



KCM

Monthly Market Report:

The Fed, The Forecast & The Future

October 2025

Presented by Kate Rezabek, Vice President of Research & Content Strategy

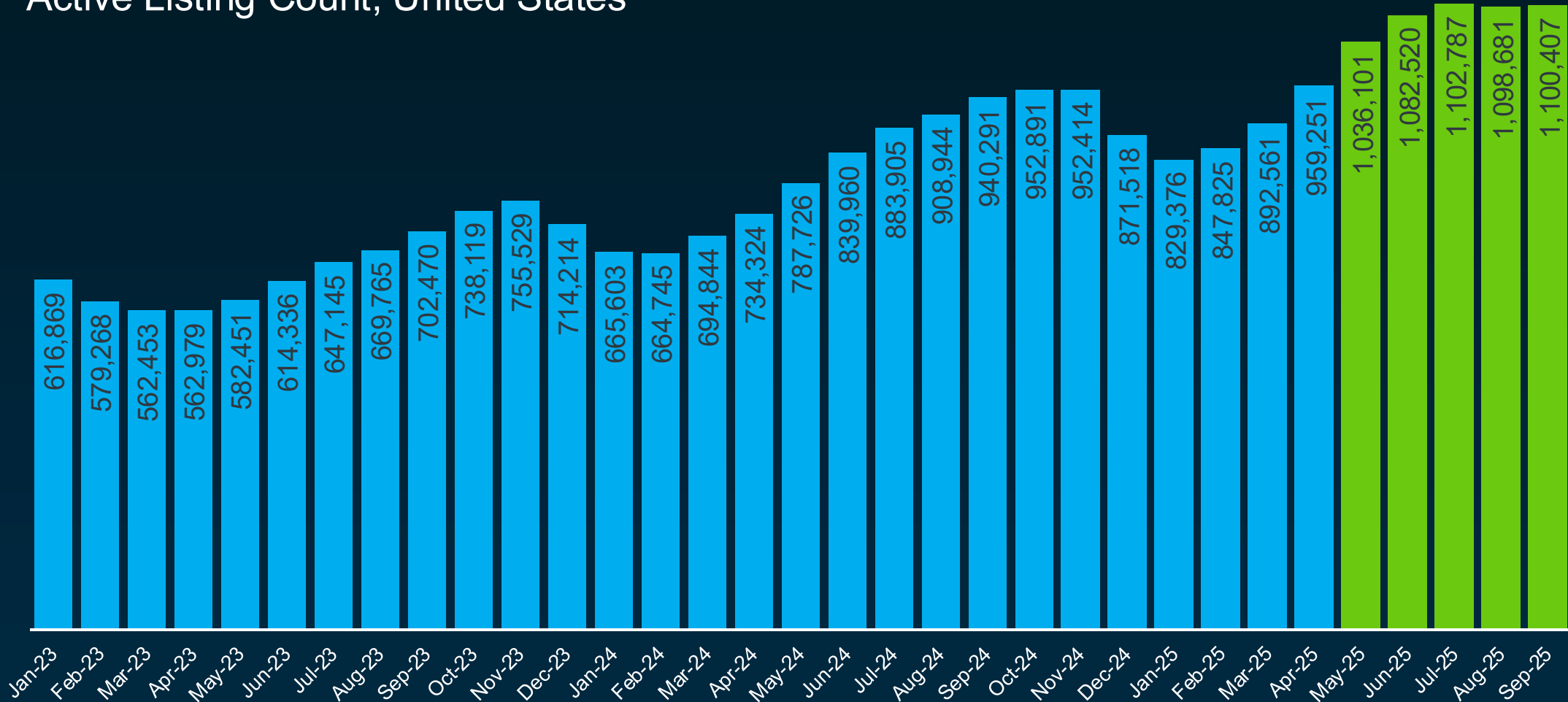


Three Key Topics This Month

1. Fed: What's Happened?
2. Forecast: What's Ahead?
3. Future: 2026 Expectations

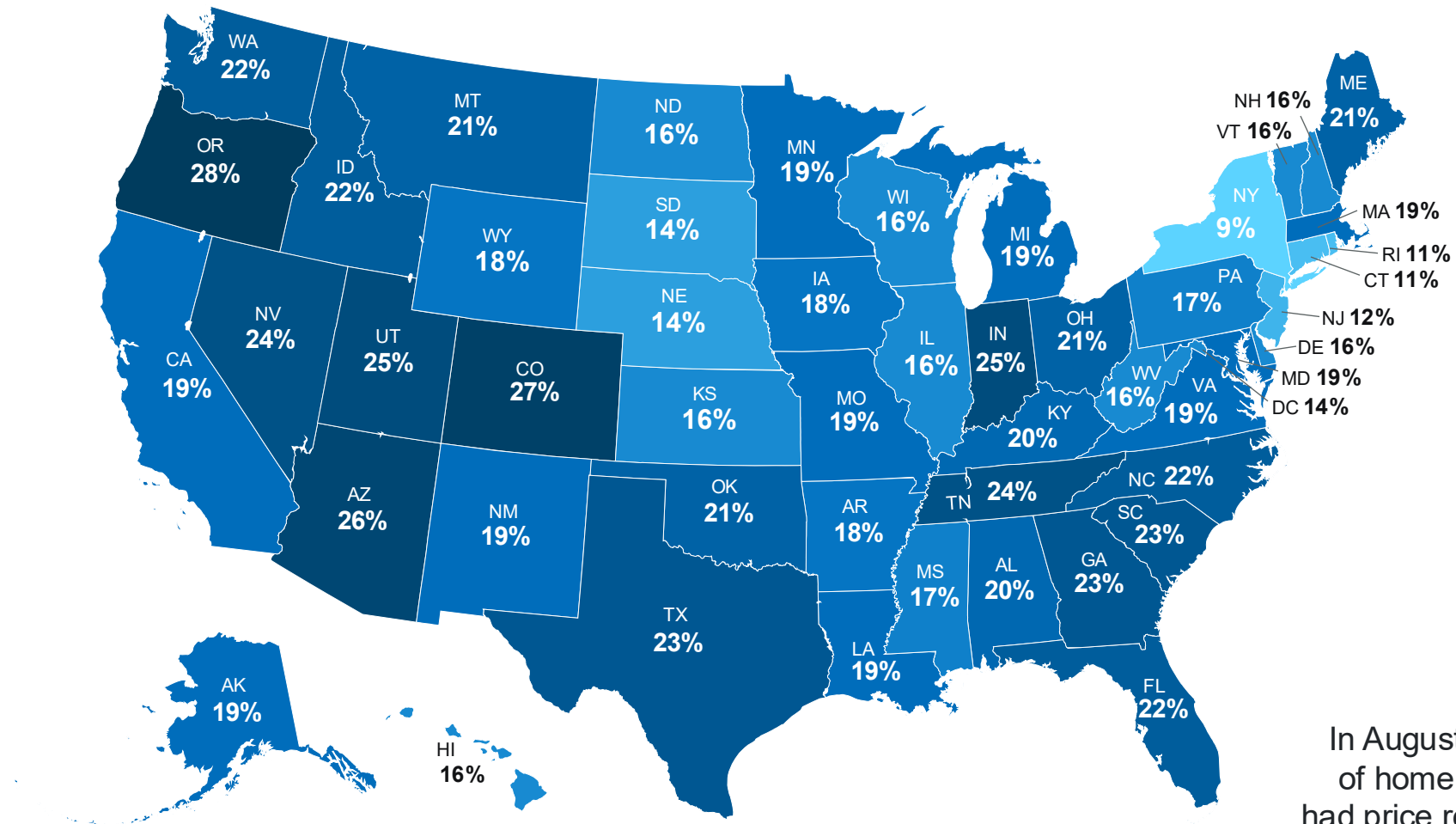
The Number of Homes for Sale Continues To Be Higher Compared to Last Year

