



Tom Payne

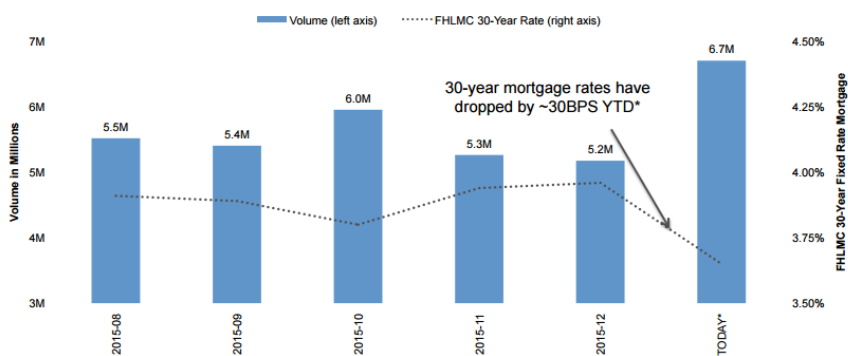
Senior Loan Consultant, loanDepot
 NMLS# 1017004 #174457 Licensed in all 50 States
 2835 St. Rose Parkway, Suite 120 Henderson, NV 89052

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

Black Knight on The 'Refi Revival'

The sharp drop in interest rates that began 2016 has had a **very real impact** on the so-called "refinanceable" population of homeowners. Black Knight Financial Services says that the 30 basis point decline the market experienced in the first six weeks of the year increased the numbers of those who potentially could qualify and benefit from refinancing by 30 percent, to 6.7 million potential borrowers. If they decided to act they could save \$20 billion per year, an average of \$3,000 per homeowner. Black Knight bases its estimate on the number of existing mortgages with rates in the 4.5 percent range.

Traditional Refinance Candidates



*Refinance Candidates are borrowers that are current on their 30-year mortgage with <=80% current LTVs, credit scores >= 720, and current interest rates on their mortgage >= 75 BPS above the 30-year fixed rate at the time as reported in the FHLMC rate survey

TODAY is based on FHLMC 30-year rate as of February 18th 2016 of 3.65%

In its current edition of its *Mortgage Monitor* Black Knight's says that **3.3 million borrowers** could save \$200 per month by refinancing. Of these nearly one million of those could save \$400 or more each month. At the time the analysis was performed the rate was at about 3.65 percent and compared to the end of 2015 the number of borrowers who could save over \$200 per month had increased by 800,000.

National Average Mortgage Rates



Rate	Change	Points
------	--------	--------

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

Mortgage Bankers Assoc.

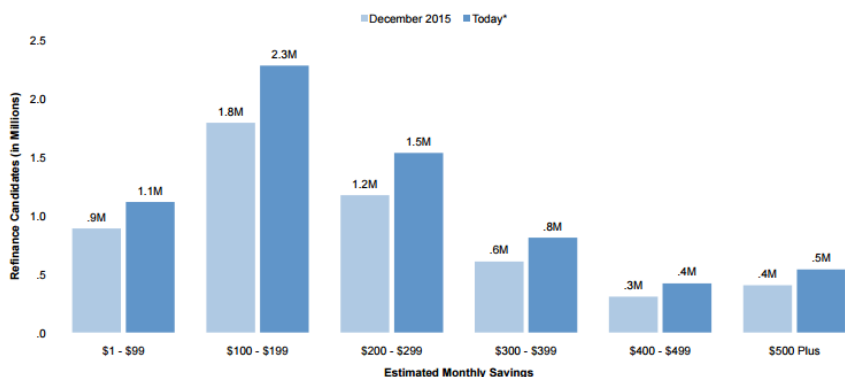
30 Yr. Fixed	7.00%	-0.03	0.60
15 Yr. Fixed	6.63%	+0.07	0.61
30 Yr. FHA	6.87%	-0.03	0.92
30 Yr. Jumbo	7.13%	+0.02	0.38
5/1 ARM	6.22%	-0.16	0.60

