



Elliot "E J" Paul

CEO, Eagle Commercial Funding Capital Corporation
525 Route 73 North, Suite 104 Marlton, New Jersey 08053

Office: 856-353-3430
Fax: 856-353-3431
ejpaul@eaglecfs.com
View My Website

A Message from Elliot "E J" Paul:

"Eagle Commercial Funding Capital Corporation is a Direct Private Commercial Lender in 45 States. We finance residential rentals, multifamily, mixed-use and commercial real estate for cash-out, refinance, purchase, construction and rehab from \$250,000 to \$20 Million+ per property. Our loans usually close in 2 to 5 weeks. We never charge upfront fees. Most loan programs do not require income tax returns or income verification. Please let us know whenever you need competitive financing or have any questions. Make it a great day!"

New Construction Numbers Would Look Way Worse Without Multifamily

It seems that most of the stories I write on home sales and construction numbers begin with a slightly different iteration of the same core thought: the housing market has undoubtedly taken a big hit since topping out about a year ago. Once we get that "big hit" part out of the way, we can then break down some of the details.

On several recent occasions, those details have involved a slower pace of declines and perhaps even some resilience when it comes to prices and certain sales metrics. We already know that homebuilders were much more upbeat in January, so let's see what it is about January's residential construction numbers that did the trick.

National Average Mortgage Rates



	Rate	Change	Points
Mortgage News Daily			
30 Yr. Fixed	6.86%	-0.05	0.00
15 Yr. Fixed	6.31%	-0.02	0.00
30 Yr. FHA	6.32%	-0.06	0.00
30 Yr. Jumbo	7.04%	-0.03	0.00
5/1 ARM	6.53%	-0.02	0.00
Freddie Mac			
30 Yr. Fixed	6.78%	-0.08	0.00
15 Yr. Fixed	6.07%	-0.09	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: 7/26



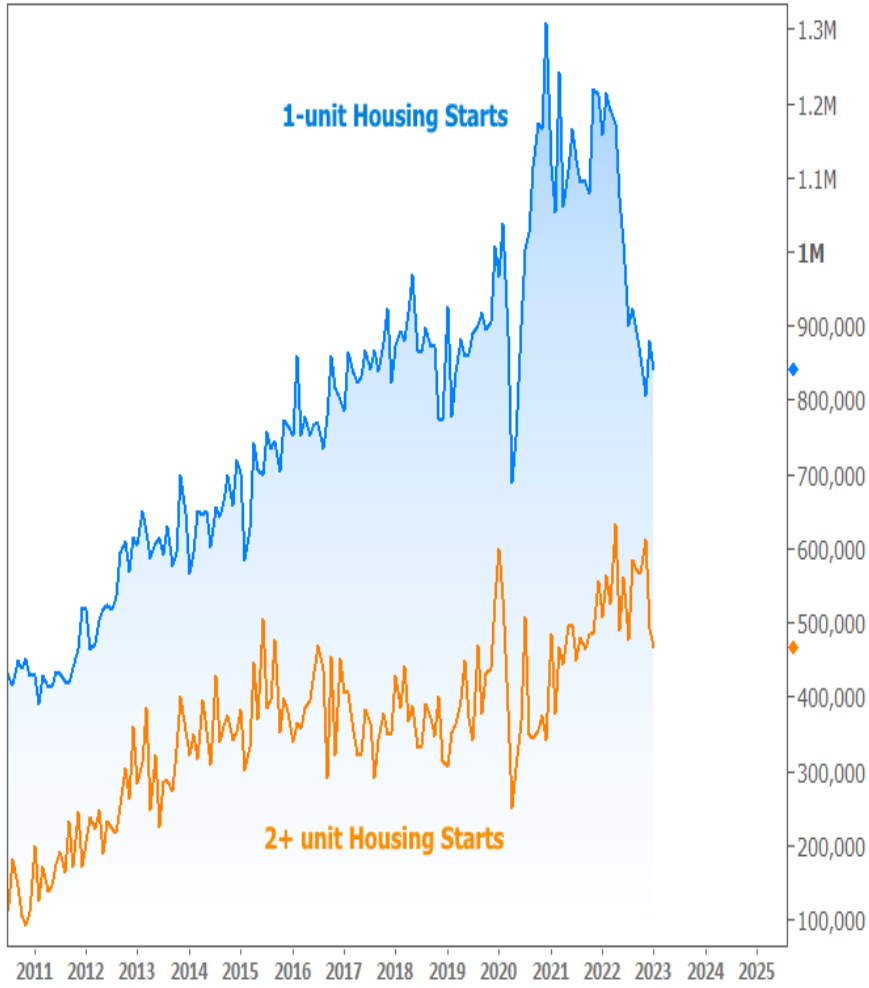
Hmmm... That's not looking so hot. Housing Starts came in at 1.309m (annual pace) vs forecasts calling for 1.360m and a previous reading of 1.371m.

