THE FEDERAL SAVINGS BANK
Co. NMLS# 411500
Member FDIC

Ted Rood
Branch Manager, Gen Way Home Mortgage
NMLS #543290
O Fallon, Missouri 63368

Office: 3147400004
Mobile: 314-740-0004
ted_rood@yahoo.com

The Fed Did NOT Cut Mortgage Rates, But Trump Tried!

On the morning after this week's Fed rate cut, mortgage rates were roughly unchanged versus the previous morning. This will come as a **surprise** to scores of consumers who mistakenly believe the Fed's 0.25% rate cut equates to a 0.25% drop in ALL rates.

The Fed **only** sets its **own** "Fed Funds Rate" which governs overnight lending between big banks. The only direct effect on the mortgage market would be a 0.25% drop in many Home Equity Lines of Credit (HELOCs), which are based on the Fed's rate. The vast majority of mortgages, however, are determined by **other** parts of the financial market.

In fact, mortgages actually "turn into" securities that are traded in financial markets as a part of the process that makes them safer and easier for investors to buy (securitization). Those securities trade just like other securities, for the most part (e.g. stocks, bonds, etc.), and it's the price movement of **those** securities that most directly dictates mortgage rates. **Shockingly** enough, these are known as Mortgage-Backed Securities (MBS).

Unlike the Fed Funds Rate, which can only change once every 6 weeks, longer-term rate-bearing securities (like MBS and US Treasuries) can change **every minute** of every business day. They've been doing just that for months as market anticipation for the Fed rate cut has increased. Simply put, the Fed rate cut has long since had its impact on mortgage rates. After all, if a security can move in real time, and if the market was 100% sure the Fed was going to cut at least 0.25%, traders would have been foolish NOT to get in position.

This isn't a unique occurrence. Rates ALWAYS get in position for Fed rate cuts/hikes like this week's because the Fed is sure to telegraph its intention when it's making the first big change in a long time (this was the first rate cut since 2008!). In late 2015, when the Fed hiked rates for the first time since 2006, it was the same story, but in the opposite direction.

National Average Mortgage Rates



Mortgage News Daily	Rate	Change	Points
30YR Fixed	7.51%	+0.01	0.00
15YR Fixed	7.04%	+0.01	0.00
30YR FHA	7.08%	+0.03	0.00
30YR Jumbo	7.52%	+0.02	0.00
7/6 SOFR	7.12%	-0.01	0.00
30YR VA	7.10%	+0.03	0.00

Rates as of: 11/16

MBS and Treasury

	Price / Yield	Change
MBS UMBS 6.0	98.72	+0.02
10 YR Treasury	5.1271	-0.0071
30 YR Treasury	5.4736	-0.0022

Pricing as of: 11/16 7:39PM EST

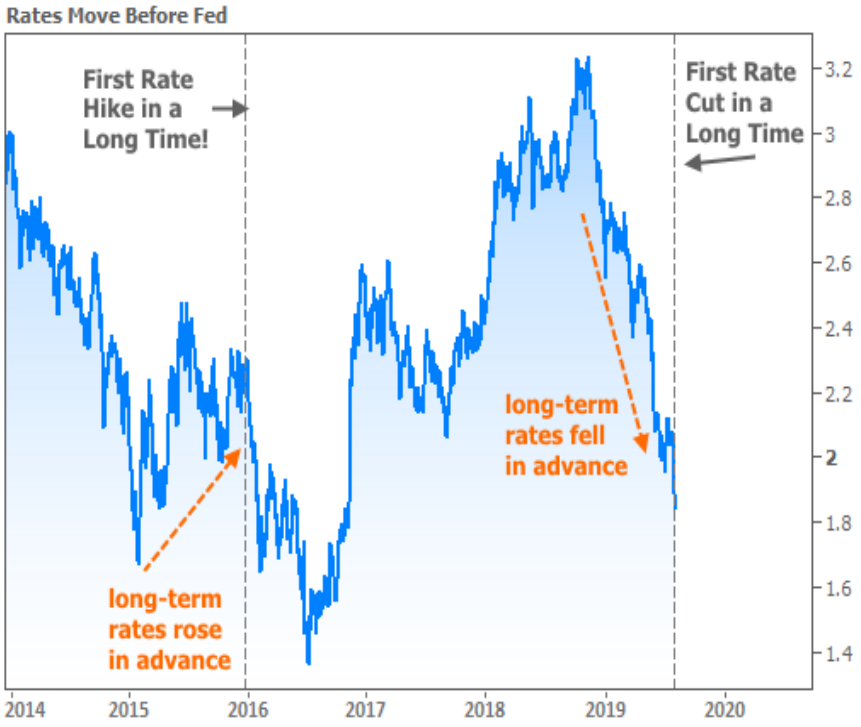
Recent Housing Data

		Value	Change
Mortgage Apps	Nov 4	204.6	+6.23%
Building Permits	Sep	1.4M	+0.43%
Housing Starts	Sep	1.22M	-4.24%
New Home Sales	Sep	676K	-1.17%
Pending Home Sales	Aug	71.2	0%
Existing Home Sales	Oct	3.99M	+0.25%
Builder Confidence	Oct	29	-9.38%