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%

Estimated Monthly Savings Distribution of Refinance Candidates



*Today is based on FHLMC 30-year rate as of February 18th 2016 of 3.65%

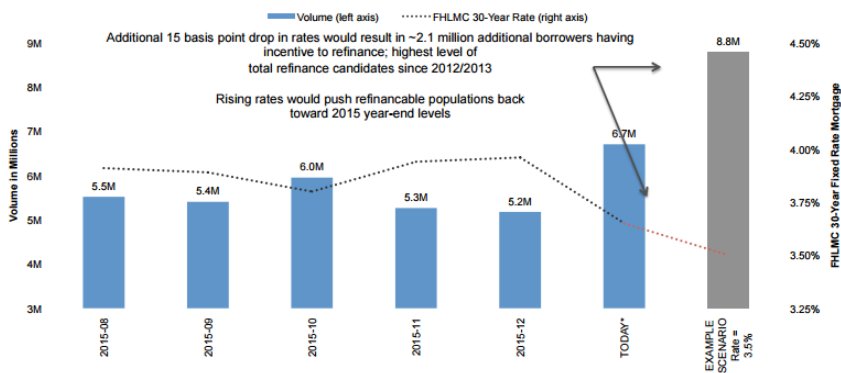
The Monitor published an analysis of the refinance market about two months ago, shortly after the Federal Reserve raised the target rate of fed funds by 25 basis points. At that time, the population that could benefit from refinancing was estimated at **5.2 million homeowners** and the conventional wisdom was that long term rates would rise in response so that refinance eligible number would be in decline.

As Black Knight Data & Analytics Senior Vice President Ben Graboske explained, "Global economic shocks then sent investors looking for the safety of U.S. Treasuries, driving down yields on benchmark 10-year bonds. Mortgage interest rates began to fall in defiance of prevailing wisdom, and the refinanceable population grew by 30 percent in the first six weeks of 2016. As a result, an additional 1.5 million mortgage holders could now likely both qualify for and benefit from refinancing, bringing the total number of potential refinance candidates to 6.7 million. Given that refinance originations fell by 27 percent from Q1 to Q4 2015, and prepayment rates - historically a good indicator of refinance activity - hit their lowest level in two years in January - this expansion of potential candidates could very well provide a welcome and unexpected lift to the market as we move forward in 2016."

The rate decline has also given a boost to the Home Affordable Refinance Program which is due to expire at the end of 2016. Black Knight estimates that the rate decline in the first six weeks of the year boosted the number of candidates for those loans by 40,000.

Black Knight also analyzed a scenario under which mortgage rates might ease back by another 15 basis points, taking the 30-year fixed rate down to 3.5 percent. It estimates that would provide entry for **another 2.1 million borrowers** into the refinanceable population. At 8.8 million, that would make for the largest refinanceable population since 2012-2013, when rates were at historic lows."

Traditional Refinance Candidates



*Refinance Candidates are borrowers that are current on their 30-year mortgage with <=90% current LTVs, credit scores >= 720, and current interest rates on their mortgage >= 75 BPS above the 30-year fixed rate at the time as reported in the FHLMC rate survey

TODAY is based on FHLMC 30-year rate as of February 18th 2016 of 3.65%

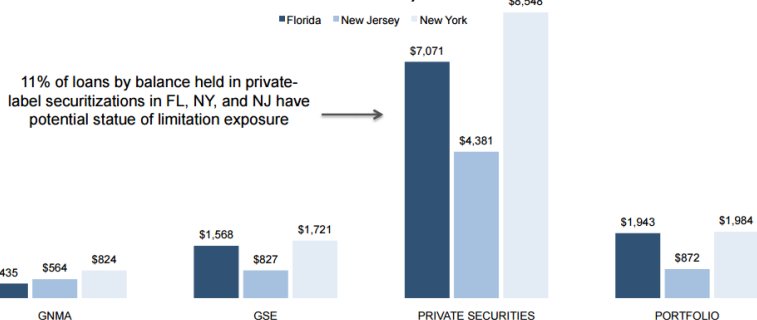
The Monitor cautions that the refinancable population is an **extremely rate sensitive** one and if rates begin to rise its numbers will quickly dissipate.