Building Permits did a better job of holding steady at 1.339m vs forecasts calling for 1.350m and a previous reading of 1.337m.

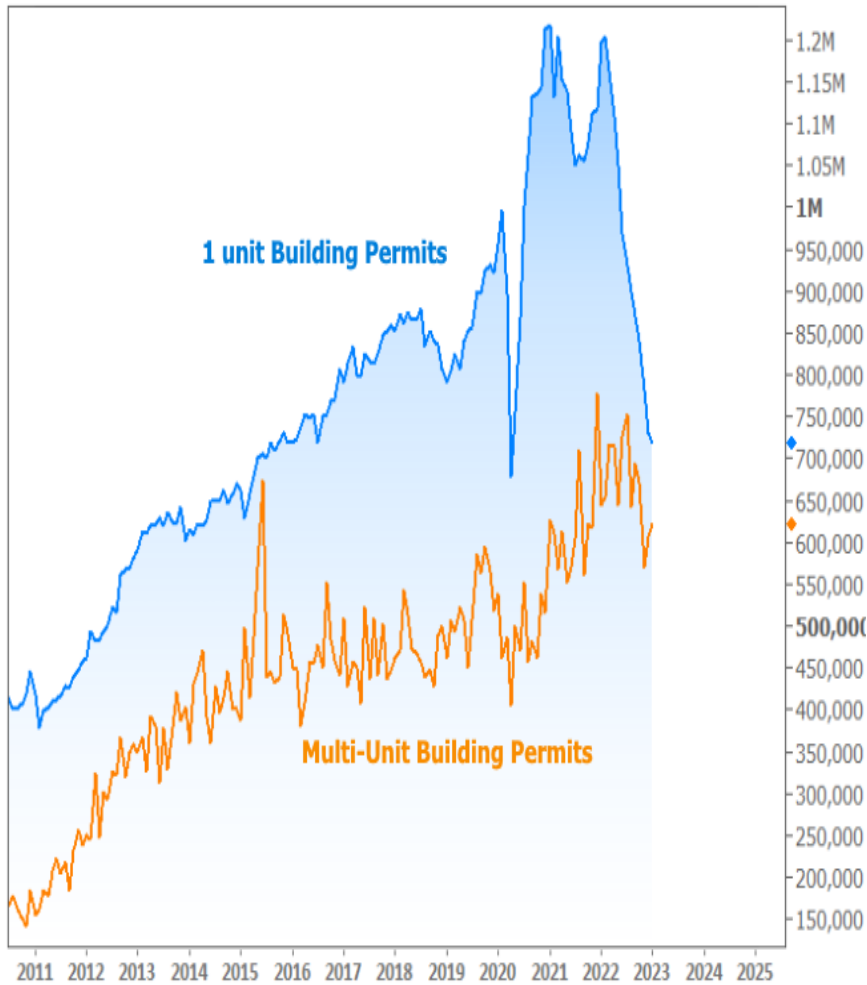
With respect to the chart above, it's worth noting that although housing starts have fallen more than expected, they're still higher than just about any pre-covid month for the past decade. Compared to some other housing metrics, they haven't retraced nearly as much of their previous range.

