



## Tom Payne

Senior Loan Consultant, loanDepot  
 NMLS# 1017004 #174457 Licensed in all 50 States  
 2835 St. Rose Parkway, Suite 120 Henderson, NV 89052

Office: 702-303-0243  
 Mobile: 702-303-0243  
[tompaynemortgage@gmail.com](mailto:tompaynemortgage@gmail.com)  
[View My Website](#)

## November New Home Gain Overshadowed by October Revision

Newly constructed single-family homes continued to sell well in November however October's earlier robust report was **scaled down dramatically**. The Census Bureau and the Department of Housing and Urban Development estimates that new homes sold at a seasonally adjusted annual rate of 490,000 in November an **increase of 4.3 percent** compared to October and 9.1 percent above the rate in November 2014. October's sales numbers were downgraded from the 498,500 units originally reported to 470,000 turning a 10.7 increase over September into a more modest 6.3 percent gain.

The November number was solidly within the range of 479,000 to 531,000 units predicted by analysts but fell below the consensus of 505,000.

On a non-seasonally adjusted basis there were an estimated **34,000 homes sold** during the month, down from 38,000 in October. Homes that sold during the month were on the market for a median of 3.0 months.

The **median price** of a new home sold in November was **\$305,000** compared to \$302,700 in November 2014. The average prices were \$374,900 and \$358,800 respectively.

At the end of the reporting period there were an estimated 232,000 new homes available for sale. This is a **5.7 month supply** at the current sales pace.

On a regional basis sales dropped by 28.6 percent from October and 13.8 percent from a year earlier in the **Northeast**. The **Midwest** also had sales that were below the two earlier periods, down 8.6 percent for the month and 10.2 percent on an annual basis.

Sales in the **South** improved by 4.5 percent month over month and 19.4 percent from the previous November. It was sales in the **West** that drove the national increase, rising 20.5 percent from October and up a more restrained 4.7 percent for the year.

## National Average Mortgage Rates



|                                | Rate  | Change | Points |
|--------------------------------|-------|--------|--------|
| <b>Mortgage News Daily</b>     |       |        |        |
| 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   |
| <b>Freddie Mac</b>             |       |        |        |
| 30 Yr. Fixed                   | 6.77% | -0.09  | 0.00   |
| 15 Yr. Fixed                   | 6.05% | -0.11  | 0.00   |
| <b>Mortgage Bankers Assoc.</b> |       |        |        |
| 30 Yr. Fixed                   | 7.00% | -0.03  | 0.60   |
| 15 Yr. Fixed                   | 6.63% | +0.07  | 0.61   |
| 30 Yr. FHA                     | 6.87% | -0.03  | 0.92   |
| 30 Yr. Jumbo                   | 7.13% | +0.02  | 0.38   |
| 5/1 ARM                        | 6.22% | -0.16  | 0.60   |

Rates as of: 7/22

## 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%  |

## Update: Buyer Broker Agreement

|                    | Value  | Change |
|--------------------|--------|--------|
| Builder Confidence | Mar 51 | +6.25% |

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

We are a direct nationwide lender.  
EQUAL HOUSING LENDER

Tom Payne

