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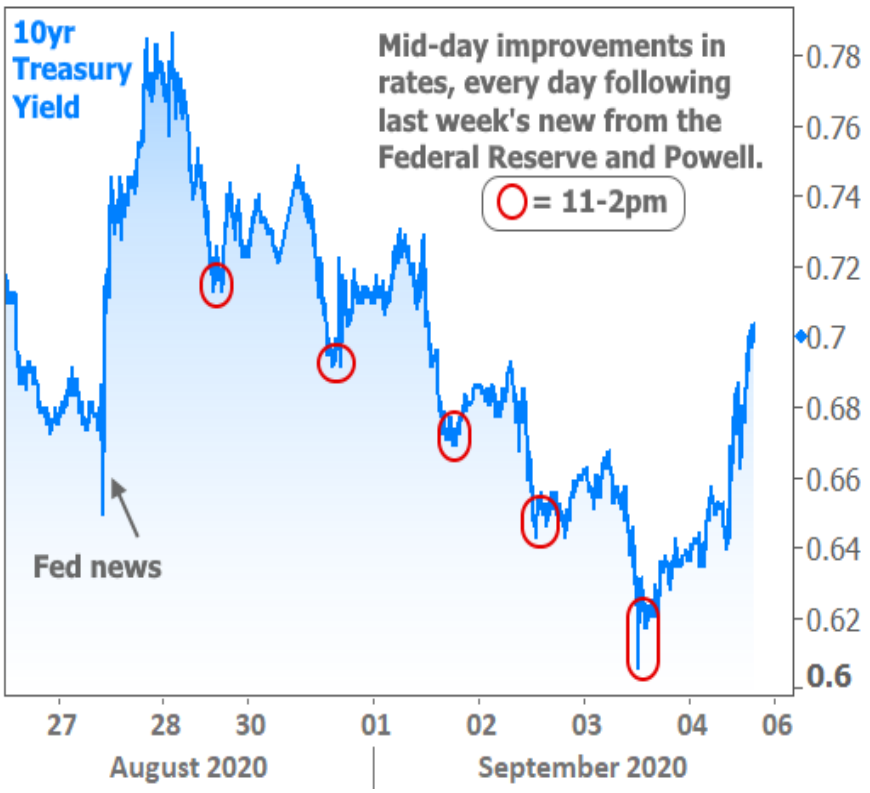
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The Uncommonly Strong Case For Locking a Mortgage Rate

Almost everywhere you look, low mortgage rates are in the news. Experts are claiming they'll remain low or move lower for years to come. They might be right! But that doesn't necessarily mean you should wait to refinance or to lock your rate if you're already in the loan process.

It is true that mortgage rates **improved noticeably** earlier this week. Part of the improvement is due to overall gains in the bond market following last week's Federal Reserve scare. When the Fed updated its policy framework, the bond market was briefly spooked. A spooked bond market means higher yields/rates.

The next 5 business days brought a deliberate recovery for longer-term rates. This can be seen in the following chart of 10yr Treasury yields (a benchmark for all longer-term rates in the US). Definitely make a note of the bounce toward higher rates today, as that helps build the case for locking to some extent.



National Average Mortgage Rates



	Rate	Change	Points
Mortgage News Daily			
30 Yr. Fixed	6.91%	0.00	0.00
15 Yr. Fixed	6.47%	0.00	0.00
30 Yr. FHA	6.39%	-0.01	0.00
30 Yr. Jumbo	7.30%	0.00	0.00
5/1 ARM	6.61%	+0.01	0.00
Freddie Mac			
30 Yr. Fixed	6.87%	-0.57	0.00
15 Yr. Fixed	6.21%	-0.55	0.00

Rates as of: 3/27

Market Data

	Price / Yield	Change
MBS UMBS 5.5	99.66	+0.14
MBS GNMA 5.5	100.09	+0.14
10 YR Treasury	4.2240	+0.0360
30 YR Treasury	4.3679	+0.0189

Pricing as of: 3/28 7:37AM EST

Recent Housing Data

		Value	Change
Mortgage Apps	Mar 27	196.8	-0.71%
Building Permits	Feb	1.52M	+1.95%
Housing Starts	Feb	1.52M	+10.7%
New Home Sales	Feb	662K	+0.15%
Pending Home Sales	Jan	74.3	-3.88%
Existing Home Sales	Feb	3.97M	-0.75%
Builder Confidence	Mar	51	+6.25%

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As far as mortgage rates are concerned, the **delay of the new refinance fee** was a **much bigger** source of inspiration. Combined with the strong move in the bond market, it meant that many lenders were back within striking distance of all-time lows.

Why does this fee have so much influence on rates?

In a perfect world, this fee equates to about 0.125%-0.25% in terms of interest rates, and it would only apply to refinances. That's still a big deal for many homeowners, but the **actual damage** ended being closer to **0.375%-0.500%** due to the heavy-handed implementation (which would have cost lenders hundreds of millions of dollars on 10s of billions of dollars of loans in progress).

Unsurprisingly, lenders responded defensively by raising rates to offset the big unexpected expense. This hit **both** purchases and refinances, and for much more than it would have with advance notice.

Thankfully, the delay was announced early last week and rates began to recover. As they approached all-time lows this week, lenders experienced **another surge** in application volumes and were once again forced to raise rates a bit to control their pipelines.

By leveling-off near all-time lows, rates are presenting us with a natural opportunity. In fact, these opportunities are rarely this clear.

