



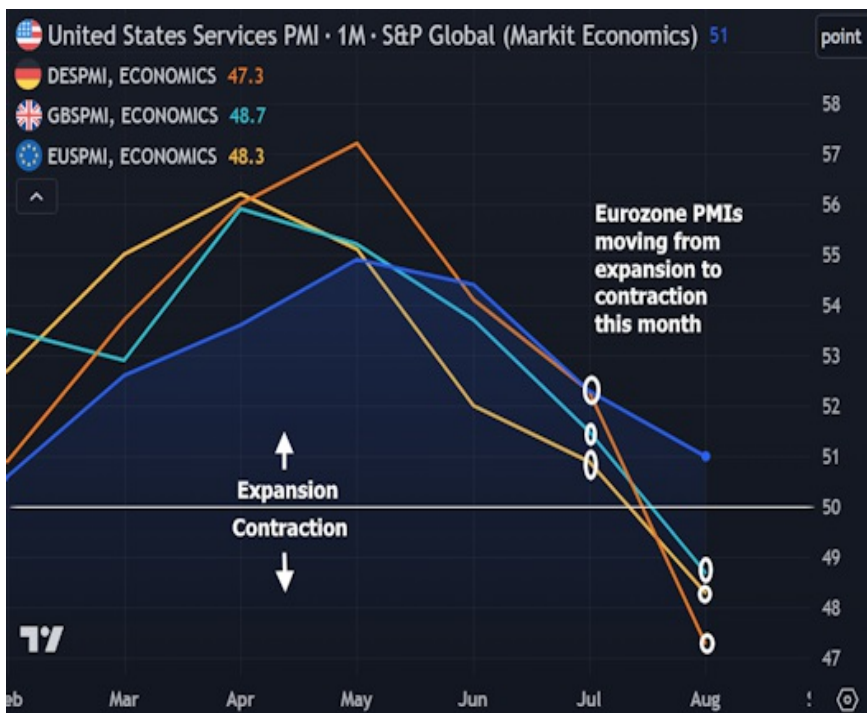
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Markets Were Anxious Over Powell, But Next Week Deserves More Attention

As the week began, the bond market continued heading toward higher rates at the same pace seen in the previous week. This made for the highest mortgage rates in more than 2 decades on both Monday and Tuesday (albeit not much higher than those seen in late 2022). Things calmed down on Wednesday as multiple European countries logged slower economic growth in a closely watched series of data. The US version of the same data was also weaker than expected, thus helping rates have their best day in several weeks and one of the best days in several months.



In general, weaker economic data coincides with falling rates. This is econ 101, but it's also a concept that the Fed has been driving home increasingly in the current environment. Rather than worry about weaker data, the Fed sees stronger data as a bigger risk. The economy has been more resilient than expected in the face of significantly higher rates, and the Fed has been clear in saying that it has little incentive to cut rates until the data suggests a bigger negative impact.

National Average Mortgage Rates



	Rate	Change	Points
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Mortgage News Daily

30 Yr. Fixed	6.44%	-0.04	0.00
15 Yr. Fixed	5.97%	-0.03	0.00
30 Yr. FHA	5.90%	-0.04	0.00
30 Yr. Jumbo	6.66%	-0.02	0.00
5/1 ARM	6.32%	-0.06	0.00

Freddie Mac

30 Yr. Fixed	6.46%	-0.40	0.00
15 Yr. Fixed	5.62%	-0.54	0.00

Rates as of: 8/23

Market Data

	Price / Yield	Change
MBS UMBS 5.5	100.93	+0.26
MBS GNMA 5.5	100.83	+0.22
10 YR Treasury	3.7999	-0.0531
30 YR Treasury	4.0908	-0.0309

Pricing as of: 8/23 5:59PM EST

Recent Housing Data

		Value	Change
Mortgage Apps	Aug 14	251.3	+16.83%
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%

Additionally, while many on the Fed have mentioned the possibility that rate hikes are done for now, just as many have expressed uncertainty as to whether additional hikes would be needed. The key determining factor would be inflation, but the Fed's concern is that economic strength could translate to unexpected resilience in inflation.

The market was looking forward (perhaps a bit too forward) to getting some greater clarity on these and other topics from Fed Chair Powell at Friday's annual Jackson Hole Symposium.

Hosted by the Kansas City Federal Reserve Bank, Jackson Hole draws central bankers and economists from around the world and has occasionally served as a venue that offers a sneak peek at potential shifts in policy or the economy itself.

More frequently, Jackson Hole is notable only for its great expectations and underwhelming reality. This year's example mostly falls into this category.

Powell was slated for the opening remarks. Market watchers were waiting for him to say something about the "neutral rate of return" (also R^* or "R-Star")--a hypothetical policy rate resulting in stable economic growth and stable, on-target inflation. The recent obsession over R-Star is due to the fear that the low baseline for interest rates has moved up permanently for a variety of reasons that can't possibly be determined or calculated any time soon.

As such, it wasn't too surprising to hear Powell say "we cannot identify with certainty the neutral rate of interest, and thus there is always uncertainty about the precise level of monetary policy restraint." Translation: he has no idea if R-Star is changing or will change.

The other even crazier anticipation surrounded the Fed's 2% inflation target with some market watchers wondering if the Fed was considering increasing the target due to the same sort of underlying structural issues that would underpin a higher R-star. Powell was even more clear on that topic: "Two percent is and will remain our inflation target."

In addition, the Fed Chair was extremely consistent with the press conference from July with respect to the delicate dance of fighting inflation without crippling the economy. On both occasions, by his own admission, they are flying blind to some extent. In his words, the Fed is "navigating by the stars under cloudy skies," and that "we will proceed carefully as we decide whether to tighten further or, instead, to hold the policy rate constant and await further data."

