



## Scott Kepler

Principal Broker, Mortgage Approval Group, LLC  
 NMLS 833792 Company NMLS# 1742769  
 2918 Busch Lake Blvd, Suite A Tampa, FL 33614

Office: 813.444.8537  
 Mobile: 813.565.0884  
 Fax: 813.200.1116  
[scott@scottkepler.com](mailto:scott@scottkepler.com)  
[View My Website](#)

## Don't blame lack of good homes for all housing's woes

The biggest complaint in the spring homebuying season was simply that there weren't enough homes to buy. Demand is strong for housing, but listings are low and getting lower. That supply strain has put strong upward pressure on home prices in most markets, but apparently not in all markets, according to a new report.

There were just 2.14 million homes for sale at the end of April, which at the current sales pace represents **4.6 months'** supply of inventory, according to the National Association of Realtors (NAR). Six months is considered a balanced market between buyer and seller. Some local markets are seeing less than one months' supply.

Inventory is **worst at the low end** of the market, but it continues to fall for trade-up homes as well. The number of starter homes on the market in April dropped by 12.3 percent from April of 2015, according to a report from Trulia, a home listing website. That pushed prices higher, so that starter homebuyers overall will need to spend 1.3 percent more of their income on a home than last year. The number of trade-up homes on the market decreased by 11.5 percent, meaning those buyers will have to pay just under 1 percent more of their incomes on housing.

"A lack of starter home affordability is becoming problematic in places outside of California," wrote Trulia's chief economist Ralph McLaughlin in the report. "Starter home affordability is down most in Oakland, CA, but is beginning to take a hit in Denver, Portland, Seattle, and central Florida."

That is not, however, the case everywhere. Of the nation's 100 largest metropolitan housing markets, one in five are seeing **falling** demand for starter homes, which has offset the tight supply, according to Trulia. Home prices there are actually falling. Cities like Columbia, South Carolina, Kansas City, Missouri, Hartford, Connecticut and Madison, Wisconsin, are seeing both drops in starter home inventory and drops in prices.

Demand for starter homes is falling for several reasons. First and foremost is that **investors are not as active** as they were during the housing crash. In addition, starter homes are not affordable to entry-level buyers in several markets.

"Many would-be young homebuyers tell us that saving up for a down payment and finding a suitable home are obstacles that are keeping them

## National Average Mortgage Rates



	Rate	Change	Points
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### Mortgage News Daily

30 Yr. Fixed	6.89%	0.00	0.00
15 Yr. Fixed	6.33%	+0.01	0.00
30 Yr. FHA	6.33%	+0.01	0.00
30 Yr. Jumbo	7.05%	0.00	0.00
5/1 ARM	6.58%	0.00	0.00

### Freddie Mac

30 Yr. Fixed	6.77%	-0.09	0.00
15 Yr. Fixed	6.05%	-0.11	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: 7/22

## Recent Housing Data

		Value	Change
Mortgage Apps	Jul 10	206.1	-0.19%
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

from buying a home, even though they aspire to do so," added McLaughlin.

	Value	Change
Builder Confidence	Mar 51	+6.25%

While home prices are still rising, the **gains are shrinking**. That may be due to a shift of buyers away from pricey coastal markets and more toward affordable markets in the Midwest and South. While the official May sales count from the NAR comes out Wednesday morning, Redfin, a real estate brokerage, claims sales hit their fastest pace in at least seven years in May. The typical home went under contract in 42 days, a full week faster than a year earlier, and the lowest median days on market reported since Redfin began tracking the metric in 2009, according to a report.

"After almost a decade of under-supplied housing stock, **competition is fierce**," said Redfin chief economist Nela Richardson. "What's new in 2016 is that we're seeing the intensity of fast sales and bidding wars even in affordable markets like Grand Rapids and Omaha, where the typical home sold within two weeks last month."

## We're here to help with all home mortgage needs.

With over 20 years of mortgage industry experience, Scott Kepler has helped thousands of families to purchase or refinance their homes. As a Mortgage Lender, Scott and his team are able to give families access to a variety of home loan options; after all, no two situations are the same.

Give Scott and his team a call today for a Free Mortgage Check-Up or Purchase Home Loan Pre-Qualification.

Offering financing for:

First Time Home Buyer

Conventional (Fannie Mae/Freddie Mac)

FHA

VA

USDA

Jumbo

Reverse

Renovation

Self Employed

Home Equity Loans/Lines of Credit

Credit Challenged / Alt-A

Investor or Second Home

Hard Money

Small Commercial

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