



Tom Payne
Senior Loan Officer, Planet Home Lending
NMLS# 1017004 #17022 (Licensed in all 50 states)
2580 St Rose Parkway, Suite 230 Henderson, NV 89074

Mobile: 702-303-0243
tompaynemortgage@gmail.com
[View My Website](#)

Rates Move Up After Stronger Economic Data

Whether you refer to it as "strong," or "not as bad as feared," this week's economic reports were better than the market was prepared for. The result is moderately higher rates.

Interest rates are driven by movement in the bond market, and the bond market is always interested in economic data. Occasionally, the economic data can be boring enough or other events can be important enough to cause a lapse in the typical level of focus. That's arguably what happened in first half of April as traders were preoccupied with reacting to tariff-related developments.

As we noted 2 weeks ago, it looked like economic data was coming back into fashion as a consideration for interest rates after the S&P Manufacturing PMI (purchasing manager's index). Fast forward to Thursday of the present week and it was ISM's version of the manufacturing PMI that moved the needle.

No one would accuse the ISM data of being strong, but several components were noticeably stronger than feared. In addition, price pressures remain elevated--another piece of bad news for interest rates.

In not so many words, the market was waiting for evidence that trade-related uncertainty had begun taking a bigger toll on the real economy--something that would push rates lower, all other things being equal. When the data failed to validate that concern, rates moved back up.

The volatility was minimal on Thursday, but kicked into slightly higher gear on Friday following the release of the big jobs report. Despite some downward revisions to previous months, job creation came in safely above expectations. Not only did the unemployment rate hold steady, but it did so even as more workers entered the labor market.

Taken together, Thursday and Friday completely erased the drop in Fed Funds Rate expectations over the preceding 6 trading days.

National Average Mortgage Rates



	Rate	Change	Points
Mortgage News Daily			
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%

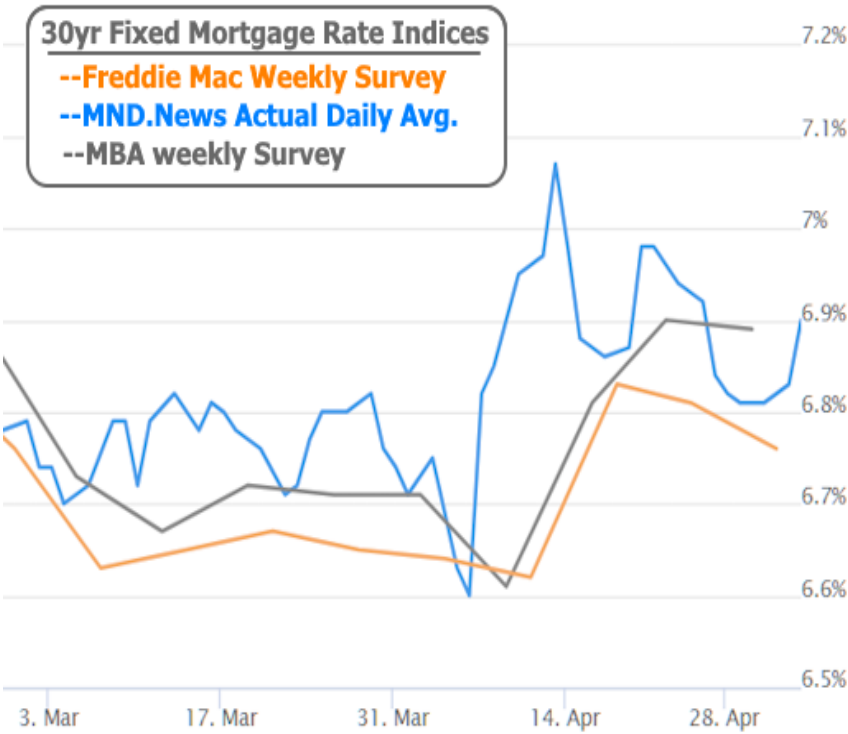


On the bright side, this doesn't constitute any significant damage to the bigger picture. 10yr Treasury yields (a common proxy for longer term interest rates like mortgages) are right in the middle of the lower half of the range going back to October 2024.

10 Year Treasury



Mortgage rates are in roughly the same shape as last Thursday, but be aware that the average lender is higher compared to last Friday. Some news articles will suggest this week's rates were lower, but these will almost certainly be based on weekly survey data from Freddie Mac or the MBA. Neither of those surveys was able to capture the higher rates that arrived on Thursday or Friday.



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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, Apr 29				
9:00AM	Feb FHFA Home Prices y/y (%)	3.9%		4.8%
9:00AM	Feb Case Shiller Home Prices-20 y/y (%)	4.5%	4.7%	4.7%
10:00AM	Apr CB Consumer Confidence (%)	86.0	87.5	92.9
10:00AM	Mar USA JOLTS Job Openings	7.192M	7.48M	7.568M
Wednesday, Apr 30				
7:00AM	Apr/25 MBA Refi Index	649.0		673.6
7:00AM	Apr/25 MBA Purchase Index	146.6		153.4
8:15AM	Apr ADP jobs (k)	62K	115K	155K
8:30AM	Q1 Employment costs (%)	0.9%	0.9%	0.9%
8:30AM	Q1 GDP (%)	-0.3%	0.3%	2.4%
9:45AM	Apr Chicago PMI	44.6	45.5	47.6
10:00AM	Mar Core PCE (m/m) (%)	0.0%	0.1%	0.4%
10:00AM	Mar Core PCE Inflation (y/y) (%)	2.6%	2.6%	2.8%
10:00AM	Mar Pending Home Sales (%)	6.1%	1%	2%
Thursday, May 01				
8:30AM	Apr/26 Jobless Claims (k)	241K	224K	223K

Event Importance:

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

Date	Event	Actual	Forecast	Prior
10:00AM	Apr ISM Manufacturing PMI	48.7	48	49
Friday, May 02				
8:30AM	Apr Non Farm Payrolls (k)	177K	130K	228K
8:30AM	Apr Unemployment rate mm (%)	4.2%	4.2%	4.2%
Monday, May 05				
10:00AM	Apr ISM N-Mfg PMI	51.6	50.6	50.8
Wednesday, May 07				
2:00PM	Fed Interest Rate Decision	4.5%	4.5%	4.5%
Thursday, May 08				
8:30AM	May/03 Jobless Claims (k)	228K	230K	241K
10:00AM	Mar Wholesale inventories mm (%)	0.4%	0.5%	0.5%

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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