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Fed Surprisingly Calm on Inflation Risk; Home Sales Improve

This week's main event was Wednesday's Fed announcement, or more specifically, the dot plot.

What's a dot plot?

4 times a year, the Fed releases its best guess of where the Fed Funds Rate will be in the coming years. One of the market's favorite ways to digest that info is via a dot plot that the Fed publishes. It shows projections from each Fed member as a single dot.

These projections don't determine where rates ultimately end up, but they do make the road bumpy or smooth. Since a rate cut was wholly out of the question at this meeting, markets were eager to see how recent inflation surprises changed the Fed's outlook. Turns out, not much!

The following is a combined version of this week's newly released dot plot with the new dots in blue and the last set of dots (from December) in red. Notice that the median Fed member still sees the same rate level at the end of 2024, just that there are fewer members who see anything lower. Also notable is the absence of any major changes in the longer run viewpoints.

National Average Mortgage Rates



	Rate	Change	Points
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

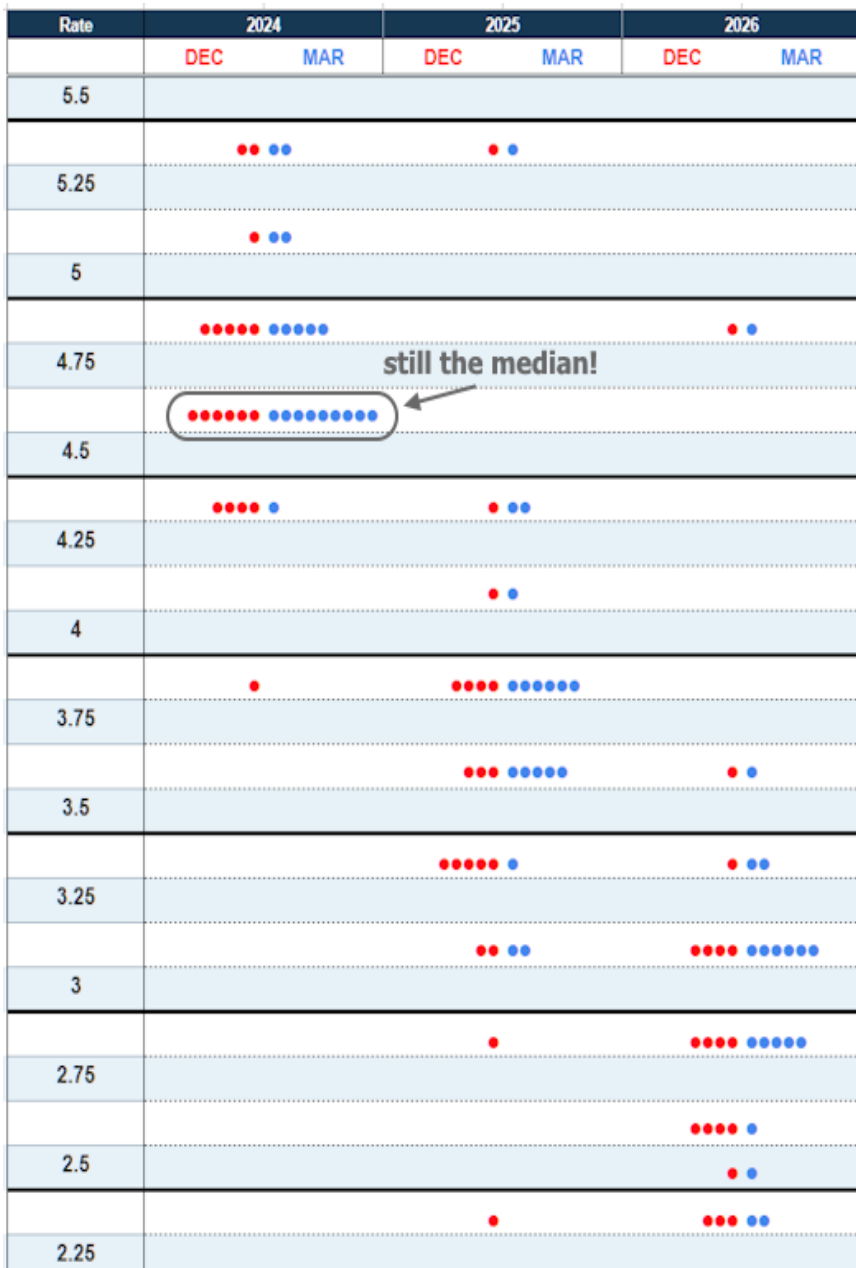
Market Data

	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%

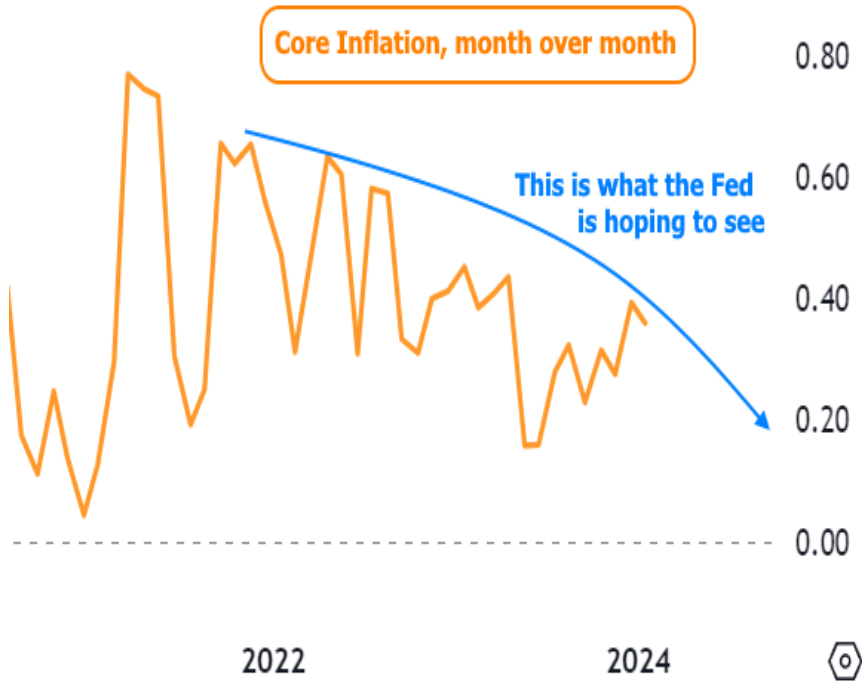


Both stocks and bonds approved.



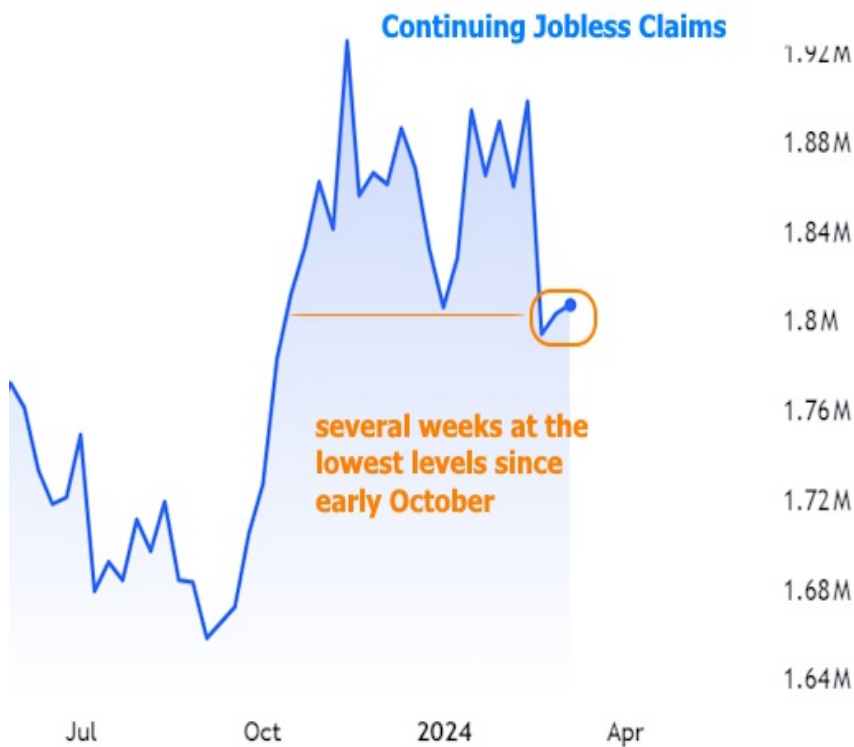
In the press conference that followed, Fed Chair Powell reiterated the potential that the last 2 months of inflation data stand a good chance to be outliers due to strange seasonal distortions that can't always be accounted for by the seasonal adjustments that typically smooth out the data. This refers to a concept known as residual seasonality, which is a real thing that could be a factor in this case.

