

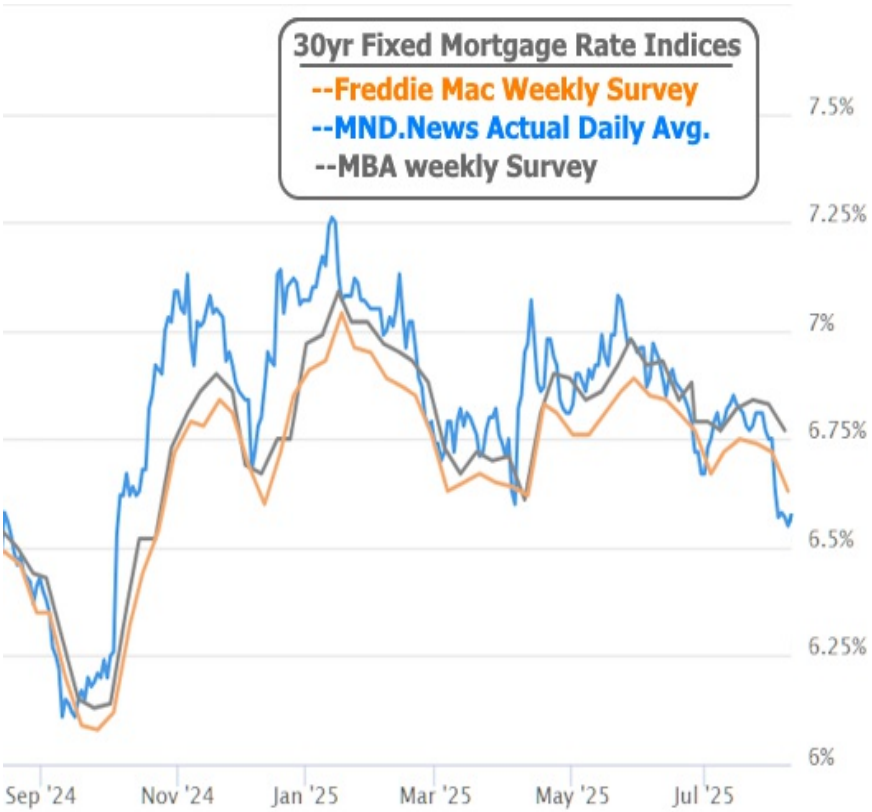
Ben Nelson
Branch Manager, Synergy One Lending
NMLS#1392905
125 Lynx Ave Aumsville, OR 97325

Office: 5039109872
Mobile: 5039109872
bnelson@s1l.com
View My Website

Calmly Holding the Lowest Rates Since October, But for How Long?

Last Friday's jobs report sparked a big rally in the bond market, and thus a big improvement for mortgage rates. This week was very light in terms of market data and volatility, but it helped solidify the improvement from the jobs report.

Specifically, the average lender wasn't even able to fully adjust their rates to account for market movement last Friday. When bonds maintained those gains through Monday, it was safer for lenders to adjust their offerings to reflect the bond market reality. With that, the week began with rates at their lowest levels since October 2024. Things remained very calm and sideways after that.



There were a few moments where the market could have gone off-script, most notably with Tuesday's ISM data--a key report on the health of the services sector. While the report's inflation component hit another post-pandemic high (bad for rates), the rest of the numbers painted a softer

National Average Mortgage Rates



	Rate	Change	Points
Mortgage News Daily			
30YR Fixed	7.26%	-0.06	0.00
15YR Fixed	6.82%	-0.05	0.00
30YR FHA	6.95%	0.00	0.00
30YR Jumbo	7.40%	-0.02	0.00
7/6 SOFR	6.60%	-0.10	0.00
30YR VA	6.96%	-0.01	0.00

Rates as of: 11/25

MBS and Treasury

	Price / Yield	Change
MBS UMBS 6.0	99.88	+0.29
10 YR Treasury	4.8590	-0.0677
30 YR Treasury	5.2479	-0.0735

Pricing as of: 11/25 5:59PM EST

Recent Housing Data

		Value	Change
Mortgage Apps	Nov 11	199.8	-2.35%
Building Permits	Oct	1.3M	-7.5%
Housing Starts	Oct	1.31M	+7.21%
New Home Sales	Sep	676K	-1.17%
Pending Home Sales	Oct	63	-4.69%
Existing Home Sales	Oct	3.99M	+0.25%
Builder Confidence	Nov	25	-13.79%

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economic picture. Traders ultimately gave more weight to the slowdown signals, helping bonds and mortgage rates hold their ground.