Active Listing Count, United States



More Sellers Are Making Price Cuts

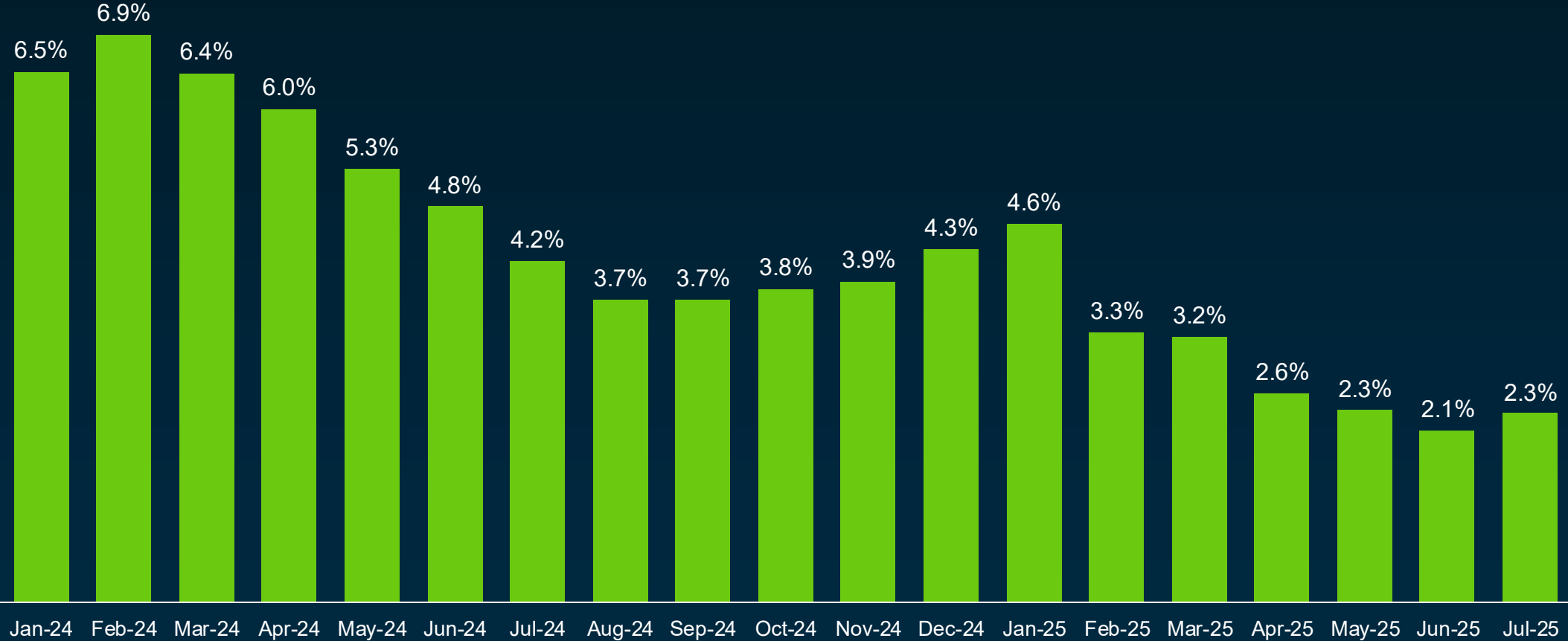
Share of Listings With a Price Reduction, August 2025



In August, **20.3%** of home listings had price reductions.

Home Price Growth Is Moderating

Home Price Appreciation, Seasonally Adjusted, Year-Over-Year





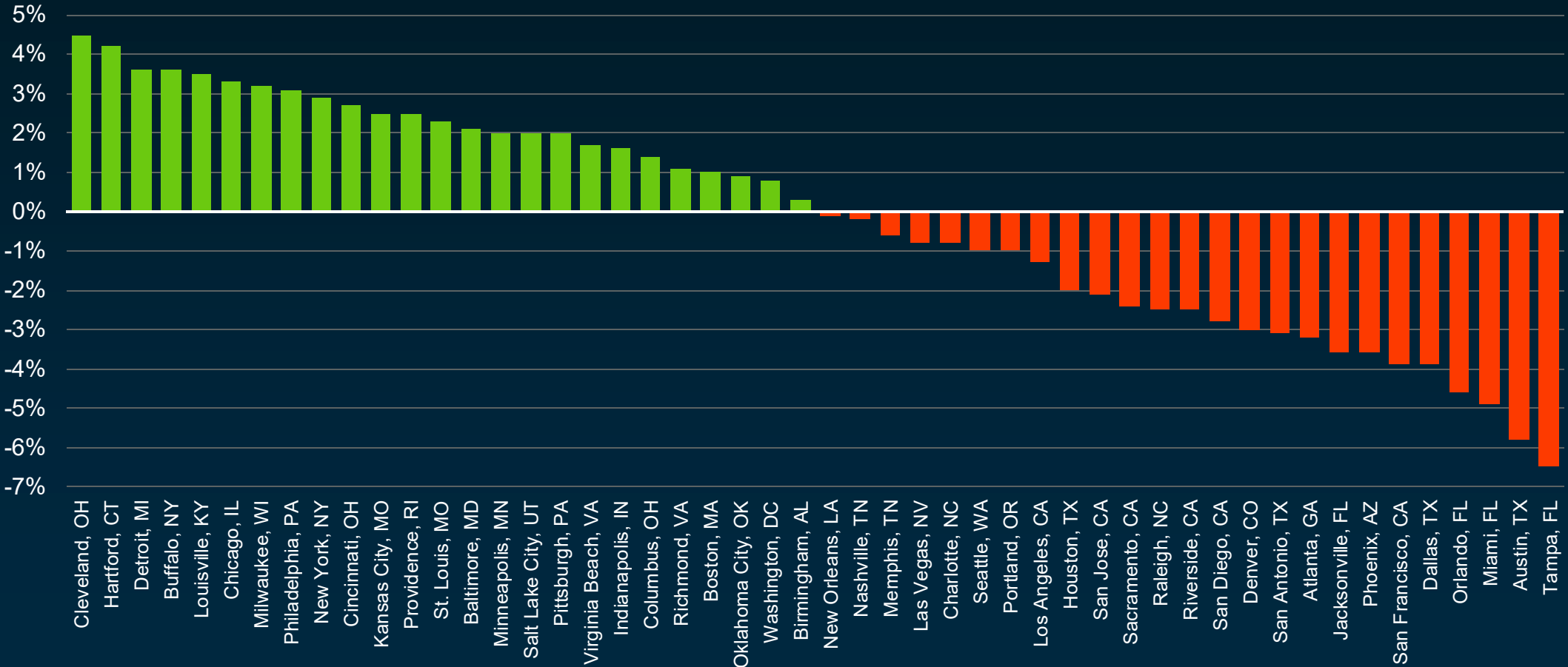
While national prices continued to climb, **local market conditions have become increasingly fragmented...**

This regional divide is expected to continue influencing price dynamics and sales activity as the fall season gets underway.