Under the heading of snoozing and loosing, Black Knight says that lenders in three states could find themselves **unable to complete foreclosure proceedings**. In Florida, New Jersey, and New York the courts are deliberating how statutes of limitations laws might be applied to foreclosure actions. A ruling that they do apply could affect up to 98,000 seriously delinquent loans that are more than five years past due in Florida and more than six years in the other two states.

Florida, despite reducing its foreclosure inventory by 38 percent over the past 12 months still has roughly 40,000 loans with statute of limitations exposure. Potential exposure levels in New York and New Jersey have risen over the past 12 months - currently sitting at 35,300 and 22,000 respectively - due to limited resolution in severely delinquent loan populations in both states.

Without taking into account additional carrying costs and/or fees incurred by mortgage servicers, Black Knight estimates the current potential unpaid principal balance (UPB) risk exposure in these three states at approximately **\$30 billion**, concentrated primarily in private-label securities. As it stands today, roughly \$1 out of every \$10 of principal in private-label securitizations in these three states is tied to a mortgage that is delinquent by more than allowed by the relevant statutes of limitations.

Est. UPB Exposure to FC Statute of Limitations by Investor (in \$Millions)

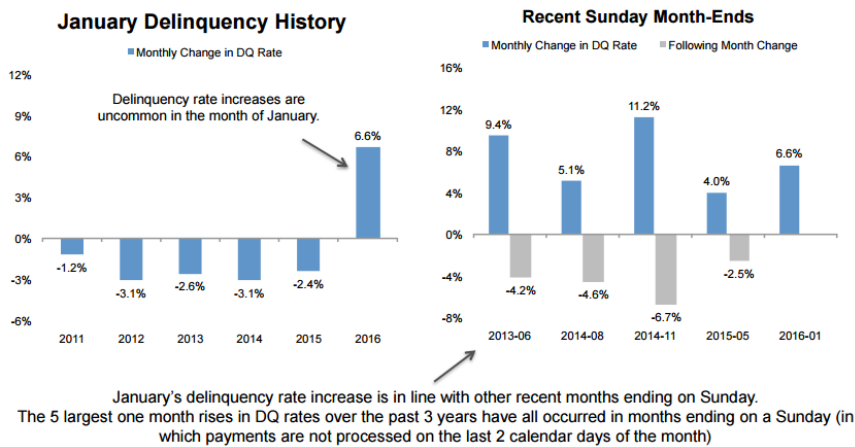


11% of loans by balance held in private-label securitizations in FL, NY, and NJ have potential statute of limitation exposure

*Potential exposure to statute of limitations depicted above is the unpaid balance on all active first lien mortgages >6 years past due in NY & NJ and >5 years past due in Florida. No concessions are made for when the debt was accelerated as part of the FC process. These figures are intended to be a high end estimate of the number of total mortgages that may be impacted by applicable statutes of limitations. These figures only represent unpaid balances and do not include any additional FC or carrying costs incurred by the servicer.

While Black Knight had released loan performance data for January in its "first look" report late last month, the *Monitor* contains a more in-depth analysis of one striking figure from that report. **Mortgage delinquency rates** shot up by 6.6 percent from December bringing the national delinquency rate above 5 percent for the first time in 11 months. It was the first increase in any January since the housing crisis began.

On average delinquency rates over the last four years have **declined by 2 percent** or more in January but Black Knight says the January 2016 spike appears to be calendar rather than loan performance driven. When a month ends in a Sunday there is typically an increase in delinquencies as servicers are unable to process payments that arrive in the last two days of the month. The five largest month-over-month delinquency increases seen over the last three years have all come a Sunday-ending month. These figures usually partially reverse themselves the following month although a residual typically remains.



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

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

We are a direct nationwide lender.
EQUAL HOUSING LENDER

Tom Payne