The market was apparently hoping for something a bit more rate-friendly. The reaction largely consisted of the futures market shifting bets on the level of the Fed Funds Rate at various points in the future. It's not so much that traders thought Powell was saying the Fed was more inclined to hike, but instead, simply less inclined to cut as quickly. In other words, markets were pricing in almost 2 rate cuts of 0.25% in by the middle of next year, but after this week, it's closer to only 1 rate cut.



All of the above kept some pressure on longer term bonds on Friday morning, resulting in the average mortgage lender offering higher rates out of the gate. As the day progressed and bonds stabilized, several lenders offered mid-day improvements. The net effect was slightly higher rates for the average lender, but not as high as those seen at the beginning of the week.

When it comes to events that inspire volatility, next week is a higher probability than Jackson Hole. There are multiple economic reports with strong, recent track records of influencing the bond market and, thus, interest rates. Starting on Tuesday, there is an important report every single day of the week. Several days have more than one, and Friday will bring the release of the jobs report for August--arguably the most important report of any given month.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, Aug 22				
10:00AM	Jul Existing home sales (ml)	4.07M	4.15M	4.16M
Wednesday, Aug 23				
7:00AM	Aug/18 MBA Refi Index	397.1		408.4
7:00AM	Aug/18 MBA Purchase Index	142		149.5
9:45AM	Aug S&P Global Services PMI	51	52.2	52.3
10:00AM	Jul New Home Sales (ml)	0.714M	0.705M	0.684M
Thursday, Aug 24				
8:30AM	Jul Durable goods (%)	-5.2%	-4%	4.7%
8:30AM	Aug/19 Jobless Claims (k)	230K	240K	239K
Friday, Aug 25				

Event Importance:

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

Date	Event	Actual	Forecast	Prior
10:00AM	Aug Consumer Sentiment (ip)	69.5	71.2	71.6
10:05AM	Powell Jackson Hole Speech			
Monday, Aug 28				
11:30AM	2-Yr Note Auction (bl)	45		
1:00PM	5-Yr Note Auction (bl)	46		
Tuesday, Aug 29				
9:00AM	Jun Case Shiller Home Prices-20 y/y (%)	-1.2%	-1.3%	-1.7%
9:00AM	Jun FHFA Home Prices y/y (%)	3.1%		2.8%
10:00AM	Jul USA JOLTS Job Openings	8.827M	9.465M	9.582M
1:00PM	7-Yr Note Auction (bl)	36		
Wednesday, Aug 30				
8:15AM	Aug ADP jobs (k)	177K	195K	324K
8:30AM	Jul Wholesale inventories mm (%)	-0.1%		-0.5%
8:30AM	Q2 GDP Advance (%)	2.1%	2.4%	2%
10:00AM	Jul Pending Home Sales (%)	0.9%	-0.6%	0.3%
Thursday, Aug 31				
7:30AM	Aug Challenger layoffs (k)	75.151K		23.697K
8:30AM	Aug/26 Jobless Claims (k)	228K	235K	230K
8:30AM	Jul Core PCE (m/m) (%)	0.2%	0.2%	0.2%
8:30AM	Jul Core PCE Inflation (y/y) (%)	4.2%	4.2%	4.1%
9:45AM	Aug Chicago PMI	48.7	44.1	42.8
Friday, Sep 01				
8:30AM	Aug Average earnings mm (%)	0.2%	0.3%	0.4%
8:30AM	Aug Non Farm Payrolls	187K	170K	187K
8:30AM	Aug Unemployment rate mm (%)	3.8%	3.5%	3.5%
10:00AM	Aug ISM Manufacturing PMI	47.6	47	46.4

National Association of Realtors - New Rules & Open Houses

New rules stemming from the National Association of Realtors' commission lawsuit settlement went into effect Saturday following years of litigation, potentially upending the industry, including how agents get paid.

This week, I have been hearing from agents, brokers, MLS executives, portals and other insiders as the rules roll out.

COMMISSION QUESTIONS: In the wake of NAR's new settlement rules, many buyer's agents are suddenly confronting a new question: What commission should they ask for in their buyers' broker representation agreements?

Here are a few responses found in a real estate master-mind group:

"I'm asking the buyer to pay my rate but advising them the seller may be offering something towards that," one agent responded. "If that's the case they only have to pay what's left."

"Sit down with your buyer and a trusted loan officer" another suggested. "Have the loan officer complete the various costs including your compensation and without any compensation (seller contributes). Once the buyer sees how much they have to come up with, they can make a decision. Then you make yours."

Some commenters also said that their brokers are making recommendations.

"This thread is illegal," one commenter argued, echoing a number of other remarks. "It is price fixing and the whole reason the U.S. Department of Justice got involved. Commission/Concessions should only be discussed between the agent and his/her client, never among agents."

The debate highlights the fact that many practical issues stemming from the settlement are yet to be worked out – and that additional litigation is top of mind for many real estate professionals,

OPEN HOUSE, OPEN QUESTION: Among the real estate professionals watching how the settlement changes unfolded this weekend was Randy Bell of Life Realty – The District in Henderson, NV who told me that "Buyers appear to be leery about signing short-term agreements and may favor open houses over individual tours until they're at ease with the rule." He went on to state "It'll be very interesting to see whether open house traffic increases, which I expect it will once buyers understand they don't have the same friction with agreements by going directly to open houses,"

One stat I'm going to be looking at is the number of open houses relative to active listings. I'll have numbers for you in the weeks to come. ...More to follow in future Newsletters.

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