Anthony Smith
Sr. Economist, Realtor.com

Home Price Trends Vary by Area

Year-Over-Year Change in Home Prices in 50 Largest Metros, August 2024 – August 2025



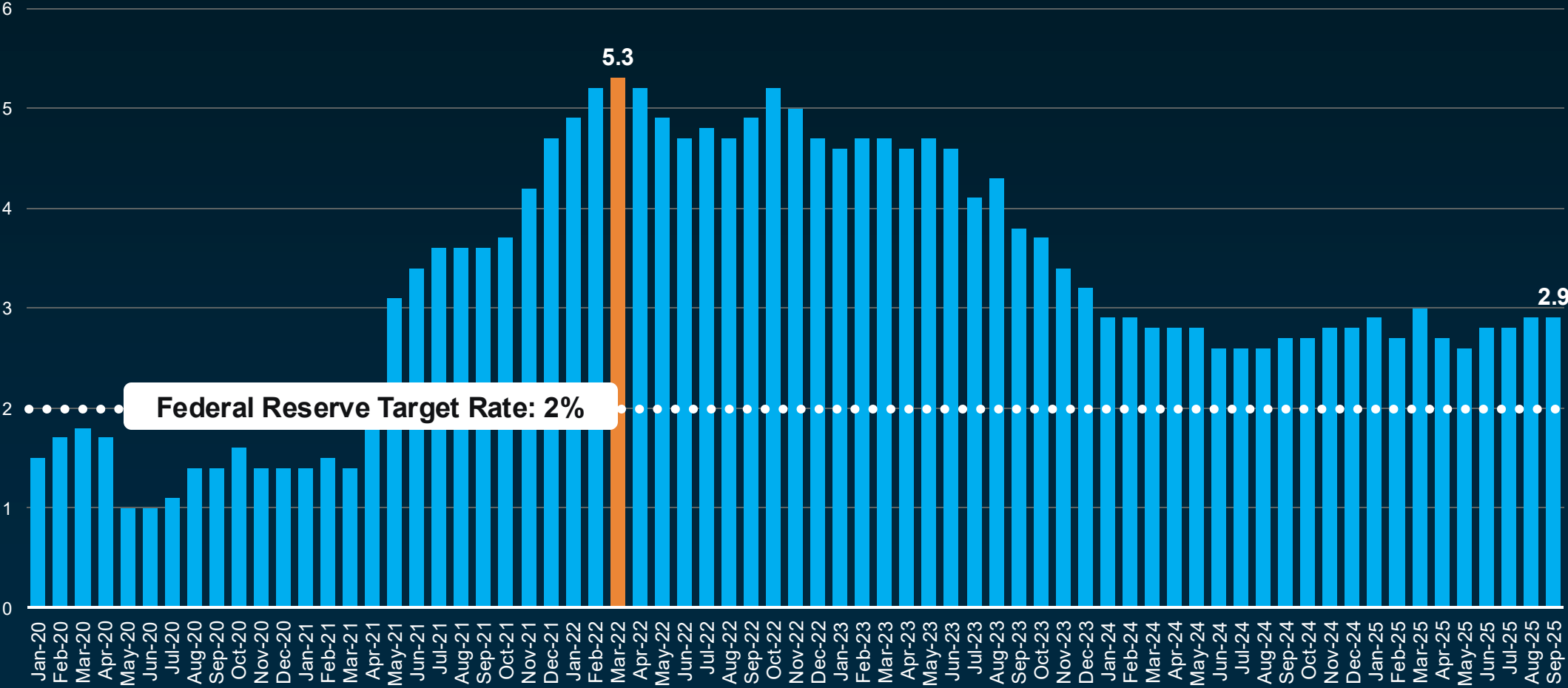
Knowledge Is Power



The Fed, Forecast & Future

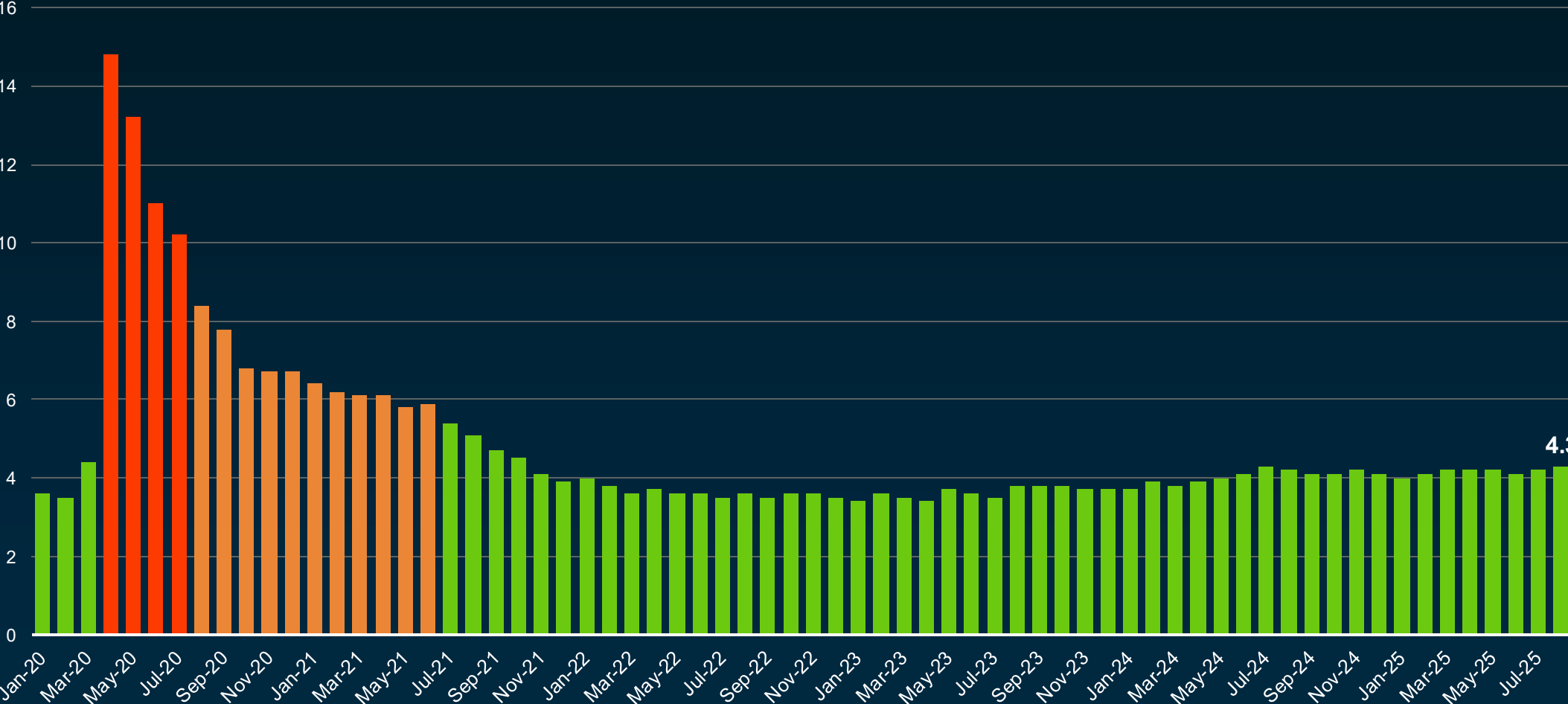
Inflation Remains Elevated

Core Personal Consumption Expenditures (PCE) Price Index
(Percent Change Year-Over-Year, Seasonally Adjusted)



