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Rates End Week Higher After Massive Volatility

This week alone, mortgage rates hit their lowest levels in well over a year and moved higher at their 3rd fastest pace in nearly 2 years.

Monday morning began with global financial markets in the throes of some serious volatility. Some investors cited a ramp in recession fears after last week's downbeat jobs report, but it quickly became clear that there was more to the story.

The x-factor was an esoteric trading strategy known as the carry trade, which involves borrowing money in a currency with low interest rates and investing that money in a country with higher returns. Japanese currency (Yen, or USD/JPY when referring to the exchange rate between the Dollar and Yen) is the poster child for this trade. It had driven excess investment in US equities markets of late, but last week's events caused sharp shifts in USD/JPY and consequently, a fire sale of assets purchased via the carry trade.

This was great news for US interest rates at first. The global financial turmoil sent excess buying demand into the US bond market where higher demand means lower rates, all other things being equal. In fact, Monday morning saw an amazing move to the year's lowest rates--an impressive feat considering rates had already dropped at an exceptionally quick pace the previous Friday.

After that "unwinding" process ran its course, rates did nothing but skyrocket through Thursday afternoon. The bounce was abrupt by typical standards with the average 30yr fixed rate rising nearly 0.3% in just 3 days--the 3rd biggest 3-day jump of the year.

Economic data helped fuel the reversal, with ISM's Services Index and US Jobless Claims helping push back on the recessionary vibes in last week's data.

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

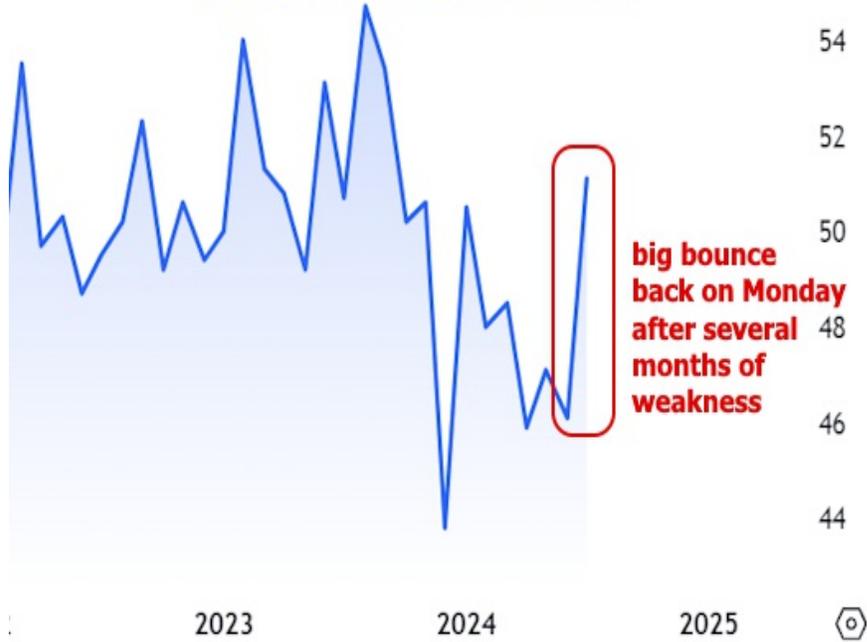
	Price / Yield	Change
MBS UMBS 5.5	100.93	+0.26
MBS GNMA 5.5	100.83	+0.22
10 YR Treasury	3.7999	-0.0531
30 YR Treasury	4.0908	-0.0309

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

Recent Housing Data

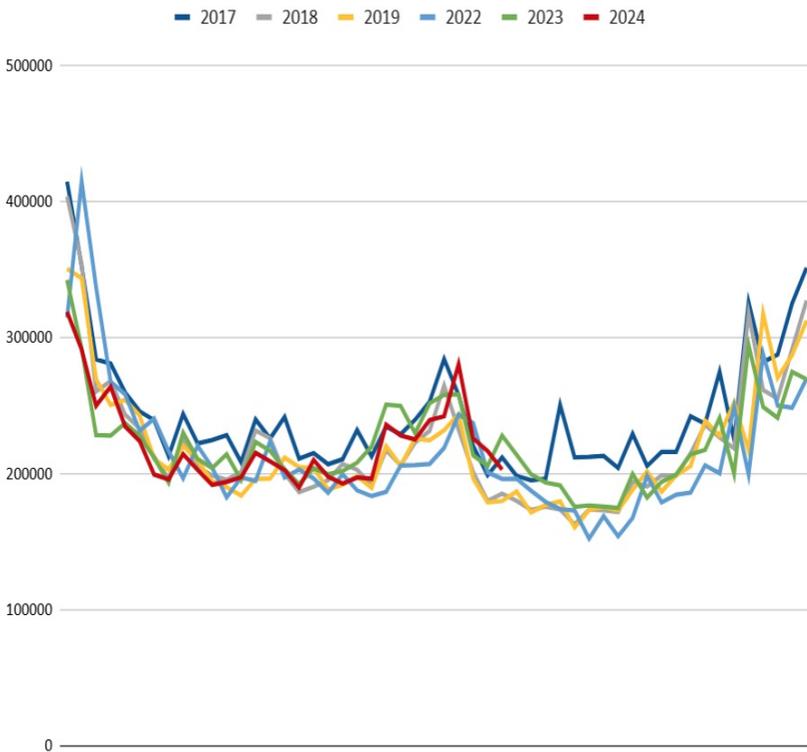
	Value	Change
Mortgage Apps	Aug 14 251.3	+16.83%
Building Permits	Mar 1.46M	-3.95%
Housing Starts	Mar 1.32M	-13.15%
New Home Sales	Mar 693K	+4.68%
Pending Home Sales	Feb 75.6	+1.75%
Existing Home Sales	Feb 3.97M	-0.75%
Builder Confidence	Mar 51	+6.25%

ISM Services, Employment Index



The following chart of Jobless Claims shows non-seasonally adjusted figures. This isn't the way we normally follow this data, but the post-covid years have seen some seasonal distortions making it through to the adjusted numbers. That means we can actually get a better idea of the trend by overlying multiple individual years. Long story short, the recent spike in the red line caused concern about labor market weakness. This week's data helped alleviate those concerns. While that's great for the labor market, it's not good for rates.

