



Tom Payne

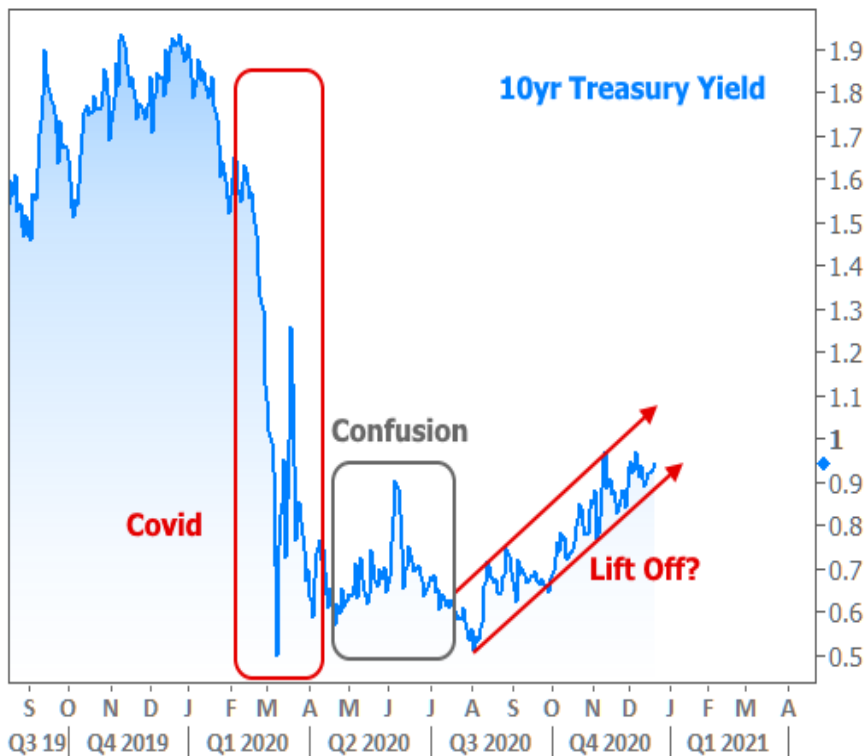
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Mostly Charts And Quick Takes on Housing and Rates

It's a busy time of year on a busier-than-normal year, so I'll keep this short. Those interested in more detail can click through the links.

One major theme in the 2nd half of 2020 is that mortgage rates have been insulated from market drama--walking a different path than their usual best friend, 10yr Treasury yields. If you ask Treasuries, the big bounce in rates is already well underway.



Here's how mortgage rates have bucked that trend:

National Average Mortgage Rates



	Rate	Change	Points
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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	4.2471	-0.0054
30 YR Treasury	4.4664	-0.0061

Pricing as of: 7/22 8:48PM 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%



Last week's newsletter goes into more detail on **WHY** the insulation exists ([revisit it by clicking here](#)), but the important thing to know is that we're getting closer to "normal" day by day. Once we get there, mortgage rates will be less willing to defy their Treasury counterparts.



As to the likely fate of Treasury yields, there's room for movement in either direction. In the bigger picture, rates will take cues from the economic recovery--a multifaceted issue in itself--and the success of vaccine production/distribution.

Vaccine news already had a big impact in November. Vaccine headlines have since ceded the spotlight to fiscal stimulus headlines. While there will be one more spat of volatility after congress decides on stimulus (allegedly, before Christmas), the bond market is largely cooling down at this point and getting ready for the next big move. Even the mighty Federal Reserve--frequently the most important consideration for interest rates--failed to stir markets this week (any small scale reaction is completely lost inside the red lines below).



Another theme over the past 6 months has been stunningly strong housing numbers. This week's construction and builder confidence reports are just the 2 latest additions to the list.



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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, Dec 15				
8:30AM	Nov Import prices mm (%)	0.1	0.3	-0.1
8:30AM	Nov Export prices mm (%)	0.6	0.3	0.2
8:30AM	Dec NY Fed Manufacturing	+4.9	6.90	6.30
9:15AM	Nov Industrial Production (%)	0.4	0.3	1.1
Wednesday, Dec 16				
7:00AM	w/e MBA Purchase Index	331.6		325.7
7:00AM	w/e MBA Refi Index	4014.5		3959.2
8:30AM	Nov Retail Sales (%)	-1.1	-0.3	0.3
9:45AM	Dec PMI-Composite (source:Markit)	55.7		58.6
10:00AM	Dec NAHB housing market indx	86	88	90
10:00AM	Oct Business Inventories (%)	+0.7	0.7	0.7
2:00PM	N/A FOMC rate decision (%)	0 - 0.25	0.125	0.125
2:30PM	Powell Press Conference			
Thursday, Dec 17				
8:30AM	Nov House starts mm: change (%)	1.2		4.9
8:30AM	Dec Philly Fed Business Index	11.1	20.0	26.3
8:30AM	Nov Housing starts number mm (ml)	1.547	1.530	1.530
8:30AM	Nov Build permits: change mm (%)	6.2		-0.1
8:30AM	Nov Building permits: number (ml)	1.639	1.550	1.544
8:30AM	w/e Jobless Claims (k)	885	900	853
Friday, Dec 18				
10:00AM	Nov Leading index chg mm (%)	+0.6	0.5	0.7
Tuesday, Dec 22				
8:30AM	Q3 GDP Final (%)	33.4	33.1	33.1
10:00AM	Nov Existing home sales (ml)	6.69	6.70	6.85
10:00AM	Nov Exist. home sales % chg (%)	-2.5	-1.0	4.3
Wednesday, Dec 23				
8:30AM	Nov Core PCE Inflation (y/y) (%)	1.4	1.5	1.4
8:30AM	Nov Durable goods (%)	0.9	0.6	1.3
9:00AM	Oct Monthly Home Price yy (%)	10.2		9.1
10:00AM	Nov New Home Sales (ml)	0.841	0.995	0.999
10:00AM	Dec Consumer Sentiment (ip)	80.7	81.3	81.4
10:00AM	Nov New Home Sales (%) (%)	-11.0	-0.3	-0.3
Thursday, Dec 24				

Event Importance:

No Stars = Insignificant

☆ Low

★ Moderate

★★ Important

★★★ Very Important

Date	Event	Actual	Forecast	Prior
8:30AM	Nov Durable goods (%)		0.7	1.3
2:00PM	Christmas Holiday			
Friday, Dec 25				
12:00AM	Christmas Day			

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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