To some extent, we should certainly expect new housing to outperform housing in general when so many homeowners are reluctant to move out of their existing homes (either because they don't want to sacrifice their ultra low rates, or because they simply don't need to move). But if we need any additional help justifying resilience, the multifamily sector provides the answer.

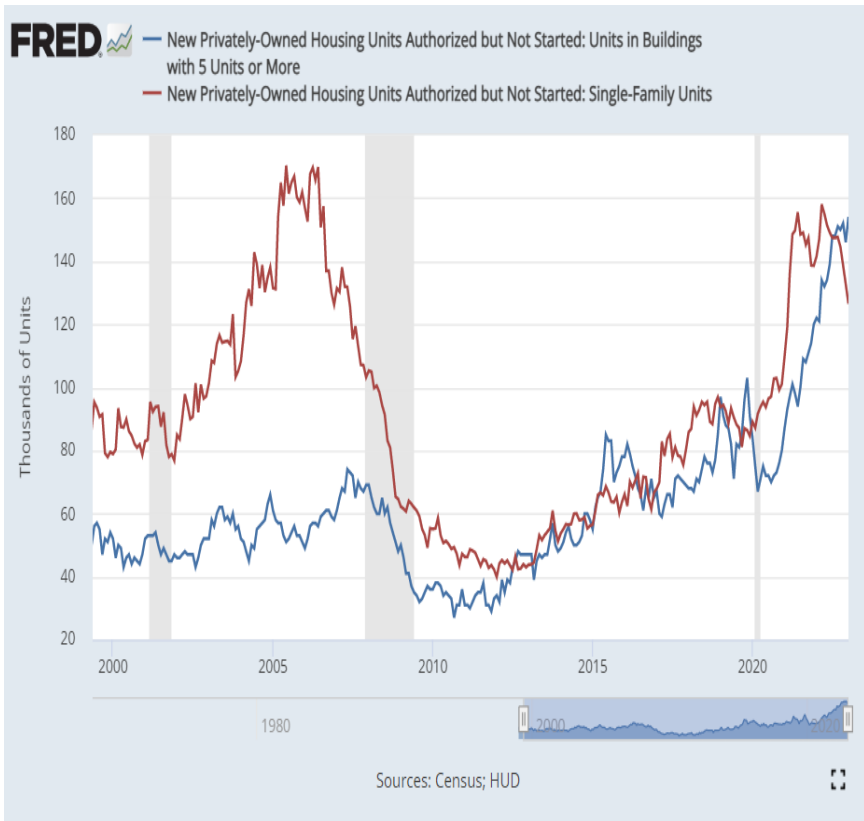
The following chart shows multifamily vs 1-unit housing starts. Multifamily has quite simply been extraordinarily even-keeled by comparison and hasn't experience nearly as much of a decline.



The trend doesn't look like it will change any time soon. The difference in building permits is even more stark.



Consider this as a parting thought: there are currently MORE multifamily units that have been permitted, but not yet started than there are single family units. This isn't the first time in history such a thing has happened (the most recent trend began in July), but it hadn't ever happened before 2012. Single family construction was pulling away post-pandemic, but multi-family is taking over yet again.



Unlock The Power of Private Money Financing...

Elliot "EJ" Paul is CEO of Eagle Commercial Funding Capital Corporation, a direct private commercial lender that finances residential and multifamily real estate properties, for cash-out, refinance, purchase, rehab, and ground-up construction.

Nationwide in most states

DSCR loans: no upfront fees, tax returns or income verification

Eagle is a Certified Member of the American Association of Private Lenders and a contributing writer and Member of Forbes Finance Council.

EJ Paul is a LinkedIn Top Real Estate Development Voice.

Harvard Graduate Business School and University of Pennsylvania educated (Economics).

Please ask for more information and competitive terms.

Have a relaxing weekend!

Elliot "EJ" Paul

Elliot "EJ" Paul