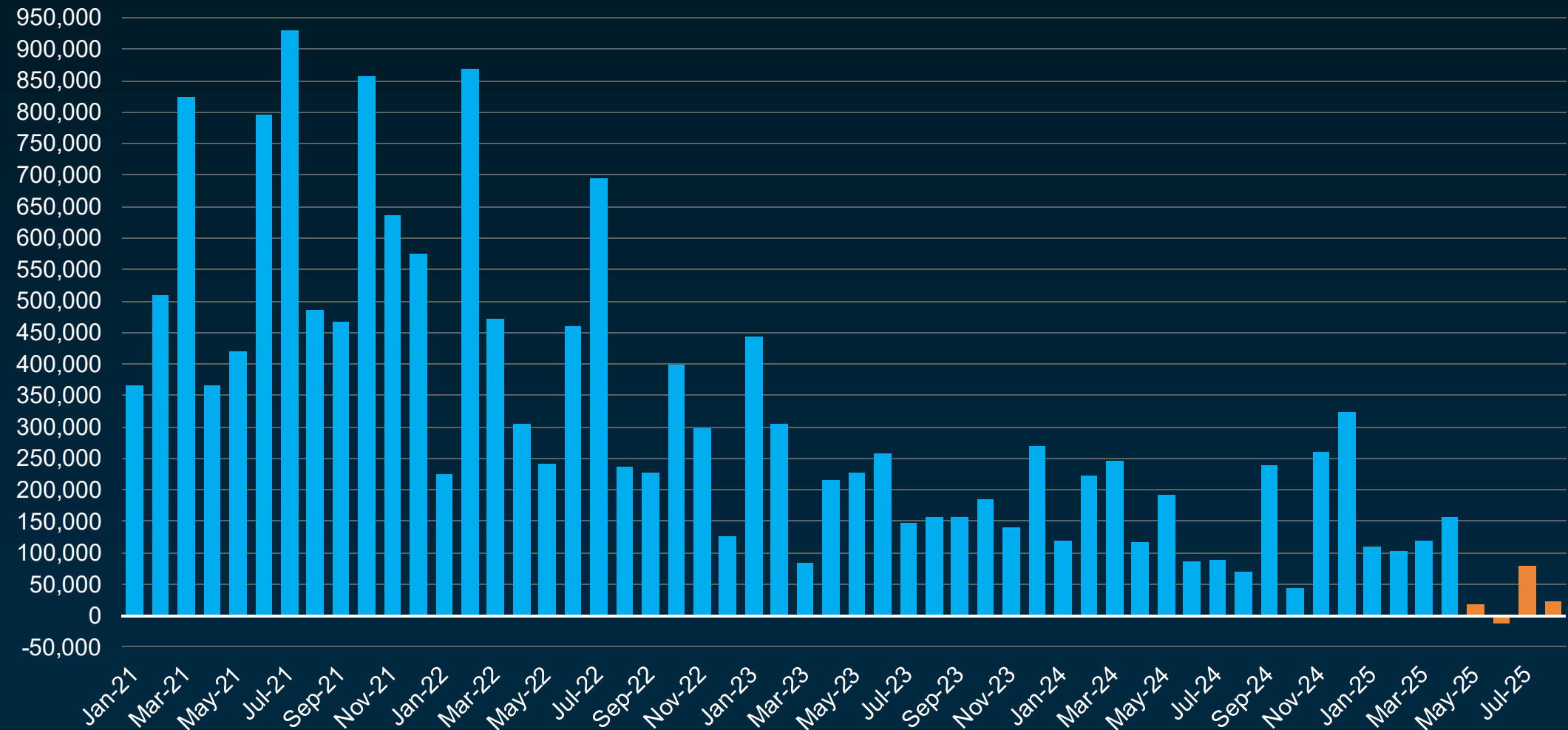
Unemployment Is Still Holding Steady

Unemployment Rate Increased to 4.3% in August (Seasonally Adjusted)



Job Growth Is Stalling Out

Number of Jobs Added by Month

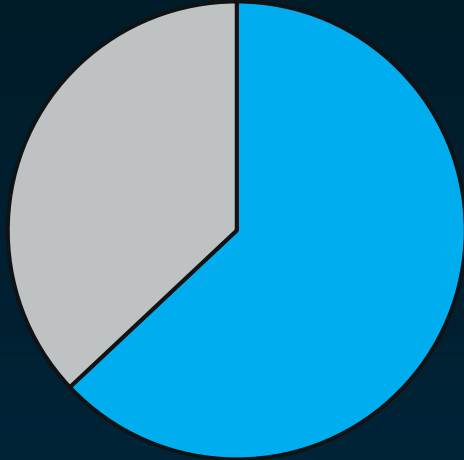




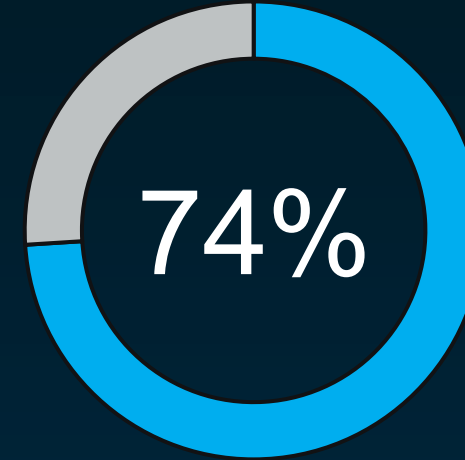
The Fed faces another rate-setting decision in four weeks, and policymakers would like to have up-to-date information on hiring and unemployment.

NPR

People Worry About an Upcoming Recession



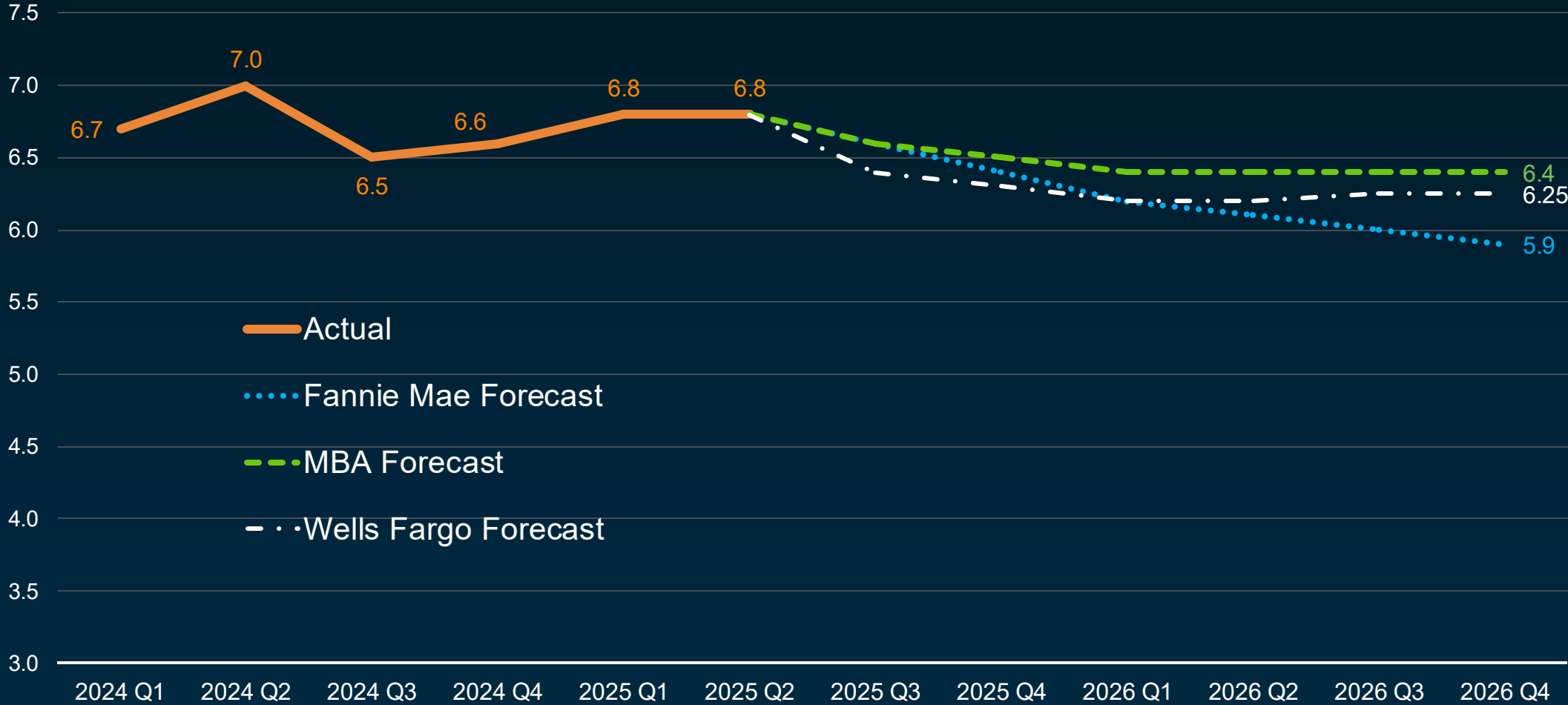
Nearly **2 in 3** Americans think a recession is coming.



