

Real Estate w/ Cindy

~A Monthly Newsletter



Mortgage Interest Rates Forecast For 2025

AUTHOR: KEVIN GRAHAM

While predicting the future is the domain of science fiction or fantasy, it's not wrong to want to know where mortgage rates might be headed. This and other housing market predictions can make an impact on your decisions if you're buying a new home or refinancing your current one. While no one can be certain, here's a roundup of mortgage interest rates forecasts.

2025 Mortgage Interest Rate Predictions From The Experts

It's likely that mortgage rates fall in the coming year. The Federal Reserve (Fed) has signaled more concern about the labor market as opposed to inflation. When attention turns to the labor side of the coin in the Federal Reserve's dual mandate of maximum employment and stable prices, that often means lower rates to boost investment. Mortgage rates would benefit.

Continued on next page...

In this newsletter you can expect:

Why Home Sales Bounce Back After Presidential Elections

15 Classy Paint Colors That Will Instantly Add a High-End Feel to Your Home

Working From Home? Here's How to Boost Your Productivity

Child Care Aware of Missouri Hosts Tax Credit Webinar

Home Prices In Creve Coeur Area Continue To Rise

Featured Blog: These mistakes make your home way less appealing!

Meet Your Agent

... Continued

- **Freddie Mac:** above 6%, but falling
- **Fannie Mae:** 5.9%
- **National Association of Home Builders:** 5.86%
- **National Association of REALTORS®:** Several rate cuts in the coming year

Freddie Mac

Freddie Mac does as much interest rate tracking as anyone based on weekly surveys of mortgage lenders. But they're pretty cautious in their forecasting, saying only that rates will remain above 6% through the end of this year. They do say that rates should fall, though. They also think that mortgage volume should go up a bit, and that typically happens when rates drop.

Fannie Mae

Fannie Mae predicts that interest rates will average 5.9% in 2025. Interestingly though, they break down their prediction by quarters as well. By the fourth quarter of next year, they see average rates being as low as 5.7%. Based on this, they see total mortgage origination volume across the industry increasing from \$1.68 trillion to \$2.155 trillion.

National Association Of Home Builders

The NAHB sees rates in 2025 averaging 5.86%. What's kind of cool about the NAHB data is that it also forecasts treasury rates. There is a very high correlation between the 10-year treasury rate on any given day and the 30-year fixed mortgage. That rate is expected to be 3.53% in 2025, down from 4.12% this year.

National Association Of REALTORS®

The NAR doesn't give a specific prediction in terms of interest rates for 2025, but they do say in a presentation given this past July that the organization feels the Fed has room to lower the target for its benchmark federal funds rate six to eight times before getting to a neutral interest rate.

The Fed has already lowered the rate by 0.5% from where it was prior, double the rate of its usual move, so it's possible you may think about lowering the top and bottom end of those estimates for the number of cuts. But because mortgages tend to at least move in the same direction as the federal funds rate, the trade group feels pretty good about rates falling.

Factors Influencing 2025 Forecasts For Interest Rates

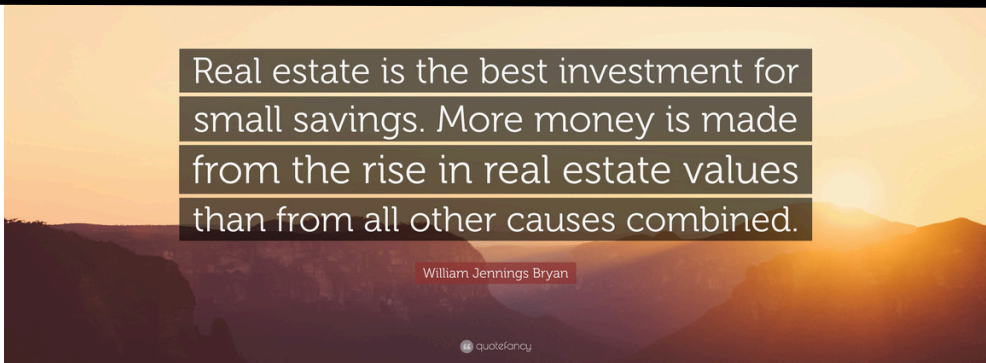
In attempting to forecast future mortgage rates, analysts look at several factors, including all of the following:

Continued on next page...