Jobless Claims by Year, Not Seasonally Adjusted

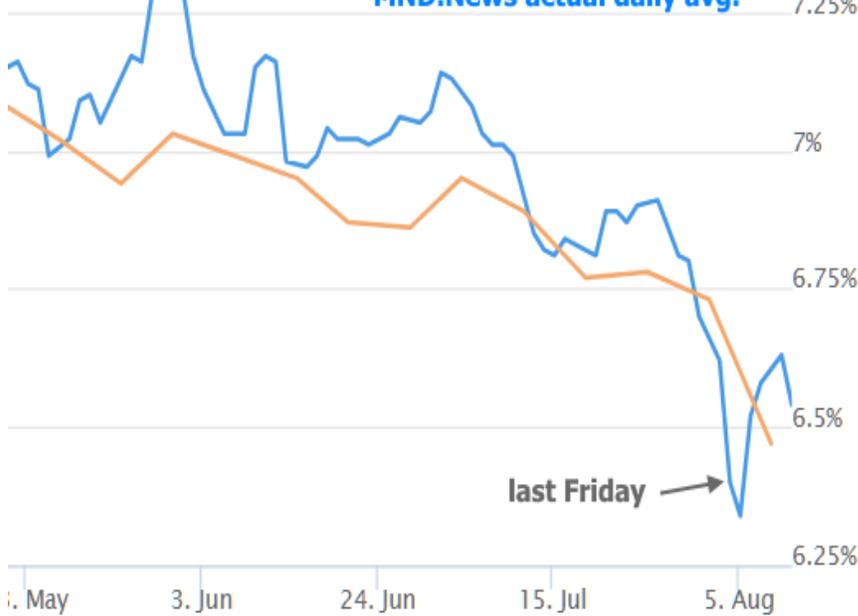


Rates finally moved back down a bit on Friday, but only enough to erase a small amount of the damage. Compared to last Friday, we ended the week higher. Be aware that many media outlets cited Freddie Mac's weekly survey in claiming that rates were lower this week, but Freddie takes an average of Thursday through Wednesday before reporting the results on Thursday. That means it counted the huge drop last Friday that we already reported last week.

30yr Fixed Mortgage Rate Indices

--Freddie Mac Weekly Survey

--MND.News actual daily avg.



In the week ahead, the market's focus will undoubtedly shift to the Consumer Price Index (CPI)--one of the two biggest economic reports on any given month. CPI is critical in confirming the Fed rate cut outlook in the months ahead. The rest of the bond market will adjust immediately based on the likely implications for the Fed.

If CPI is higher than expected, that alone would not be enough to convince the market that the Fed will forego the much-anticipated September rate cut. But there will be one more CPI before the Fed's next meeting, as well as the next installment of the jobs report that rocked the rate world last Friday. If all 3 of these reports are rate-friendly, it wouldn't be a surprise to see new long-term lows ahead of September's Fed announcement. Conversely, if all 3 are higher than expected, rates could find themselves right back in the early-July range.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Monday, Aug 05				
10:00AM	Jul ISM Services Employment	51.1	46.5	46.1
10:00AM	Jul ISM Services Prices	57.0	55.8	56.3
10:00AM	Jul ISM Biz Activity	54.5		49.6
10:00AM	Jul ISM N-Mfg PMI	51.4	51	48.8
Wednesday, Aug 07				
7:00AM	Aug/02 MBA Purchase Index	133.9		132.8

Event Importance:

No Stars = Insignificant

☆ Low

★ Moderate

★★ Important

★★★ Very Important

Date	Event	Actual	Forecast	Prior
7:00AM	Aug/02 MBA Refi Index	661.4		570.7
Thursday, Aug 08				
8:30AM	Aug/03 Jobless Claims (k)	233K	240K	249K
Tuesday, Aug 13				
8:30AM	Jul Core Producer Prices MM (%)	0%	0.2%	0.4%
8:30AM	Jul Core Producer Prices YY (%)	2.4%	2.7%	3%
Wednesday, Aug 14				
8:30AM	Jul y/y CORE CPI (%)	3.2%	3.2%	3.3%
8:30AM	Jul m/m CORE CPI (%)	0.2%	0.2%	0.1%
Thursday, Aug 15				
8:30AM	Aug Philly Fed Business Index	-7.0	7	13.9
8:30AM	Aug NY Fed Manufacturing	-4.70	-6	-6.60
8:30AM	Jul Retail Sales (%)	1%	0.3%	0%
8:30AM	Aug/10 Jobless Claims (k)	227K	235K	233K
9:15AM	Jul Industrial Production (%)	-0.6%	-0.3%	0.6%
10:00AM	Aug NAHB housing market indx	39	43	42
Friday, Aug 16				
8:30AM	Jul Building permits: number (ml)	1.396M	1.43M	1.454M
8:30AM	Jul Housing starts number mm (ml)	1.238M	1.33M	1.353M
10:00AM	Aug Consumer Sentiment (ip)	67.8	66.9	66.4

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.

Contact me for more information. 702-303-0243 or TPayne@loandepot.com

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Tom Payne

