

EAGA Business Builder

March 31, 2026

Member Speaker: Jack Thompson w/ Guild Mortgage



We were pleased to welcome Jack Thompson of Guild Mortgage as our recent presenter, where he provided timely insights into the evolving mortgage and housing landscape. Jack highlighted that while home price growth is expected to moderate to approximately 1–4% in 2026, income growth is projected to outpace housing appreciation for the first time in years—an important step toward improving affordability. However, the market remains structurally undersupplied, with an estimated shortage of nearly four million housing units nationwide, meaning a full return to balance could take several years.

From an interest rate perspective, Jack emphasized that current mortgage rates—hovering around the low 6% range—are actually below the 40-year historical average of 7%. He noted that while many buyers are waiting on Federal Reserve rate cuts, mortgage rates are driven more by bond market dynamics than Fed policy, and lower rates could unintentionally drive home prices higher by increasing demand. In the near term, he expects rates to remain relatively stable, with potential for modest adjustments depending on inflation trends and broader economic conditions.

A key takeaway for members was the rapid expansion of alternative lending solutions designed to meet the needs of today's evolving workforce. With the rise of self-employment and the gig economy, products such as bank statement loans and DSCR (Debt Service Coverage Ratio) loans are becoming more prominent—potentially accounting for up to 20% of future home financing. These programs are opening doors for borrowers who may not qualify under traditional underwriting standards, creating new opportunities across real estate, lending, and related industries.

Contact Information

6723 Academy Rd NE,
Albuquerque, NM 87109
Phone: (505) 858-3822
jthompson@guildmortgage.net

Announcements:

- We need badge board attendants and speakers for the end of April & May. Please sign up.

- Golfers, we will host this year's golf tournament on May 29 at Santa Ana Golf Course. Please add it to your calendar. Sign-up sheets will be available on April 14th.
- We will continue to host breakfast at Rio Bravo Brewing through the end of April.

New Member Applicant(s)

No new announcements

If you have an objection with any of the above candidates, or if you have information about any of these candidates that should be considered during the review process, please contact our Membership Committee Chairman John Menicucci or Mario Hernandez as soon as possible.

Badge Board Greeters Schedule

April 7- Bill McConnell w/ Window Fashions
 April 14- Mike "Red" Black w/ Big Red Fences
 April 21- John Woods w/ Phocus Real Estate
 April 28- Open
 May 5- Open

Speaker Schedule:

April 7- Robert Schuerman w/ Medical & Commercial Communications
 April 14- Dan March w/ LD Supply
 April 21- Mike "Red" Black w/ Big Red Fences
 April 28- Open
 May 5- Open

Contact Information for Executive Director: Mario Hernandez
 Phone: 505-239-0259 email: eagaed@gmail.com
 Postal mail: 8100 Wyoming Blvd, NE Ste M4 #345, Albuquerque, NM 87113