... Continued

- **Inflation:** Inflation affects mortgage rates because to get inflation under control, the Federal Reserve raises interest rates. The idea is to make the cost of borrowing more expensive so that people spend less money, which drives prices down.
- **Economic upturns and recessions:** During an economic upturn, rates are going to tend to rise over time because inflation is also a side effect of booming economies as people have more money. During a recession, rates are often lowered because officials want to give the economy a shot in the arm by making borrowing costs cheaper and encouraging people to spend.
- **Global events:** Mortgages are traded on the bond market, and people often buy bonds because they are considered a safer investment in times of turmoil. So when wars or unexpected economic events such as Brexit happen, mortgage pricing often gets better as investors flood the bond market.
- **The Federal Reserve:** Because of their longer-term duration, mortgage rates aren't as impacted by the federal funds rate as credit cards would be. But they still follow the same general direction.
- **Bond prices:** Bonds impact mortgage rates more directly than anything else. The yield on mortgage bonds is directly tied to mortgage rate and there is also a correlation with the return for the 10-year U.S. Treasury bond.
- **Property type:** This has less to do with mortgage rates than your personal situation, but it bears mentioning. You'll get a lower rate on the mortgage for your main home that you're going to be living in than you would on a vacation home or rental property because if you had to make the payment on one, you would prioritize that one.
- **Personal finances:** Beyond the property type, your personal mortgage rate is more influenced by factors including your credit score and the size of your down payment or the amount of existing equity you have. In both cases, the higher these numbers are, the less of a risk you represent for a lender.

[FOR FURTHER READING
CLICK HERE](#)



Real estate is the best investment for
small savings. More money is made
from the rise in real estate values
than from all other causes combined.

William Jennings Bryan

Why Home Sales Bounce Back After Presidential Elections

With the 2024 Presidential election fast approaching, you might be wondering what impact, if any, it's having on the housing market. Let's break it down.

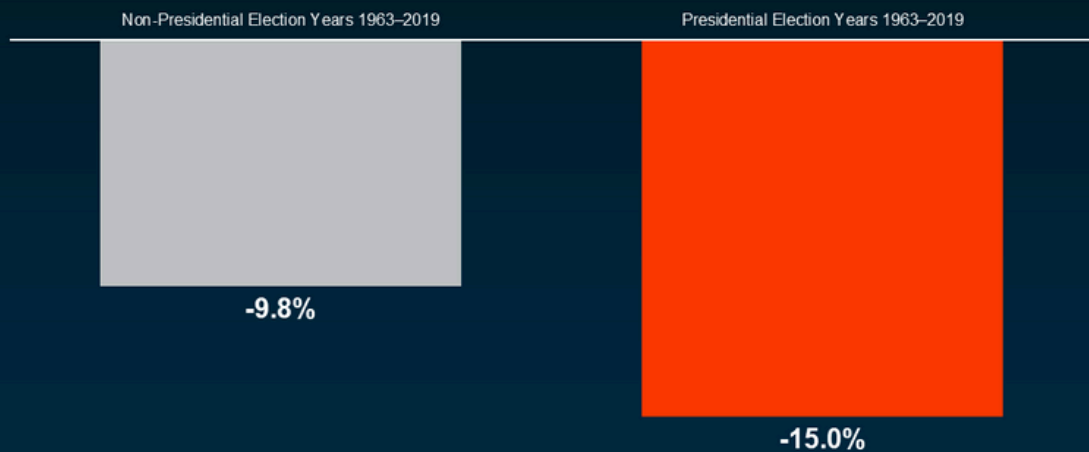
In any given year, home sales slow down slightly in the fall. It's a typical, seasonal trend. However, according to data from BTIG, in election years there's usually a slightly larger dip in home sales in the month leading up to Election Day (see graph below):



Election Years Bring a Temporary Slowdown

Seasonal Drop in Sales Sharper in Presidential Election Years

Percent Change in Actual Monthly New Home Sales, October–November



Why? Uncertainty. Many consumers hold off on making major decisions or purchases while they wait to see how the election will play out. It's a pattern that's shown up time and time again, and it's particularly apparent for buyers and sellers in the housing market.

