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Lowest Rates Since Fed Day After New Tariff Escalation

Rates have been very flat since September 19th, with the average lender holding inside a tiny 0.05% range through this past Thursday. To put that in context, on September 18th alone (the day after the Fed announcement), rates rose 0.15%.

While we're not seeing anything nearly as brisk at present, Friday brought a bit of a departure from the recent monotony with rates finally breaking that narrow range. Even though the breakout only expanded the range by 0.02%, it was more memorable for a few reasons.



Reason One: Friday's gains didn't just expand the recent range. They also traversed it entirely, moving from being roughly in line with the highs to making new lows on a single day.

Reason Two: Unlike any other day of the past 3 weeks, Friday's rate movement can easily be tied to a single, obvious, underlying event.

National Average Mortgage Rates



Mortgage News Daily	Rate	Change	Points
30YR Fixed	7.17%	0.00	0.00
15YR Fixed	6.83%	+0.03	0.00
30YR FHA	6.82%	+0.02	0.00
30YR Jumbo	7.38%	+0.01	0.00
7/6 SOFR	6.50%	-0.16	0.00
30YR VA	6.84%	+0.02	0.00

Rates as of: 11/6

MBS and Treasury

	Price / Yield	Change
MBS UMBS 6.0	100.31	-0.04
10 YR Treasury	4.8625	+0.0273
30 YR Treasury	5.2640	+0.0085

Pricing as of: 11/6 5:59PM 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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The event in question was a statement from The President regarding trade relations with China saying there was no reason to meet with China's President Xi and that the administration is currently calculating a massive increase in Chinese tariffs.

Markets reacted with the biggest stock sell-off since April and the aforementioned rally in the rate market. It remains to be seen how this will ultimately play out, but it took investors by surprise as they were tuning out for a 3 day holiday weekend.



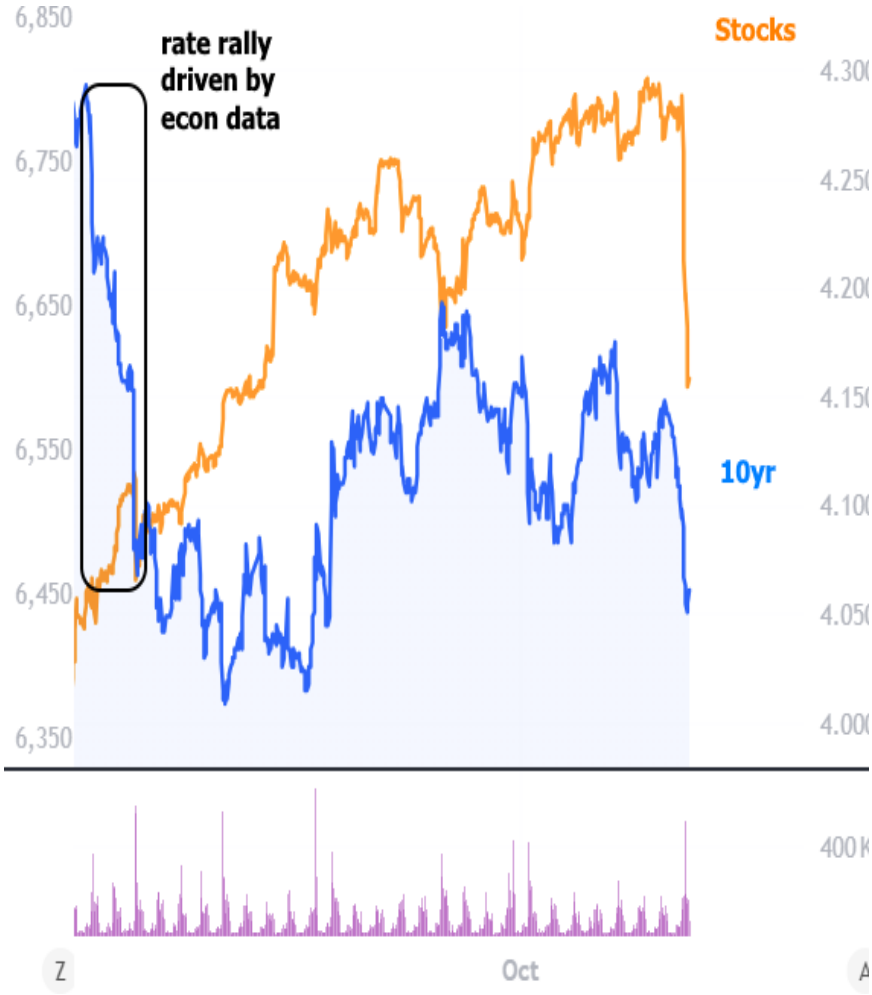
Keep in mind that tariffs have been a double-edged sword for rates. At times, they've helped due to their economic implications. Other times, they've hurt rates due to inflation implications. Friday's reaction may have had more to do with the sell-off in the stock market spilling over into demand for bonds (which, in turn, pushes rates lower).

Note the relative impact on stocks vs bonds when we zoom the chart out to include the reaction to the jobs report in early September:

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All that to say, there's no reason to assume Friday's momentum will continue in the coming week. The only reliable, large-scale inspiration for rates would be a bona fide shift in the economy--something that will be hard to confirm until the shutdown ends, thus allowing reports like the jobs report to be released again.

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Recent Economic Data

Date	Event	Actual	Forecast	Prior
Tuesday, Oct 07				
11:00AM	Sep Consumer Inflation Expectations	3.4%		3.2%
Wednesday, Oct 08				
7:00AM	Oct/03 MBA Refi Index	1180.2		1278.6
7:00AM	Oct/03 MBA Purchase Index	170.6		172.7
2:00PM	FOMC Minutes			
Friday, Oct 10				
10:00AM	Oct Consumer Sentiment (ip)	55.0	54.2	55.1
Thursday, Oct 16				
8:30AM	Oct Philly Fed Business Index	-12.8	10	23.2

Event Importance:

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

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Date	Event	Actual	Forecast	Prior
10:00AM	Oct NAHB housing market indx	37	33	32

Introducing Montana Mortgage Partners!

I am excited to announce I have partnered with 3 industry experts, Annika Harris, Lindsay Kinniburgh, and Amanda Kneeland to open Montana Mortgage Partners! In my 18 years of being a local Real Estate Lender, Investor, and Developer I have experienced the full spectrum of changes in the lending industry and in our market. As the industry changes as must we to be confident we are able to offer the best products and service with the most competitive terms possible. A mortgage is an investment, and we have all the tools and more to assure your investment is the best fit for your long term financial goals. Feel free to reach out at any time to explore everything we have to offer or chat about how I may be able to add value to your business.

Cheers!

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