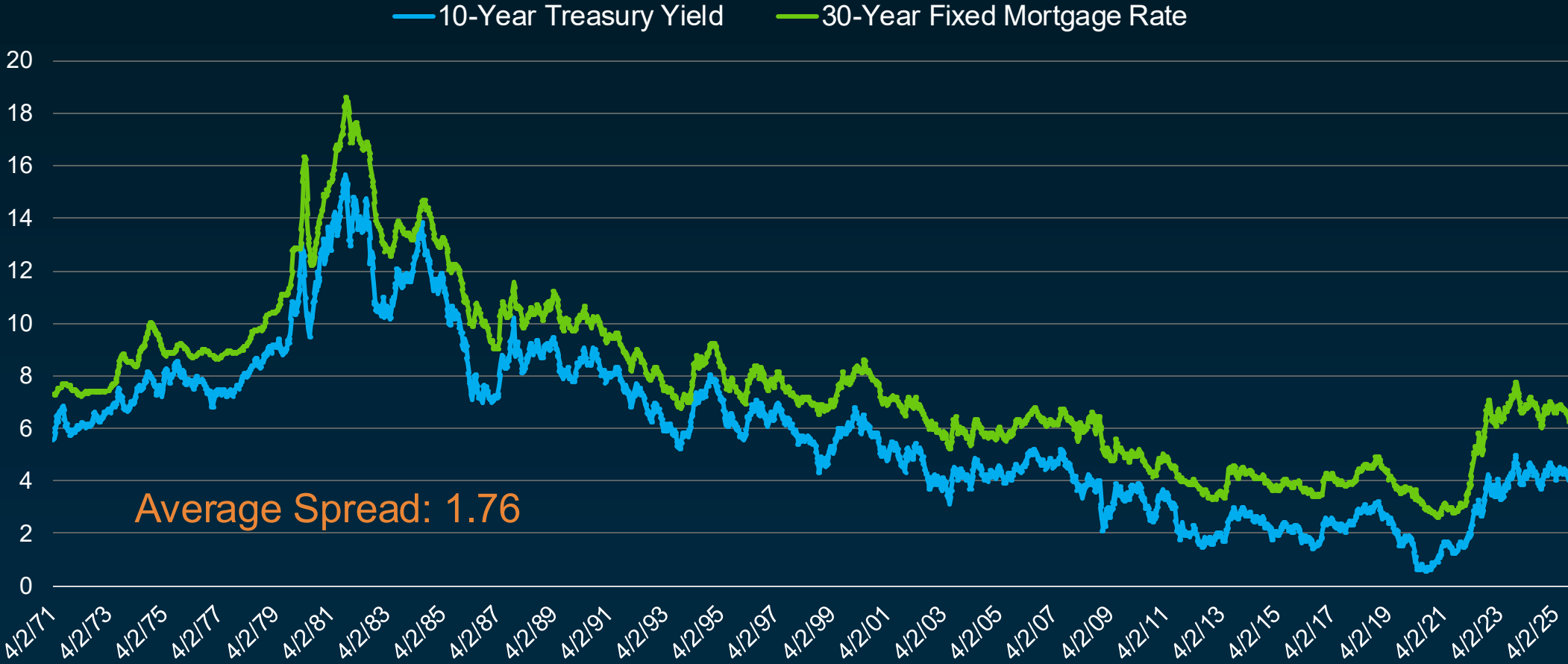
74% of Americans admit that world news and/or current events affect their financial decisions.

Mortgage Rates and Projections

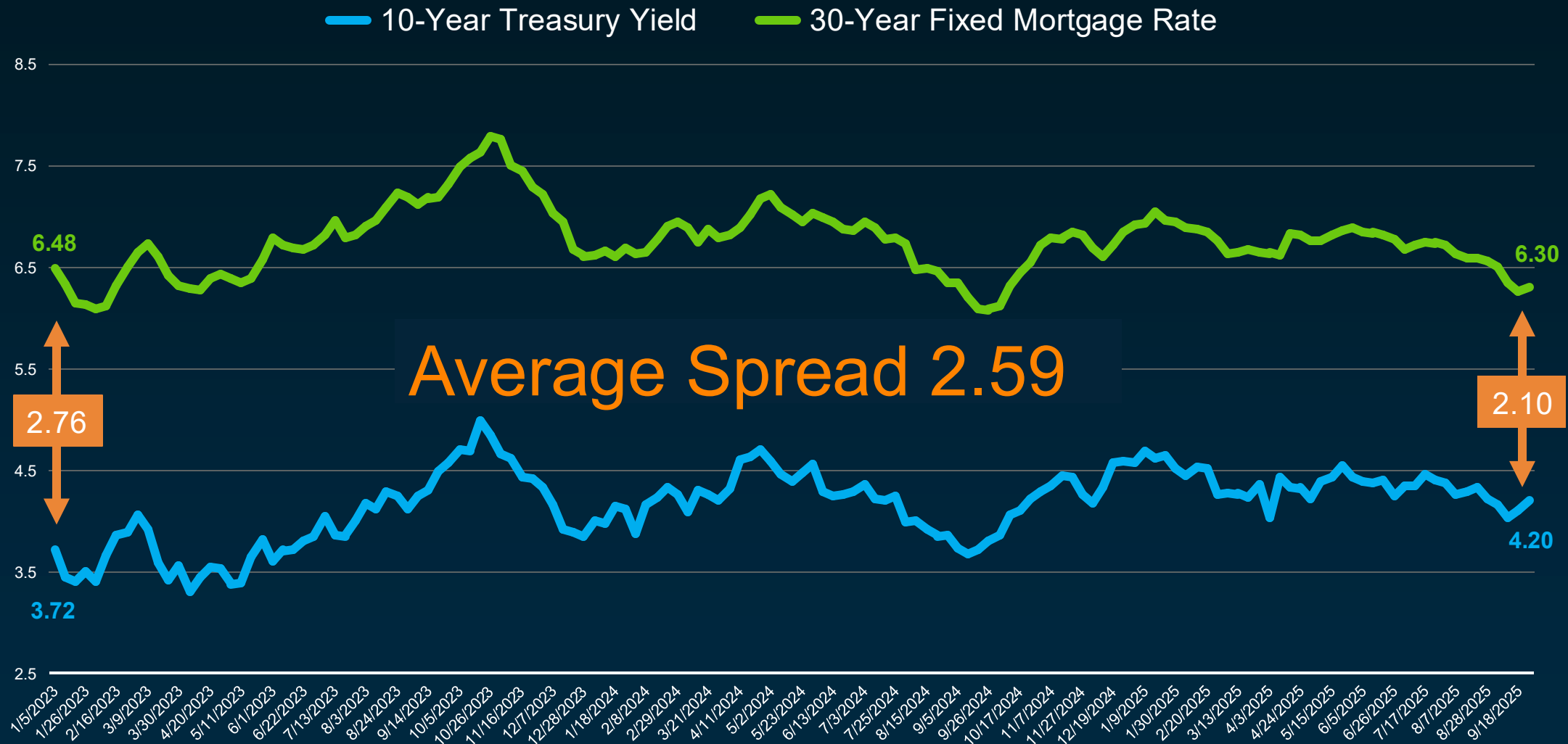
30-Year Fixed Rate, as of 10/1/2025



For Over 50 Years, the 30-Year Mortgage Rate Has Moved in Unison with the 10-Year Treasury Yield



