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## Are Rates About to Make a Move Because of The Fed?

December 10th will be the most interesting Fed announcement in more than a year. It's the first time since mid-2024 where a rate cut (or lack thereof) has not been a foregone conclusion. This means the Fed has a chance, albeit a small one, to surprise the market.

The market currently sees a better-than-85% chance of a cut at next week's meeting according to Fed Funds Futures (contracts that effectively allow traders to bet on the future level of the Fed Funds Rate). Typically, futures indicate a 95%+ likelihood of a certain outcome.

The most optimistic conclusion would be that a rate cut would surprise a larger part of the market than normal and thus put downward pressure on other rates. Unfortunately, it's more complicated than that.

Even if 15% of the market is surprised by a rate cut, the impact on longer-term rates will be influenced by several other factors. Most notably, this is one of the 4 meetings per year that includes a dot plot (updated rate forecasts from each Fed member).

The dots get plenty of attention--so much so that they can steal the spotlight from a rate cut decision. For instance, the Fed could cut rates next week, but the dots could show a decreased willingness to consider additional cuts in 2026. If the message in the dot plot was gloomy enough, it could push other rates higher even as the Fed is cutting its overnight rate.

In addition to the dots, the Fed Chair always has an opportunity to push back on the market's takeaway during the press conference that begins 30 minutes after the rate announcement.

Last but not least, the market may simply wait to make bigger moves until it has the results of November's jobs report. The jobs data would have come out today if not for the government shutdown. That would have helped the market further refine its expectations for next week's Fed decision. As it stands, the release is delayed until December 16th.

As far as "bigger moves" are concerned, mortgage rates arguably haven't seen any since early September. Since then, average 30yr fixed rates have been broadly sideways near the lowest levels since late 2024.

## 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

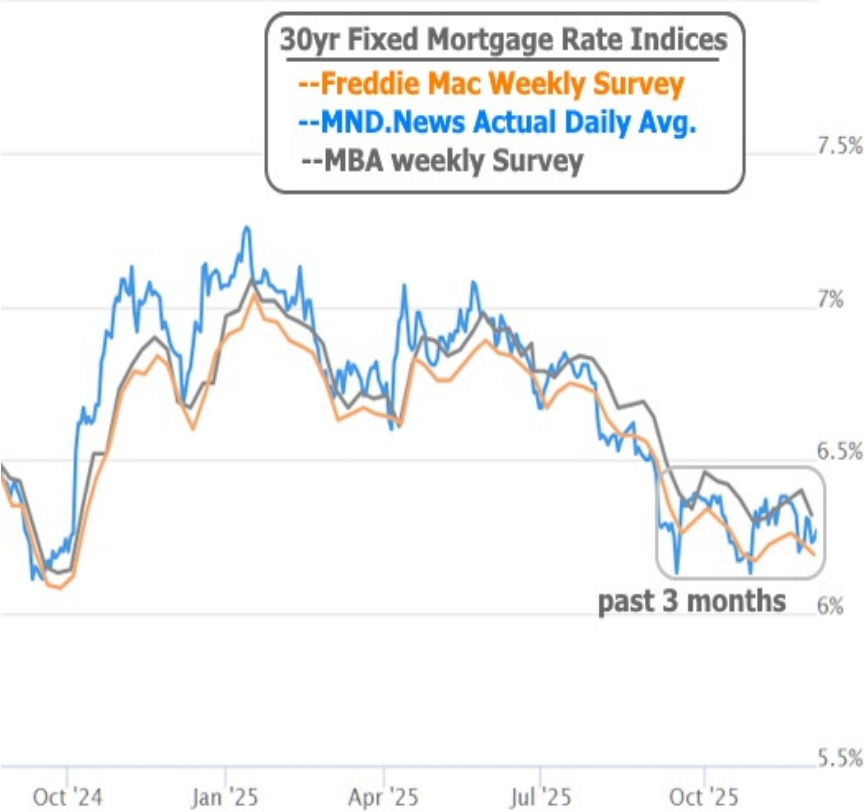
## MBS and Treasury

|                | Price / Yield | Change  |
|----------------|---------------|---------|
| MBS UMBS 6.0   | 99.67         | +0.08   |
| 10 YR Treasury | 4.9907        | -0.0258 |
| 30 YR Treasury | 5.3168        | -0.0285 |

Pricing as of: 10/28 11:16PM 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%  |



If there's one potential economic data wild card before Fed Day, it would be Tuesday morning's release of Job Openings. It will be the first big ticket data from the Bureau of Labor Statistics (BLS) for the month of October since the shutdown ended. It could be more closely watched than normal.

Job Openings data typically runs a month behind the jobs report. But due to the shutdown, October's jobs report never came out in early November. Only half of the report was able to be retroactively completed and it won't be released until we get the November jobs report on December 16th. Long story short, this will be the first and perhaps only time that Job Openings data for any given month is available prior to the jobs report data.

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Recent Economic Data

| Date              | Event                      | Actual  | Forecast | Prior    |
|-------------------|----------------------------|---------|----------|----------|
| Monday, Dec 01    |                            |         |          |          |
| 10:00AM           | Nov ISM Manufacturing PMI  | 48.2    | 48.6     | 48.7     |
| Wednesday, Dec 03 |                            |         |          |          |
| 7:00AM            | Nov/28 MBA Refi Index      | 1041.9  |          | 1090.4   |
| 7:00AM            | Nov/28 MBA Purchase Index  | 186.1   |          | 181.6    |
| 8:15AM            | Nov ADP jobs (k)           | -32K    | 10K      | 42K      |
| 10:00AM           | Nov ISM N-Mfg PMI          | 52.6    | 52.1     | 52.4     |
| Thursday, Dec 04  |                            |         |          |          |
| 7:30AM            | Nov Challenger layoffs (k) | 71.321K |          | 153.074K |
| 8:30AM            | Nov/29 Jobless Claims (k)  | 191K    | 220K     | 216K     |

Event Importance:

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

| Date              | Event                            | Actual | Forecast | Prior  |
|-------------------|----------------------------------|--------|----------|--------|
| Friday, Dec 05    |                                  |        |          |        |
| 10:00AM           | Sep Core PCE Inflation (y/y) (%) | 2.8%   | 2.9%     | 2.9%   |
| 10:00AM           | Sep Core PCE (m/m) (%)           | 0.2%   | 0.2%     | 0.2%   |
| 10:00AM           | Dec Sentiment: 1y Inflation (%)  | 4.1%   |          | 4.5%   |
| 10:00AM           | Dec Sentiment: 5y Inflation (%)  | 3.2%   |          | 3.4%   |
| 10:00AM           | Dec Consumer Sentiment (ip)      | 53.3   | 52       | 51.0   |
| Tuesday, Dec 09   |                                  |        |          |        |
| 8:15AM            | ADP Employment Change Weekly     | 4.75K  |          | -13.5K |
| 10:00AM           | Oct USA JOLTS Job Openings (ml)  | 7.670M |          | 7.658M |
| Wednesday, Dec 10 |                                  |        |          |        |
| 8:30AM            | Q3 Employment costs (%)          | 0.8%   | 0.9%     | 0.9%   |
| 2:00PM            | Fed Interest Rate Decision       | 3.75%  | 3.75%    | 4.0%   |
| 2:00PM            | FOMC Economic Projections        |        |          |        |
| 2:30PM            | Fed Press Conference             |        |          |        |
| Thursday, Dec 11  |                                  |        |          |        |
| 8:30AM            | Dec/06 Jobless Claims (k)        | 236K   | 220K     | 191K   |

## 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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