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March is Regime Change Month For Rates

While the word "regime" is often seen in a geopolitical context, it's also common in financial markets. With respect to rates, the most recent regime involved steady improvement starting in May 2025 and ending 3 weeks ago. Since then, a new regime has been taking over and it kicked into high gear this week.

Under the previous regime, bonds (which dictate rates) were operating on the following principles:

- generally stable economic data, but with some uncertainty about the strength of the labor market
- gradually cooling inflation that was likely to continue
- central banks (like the Fed) that were expected to cut rates by September and then hold steady before cutting rates again when data allowed
- foreign central banks that were also more likely to cut rates
- Treasury issuance (bad for rates) that was at least flat and had some hope of remaining that way

Under the new regime, which began with the Iran war but kicked into higher gear over the past 3 days, bonds are thinking about:

- inflation that was still too high for the Fed to cut rates, even before recent events
- an oil/energy/material price spike that further exacerbates global inflation expectations
- the same old uncertainty about the labor market, but not enough of it to really help rates
- central banks that are no longer expected to cut rates any time soon, but who instead may consider rate HIKES
- Treasury issuance that is likely to increase due to war funding and tariff refunds

There's no question that oil prices had been a dominant focus for the bond market for the entire month. The following chart shows oil futures and 10yr Treasury yields (a common benchmark for longer-term rates like mortgages). Starting Wednesday afternoon, we can see yields move higher, even as oil stays fairly flat in the bigger picture.

National Average Mortgage Rates



Mortgage News Daily	Rate	Change	Points
30YR Fixed	7.42%	+0.12	0.00
15YR Fixed	7.00%	+0.08	0.00
30YR FHA	7.00%	+0.11	0.00
30YR Jumbo	7.46%	+0.06	0.00
7/6 SOFR	7.05%	+0.25	0.00
30YR VA	7.01%	+0.11	0.00

Rates as of: 11/12

MBS and Treasury

	Price / Yield	Change
MBS UMBS 6.0	98.70	-0.07
10 YR Treasury	5.1545	+0.0249
30 YR Treasury	5.4806	+0.0258

Pricing as of: 11/13 9:25AM EST

Recent Housing Data

		Value	Change
Mortgage Apps	Oct 28	192.6	-1.23%
Building Permits	Sep	1.4M	+0.43%
Housing Starts	Sep	1.22M	-4.24%
New Home Sales	Sep	676K	-1.17%
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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One very simple reason that bonds and oil behave differently over these shorter time horizons is that the bond market move is nowhere near as significant as the oil move in an even bigger picture.

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Rates also had their own reason to move higher due to shifts in tone from central banks.

The Fed kicked things off on Wednesday when Powell said the Fed would need to see improvement in "core goods" and "non-housing services" inflation before considering another rate cut, and that this was true even before considering impacts from rising oil prices. Powell referred to the progress on those two fronts as "disappointing" and while he said rate **hikes** were not a base case, he didn't rule out the possibility.

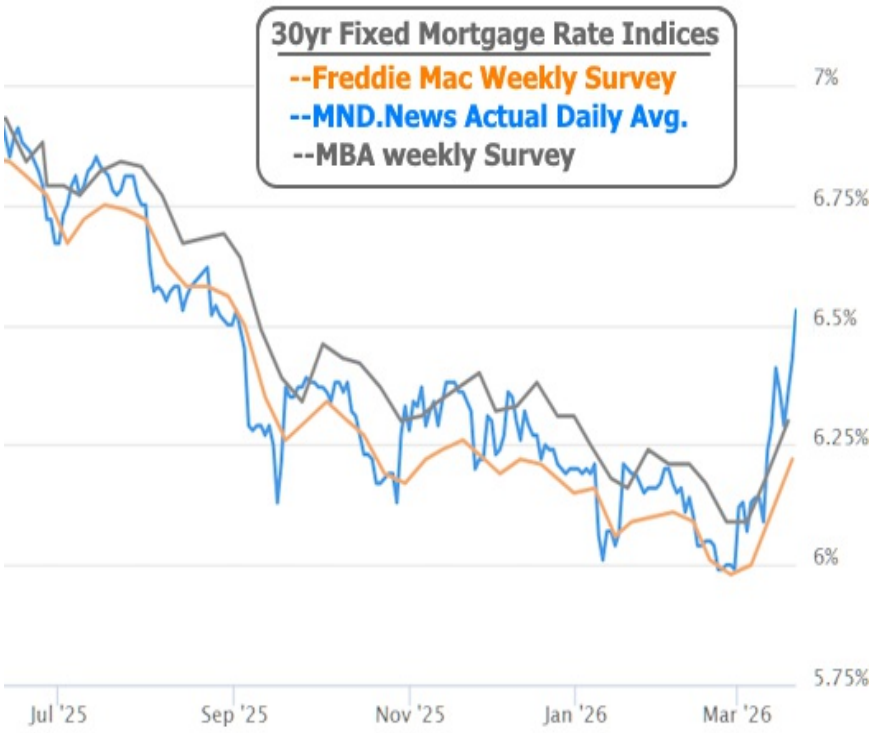
Markets didn't love that, but they might have been able to cope with it a bit better if the Bank of England (BOE) and the European Central Bank (ECB) didn't send similar messages the following day. By Friday morning, European bond markets were in panic mode with British yields surging to the highest levels since 2008 and EU yields at the highest levels since 2011. It's hard to overstate how problematic the European influence has been, but easy to understand the concern in those markets (which are infinitely more dependent on imported petroleum products than the U.S.).