The opportunity in question has very little to do with interest rate momentum in and of itself. Predicting the future of interest rates is tricky business. It's one thing to say that the economic realities associated with coronavirus will help rates stay **very low for a very long time**. It's another thing to predict the back and forth movement within that low range, let alone determine when any given borrower would be best served by locking versus floating.

Rather, the opportunity is **all about** the reintroduction of the refi fee. We already know it will be imposed on all refinances delivered to the housing agencies on or after Dec 1st. That might seem like a long way away, but "delivery" can take up to a month from the loan actually closing. As such, we know it will be showing up on rate sheets fairly soon. In some cases, it is already back in place for locks of 60 days or longer.

Why bring all this up? Because the fee brings an immediate, measurable, and foreseeable hit to interest rates (again, it's 0.125%-0.25% for the average lender). The smartest interest rate experts in the world would **never** be able to predict a 0.125% increase in rates with a high level of confidence, let alone 0.25%. That's because rates almost always depend on market movement. But the new fee exists independently from the market, thus offering an uncommon and unfair advantage to those who know it's coming.

Simply put, this is one of the few times in history where you can be absolutely certain that mortgage rates are about to be 0.125% higher than they otherwise would have been. Combine that with the average lender coming very close to all-time lows this week and the scary little move higher in Treasury yields and it presents a compelling cases for locking.

Econ data and the week ahead.

Economic data has had a very muted impact on financial markets lately. Investors figure the economic realities of the future have far more to do with the progression of the pandemic. There was arguably a major exception to this after Friday's big jobs report.

While the headline job count was actually slightly lower than expected, other aspects of the report were refreshingly strong. Bonds have a long history of selling off (i.e. moving toward higher rates) in those cases, and that's indeed what happened on Friday.

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But was it all because of the jobs report? Probably not. 10yr Treasury yields just had 5 straight days of solid improvement. After that kind of winning streak, it becomes increasingly uncommon to see additional winning days. The 3-day weekend commonly results in traders closing out the week's dominant positions. In this case, those positions had been putting downward pressure on yields/rates, so closing them would push rates higher. It's also not uncommon to see yields move higher on the Friday before a big Treasury auction cycle, like the one coming up next week.

It will be interesting to see how traders come back into the office (virtually, or otherwise) next Tuesday. Treasury auctions will run through Thursday, so even if today's defensiveness is only temporary, we might not be able to confirm that until the end of next week. Just another reason to err on the side of caution when it comes to mortgage rates in the near term.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, Sep 01				
10:00AM	Jul Construction spending (%)	0.1	1.0	-0.7
10:00AM	Aug ISM Manufacturing PMI	56.0	54.5	54.2
Wednesday, Sep 02				
7:00AM	w/e MBA Purchase Index	309.6		310.2
7:00AM	w/e Mortgage Refinance Index	3316.2		3423.0
8:15AM	Aug ADP National Employment (k)	428	950	167
10:00AM	Jul Factory orders mm (%)	6.4	6.0	6.2
Thursday, Sep 03				
8:30AM	w/e Jobless Claims (k)	881	838	1006
10:00AM	Aug ISM N-Mfg PMI	56.9	57.0	58.1
Friday, Sep 04				
8:30AM	Aug Non-farm payrolls (k)	1371	1400	1763
8:30AM	Aug Unemployment rate mm (%)	8.4	9.8	10.2
Tuesday, Sep 08				
1:00PM	3-Yr Note Auction (bl)	50		
Wednesday, Sep 09				
7:00AM	w/e MBA Purchase Index	317.7		309.6
7:00AM	w/e Mortgage Refinance Index	3415.1		3316.2
Thursday, Sep 10				
8:30AM	Aug Core Producer Prices YY (%)	0.6	0.3	0.3
10:00AM	Jul Wholesale inventories mm (%)	-0.3	-0.1	-0.1
Friday, Sep 11				
8:30AM	Aug Core CPI (Annual) (%)	1.7	1.6	1.6
Wednesday, Oct 07				
1:00PM	10-yr Note Auction (bl)	35		
Thursday, Oct 08				

Event Importance:

No Stars = Insignificant
☆ Low
★ Moderate
★★ Important
★★ Very Important

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Date	Event	Actual	Forecast	Prior
1:00PM	30-Yr Bond Auction (bl)	23		

About Your Los Angeles Mortgage Broker

Shannon's expertise in residential mortgage lending spans more than 20 years. Beginning on the ground floor of the wholesale side of lending, Shannon subsequently succeeded as a loan officer, account manager, and account executive while working for one of the nation's largest mortgage lenders. In contrast to those who chose to leave the mortgage industry when the Los Angeles housing market began to spiral in 2008; Shannon's passion for helping others to become homeowners remained firmly intact. In fact the changes in the market and new lending laws made her want to help homebuyers to navigate the new rules of real estate lending more than ever. As such, she chose to transition to the retail side of real estate financing in effort to work closer with families, veterans, and those who had previous financial hardships to achieve their goals of home ownership. As a homeowner and real estate investor, Shannon's personal experience in obtaining mortgage loans for her own purchases is extensive. She has bought and sold multiple properties and continues to invest in real estate throughout Los Angeles County. Shannon's specialization and breadth of experience in real estate purchase loans enables her to offer standard/conventional loans, government loans, hard money loans, and specialty/portfolio products.

Shannon Christenot



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