

THE FEDERAL SAVINGS BANK



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## The 2 Components of Mortgage Rates: Upfront Cost and the Rate Itself

Mortgage rates, for the purposes of this article, will refer to the most commonly-quoted loans available through the most prevalent channels. That essentially means **conforming, fixed rate loans**—especially 30yr and 15yr fixed.

An example of one of these mainstream **rate quotes** would be a 30yr fixed from a big bank or mortgage lender either directly via a retail branch of that bank or indirectly via a mortgage originator who has access to several correspondent or brokered banking channels. In **both cases** we're talking about some large underlying financial entity that is in the business of making lots of loans.

These sorts of lenders will typically **adjust their rate sheet offerings** every day. In fact, it's **extremely rare** to see absolutely no change in any given lender's rate sheet from one day to the next. That said, it's also rare for rates to change so much that the actual contract interest rate is affected. That's because rates are almost universally quoted in .125% increments. As such, rates would have to change by .125% in order for a rate that had been quoted at 4.0% to now be quoted at 4.125%, all other things being equal.

The "**fine-tuning adjustment**" for mortgage rates lies in the upfront cost side of the equation. This can either be an actual cost out of the borrower's pocket ("discount points"), or a rebate from the lender. Rebates to cover closing costs, etc., are a common feature of loan quotes, and lenders are able to offer them because of the interest collected over time. The higher the rate, the higher the potential rebate. The lower the rate, the higher the cost. **For example**, if a 4% rate involved neither an upfront discount nor a rebate from the lender, then a 3.875% might require a 1.0% discount point and a 4.125% might result in a 1% rebate from the lender.

In that example the discount point and the rebate are both part of the same component of "mortgage rates." One is negative and the other is positive, but they both represent the **COST** side of the equation. This is the side of the mortgage rate equation that is almost guaranteed to be changing every day — **sometimes multiple times per day**, and those changes can be extrapolated to changes in effective rate. In other words, an effective rate of 4.04 doesn't mean that people are being quoted 4.04. Rather, the actual rate quotes are mostly likely 4.0% with an upfront cost or 4.125% with a rebate.

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## National Average Mortgage Rates



|                            | Rate  | Change       | Points |
|----------------------------|-------|--------------|--------|
| <b>Mortgage News Daily</b> |       |              |        |
| 30 Yr. Fixed               | 6.43% | <b>+0.02</b> | 0.00   |
| 15 Yr. Fixed               | 5.95% | <b>0.00</b>  | 0.00   |
| 30 Yr. FHA                 | 5.82% | <b>+0.02</b> | 0.00   |
| 30 Yr. Jumbo               | 6.62% | <b>0.00</b>  | 0.00   |
| 5/1 ARM                    | 6.28% | <b>-0.01</b> | 0.00   |
| <b>Freddie Mac</b>         |       |              |        |
| 30 Yr. Fixed               | 6.35% | <b>-0.51</b> | 0.00   |
| 15 Yr. Fixed               | 5.51% | <b>-0.65</b> | 0.00   |

Rates as of: 8/30

## Market Data

|                | Price / Yield | Change         |
|----------------|---------------|----------------|
| MBS UMBS 5.0   | 99.37         | <b>+0.02</b>   |
| MBS GNMA 5.0   | 99.93         | <b>+0.02</b>   |
| 10 YR Treasury | 3.9068        | <b>+0.0029</b> |
| 30 YR Treasury | 4.1960        | <b>+0.0028</b> |

Pricing as of: 9/1 7:34PM EST

## Recent Housing Data

|                     | Value        | Change  |
|---------------------|--------------|---------|
| Mortgage Apps       | Aug 28 226.9 | +0.49%  |
| 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%  |

<http://mortgageratesupdate.com/tedrood>

## Responsive service, experienced expertise

I've dedicated my 22 year mortgage career to client education, superior service, and honest answers. The lending landscape has changed dramatically the past few years, and continues to do so. My job is to ensure client partners' loans close quickly, without surprises, and I take that responsibility very seriously. Referrals are a responsibility I appreciate; they're a measure of trust, and that trust must be earned every day, on every referral.

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