



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](#)

For Markets, Political Spotlight Shifts From US to Europe

In [last week's newsletter](#), we discussed a series of wild cards hitting the table and their impact on financial markets. Specifically, the potential reversal of post-election optimism helped interest rates break below 2017's narrow range. But that was just one small example of **much bigger uncertainty**. Sooner or later, markets will have to decide what's most important and trade accordingly.

Domestic Fiscal Policy Wild Cards

One of the key takeaways from the presidential election was that a Trump administration was more likely to create growth and inflation than a Clinton administration. That's not necessarily how financial media portrayed the market reaction **BEFORE** the election, but that's certainly how traders responded **AFTER** the election.

In other words, rates and stock prices moved higher. There's no telling whether it was **actual** optimism for growth and inflation (both bad for rates) or a simply investor excitement over potential **tax reform** (great for stocks) that did the trick, but clearly, markets are tuned in to the fate of proposed fiscal reforms.

For now, traders are waiting to see if policies can get off the ground. To that end, rates had second thoughts about continuing deeper into 2017's lows due to the Trump administration's comments on tax reform. In separate headlines, Secretary Mnuchin said Treasury was hard at work on tax reform and Trump himself said a plan that was **bigger than "any tax cut ever"** would be unveiled next week.

Geopolitical Wild Cards

Despite its lingering importance, fiscal drama has taken a back seat geopolitical concerns. Last week, this was all about Syria and North Korea. This week, focus shifted toward Europe.

European markets were closed on Monday. When trading fired up on Tuesday, there was a quick reaction to headlines suggesting British Prime Minister Theresa May wanted to call an **early general election** (with the goal of retrenching support for Brexit-related policies). As far as markets are concerned, Brexit generally equates to lower stocks and rates. British stocks fell the most, but that weakness spilled over into global stock markets and

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

Rates as of: 7/22

Market Data

	Price / Yield	Change
MBS UMBS 5.5	99.49	+0.10
MBS GNMA 5.5	99.91	+0.13
10 YR Treasury	4.2315	-0.0210
30 YR Treasury	4.4528	-0.0197

Pricing as of: 7/23 9:03AM EST

Recent Housing Data

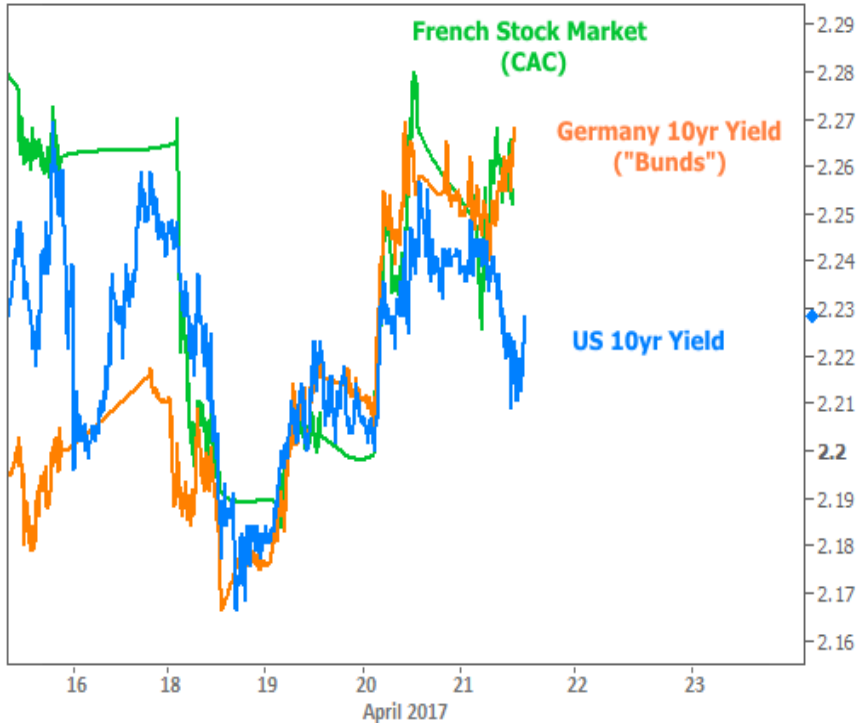
	Value	Change
Mortgage Apps	Jul 10 206.1	-0.19%
Building Permits	Mar 1.46M	-3.95%
Housing Starts	Mar 1.32M	-13.15%
New Home Sales	Mar 693K	+4.68%
Pending Home Sales	Feb 75.6	+1.75%
Existing Home Sales	Feb 3.97M	-0.75%
Builder Confidence	Mar 51	+6.25%

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ultimately provided some benefit for interest rates.

British election surprises quickly gave way to **French** election expectations. It's no mystery that France will elect a new president this weekend, and that one of the candidates is the controversial Marine Le Pen. Much like Brexit, markets view Le Pen as "bad for business." In the second half of the week, Le Pen fell in polls, prompting a surge in French stocks and European bond yields. Here too, the move spilled over to US bond markets, pushing rates slightly higher.

European vs US Markets



Markets are mostly in position for Le Pen to **lose** on Sunday. Even so, the **confirmation** of that fact would be worth a bit of extra pain for interest rates. If she wins, the response would be much bigger (and likely positive for rates), but we'll cross those bridges in next week's newsletter.

Econ Data and Fed Wild Cards

The state of the economy and the Fed's subsequent policy response to economic conditions remains an ongoing wild card. Does the Fed **really believe** growth and inflation might necessitate tighter monetary policy or are they simply tightening now so they can loosen policy when the economy begins to lose steam? Interestingly enough, Fed members have answered "yes" to **both** those questions recently.

This week didn't tell us much about new evolutions in the Fed's thought process. And we only saw limited instances of new economic data. But the data that came out was generally **positive** for the housing market.

The National Association of Realtors' [Existing Home Sales report](#) inched up to its **best levels since 2007**, continuing a trend that's easy to see in the top of the following chart. [Government data on new construction](#) was a mixed bag with Housing Starts falling a bit short while Building Permits advanced. Both remain in a solid upward trend. [Homebuilder Sentiment](#) was the only major housing report that declined (note: it covers April while the other two covered March). Despite the decline, the bigger-picture trend remains arguably positive, as seen at the bottom of the chart.

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This Week's Housing Data



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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

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