Any time the broader bond market is doing what it's doing, mortgage rates probably aren't having a good time, and this week is no exception. After hitting 5.99% as recently as 3 weeks ago, daily top-tier rate indexes are back over 6.5%--highest since September 3rd, 2025.

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When these sorts of regime shifts are happening in the bond market, they don't tend to reverse course quickly even though we can see individual days (or even weeks) that make it seem like the tide has turned. Either way, the first sign of a bigger picture shift would be for rates to level-off and spend several weeks holding in a broadly flat trading range.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Monday, Mar 16				
9:15AM	Feb Industrial Production (%)	0.2%	0.1%	0.7%
10:00AM	Mar NAHB housing market indx	38	37	36
Tuesday, Mar 17				
8:15AM	ADP Employment Change Weekly	9K		15.5K
10:00AM	Feb Pending Home Sales (%)	1.8%	-0.5%	-0.8%
Wednesday, Mar 18				
7:00AM	Mar/13 MBA Refi Index	1341.0		1646.3
7:00AM	Mar/13 MBA Purchase Index	172.9		171.3
8:30AM	Feb PPI m/m (%)	0.7%	0.3%	0.5%
8:30AM	Feb Core PPI m/m (%)	0.5%	0.3%	0.8%
2:00PM	Fed Interest Rate Decision	3.75%	3.75%	3.75%
2:30PM	Fed Press Conference			
Thursday, Mar 19				
8:30AM	Mar Philly Fed Business Index	18.1	10	16.3

Event Importance:

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

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Date	Event	Actual	Forecast	Prior
8:30AM	Mar/14 Jobless Claims (k)	205K	215K	213K
10:00AM	Jan New Home Sales (ml)	0.587M	0.72M	0.745M
Monday, Mar 23				
10:00AM	Jan Construction spending (%)	-0.3%	0.1%	0.3%
Wednesday, Mar 25				
8:30AM	Feb Import prices mm (%)	1.3%	0.5%	0.2%
Thursday, Mar 26				
8:30AM	Mar/21 Jobless Claims (k)	210K	210K	205K
Friday, Mar 27				
10:00AM	Mar Consumer Sentiment (ip)	53.3	54	56.6
Wednesday, Apr 01				
10:00AM	Jan Business Inventories (%)	-0.1%	0.1%	0.1%
Tuesday, Apr 07				
8:30AM	Feb Durable goods (%)	-1.4%	-0.5%	0%

YOUR LISTING ISN'T COMPETING WITH LAST YEAR'S MARKET: 11-12-2026

What Every Agent Should Know...---

Your Listing Isn't Competing With Last Year's Market.---

It's competing with the homes buyers can choose from today.---

Many sellers are still measuring their home's value against what a neighbor received six months ago—or what they believe their property should be worth.---

Unfortunately, today's buyers aren't making decisions based on yesterday's sales prices.---

They're comparing available homes, condition, location, monthly payments, and what sellers are willing to negotiate.---

For REALTORS®, this creates three important opportunities.---

1. Revisit the competition, not just the comparable sales.---

What can a buyer purchase today for the same money? How does your listing compare in condition, features, and overall value?---

2. Make the home financially attractive.---

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A price reduction isn't always the only answer. Depending on the circumstances, seller contributions toward closing costs or a permanent mortgage-rate buydown may help address affordability concerns.---

3. Have the difficult conversation before the market forces it.---

An overpriced listing doesn't become more attractive simply because it has been available longer. Sellers deserve an honest assessment of their competition and the consequences of waiting.---

Here's where I can help.---

Before recommending another price reduction, let's examine whether a different financing structure could make the property more attractive to qualified buyers.---

Call me with a listing that's struggling—or a buyer who can't quite make the numbers work.---

Sometimes the difference between another month on the market and a successful transaction begins with a different conversation.---

EQUAL HOUSING LENDER---

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

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EQUAL HOUSING LENDER

EQUAL HOUSING OPPORTUNITY

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