



Steve Chizmadia

Mortgage Advisor - MLO-244902, Home Loans With Steve

NMLS ID: 1845124- CA BRE: 01524985 -
141 Providence Road Charlotte, NC 28207

Office: (760) 715-9688
Mobile: (760) 715-9688
steve@homeloanswithsteve.com
[View My Website](#)

Lenders Give Upbeat Assessment of Credit Access

More lenders are seeing an **easing of mortgage lending standards** Fannie Mae said today. In its third quarter Mortgage Lender Sentiment Survey indicators of loosening standards jumped substantially for both GSE eligible and non-GSE eligible loans.

In the survey mortgage executives were asked whether their lending organization's credit standards have eased, tightened, or remained essentially unchanged for the two types of loans as well as government loans during the prior three months. The gap between the numbers of lenders reporting easing as opposed to tightening jumped to 20 and 18 percentage points for GSE eligible and non-GSE eligible loans, respectively-reaching new survey highs of **"net easing."** The share of lenders who predict their organizations will ease credit standards over the next three months also rose for both GSE and non-GSE eligible loans.

"For the first time in seven quarters, we see a pronounced increase in the share of lenders, particularly medium- and larger-sized lenders, reporting on net an easing of credit standards in both the GSE eligible and non-GSE eligible loan categories. This is a significant result in light of public discourse on credit availability and standards," Doug Duncan, senior vice president and chief economist at Fannie Mae said. "Our survey responses appear to reflect multiple factors at play. Lenders may be becoming more comfortable with the GSEs' updated guidelines intended to provide them greater certainty regarding representations and warranties. Lenders also may be getting more familiar with the regulatory and compliance environment. Finally, lenders may be removing credit overlays. Overall, we expect that lenders' tendency toward easing credit standards, together with relatively low mortgage rates and a strengthening labor market, will **continue to support** the housing market expansion."

The survey, a counterpart to Fannie Mae's monthly National Housing Survey conducted among consumers, found that senior mortgage executives continue to be **more optimistic** about the economy than consumers and more optimistic about future home prices as well, but are less optimistic when it comes to how easy consumers might find it to get a mortgage.

Fewer lenders reported a growing demand for home purchase mortgages than did so in the second quarter. The same was true for the number of lenders expecting increased demand over the next three months although Fannie Mae said this was in part due to seasonal influences. More lenders

National Average Mortgage Rates



	Rate	Change	Points
Mortgage News Daily			
30 Yr. Fixed	6.43%	+0.02	0.00
15 Yr. Fixed	5.95%	0.00	0.00
30 Yr. FHA	5.82%	+0.02	0.00
30 Yr. Jumbo	6.62%	0.00	0.00
5/1 ARM	6.28%	-0.01	0.00

Freddie Mac

30 Yr. Fixed	6.35%	-0.51	0.00
15 Yr. Fixed	5.51%	-0.65	0.00

Mortgage Bankers Assoc.

30 Yr. Fixed	6.44%	-0.06	0.54
15 Yr. Fixed	5.88%	-0.16	0.68
30 Yr. FHA	6.36%	-0.06	0.85
30 Yr. Jumbo	6.75%	+0.07	0.39
5/1 ARM	5.98%	-0.27	0.65

Rates as of: 8/30

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%

Housing News Update

made optimistic predictions about demand than did so at the same time last year.

		Value	Change
Builder Confidence	Mar	51	+6.25%

Other survey findings included:

- More institutions reported they expected to increase rather than decrease the percentage of their originations sold to the GSEs and Ginnie Mae over the next 12 months.
- More lenders said they expected to decrease rather than increase the share of their MSR's sold to a third party. The same was true of lenders who expect to increase rather than decrease the share of their MSR's retained and serviced by a servicer.
- The share of lenders reporting an increased profit margin outlook over the next three months has fallen significantly this quarter from last quarter, but reached a similar level seen in the same quarter last year (Q3 2014).

Fannie Mae surveys senior executives of Fannie Mae lending institution customers quarterly to assess their views across varied dimensions of the mortgage market. The survey reported here was conducted between August 5, 2015 and August 17, 2015.

Service oriented, responsive, competitive rates and an in depth knowledge of today's mortgage market

After completing my degree in finance at the University of Connecticut, I started in the mortgage business right out of college in 2004. With 15+ years of experience and a primary objective of thoroughly explaining all available loan options to my clients with what is typically the largest investment in their lives, I strive to always make myself available. I constantly educate myself with respect to the mortgage industry and underwriting guidelines for FHA, VA, conventional and jumbo financing. I deliver on the expectations discussed up front and provide the service level my clients deserve from day one. I will remain in touch throughout the process and continue to follow up with you after closing. My goal is to wow you and turn you into clients for life. I want you to be so impressed that throughout and after the process you share my information with your friends, family, neighbors and co-workers who may value from my services.

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