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Rates at 3-Year Lows Despite Market Volatility After Tariff Ruling

In addition to being shortened by Monday's holiday, this week's economic data didn't spark any big reactions in the bond market. Even after The Supreme Court ruled against certain recently-applied tariffs, rates managed to end the week right in line with the lowest levels in more than 3 years.

The bond market dictates interest rates, and the tariff news was the biggest event of the week for bonds. The following chart shows the 10yr Treasury yield, a common benchmark for longer-term rates such as mortgages.



While the ruling easily prompted the highest volume of the week and the sharpest move, neither were especially large in the bigger picture. The following chart is the same as above, but going back to the beginning of the month as opposed to the beginning of the week.

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	99.71	+0.11
10 YR Treasury	4.9813	-0.0352
30 YR Treasury	5.3087	-0.0366

Pricing as of: 10/28 10:09PM EST

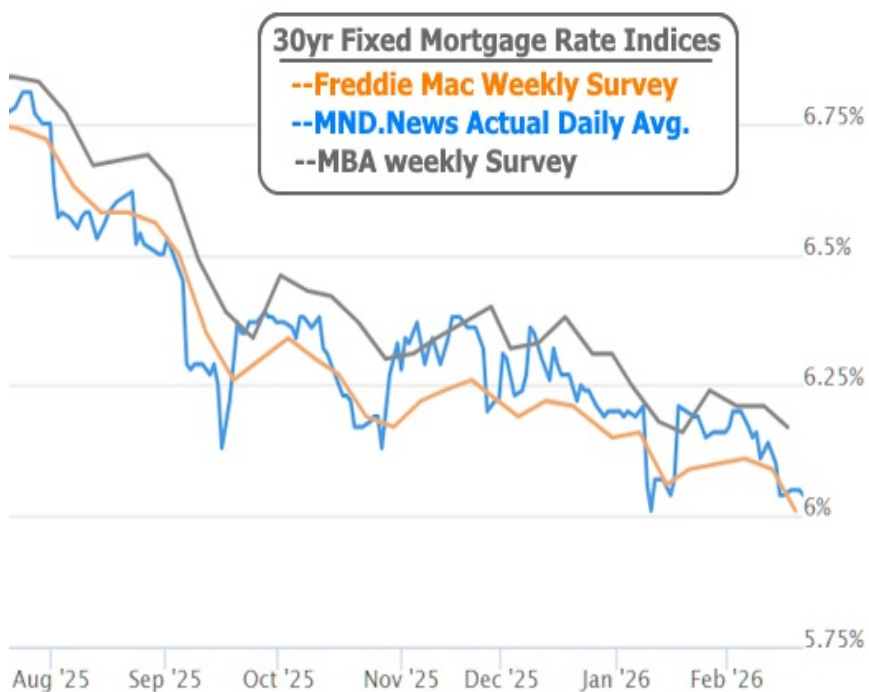
Recent Housing Data

		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%

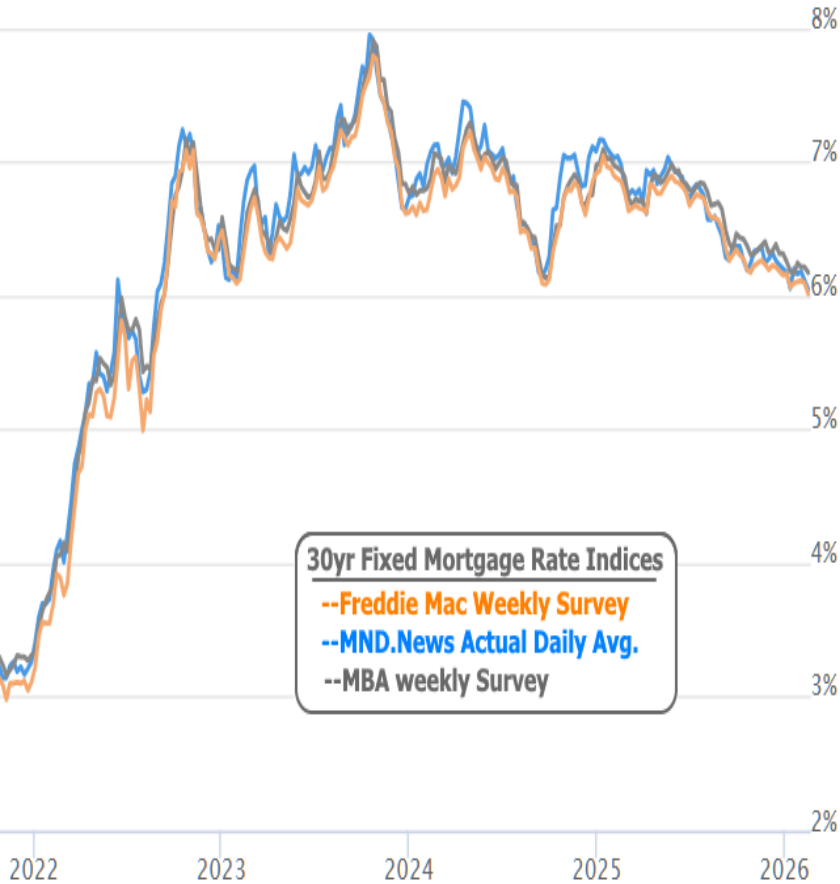


Granted, there could be some more volatility and momentum in the future due to the way the tariff-related news plays out, but the market isn't jumping to any immediate conclusions. This allowed mortgage rates to glide down to their lowest level in more than 3 years (depending on your measurement of choice).

MND's daily survey logged only one other day (January 9th) that had lower daily rates compared to this week's low.



But in terms of MND's weekly averages or Freddie Mac's weekly survey, there's no contest: it was the best week since September 2022.