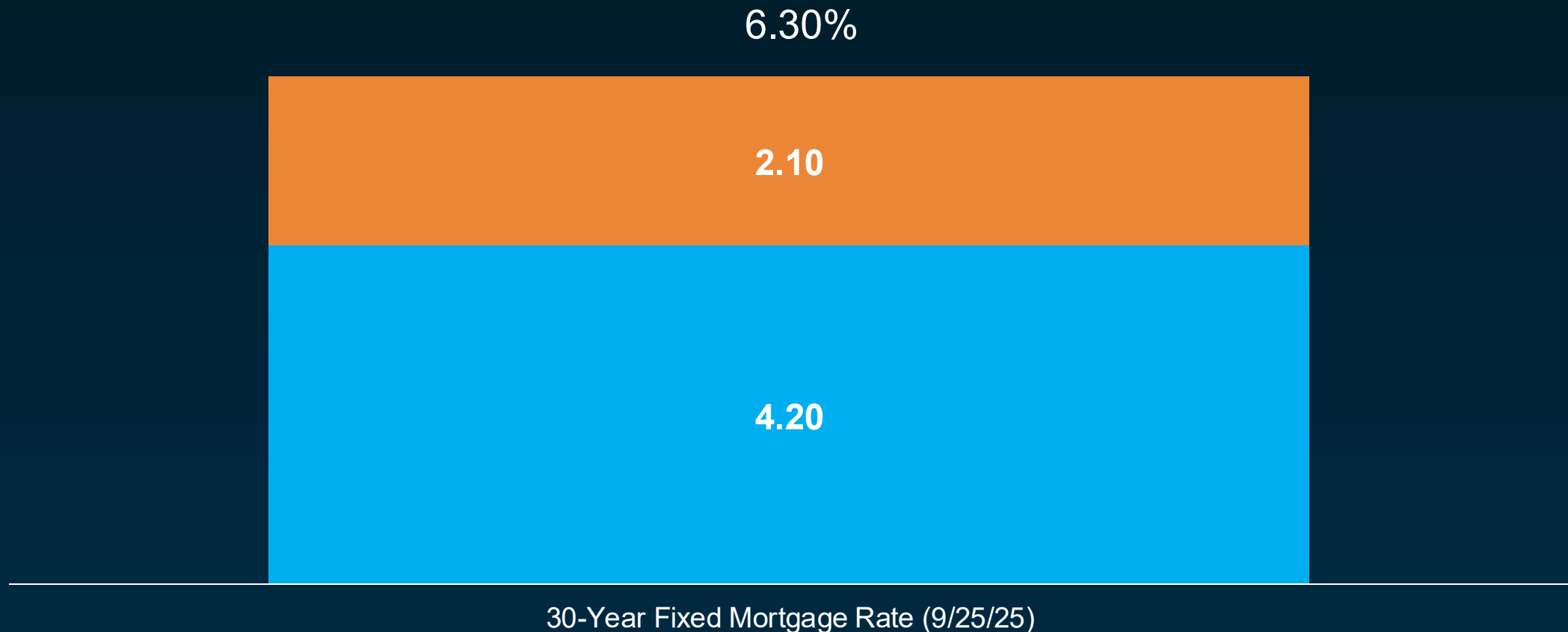
The Spread Has Narrowed Over the Last Few Years



What Determines the Mortgage Rate?

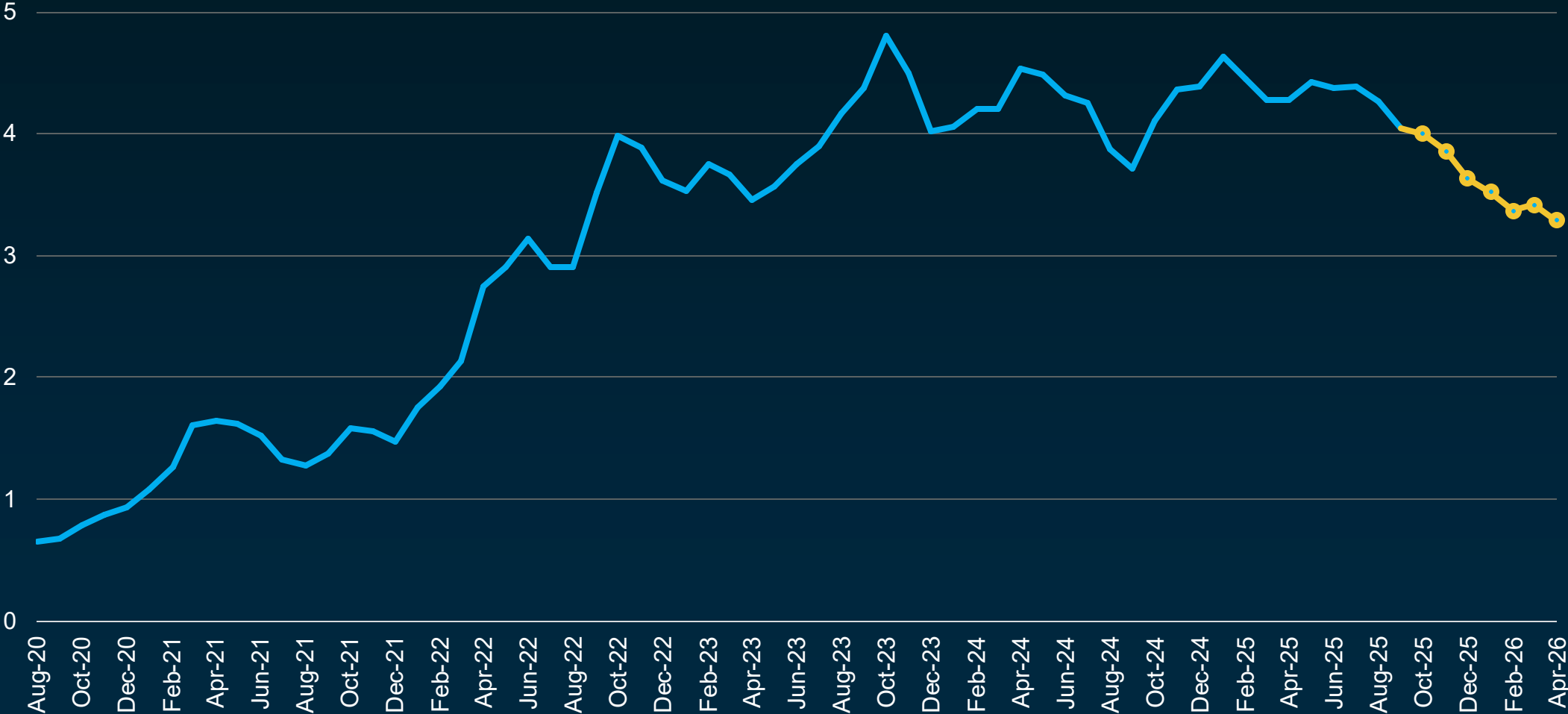
The 10-Year Treasury Yield and the Spread Above It

■ 10-Year Treasury Yield ■ Spread (Difference Between the Mortgage Rate and the 10-Year Yield)



