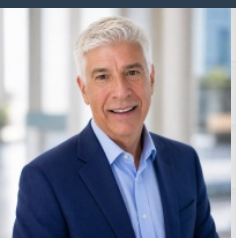

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Refi Booms, Loan Limits, and Mortgage Rate Misdirection

'Tis the season for things to be something other than what they appear to be, apparently. Lenders are talking about new loan limits, but they haven't officially changed. News stories are saying rates went lower this week, but they're higher. And there's even talk of a big refi boom, but as you may have guessed, that's also not exactly right.

Rates.

Rates continued to move slightly higher (yes, higher), while remaining close enough to long-term lows. This chart of 10yr Treasury yields (a proxy for longer-term rates like mortgages) does a good job of capturing all of the positive momentum seen in recent months as well as the mild correction that began after last week's Fed rate cut.

Things look even milder if we focus on mortgage rates. In fact, one measure of mortgage rates (Freddie Mac's weekly survey) is so mild that it actually went LOWER this week.

National Average Mortgage Rates

Mortgage News Daily	Rate	Change	Points
30YR Fixed	7.35%	+0.02	0.00
15YR Fixed	7.00%	-0.01	0.00
30YR FHA	6.99%	+0.01	0.00
30YR Jumbo	7.60%	0.00	0.00
7/6 SOFR	6.86%	+0.01	0.00
30YR VA	7.00%	+0.01	0.00

Rates as of: 10/28

MBS and Treasury

	Price / Yield	Change
MBS UMBS 6.0	99.67	+0.08
10 YR Treasury	4.9917	-0.0248
30 YR Treasury	5.3184	-0.0269

Pricing as of: 10/28 11:17PM EST

Recent Housing Data

		Value	Change
Mortgage Apps	Oct 14	188.6	-5.32%
Building Permits	Sep	1.4M	+0.43%
Housing Starts	Sep	1.22M	-4.24%
New Home Sales	Aug	684K	+12.69%
Pending Home Sales	Aug	71.2	0%
Existing Home Sales	Oct	3.99M	+0.25%
Builder Confidence	Oct	29	-9.38%

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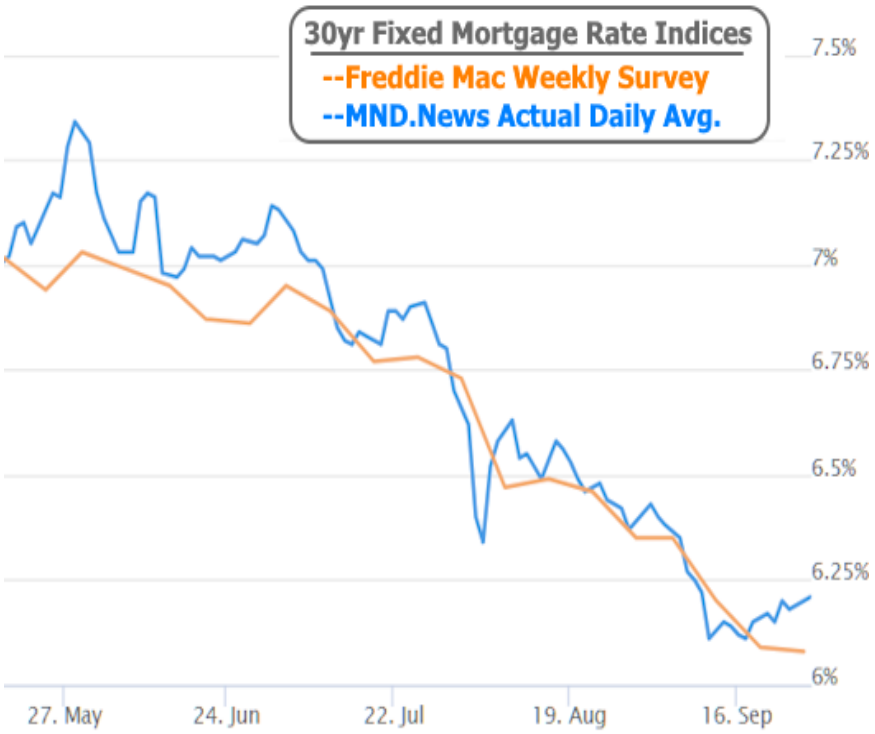

Sadly, Freddie's numbers don't align with reality this week. We are normally able to use the objective daily numbers from MND to reconcile such discrepancies, but it's not possible in this case. If you want a deeper dive on this phenomenon, here you go: Mortgage Rates are 100% NOT Lower This Week.