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To emphasize the point in even simpler terms, consider that stocks **LOST** ground after the Fed announcement, even though Fed rate cuts are considered to be a good thing for stocks. Like mortgage rates, stocks already had plenty of time to **PRICE-IN** the Fed's move. That left Wednesday for them to react to other information from the Fed. Specifically, they were a bit disappointed that Powell didn't do more to offer assurances about additional cuts. That's why we saw the lion's share of market movement after Powell's press conference at 2:30pm ET as opposed to the rate announcement at 2pm ET.



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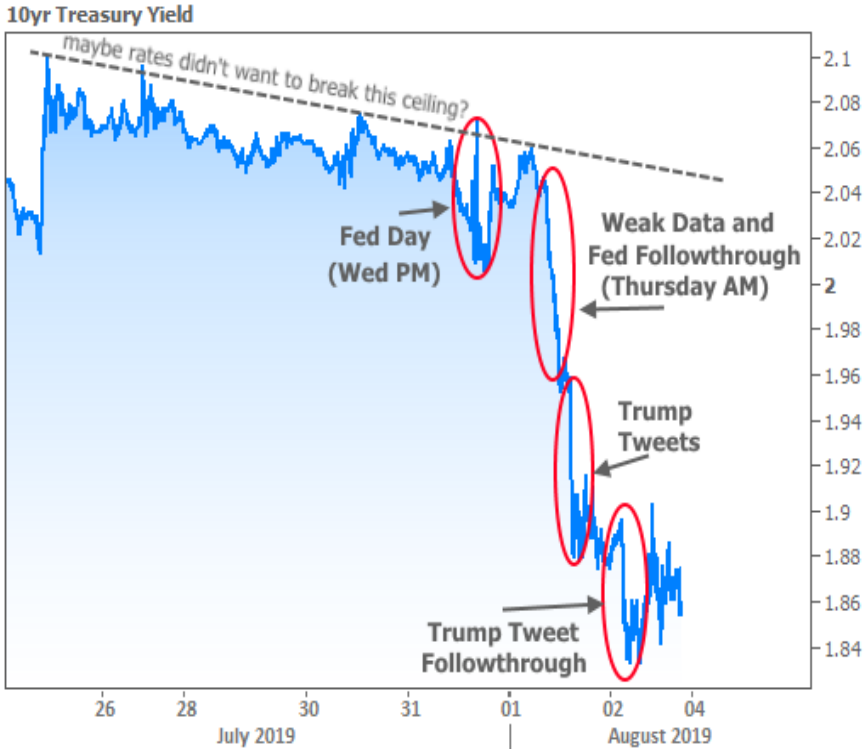
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That means, all other things being equal, if the Fed were to say "we're done cutting for now and will keep rates at these levels for the next 6 months," you'd see an **immediate and rather large** move **higher** in rates. In other words, markets were already counting on another 1-2 Fed rate cuts simply to sustain the low rates that are **already** here. By the end of the week, however, speculators were betting on another 2-3 cuts! What's up with that?

3 words: Trump Tariff Tweets.

As we've seen on numerous occasions in 2019, when Trump unexpectedly announces new tariffs on China (or Mexico) via Twitter, markets react in a major way. Timing was a factor this week as the tweets followed a Manufacturing report that was gloomy enough **without** another batch of tariffs to worry about. Trading positions are also more susceptible to surprises on the day after a Fed day. Regardless, every escalation of trade war rhetoric increases the odds that the Fed will need to cut rates deeper to promote continued economic expansion.



If that looks like a fairly significant drop in rates, **it is!** The following chart does a better job conveying the size. Each "candlestick" represents a week of trading in 10yr Treasury yields (the benchmark for longer-term rates, such as mortgages). Orange candlesticks mean rates moved higher; blue = lower. For the record, **you'd have to go back to 2012** to see a week where rates fell farther!