Powell and the Fed could also be wrong and inflation could be more persistent than they expect. Rather than following the blue line in the chart below, inflation could stay sideways at current levels. In that case, the Fed would have a hard time justifying rate cuts until inflation began falling again.



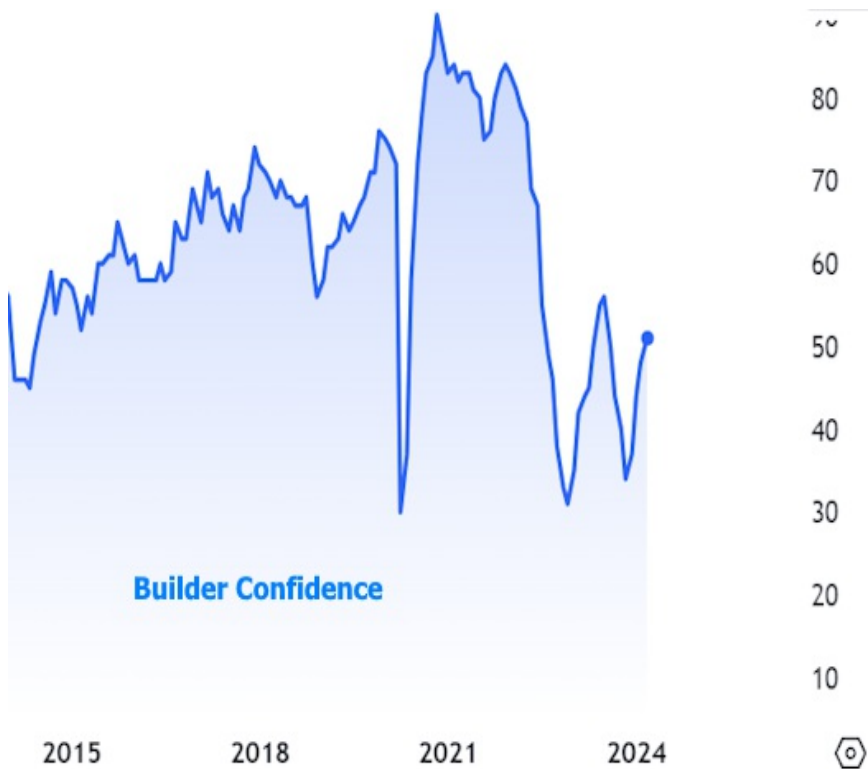
All of the above having been said, it's important to reiterate that the trajectory of rates will ultimately be determined by the economy and the data. The Fed's interpretation of those things simply creates faster/slower movement in the direction of the bigger-picture trend.

Inflation data is the most important, but other data matters too. There wasn't much by way of big ticket data this week, but a somewhat important update on the labor market showed continuing jobless claims remaining at their lowest levels since October. All this after several recent weeks near long-term highs.

