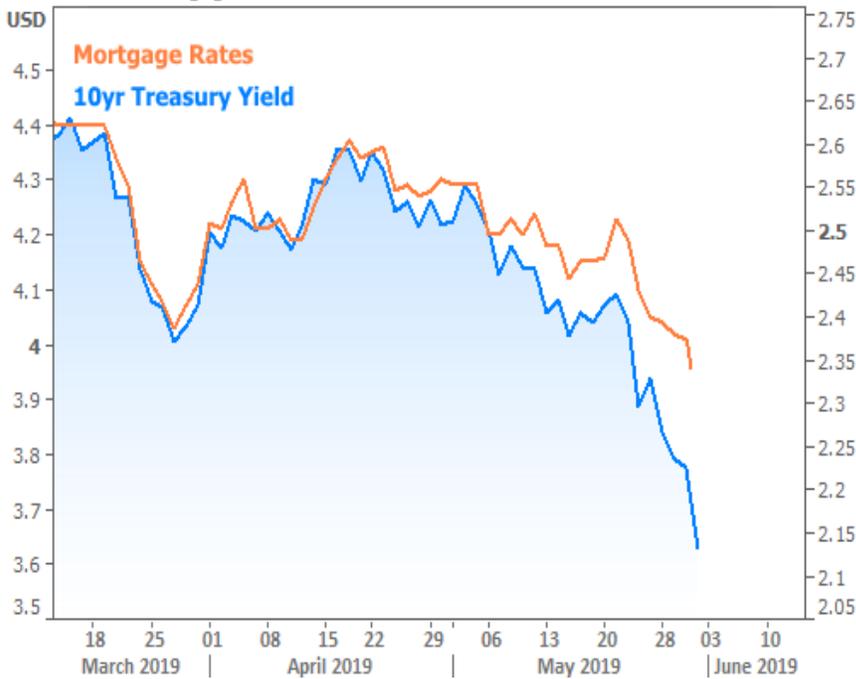
And the market is definitely expecting the Fed to be **increasingly friendly**. Those expectations increased sharply on Thursday night when another round of Trump tweets announced new tariffs on Mexican imports. All told, the trade war narrative can be credited for investors expecting **almost 2 additional Fed rate cuts** compared to early May. Those rate expectations go hand in hand with interest rate momentum.

Rates vs Fed Rate Hike Expectations



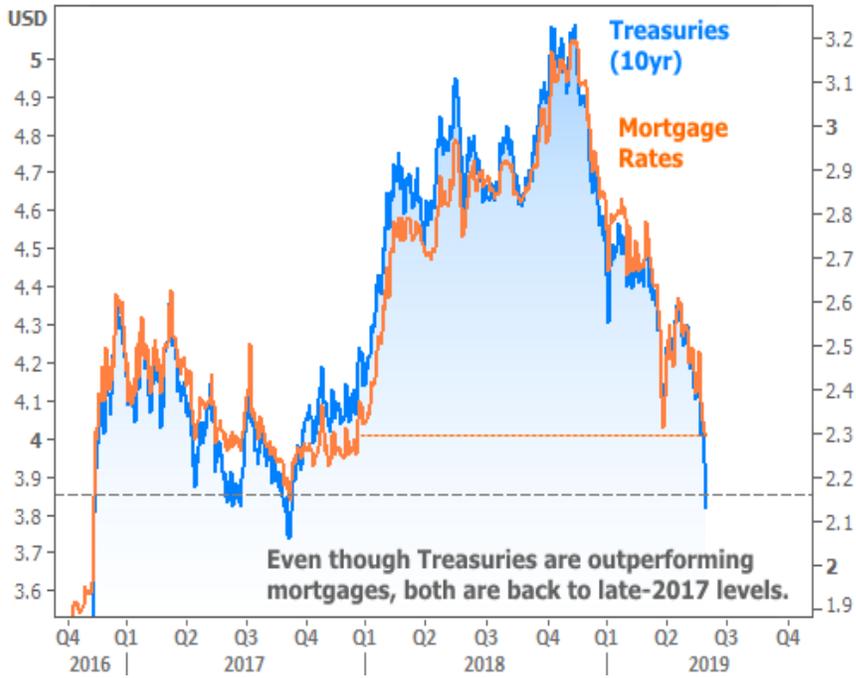
But how well are US Treasuries correlating with **mortgage rates** these days? The two are normally very well connected, but there's been quite a divergence recently.

Treasuries vs Mortgage Rates



This has been happening for several fairly complicated reasons (e.g. the speed of recent mortgage payoffs had a big negative effect on mortgage bond valuations. Market volatility spiked at the same time, which only further damaged valuations). Don't worry about that esoteric stuff though. The important thing is that the divergence will likely be temporary. Even then, mortgage rates were **still** able to make it back to the **lowest levels** since late 2017 this week, with top tier 30yr fixed rates officially moving just under 4%!

Treasuries vs Mortgage Rates



Can the good times keep rolling? That depends on Trump's willingness to continue driving hard bargains at the trade negotiation table. At the very least, unless there's a surprisingly optimistic announcement in the meantime, the possibility of significant progress is likely on hold until the G20 Summit in late June. That means the fate of rates may fall back in the hands of economic data. With that in mind, next week is packed with several of the most important reports we see in any given month. Adding to the volatile potential is a policy announcement and press conference from the European Central Bank on Thursday morning.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, May 28				
9:00AM	Mar CaseShiller 20 yy (%)	+2.7	2.6	3.0
10:00AM	May Consumer confidence	134.1	130.0	129.2
1:00PM	5-Yr Note Auction (bl)		41	
Wednesday, May 29				
7:00AM	w/e Mortgage Refinance Index	1255.4		1334.9
7:00AM	w/e MBA Purchase Index	259.4		263.0
1:00PM	7-Yr Note Auction (bl)	32		
Thursday, May 30				
8:30AM	Q1 GDP Prelim (%)	3.1	3.1	3.2
8:30AM	w/e Jobless Claims (k)	215	215	211
10:00AM	Apr Pending Home Sales (%)	-1.5	0.9	3.8
10:00AM	Apr Pending Sales Index	104.3		105.8

Event Importance:

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

Date	Event	Actual	Forecast	Prior
Friday, May 31				
8:30AM	Apr Core PCE Inflation (y/y) (%)	+1.6	1.6	1.6
9:45AM	May Chicago PMI	54.2	53.7	52.6
10:00AM	May Consumer Sentiment (ip)	100.0	101.5	102.4
Monday, Jun 03				
10:00AM	May ISM Manufacturing PMI	52.1	53.0	52.8
10:00AM	Apr Construction spending (%)	0.0	0.4	-0.9
Tuesday, Jun 04				
10:00AM	Apr Factory orders mm (%)	-0.8	-0.9	1.9
Wednesday, Jun 05				
7:00AM	w/e MBA Purchase Index	253.1		259.4
7:00AM	w/e Mortgage Refinance Index	1335.6		1255.4
8:15AM	May ADP National Employment (k)	27	180	275
10:00AM	May ISM N-Mfg PMI	56.9	55.5	55.5
Thursday, Jun 06				
8:30AM	Q1 Labor Costs Revised (%)	-1.6	-0.8	-0.9
8:30AM	Apr International trade mm \$ (bl)	-50.8	-50.7	-50.0
8:30AM	w/e Jobless Claims (k)	218	220	215
Friday, Jun 07				
8:30AM	May Non-farm payrolls (k)	75	185	263
8:30AM	May Unemployment rate mm (%)	3.6	3.6	3.6
10:00AM	Apr Wholesale inventories mm (%)	0.8	0.7	0.7

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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