



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](#)

How Italy Rocked Rates And What To Watch For Next

Italian political drama already had an impressive impact on US interest rates last week. This week brought more surprises and even bigger reactions for better and worse (and in that order).

Last week's newsletter contains a fairly detailed discussion on the Italy effect. It's **worth revisiting** if you have a moment. If not, here's the gist: investors are concerned that the new political coalition in Italy will push the country toward a Brexit-style EU departure. For financial markets, this creates several risks and a lot of uncertainty. Investors respond by moving money into safer havens like the US bond market. More demand for bonds = lower rates.

The holiday-shortened week began with developments in Italy that sent shockwaves through financial markets. The Italian President (who vets government nominees despite a mostly ceremonial role) vetoed the nomination of Paolo Savona for the post of Finance Minister. Savona is an outspoken critic of Italy's membership in the EU, and his nomination was a **major concern** for financial markets.

With Savona being blocked, it was fair to expect that rates would **RISE**. After all, it's the fear of Italian politicians pushing the country out of the EU that helped rates fall in the first place. Paradoxically, rates **FELL** sharply.

But why?

In Italy, if the majority party can't "form a government" (by filling positions with vetted nominees), a new election is the next step. By vetoing Savona's nomination, the President ran the risk of sending Italy back to elections as early as July 29th. Pundits agreed that any such election would turn into a **Brexit-like battle** over Italy's Euro membership and give the current coalition even more power.

Simply put, the events in Italy created lots of new uncertainty and risk. In turn, interest rates surged **lower**.

Things changed on Wednesday with news that Italian politicians were trying to avoid sending the country back to elections. By Thursday, the coalition nominated a new Finance Minister. By Friday, he was confirmed by the President. The defusing of political risk pushed interest rates **quickly higher** in the 2nd half of the week, ultimately taking us back to last Friday's levels.

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	99.39	-0.01
MBS GNMA 5.5	99.78	+0.00
10 YR Treasury	4.2374	-0.0151
30 YR Treasury	4.4575	-0.0150