Loan Limits and Home Prices

Other misdirection plays are much easier to explain. For instance, you may see some lenders advertising new conforming loan limits that are near, or over $800k. Official conforming loan limits are announced at the very end of November. So who's lying?

No one... In recent years, a handful of lenders have adopted their own loan limits a few months before the official announcement. They cannot know with 100% certainty what the new limits will be, but calculation is the same every year and all but 2 months of the data are already available.

The data in question is the FHFA's house price index. Technically, it's the "seasonally adjusted, expanded, quarterly" data set, but that data tends to change at about the same pace as the FHFA price index reported in the news each month. This week brought the latest numbers, showing continued cooling in price appreciation.

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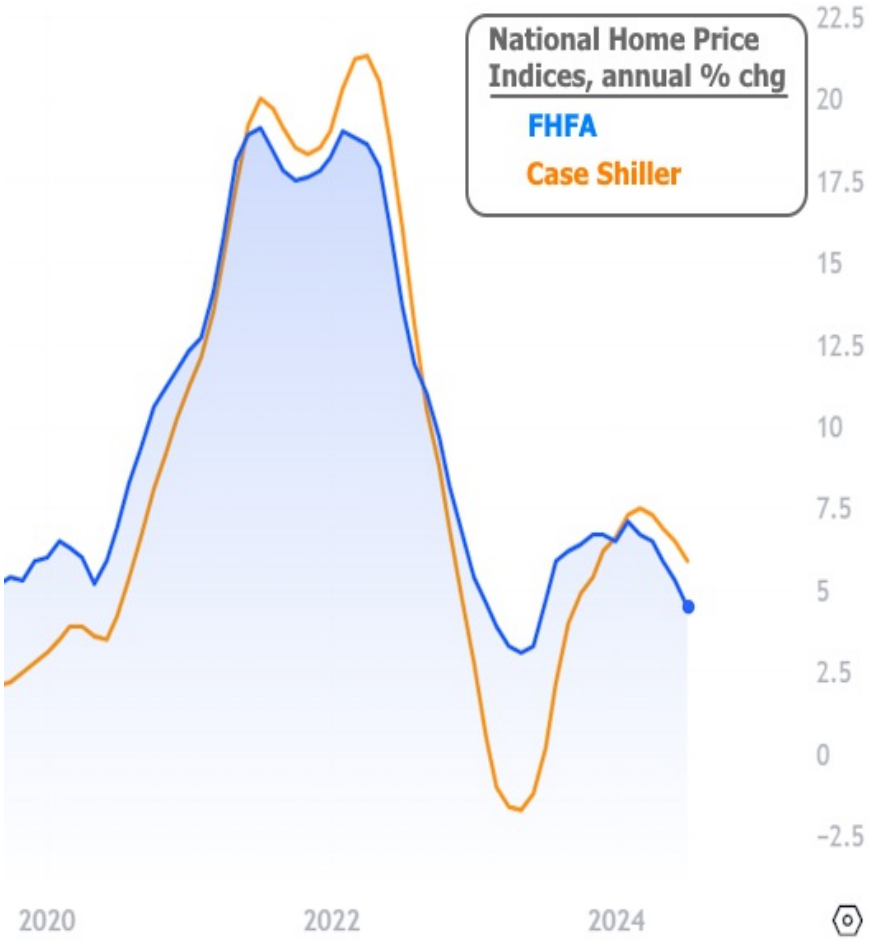

It seems like a safe enough bet that the blue line will still be well above zero 2 months from now. To understand how close some of these lenders might be with their guesses, we can combine what we already know about the expanded quarterly data with the trends that have emerged in month to month price data. Here's the month to month chart:

