Mortgage and Real Estate News That Matters

## A message from Nickolas Inhelder:

## We Make Home Happen.™

Our goal is simple:

To help every family we serve get to "Yes."

Yes to the loan that unlocks the joy of home ownership.

Yes to the lending solution that meets every client's unique needs and wants.

That's why we dedicate our every resource to serve as your personal guide through the lending process, solving problems, building confidence. Aslan has access to every lending option leading to the purchase or refinance of a residential home loan.

This is more than work for us. It is our unique joy in this life to share our collective skill, creativity, and care to bring you and your family right to where you belong.

Let's make home happen.

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## Mortgage Applications Dropped Sharply in Response to The Recent Rate Spike

After the big spike seen 2 weeks ago, mortgage rates remained elevated enough to greatly dampen the demand for refinancing according to the Mortgage Bankers Association's (MBA) weekly application survey. As is typically the case, refi demand showed the most rate sensitivity, but purchases took a hit as well.

Notably, the rate spike had already happened at the time of last week's MBA survey, but as we discussed at the time, the full effects likely hadn't been felt in the numbers. The chart below shows how much more the refi index declined in the past week (highlighted in red).

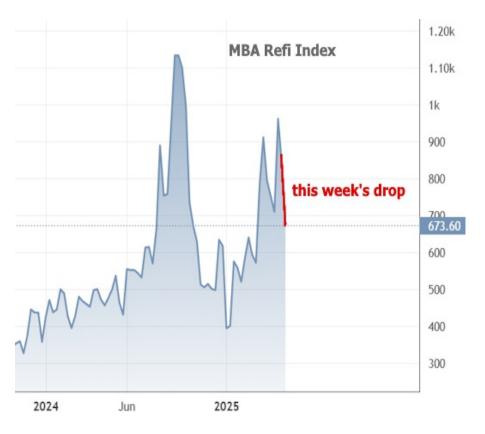


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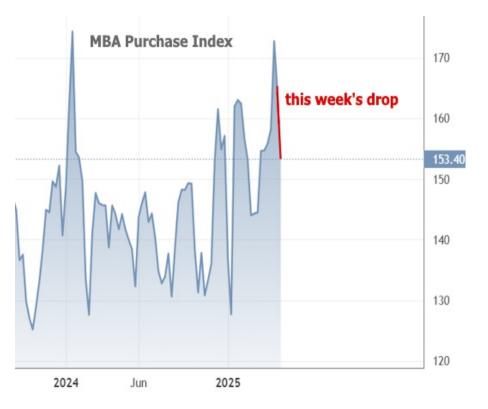
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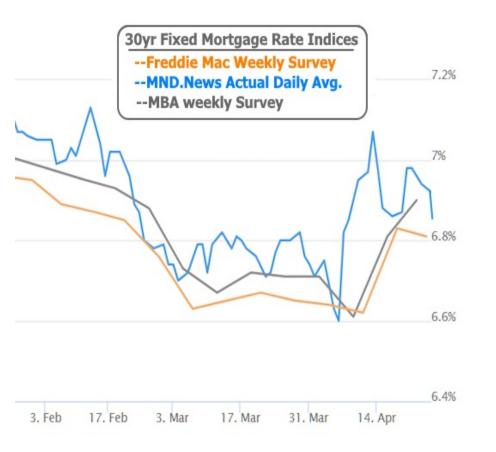




Purchase demand remains higher relative to its recent norms, but experienced a similarly larger pull-back in the most recent week.



As for rates, they've been all over the place since the April 2nd tariff announcement. The volatility is impossible to appreciate via weekly surveys which reduce 5 days of movement to a single number. The following chart shows MBA and Freddie Mac's weekly rate averages as well as our actual daily average rates. Point being, we're back to the lowest levels since April 7th, which should help arrest the decline in applications.



"Overall mortgage application activity declined last week, as rates increased to their highest level in two months. The 30-year fixed rate rose for the second straight week to 6.9 percent, an almost 30-basis-point increase over two weeks," said Joel Kan, MBA's Vice President and Deputy Chief Economist. "These higher rates drove a 20 percent drop in refinance applications, especially for higher balance loans, with the average loan size falling substantially. The refinance share of applications at 37.3 percent was the lowest since January. Similar to the previous week, economic uncertainty and rate volatility impacted prospective homebuyers as we saw a 7 percent decline in purchase applications. Both conventional and government purchase activity fell relative to the week before, but the overall level of purchase applications was still 6 percent higher than a year ago."