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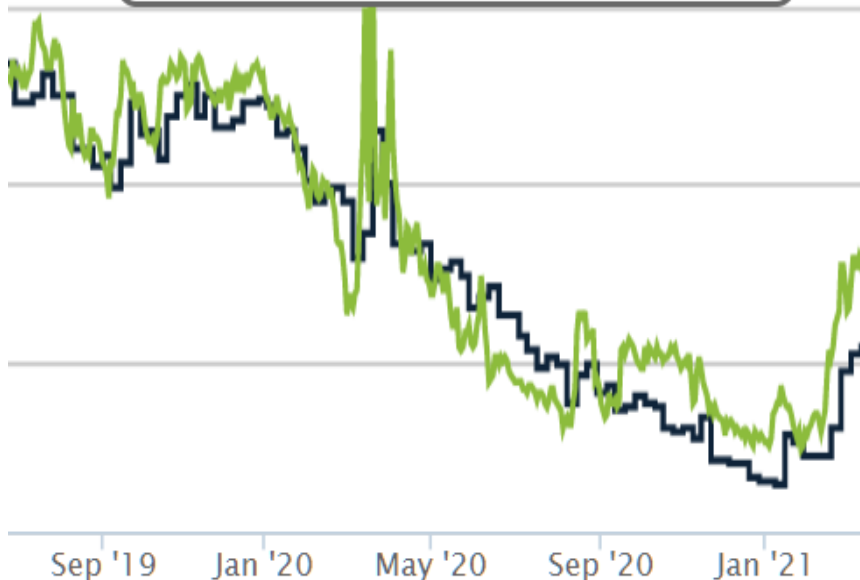
## Highest Rates in a Year; Big Drama For Investment Property Loans

Rising rate headlines are nothing new, but there was a bit of a double whammy this week... or triple, depending on your point of view.

### Whammy 1: Highest Rates in a Year

It's March 2021, and you'd now have to go back to March 2020 to see higher mortgage rates. It will take mainstream media a while to get caught up with this new reality because the most widely cited mortgage rate survey tends to lag behind sharp moves like this.

**30yr Fixed Mortgage Rates**  
 — Freddie Mac Weekly Survey Rates (purchase)  
 — Actual Daily Average Rates (Including Refis)



### Whammy 2: It's Been a Bumpy Ride

And that brings us to "whammy 2." This move has been surprisingly abrupt. Not only have rates risen about as fast as they ever do over the past 2 months, there have also been several false starts where it looked like rates were catching a break only to jump much higher in a single day.

## 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	4.2423	-0.0102
30 YR Treasury	4.4622	-0.0103

Pricing as of: 7/22 8:51PM EST

### Recent Housing Data

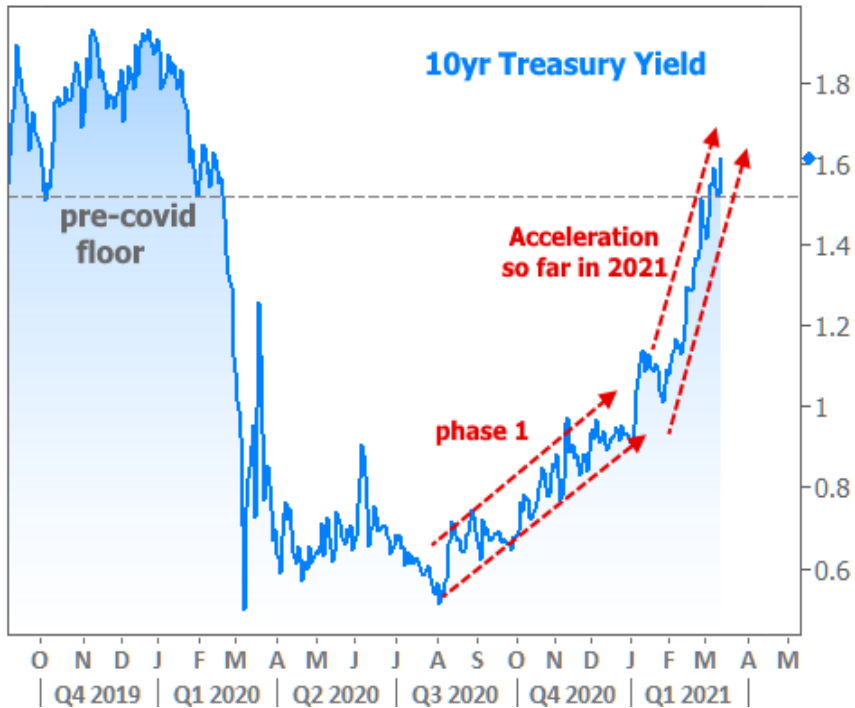
	Value	Change
Mortgage Apps	Jul 10 206.1	-0.19%
Building Permits	Mar 1.46M	-3.95%
Housing Starts	Mar 1.32M	-13.15%
New Home Sales	Mar 693K	+4.68%
Pending Home Sales	Feb 75.6	+1.75%
Existing Home Sales	Feb 3.97M	-0.75%
Builder Confidence	Mar 51	+6.25%