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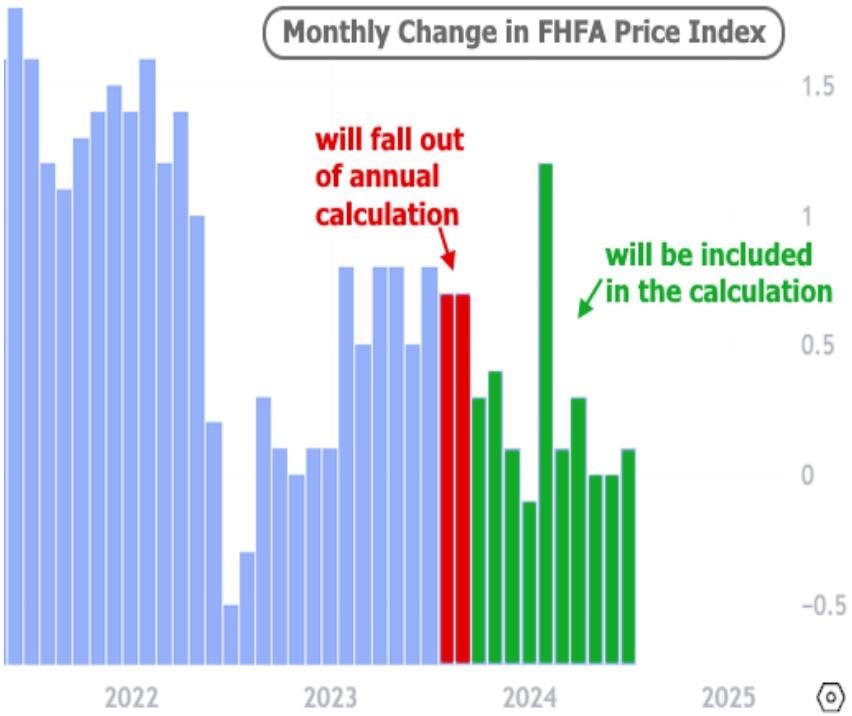

In other words, price appreciation has averaged less than 1/2 of 1% over the past 3 months. Moreover, two of the 3 highest months will fall out of the annual calculation before the loan limits are determined. If the same pace continues, and if we apply it to the quarterly data that's already available, the new conforming loan limit would be $800,950. Several lenders are already higher than that, but expect them to pull back to the official number when it's released in 2 months.

Refi Boom

Is there or will there be a refi boom? The answer depends on your frame of reference. We can assure you that this chart of the Mortgage Bankers Associations refinance index is accurate:

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We can also assure you this chart is accurate:

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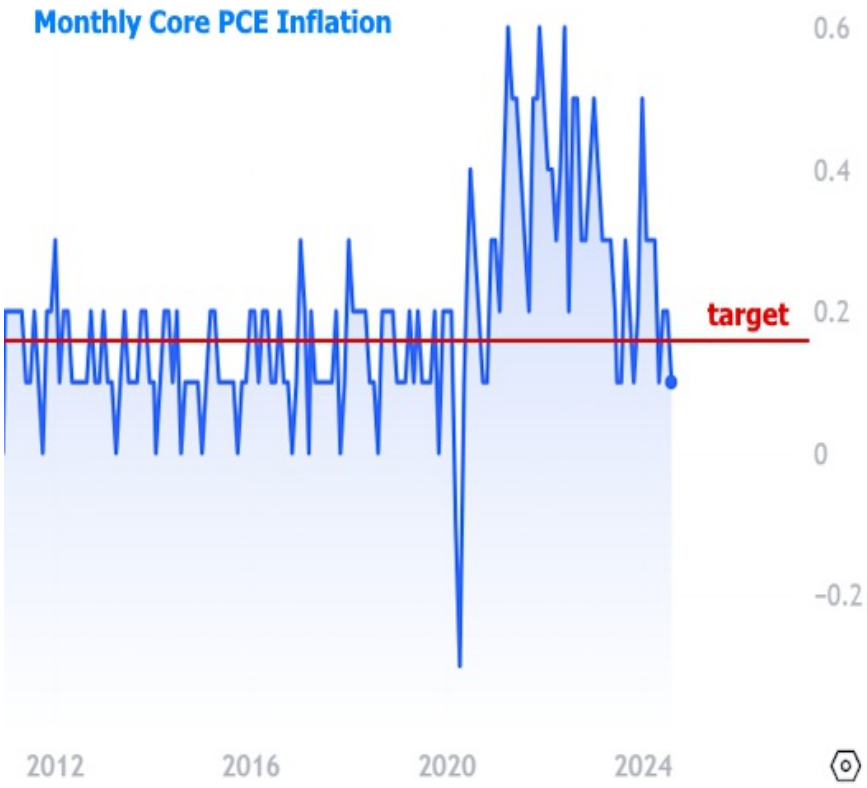
In other words, there's been a massive surge up from utterly depressed levels of refi activity such that we're now in line with what had previously been considered the doldrums. Things can certainly pick up from here although certainly not to historic highs any time this decade. Those highs were marked by opportunities for every eligible mortgage holder to save money by refinancing. Now that a large proportion of homeowners has rates in the 2s and 3s, they won't have a refi incentive for the foreseeable future apart from debt consolidation or other non-mortgage-related motivations.

