



Tom Payne

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

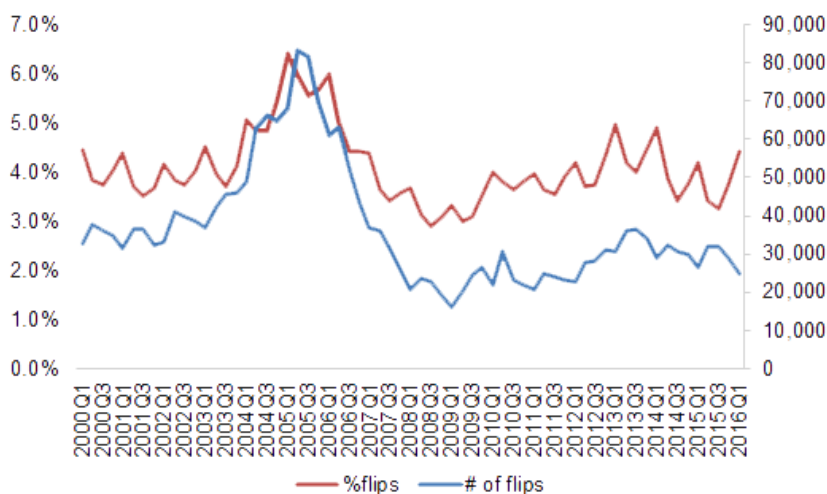
Office: 702-303-0243
 Mobile: 702-303-0243
tompaynemortgage@gmail.com
[View My Website](#)

Don't Call it a Comeback: Flipping is Modest by Bubble Standards

Is flipping back in vogue? CoreLogic, in a two-part article published in its blog says activity is up, but so far we are seeing **nothing like the level of activity in 2005**. Flipping is defined as an investor purchasing a home, renovating and repairing it, and selling it at a profit within a short period of time.

Easy access to credit and home prices that were steadily marching upward fueled record levels of flipping before the housing bubble burst. At the peak in the first quarter of 2005 there were an estimated 80,000 units "flipped," accounting for **6.4 percent** of home sales. By the first quarter of 2009 the number of flips had slipped to under 20,000, a little over a **1 percent** share.

Figure 1: Flipped Properties Over Time at the National Level



Source: CoreLogic 2016

© 2016 CoreLogic, Inc. All rights reserved.

Now prices have been appreciating at a relatively high rate for the last four years and have set new price peaks in some states. Is flipping back and in what markets?

CoreLogic analyst Bin He recently looked at flipping on both the state and metro levels. As of the first quarter of 2016 flipping made up 4.4 percent of sales but in actual unit numbers flipping is **down 70 percent** due to a much

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%

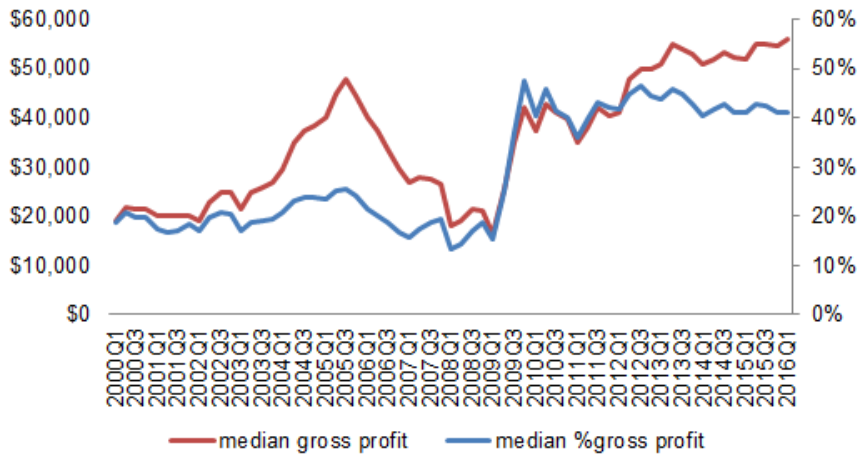
Housing News Update

lower volume of all sale than during the peak quarter.

	Value	Change
Builder Confidence	51	+6.25%
Mar		

But if the numbers are down, profits are not. Flips in the first quarter of this year brought in a **median gross profit of \$56,000**, up 17 percent from the \$48,000 profit in 2005. However, investors were making a bigger percentage profit in 2009 when the volume was lowest - 47.7 percent compared to 41.1 percent this year - possibly because of a decline in the share of distressed sales which were often purchased at a significant discount.

Figure 2: Median Gross Profit Per Property Flipped and Median Percentage Gross Profit Across the Country

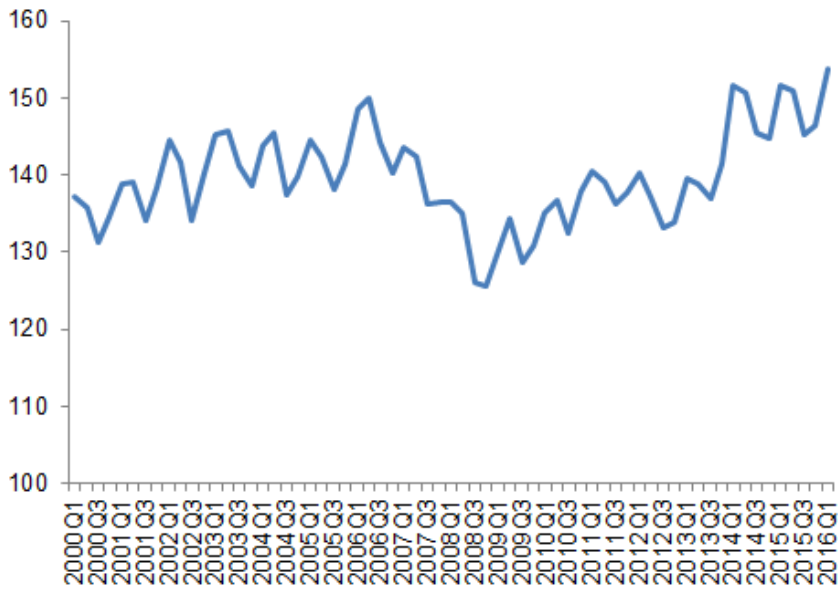


Source: CoreLogic 2016

© 2016 CoreLogic, Inc. All rights reserved

It takes an investor longer to make to realize that quick profit than before the housing crisis. CoreLogic says the average time to flip during the housing bubble was 150 days, now the average is 154 days and that number appears to be rising.

Figure 3: Average Days to Flip a Property



Source: CoreLogic 2016

© 2016 CoreLogic, Inc. All rights reserved.

On the local level CoreLogic found the highest share of flipped properties in Memphis, following by Fresno, California and WinterHaven, Florida. Florida was the strongest state for flipping with seven of the top 10 markets and eight of the top 20 located in the state and seven of the top eight markets in the state (the exception being Winter Haven) are seeing increasing sales. The company said it is **too early to label it speculative behavior** as activity in all of these areas is well below its pre-crash peak.

There are many factors that contribute to the level of flipping activity in a market, Ben He says. A future blog will look at these factors and discuss the correlation between flipping activity, home price appreciation

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

