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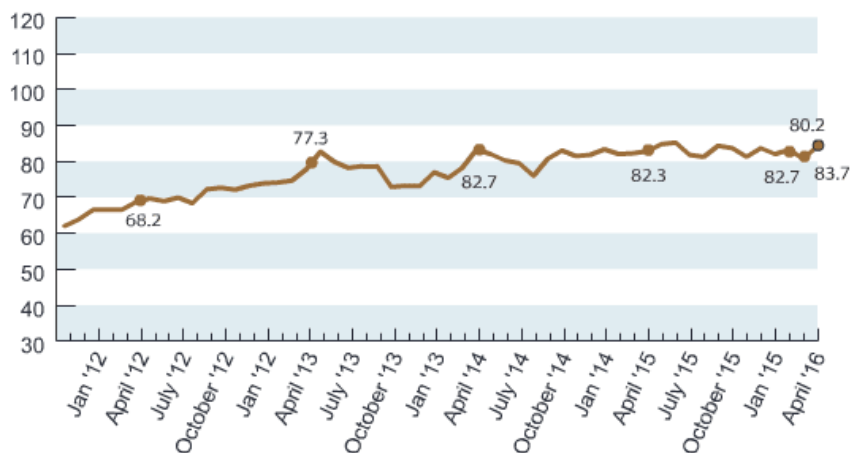
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It's Spring--Must Time to Sell Houses!

The net number of consumers who told Fannie Mae surveyors in April they think it is currently a good time to sell a house **soared** in April. However, its impact on Fannie Mae's Home Purchase Sentiment Index (HPSI) was muted by lower net responses to some other survey components.

Home Purchase Sentiment Index™ April 2016



The HPSI increased 3.5 points to 83.7 after setting a new low in March. The increase was driven by a **16-point net increase** in the net number of respondents to Fannie Mae's National Housing Survey (NHS) who thought it was currently a good time to sell a house.

National Average Mortgage Rates



	Rate	Change	Points
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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.

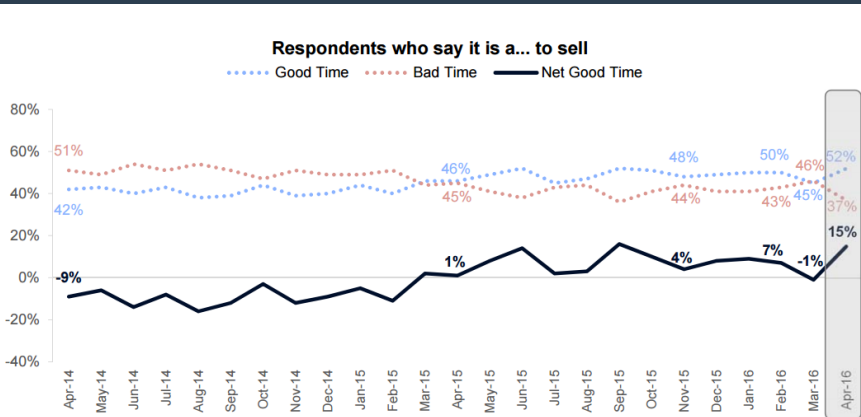
30 Yr. Fixed	6.44%	-0.06	0.54
15 Yr. Fixed	5.88%	-0.16	0.68
30 Yr. FHA	6.36%	-0.06	0.85
30 Yr. Jumbo	6.75%	+0.07	0.39
5/1 ARM	5.98%	-0.27	0.65

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



		Value	Change
Builder Confidence	Mar	51	+6.25%

Despite the spike in that specific response Fannie Mae said overall consumer housing sentiment has **remained generally flat**. The HPSI is calculated from responses to six of the more than one hundred questions asked by the monthly NHS.

The **Good Time to Buy** component of the index dipped to an all-time survey low, creating the narrowest gap on record between the Good Time to Buy and Good Time to Sell measures. In addition, although the net share of consumers reporting confidence about not losing their job rose 6 percentage points, the net share of consumers reporting that their income was significantly higher than it was 12 months ago stayed flat from the prior month. The component indicating expectations that home prices will increase rose 3 points and the one measuring expectation that mortgage rates would go down declined by 1.

	April 2016*	Change Since Last Month	Change Since Last Year
April 2016 HPSI	83.7	+3.5	+1.4
Good Time To Buy	30	-3	-5
Good Time To Sell	15	+16	+14
Home Prices Will Go Up (next 12 months)	37	+3	-2
Mortgage Rates Will Go Down (next 12 months)	-46	-1	-1
Confidence About Not Losing Job (next 12 months)	74	+6	+3
Household Income is Significantly Higher (past 12 months)	11	0	-1

* Net percentages of the component questions used to calculate HPSI, e.g. (Percent Good Time to Buy – Percent Bad Time to Buy) = 30

"We can partially attribute the sizable gain in April in home selling optimism both to a **correction** for last month's unexpected dip and to **typical seasonal strength** in housing activity in the spring and summer," said Doug Duncan, senior vice president and chief economist at Fannie Mae. "Even after accounting for these factors, continued tight housing supply has led to renewed strength in home price appreciation, making selling a home a more attractive prospect this year in particular. This improved sentiment could provide an extra boost of much-needed supply for the spring selling season."

Service oriented, responsive, competitive rates and an in depth knowledge of todays 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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