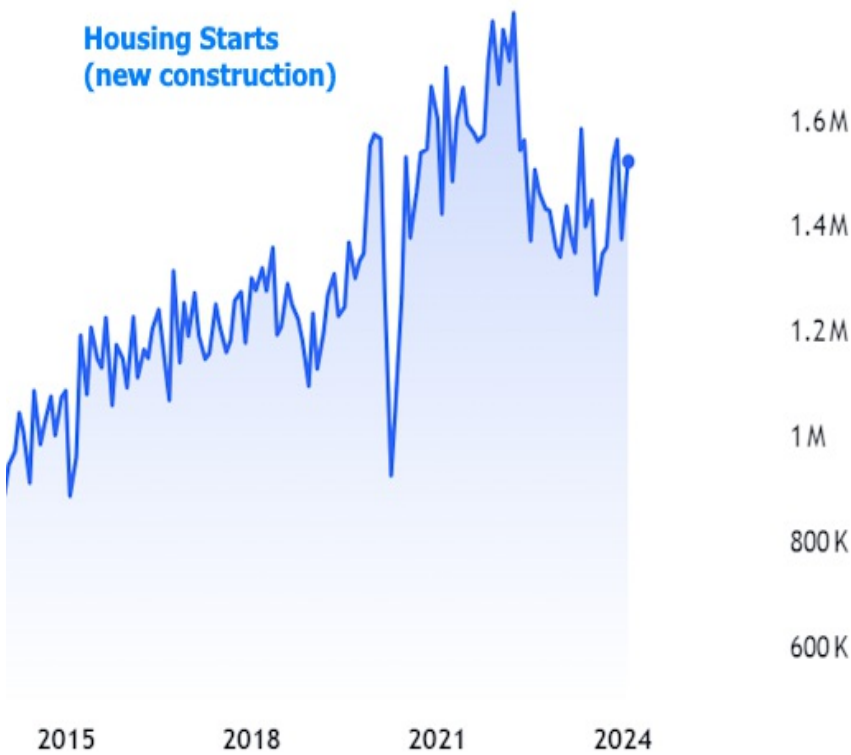


In general, the higher the level of jobless claims, the better it would be for rates.

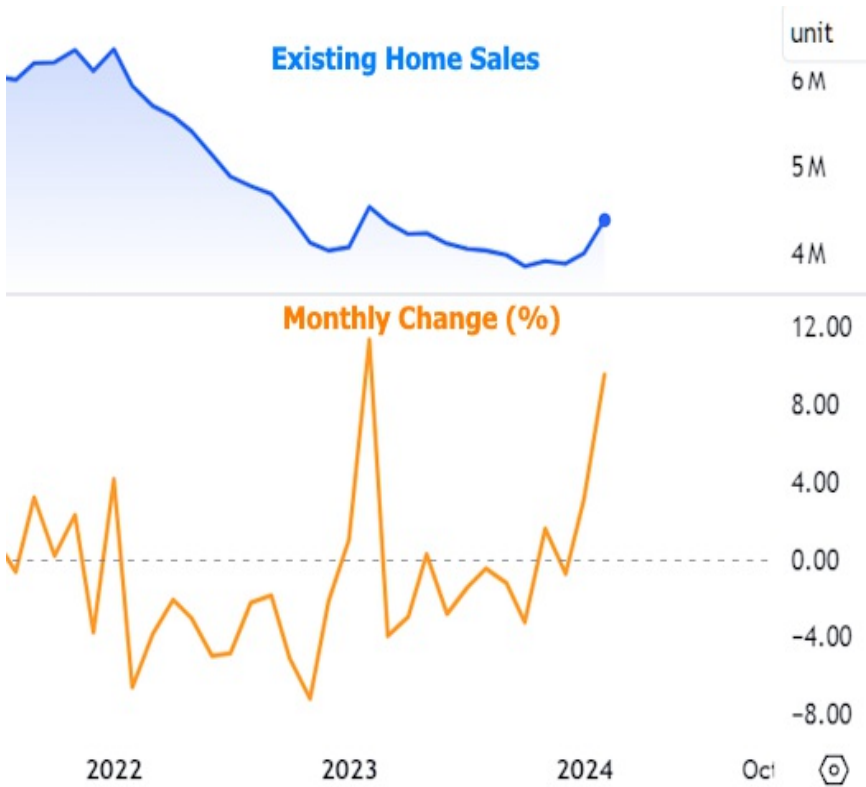
In housing-specific economic data, it was a pretty good week. Builder confidence continued to improve, despite being in generally low territory.