This year is no different. A recent survey from Redfin found that 23% of potential first-time homebuyers said they're waiting until after the election to buy. That's nearly a quarter of first-time buyers hitting the pause button, likely due to the same feelings of uncertainty.

[CLICK HERE FOR THE REST OF THE STORY](#)

15 Classy Paint Colors That Will Instantly Add a High-End Feel to Your Home



Imagine feeling immediately in your home and feeling luxury and elegance. It's not as hard to achieve as you might think. With the right choice of colors, you can instantly elevate the look and feel of any space. This guide reveals 15 magic colors that will give your home that luxurious touch you've dreamed of. These colors will enhance your décor and create an ambiance of luxury. Say goodbye to bland and ordinary and hello to a home that exudes sophistication and style.

Dark Green

Dark green, reminiscent of lush forests and precious gemstones, introduces a sense of luxury and tranquility into a space. It evokes the richness of nature and can create a calming yet luxurious atmosphere. It also works beautifully with metallic accents, particularly gold and brass, highlighting its depth and sophistication. This color is versatile enough for living rooms, bedrooms, or even kitchens, providing a dramatic backdrop that feels timeless and contemporary. Whether used on walls, upholstery, or accessories, dark green can transform an ordinary space into a refined sanctuary.



© Photo Credit: Shutterstock

White



White is the epitome of timeless elegance and simplicity. It creates a clean, airy, and spacious feel in any room, making spaces appear larger and more inviting. It reflects light, enhancing the natural brightness of a room, and pairs well with almost any color, allowing for endless decorating possibilities. White also highlights architectural features, such as moldings and trim, adding a subtle yet sophisticated touch. White provides a fresh, serene, refined look that never goes out of style.

[CLICK HERE FOR THE
OTHER 13 PAINT COLORS](#)

Working From Home? Here's How to Boost Your Productivity



Image: Creative Lab / Shutterstock.com

Working from home has been a reality for many people for several years now, and while the initial enjoyment may have worn off, there's still work to be done. But switching to work mode in the comfort of your home isn't always easy. From distractions to a lack of an authority figure, it can be challenging to keep productivity levels high. Fortunately, we've come up with ten ways to increase your productivity while working from home:

Working From Home Essentials

1. Build Your Perfect Workspace

Even after working from home for several years, some of us still work in less-than-ideal conditions. Uncomfortable chairs and tables not made for sitting all day can soon cause aches, pains, and other distractions. Meanwhile, constant interruptions from other household members can make it hard to concentrate on the task at hand.

So, if you haven't already, it's time to create a proper workspace. If you have a dedicated spare room for a home office, that's perfect. However, if you're still working at the dining table, there's a good chance you don't have this luxury. But no worries, with a bit of creativity, you can create a functional workspace in a multitude of nooks and crannies around the house.