10-Year Treasury Yield Forecast To Come Down

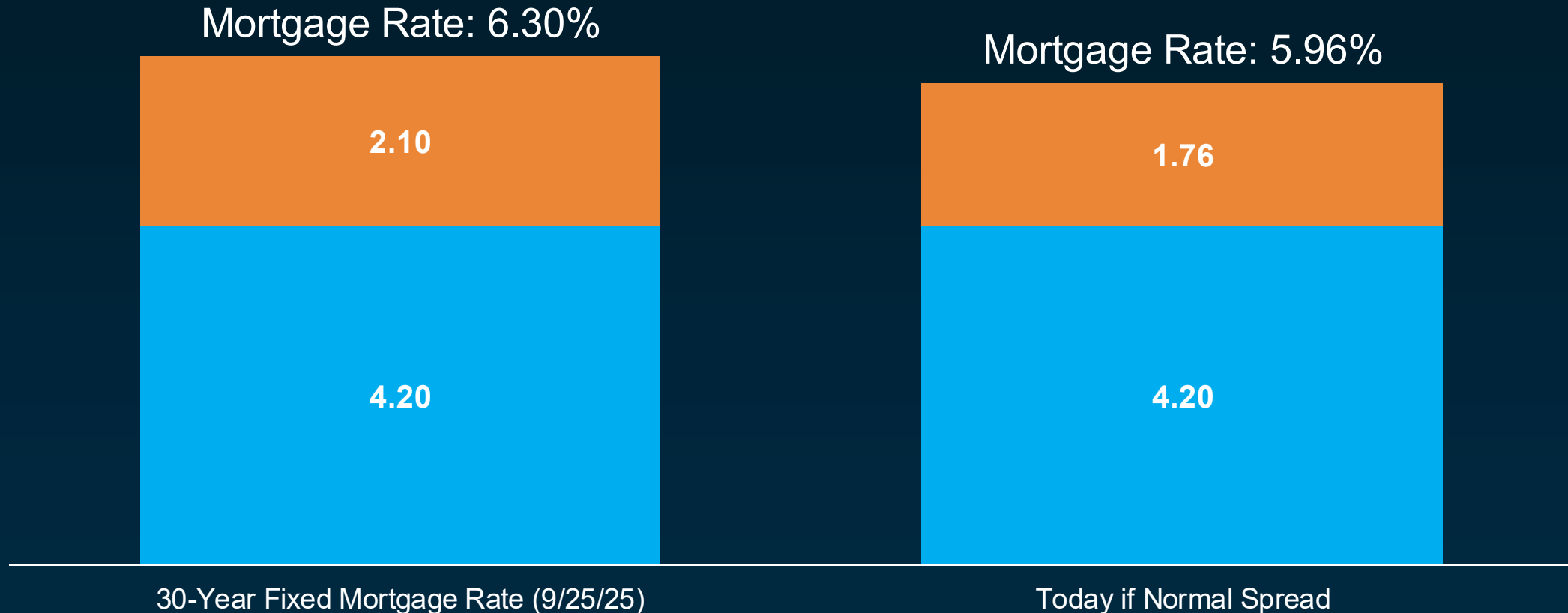
As of 10/1/2025



What If The Spread Was Normal?

The Increase in the Spread Above the 10-Year Yield

■ 10-Year Treasury Yield ■ Spread (Difference Between the Mortgage Rate and the 10-Year Yield)



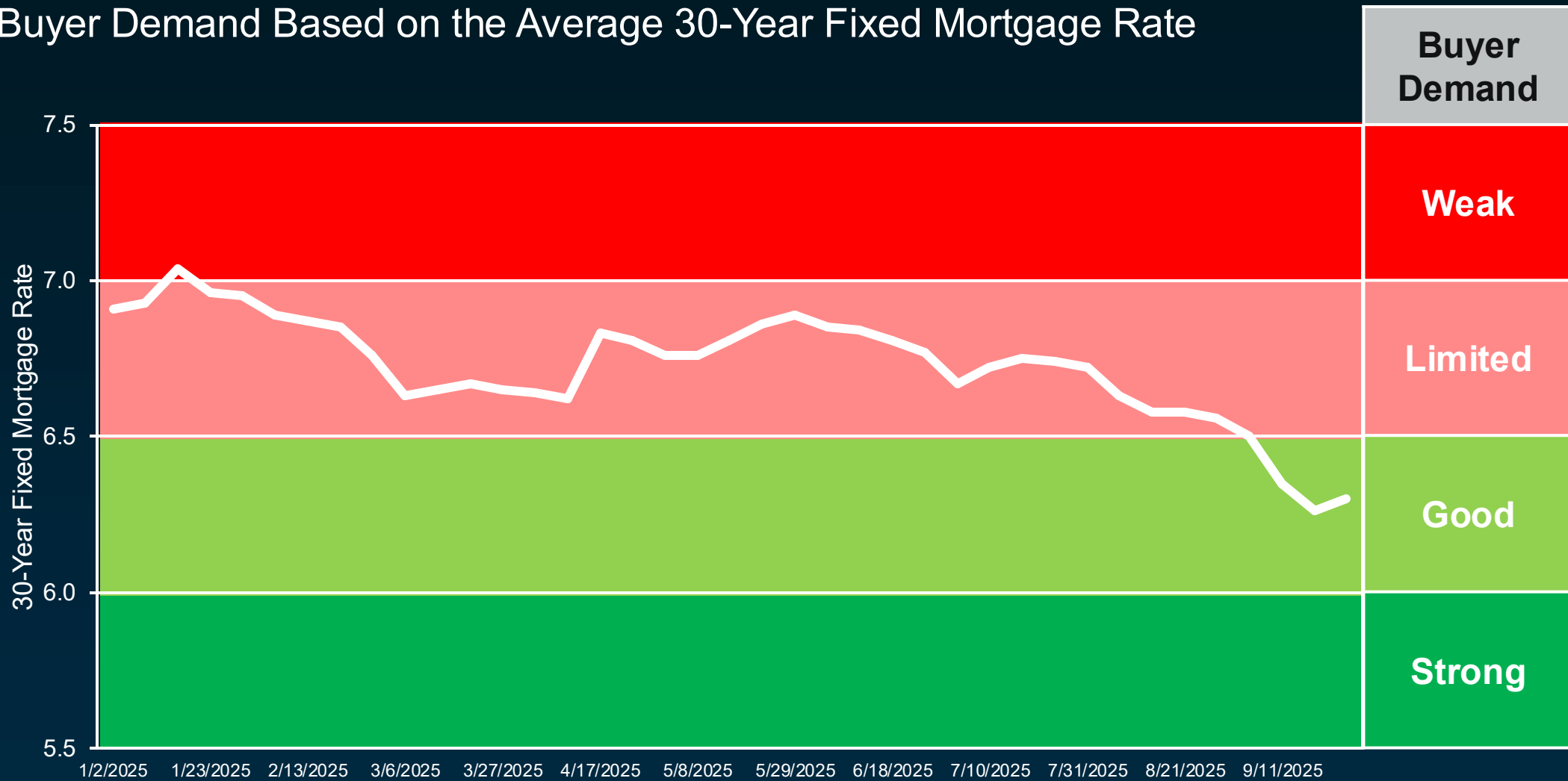


With expectations growing for a rate cut at the Fed's next meeting, **this could be just the beginning of a stronger housing market heading into the fall.**