Friday was one of those days. The first 4 days of the week were among the more hopeful and resilient we've seen in 2021. 10yr Treasury yields (a benchmark for momentum in longer-term rates like mortgages) were holding safely below their recent 1.62% ceiling, even trading below 1.50% briefly on Thursday.

Things changed abruptly on Friday. A stark absence of any overt, short-term motivation makes this whammy all the more frustrating. In other words, there weren't any big, new developments that caused the jump. It was just the way traders traded.



The chart above may not look like much, but it's just a small section of a bigger trend. And that bigger trend represents a noticeable acceleration from the previous trend of rising rates. Incidentally, this week's installment takes 10yr yields back above their pre-covid floor for the first time.

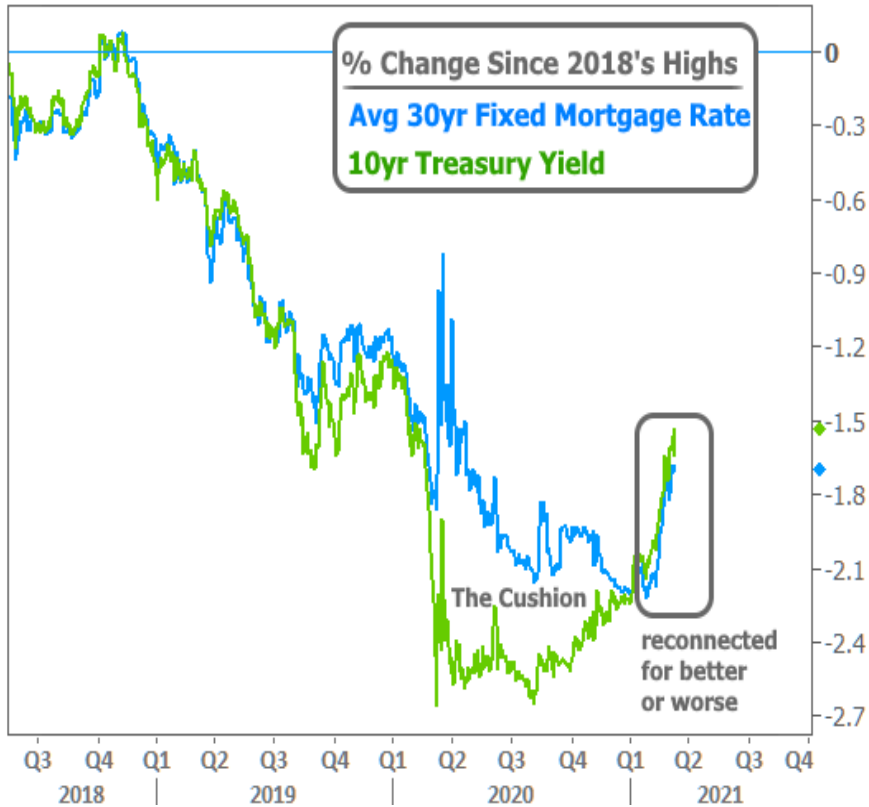


Speaking of covid, that's ultimately why traders are trading this way! The acceleration in 2021 is all about increased vaccine distribution, sharp declines in case counts, and the passage of more covid-relief stimulus (which hurts rates in two ways: by increasing economic activity/inflation and by adding Treasury supply). Here's another look at the same chart, this time with emphasis on the "covid effect" and the subsequent bounce back.