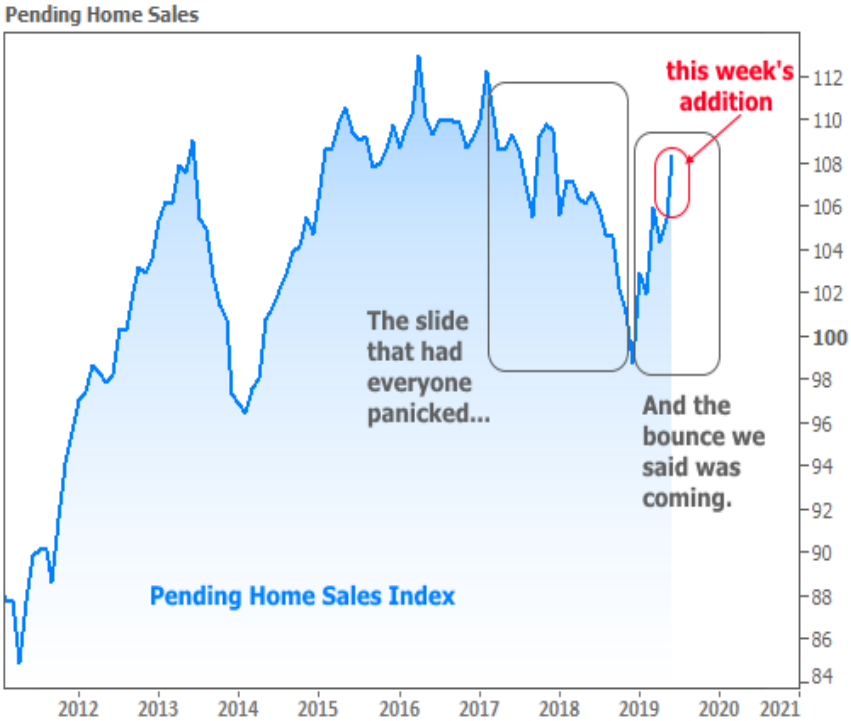
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Low rates don't singlehandedly prop up the housing market, but they definitely help. That was part of the rationale in last week's newsletter which pushed back on recent news headlines calling the **health of the housing market** into question (revisit it HERE if you like). Now this week, we have the most recent Pending Home Sales report, which is an advance indicator of Existing Home Sales--by far the biggest component of the housing market. I'll let the chart do most of the talking. Let's just say, if you're a regular reader of my newsletters, this is exactly how this summer was supposed to go.



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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, Jul 30				
8:30AM	Jun Core PCE Inflation (y/y) (%)	+1.6	1.7	1.6
9:00AM	May CaseShiller 20 yy (%)	2.4	2.4	2.5
10:00AM	Jun Pending Sales Index	108.3		105.4
10:00AM	Jul Consumer confidence	135.7	125.0	121.5
10:00AM	Jun Pending Home Sales (%)	+2.8	0.5	1.1
Wednesday, Jul 31				
7:00AM	w/e MBA Purchase Index	253.0		260.8
7:00AM	w/e Mortgage Refinance Index	1791.2		1789.8
8:15AM	Jul ADP National Employment (k)	156	150	102
9:45AM	Jul Chicago PMI	44.4	50.6	49.7
2:00PM	N/A FOMC rate decision (%)	2.000 - 2.250	2.125	2.375
2:31PM	Powell Press Conference			
Thursday, Aug 01				
8:30AM	w/e Jobless Claims (k)	215	214	207
10:00AM	Jul ISM Manufacturing PMI	51.2	52.0	51.7
10:00AM	Jun Construction spending (%)	-1.3	0.3	-0.8
Friday, Aug 02				
8:30AM	Jul Non-farm payrolls (k)	164	164	224
8:30AM	Jul Unemployment rate mm (%)	3.7	3.7	3.7
10:00AM	Jul Consumer Sentiment (ip)	98.4	98.5	98.4
10:00AM	Jul Consumer Inflation Expectations (1yr) (%)	2.6		2.6
10:00AM	Jul Consumer Inflation Expectations (5yr) (%)	2.5		2.6
10:00AM	Jun Factory orders mm (%)	0.6	0.8	-0.7
Monday, Aug 05				
10:00AM	Jul ISM N-Mfg PMI	53.7	55.5	55.1
Tuesday, Aug 06				
1:00PM	3-Yr Note Auction (bl)	38		
Wednesday, Aug 07				
7:00AM	w/e Mortgage Refinance Index	2003.0		1791.2
7:00AM	w/e MBA Purchase Index	247.9		253.0
Thursday, Aug 08				
8:30AM	w/e Jobless Claims (k)	209	215	217
10:00AM	Jun Wholesale inventories mm (%)	0.0	0.2	0.2
Friday, Aug 09				

Event Importance:

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

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Date	Event	Actual	Forecast	Prior
8:30AM	Jul Core Producer Prices YY (%)	2.1	2.4	2.3
Wednesday, Oct 09				
1:00PM	10-yr Note Auction (bl)	24		
Thursday, Oct 10				
1:00PM	30-Yr Bond Auction (bl)	16		

Responsive service, experienced expertise

I've dedicated my 26 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.

Ted Rood

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