On a final note, this week's economic data was mostly forgettable. Inflation continued to support the Fed's increased focus on the labor market. Core PCE prices--The Fed's favorite inflation metric--have been very well behaved indeed, coming in below target yet again.



As for the increased focus on the labor market, next Friday brings the all-important Employment Situation (aka "the jobs report"). It has more power than any other piece of monthly economic data to give rates a push, for better or worse.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Monday, Sep 23				
9:45AM	Sep S&P Global Services PMI	55.4	55.3	55.7
9:45AM	Sep S&P Global Manuf. PMI	47.0	48.5	47.9
Tuesday, Sep 24				
9:00AM	Jul FHFA Home Price Index m/m (%)	0.1%	0.2%	-0.1%
9:00AM	Jul CaseShiller 20 mm nsa (%)	0%		0.6%
9:00AM	Jul Case Shiller Home Prices-20 y/y (%)	5.9%	5.8%	6.5%

Event Importance:

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

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Date	Event	Actual	Forecast	Prior
9:00AM	Jul FHFA Home Prices y/y (%)	4.5%		5.1%
Wednesday, Sep 25				
7:00AM	Sep/20 MBA Purchase Index	148.2		146.1
7:00AM	Sep/20 MBA Refi Index	1132.9		941.4
10:00AM	Aug New Home Sales (ml)	0.716M	0.70M	0.739M
Thursday, Sep 26				
8:30AM	Sep/21 Jobless Claims (k)	218K	225K	219K
8:30AM	Q2 GDP (%)	3%	3%	1.4%
8:30AM	Aug Durable goods (%)	0.0%	-2.6%	9.9%
Friday, Sep 27				
8:30AM	Aug Core PCE (m/m) (%)	0.1%	0.2%	0.2%
8:30AM	Aug Core PCE Inflation (y/y) (%)	2.7%	2.7%	2.6%
10:00AM	Sep Consumer Sentiment (ip)	70.1	69.3	67.9
Monday, Sep 30				
9:45AM	Sep Chicago PMI	46.6	46.2	46.1
1:00PM	Fed Chair Powell Speech			
Tuesday, Oct 01				
10:00AM	Aug USA JOLTS Job Openings	8.04M	7.655M	7.673M
10:00AM	Sep ISM Manufacturing PMI	47.2	47.5	47.2
10:00AM	Aug Construction spending (%)	-0.1%	0.1%	-0.3%
Wednesday, Oct 02				
8:15AM	Sep ADP jobs (k)	143K	120K	99K
Thursday, Oct 03				
8:30AM	Sep/28 Jobless Claims (k)	225K	220K	218K
9:45AM	Sep S&P Global Services PMI	55.2	55.4	55.7
10:00AM	Sep ISM N-Mfg PMI	54.9	51.7	51.5
Friday, Oct 04				
8:30AM	Sep Non Farm Payrolls	254K	140K	142K
8:30AM	Sep Unemployment rate mm (%)	4.1%	4.2%	4.2%

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A Lower Price or a Lower Rate? Don't Guess. Compare: 10-22-2026

What Every Agent Should Know:---

With mortgage rates challenging affordability and buyers hesitant to make decisions, sellers are increasingly willing to negotiate. But here's a question every REALTOR® should consider:---

Is your buyer better off negotiating a lower purchase price—or asking the seller to contribute toward a permanently lower interest rate?---

A price reduction lowers the mortgage balance, but the resulting monthly payment savings may be surprisingly small.---

Alternatively, a seller contribution toward a permanent interest-rate buydown could provide substantially greater monthly payment relief, even with a higher purchase price.---

But what if mortgage rates decline in the next 6, 12, or 24 months?---

That's the question nobody can answer with certainty.---

A buyer who negotiates a larger price reduction may benefit from a lower loan balance and potentially refinance if rates decline. A buyer who secures a permanently lower rate benefits immediately, without depending on future market conditions.---

Both strategies have merit. The right answer depends on the numbers, the buyer's financial priorities, and how long they expect to keep the mortgage.---

For listing agents, this creates another negotiating opportunity. A seller contribution toward financing costs may be more attractive to a payment-conscious buyer than another reduction in asking price.---

Before your buyer requests a price reduction—or your seller agrees to one—give me a call.---

Let's compare the alternatives. Sometimes the smartest negotiation isn't about the price. It's about how the transaction is structured.---

EQUAL HOUSING LENDER---

https://apply.planethomelending.com/#/loan-officers/tpayne%40planethomelending

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