Other economic reports, like jobless claims, came and went without much impact. Even a poorly received 30-year Treasury auction (which should have been bad for rates) failed to deter bond traders, thus keeping rates in the same lower range. In short, the market remained remarkably resilient with only tiny day-to-day changes.

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Next week could be a very different story. Tuesday's Consumer Price Index (CPI) will provide a critical update on inflation and may shed more light on how recent tariff changes are impacting prices. Several Federal Reserve officials are also scheduled to speak, offering an opportunity to gauge whether last week's weaker jobs data has shifted their willingness to cut rates. Between these two factors, the calm we've seen this week could give way to a much more volatile landscape in the days ahead.

As always, volatility can play out for better or worse. September 2024 proved that rates are capable of hitting the low 6's under the right circumstances while early 2025 suggests a ceiling just over 7%. Low 6's would require several lower inflation reports and more downbeat employment data. Conversely, we wouldn't immediately shoot back over 7% after 1 bad week of data. But if CPI is sharply higher or lower than expected, rates will definitely take a step in one direction or the other.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Monday, Aug 04				
10:00AM	Jun Factory orders mm (%)	-4.8%	-4.9%	8.2%
Tuesday, Aug 05				
8:30AM	Jun Trade Gap (bl)	$-60.2B	$-61.6B	$-71.5B
10:00AM	Jul ISM N-Mfg PMI	50.1	51.5	50.8
10:00AM	Jul ISM Services Prices	69.9		67.5
Wednesday, Aug 06				
7:00AM	Aug/01 MBA Purchase Index	158.0		155.6
7:00AM	Aug/01 MBA Refi Index	777.4		739.3
Thursday, Aug 07				
8:30AM	Jul/26 Continued Claims (k)	1974K	1950K	1946K
8:30AM	Aug/02 Jobless Claims (k)	226K	221K	218K
Tuesday, Aug 12				
8:30AM	Jul m/m CORE CPI (%)	0.3%	0.3%	0.2%
Thursday, Aug 14				
8:30AM	Aug/09 Jobless Claims (k)	224K	228K	226K
8:30AM	Jul Core Producer Prices MM (%)	0.9%	0.2%	0%
Friday, Aug 15				
8:30AM	Aug NY Fed Manufacturing	11.90	0	5.50
8:30AM	Jul Import prices mm (%)	0.4%	0%	0.1%
8:30AM	Jul Retail Sales (%)	0.5%	0.5%	0.6%
9:15AM	Jul Industrial Production (%)	-0.1%	0%	0.3%
10:00AM	Jun Business Inventories (%)	0.2%	0.2%	0%
10:00AM	Aug Consumer Sentiment (ip)	58.6	62	61.7

Event Importance:

No Stars = Insignificant
☆ Low
★ Moderate
★★ Important
★★ Very Important

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Speed, Ease & Expertise

In my 8th year of mortgage lending I am still looking for ways to improve my business for clients and referral partners. Even though our industry is ever-changing, my goals have stayed consistent. For clients, I want to make the process of purchasing their home an enjoyable one for them. I do this by being highly available by phone, email or in person from morning to night and having the fastest response time in the industry. I want my clients to be well educated on their loan options so they feel confident about their mortgage before and after purchasing their home. I want referral partners to know they can trust in me to handle everything on the loan side of things so they can focus their time on what they do best, Real Estate. I have excellent systems in place for communication to keep everyone involved in the purchase updated. I feel grateful to be in this industry, and take a great amount of pride in people counting on me for their biggest purchase of their lives!

Ben Nelson 

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