If it doesn't feel like mortgage rates got quite as much warning as suggested by the Treasury charts, that's because they didn't! To be fair, we did warn against complacency when rates were still at all time lows, but it's one thing for a newsletter to point out the risks and quite another to see rates jump half a percent in February alone.

Why did rates wait to "get the memo" from Treasuries? In a nutshell, the mortgage market couldn't keep pace with the broader bond market. Mortgage rates were able to keep falling and remain lower because they were still getting caught up to the move in bonds. We've referenced this several times as "the cushion" and here's yet another look.



**Whammy 3: Additional Costs For Investment Properties and 2nd Homes**

The first 2 whammies are bad enough (or good enough, if you're willing to view higher rates as the logical byproduct of the fight back against covid). The third thankfully only applies to a small section of the mortgage market, but for those with 2nd homes or investment properties, it **may sting a bit**.

In the final days of the previous administration, Treasury and the FHFA **amended the terms** of Fannie and Freddie's bailout agreement in such a way as to limit the amount of certain types of loans that could be acquired. This week, Fannie Mae finally formalized the announcement and began contacting lenders that had too many 2nd/Investment loans on their books.

The result? Several lenders **immediately jacked up rates/fees** on these loans--some by **huge** amounts (like 5+ points, or \$20k on a \$400k loan). Those who didn't respond immediately are expected to follow suit in the near future, even if not all of them will be as severe as the early adopters.

What does this mean for you? Simply put, if you have an **un-locked** investment property or 2nd home loan that's in process, it may have just gotten a lot more expensive. That won't be the case for everyone though (not at first, anyway), so definitely check with your mortgage professional to see what your options are.

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**Recent Economic Data**

**Event Importance:**

No Stars = Insignificant

☆ Low

Date	Event	Actual	Forecast	Prior
<b>Monday, Mar 08</b>				
10:00AM	Jan Wholesale inventories mm (%)	1.3	1.3	1.3
<b>Tuesday, Mar 09</b>				
1:00PM	3-Yr Note Auction (bl)	58		
<b>Wednesday, Mar 10</b>				
7:00AM	w/e MBA Purchase Index	289.0		269.7
7:00AM	w/e MBA Refi Index	3658.8		3850.4
8:30AM	Feb Core CPI (Annual) (%)	1.3	1.4	1.4
<b>Thursday, Mar 11</b>				
8:30AM	w/e Jobless Claims (k)	712	705	745
<b>Friday, Mar 12</b>				
8:30AM	Feb Core Producer Prices YY (%)	2.5	2.6	2.0
10:00AM	Mar Consumer Sentiment	83.0	78.5	76.8
<b>Monday, Mar 15</b>				
8:30AM	Mar NY Fed Manufacturing	17.4	14.50	12.10
<b>Tuesday, Mar 16</b>				
8:30AM	Feb Export prices mm (%)	1.6	0.9	2.5
8:30AM	Feb Retail Sales (%)	-3.0	-0.5	5.3
8:30AM	Feb Import prices mm (%)	1.3	1.2	1.4
9:15AM	Feb Industrial Production (%)	-2.2	0.3	0.9
10:00AM	Mar NAHB housing market indx	82	83	84
10:00AM	Jan Business Inventories (%)	0.3	0.3	0.6
<b>Wednesday, Mar 17</b>				
7:00AM	w/e MBA Purchase Index	294.3		289.0
7:00AM	w/e MBA Refi Index	3504.9		3658.8
8:30AM	Feb House starts mm: change (%)	-10.3		-6.0
8:30AM	Feb Housing starts number mm (ml)	1.421	1.560	1.580
8:30AM	Feb Building permits: number (ml)	1.682	1.750	1.886
8:30AM	Feb Build permits: change mm (%)	-10.8		10.7
2:00PM	N/A FOMC rate decision (%)	0 - 0.25	0.125	0.125
<b>Thursday, Mar 18</b>				
8:30AM	Mar Philly Fed Business Index	51.8	23.0	23.1
10:00AM	Feb Leading index chg mm (%)	0.2	0.3	0.5
<b>Monday, Apr 12</b>				
1:00PM	10-yr Note Auction (bl)	38		
<b>Tuesday, Apr 13</b>				
1:00PM	30-Yr Bond Auction (bl)	24		

- ★ 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

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