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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, Feb 17				
10:00AM	Feb NAHB housing market indx	36	38	37
Wednesday, Feb 18				
7:00AM	Feb/13 MBA Refi Index	1375.9		1284.6
7:00AM	Feb/13 MBA Purchase Index	157.1		161.5
8:30AM	Dec Housing starts number mm (ml)	1.404M	1.33M	1.322M
8:30AM	Dec Durable goods (%)	-1.4%	-2%	5.3%
8:30AM	Dec Building Permits (ml)	1.448M	1.40M	1.388M
9:15AM	Jan Industrial Production (%)	0.7%	0.4%	0.4%
2:00PM	FOMC Minutes			

Event Importance:

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

Date	Event	Actual	Forecast	Prior
Thursday, Feb 19				
8:30AM	Dec Trade Gap (bl)	\$-70.3B	\$-55.5B	\$-56.8B
8:30AM	Feb/14 Jobless Claims (k)	206K	225K	227K
8:30AM	Feb Philly Fed Business Index	16.3	8.5	12.6
10:00AM	Jan Pending Home Sales (%)	-0.8%	1.3%	-9.3%
Friday, Feb 20				
8:30AM	Q4 GDP (%)	1.4%	3%	4.4%
8:30AM	Dec Core PCE (y/y) (%)	3%	2.9%	2.8%
8:30AM	Dec Core PCE (m/m) (%)	0.4%	0.3%	0.2%
10:00AM	Feb Consumer Sentiment (ip)	56.6	57.3	56.4
10:00AM	Dec New Home Sales (ml)	0.745M	0.73M	
Monday, Feb 23				
10:00AM	Dec Factory orders mm (%)	-0.7%	-0.5%	2.7%
Tuesday, Feb 24				
9:00AM	Dec FHFA Home Prices y/y (%)	1.8%		1.9%
9:00AM	Dec Case Shiller Home Prices-20 y/y (%)	1.4%	1.4%	1.4%
10:00AM	Feb CB Consumer Confidence (%)	91.2	87	84.5
Thursday, Feb 26				
8:30AM	Feb/21 Jobless Claims (k)	212K	215K	206K
Friday, Feb 27				
8:30AM	Jan Core PPI m/m (%)	0.8%	0.3%	0.7%
8:30AM	Jan PPI m/m (%)	0.5%	0.3%	0.5%
9:45AM	Feb Chicago PMI	57.7	52.8	54.0
Friday, Mar 06				
8:30AM	Jan Retail Sales (%)	-0.2%	-0.3%	0%
8:30AM	Jan Retail Sales Control Group MoM	0.3%	0.2%	-0.1%

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---

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