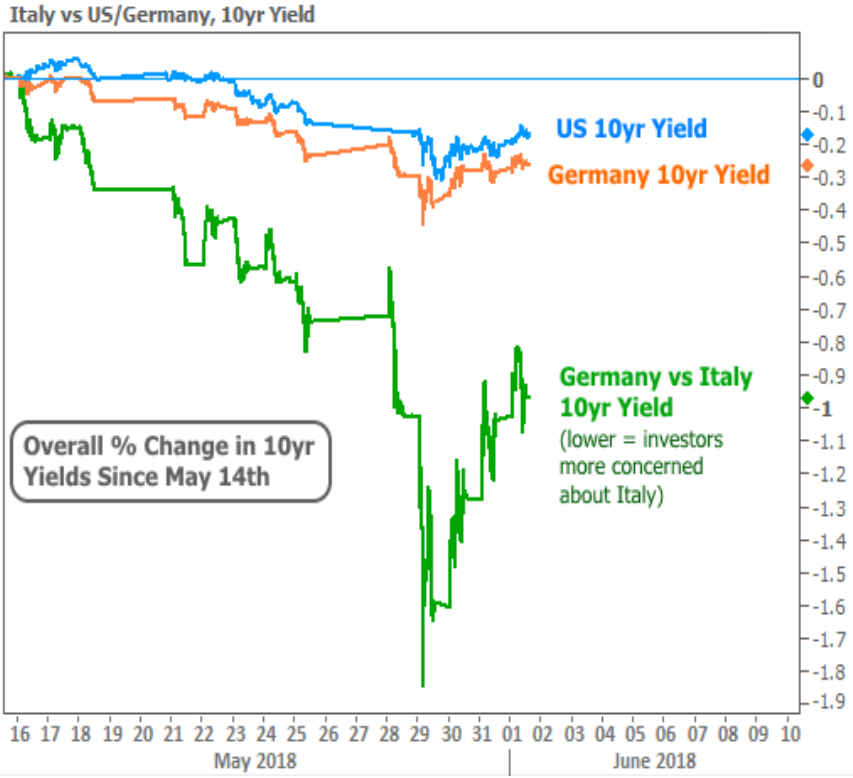
Pricing as of: 7/23 4:53AM EST

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%

US Housing Market Weekly

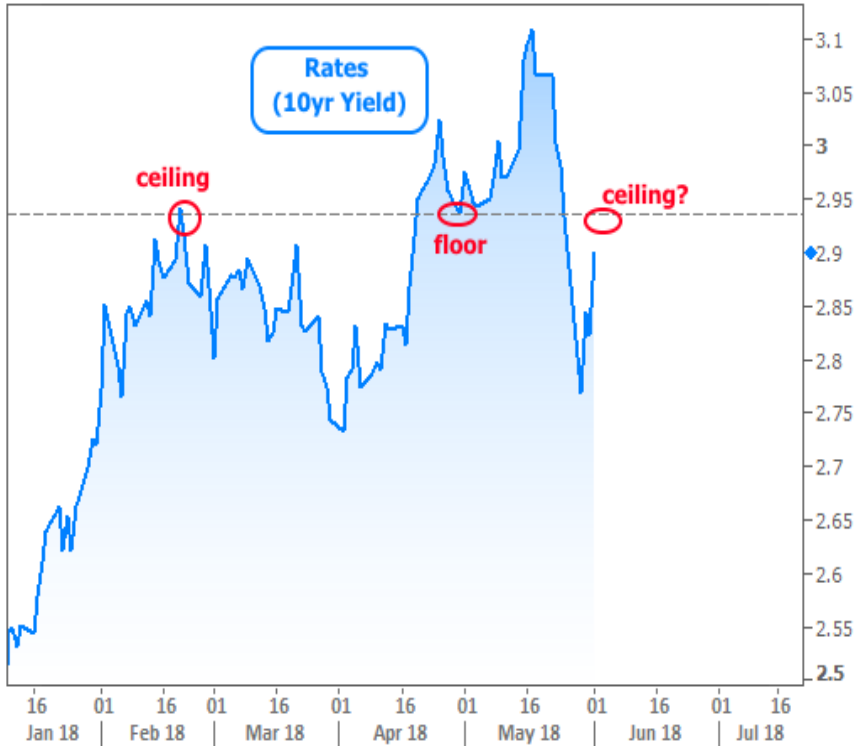
The following chart shows how much **more volatile** this week was compared to the last (and how much Italian drama is required for a given amount of movement in US interest rates!). The green line is the gap between Germany and Italy's 10yr government debt. The lower it goes, the more skeptical investors are about Italy being able to repay that debt. It's a direct reflection on the country's financial stability.



Focusing solely on rates in the US now, we can see Italy did us a big, temporary favor at the end of May. With rates apparently on the way back up, next week could bring a **showdown** with a key inflection point. This can be seen as **2.94%** in the following chart of 10yr Treasury yields (the benchmark for longer-term rates like mortgages). 2.94% acted as a ceiling on the way up in February and then as a floor on the way down last month. Whether rates bounce or break through, it would tell us a lot about how investors see the long-term rate outlook.

US Housing Market Weekly

US 10yr Yields



Rates were a consideration for this week's housing data. The National Association of Realtors (NAR) released its Pending Home Sales report, which provides an early indication for the big Existing Home Sales report. The NAR said the economy is very healthy, but that higher rates and gas prices are adding to the biggest headwind: **supply**, which Chief Economist Lawrence Yun referred to as "**dire**."

The headwinds likely account for the slight downtrend seen in the following chart. Notably, sales are managing to hold respectably close to recent highs nonetheless.

Pending Home Sales



Subscribe to my newsletter online at: <http://housingnewsletters.com/thomaspayne>

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