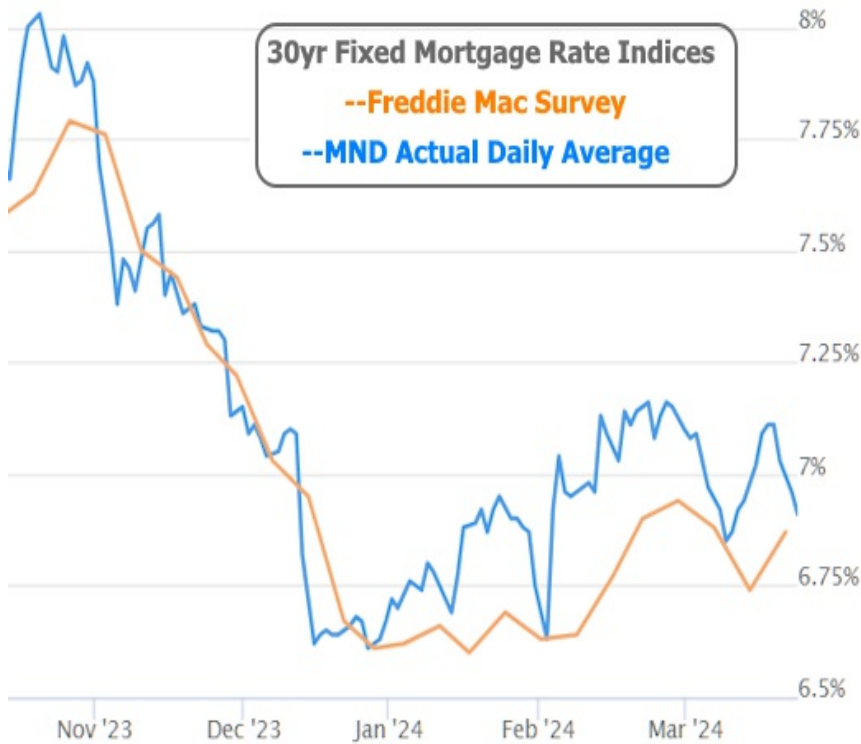
This goes hand in hand with ongoing stability in the residential construction market where Housing Starts beat forecasts to move back above an annual pace of 1.5 million.



There was even good news for Existing Home Sales, which finally moved back above a pace of 4 million for the first time in months. It was also the best monthly gain in a year and the 2nd best month since 2020.



All this despite mortgage rates having a tougher time in February. As for more timely movement, this week saw a nice little drop. Note: multiple news articles mentioned "higher mortgage rates" this week, but that is based on stale numbers from Freddie Mac's weekly survey. Actual daily rates are indeed lower than last week.



From here, the market will have to wait until the first week of April for the next round of highly consequential data. In the meantime, next week brings several more housing related reports as well as a bond market closure for Good Friday.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Monday, Mar 18				
10:00AM	Mar NAHB housing market indx	51	48	48
Tuesday, Mar 19				
8:30AM	Feb Building permits: number (ml)	1.518M	1.495M	1.489M
8:30AM	Feb Housing starts number mm (ml)	1.521M	1.425M	1.331M
Wednesday, Mar 20				
7:00AM	Mar/15 MBA Refi Index	468.4		480.3
7:00AM	Mar/15 MBA Purchase Index	146		147.7
2:00PM	FOMC Economic Projections			
2:00PM	Fed Interest Rate Decision	5.5%	5.5%	5.5%
2:30PM	Fed Press Conference			

Event Importance:

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

Date	Event	Actual	Forecast	Prior
Thursday, Mar 21				
8:30AM	Mar/16 Jobless Claims (k)	210K	215K	209K
8:30AM	Mar/09 Continued Claims (ml)	1807.0K		1811K
9:45AM	Mar S&P Global Services PMI	51.7	52	52.3
9:45AM	Mar S&P Global Manuf. PMI	52.5	51.7	52.2
10:00AM	Feb Existing home sales (ml)	4.38M	3.94M	4M
Monday, Mar 25				
10:00AM	Feb New Home Sales (ml)	0.662M	0.675M	0.661M
Tuesday, Mar 26				
8:30AM	Feb Durable goods (%)	1.4%	1.1%	-6.1%
9:00AM	Jan FHFA Home Prices y/y (%)	6.3%		6.6%
9:00AM	Jan Case Shiller Home Prices-20 y/y (%)	6.6%	6.7%	6.1%
10:00AM	Mar CB Consumer Confidence (%)	104.7	107	106.7
Thursday, Mar 28				
8:30AM	Q4 GDP (%)	3.4%	3.2%	4.9%
10:00AM	Mar Consumer Sentiment (ip)	79.4	76.5	76.9
Friday, Mar 29				
8:30AM	Feb Core PCE Inflation (y/y) (%)	2.8%	2.8%	2.8%
8:30AM	Feb Core PCE (m/m) (%)	0.3%	0.3%	0.4%

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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