Samir Dedhia
CEO, One Real Mortgage

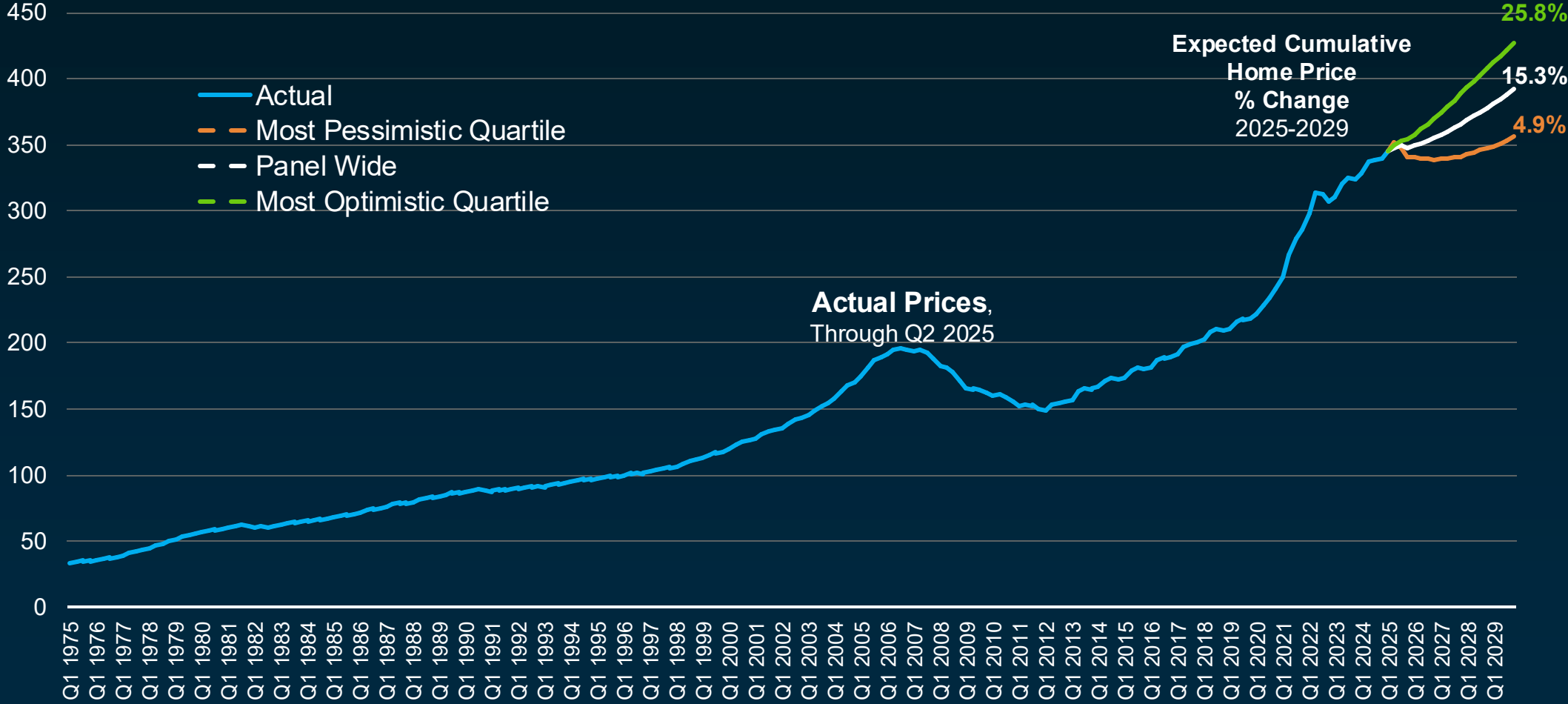
Lower Rates = Stronger Buyer Demand

Buyer Demand Based on the Average 30-Year Fixed Mortgage Rate



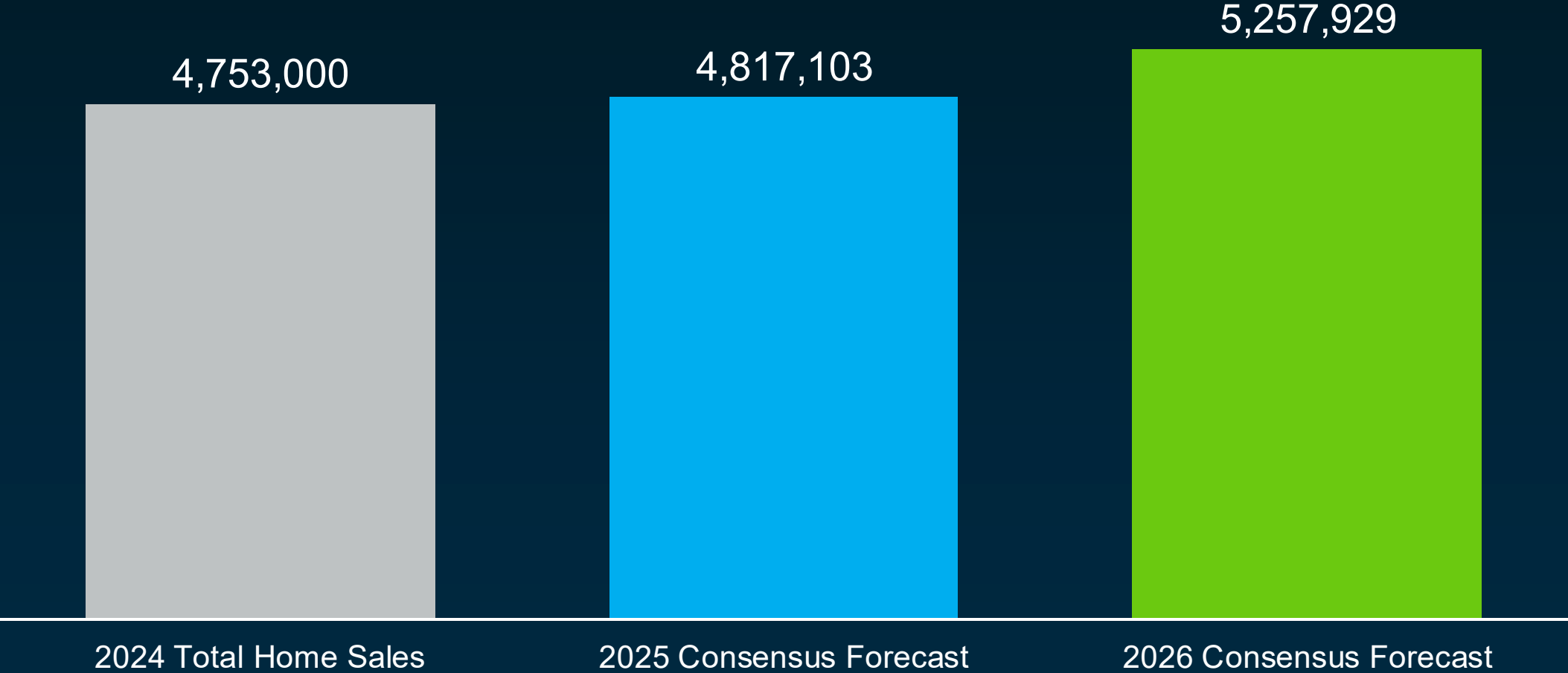
U.S. Home Price Expectations

Fannie Mae Home Price Index Mean Expectations, Q3 2025-Q4 2029



Home Sales Are Expected To Rise

Total Home Sales (Forecasts as of 10/1/2025)



**The conversations you
start today set the stage
for your success in 2026.**



Actual Agent Results:

- 40 Text Messages
- 18 Conversations
- 7 Client Appointments
- 1 Contract (so far...)

Monthly Payments Are Down
BY \$290 IN 4 MONTHS

MEDIAN MONTHLY MORTGAGE PAYMENT



Most agents **know**
what's happening.

Good agents **understand**
what's happening.

Only great agents can **explain**
what's happening.



KEEPING CURRENT
MATTERS