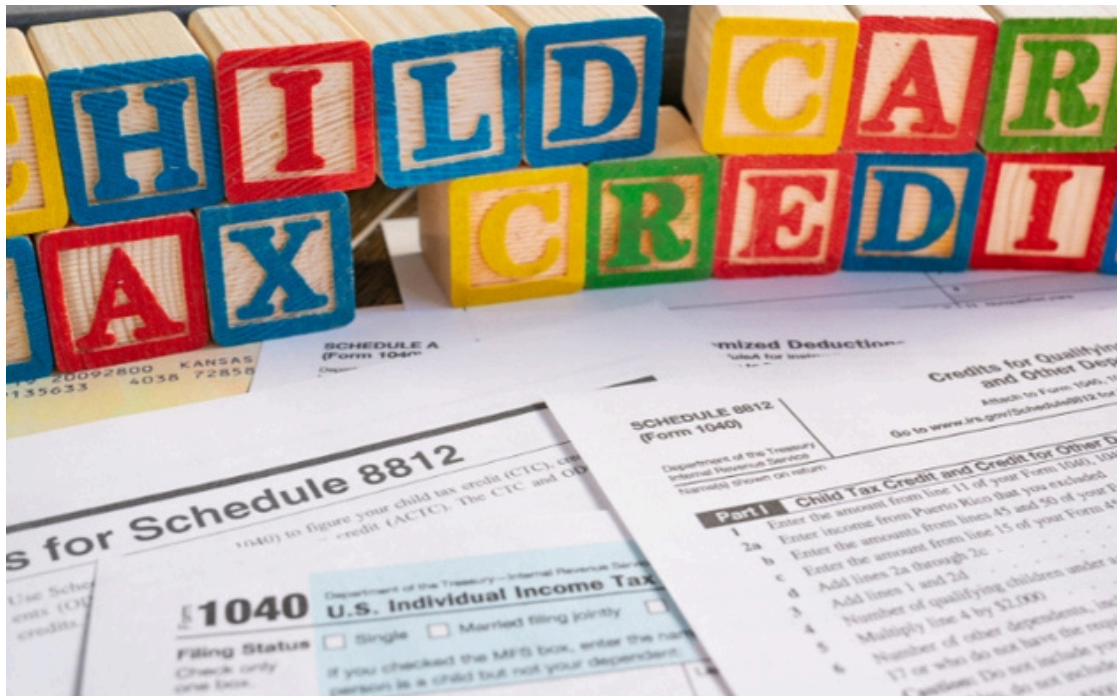
- **Garden shed:** with a few minor adjustments, a garden shed can become a comfortable and practical home office. Install adequate lighting, heating/cooling, and a space to work.
- **Bedroom:** bedrooms aren't often in use during the day, making them an excellent place to work, free from distractions and interruptions.
- **Garage:** like a shed, a garage can easily be converted into a home office.
- **Lounge:** it might not sound ideal, but if you can hijack a corner and put up a thick drape to separate yourself from the rest of the room, the lounge can be as good a place as any to work. Wear noise-canceling headphones to enter your world of work.

**[CLICK HERE FOR MORE
INFORMATION](#)**

Child Care Aware of Missouri Hosts Tax Credit Webinar

Nonprofit shares cost-saving information with early child care educators on how to maximize tax credits and support for families.

~Brandvein Aaranson Public Relations, Community Contributor



The interactive webinar is free and open to the public. (Child Care Aware of Missouri)

Child Care Aware of Missouri (CCAMO) is hosting its Child and Dependent Care Tax Credit webinar on Tues., Nov. 12 from 6:30 to 7:30 p.m. The interactive session will be led by CCAMO's Director of Training Jonni McCaslin.

The webinar will prepare early child care educators who receive frequent inquiries from families and staff regarding the Child and Dependent Care Tax Credit. McCaslin will review several IRS-provided forms and resources such as how to use the IRS Eligibility Tool, as well as answer audience questions.

CCAMO offers extensive child care business support through its Show Me Child Care Resources, a web-based portal featuring more than 2,000 resources for child care educators and business owners. This includes access to telehealth services focused on mental health and overall well-being for the child care workforce.

As the exclusive statewide license holder for Show Me Child Care Resources, CCAMO also provides consulting, training, and technical assistance to help child care providers enhance their operational activities, leadership skills, and budgeting practices. Show Me Child Care Resources' annual subscriptions are \$60 for individual teachers, \$120 for family child care programs, and \$240 for child care centers.

Founded in 1999, Child Care Aware of Missouri is a statewide nonprofit that focuses on a comprehensive early childhood education experience through impactful programs and partnerships. The organization's services include workforce development, child care business supports, advocacy and policy work, and its new Child Care Keeps Missouri Working, a regional campaign offering concierge solutions to businesses undergoing employee recruitment and retention challenges due to the overwhelming shortage of quality child care options.

The webinar is free and open to the public. For more information, call (314) 535-1458 or visit <http://www.mochildcareaware.org/>

Home Prices In Creve Coeur Area Continue To Rise

The Creve Coeur area has experienced explosive home price growth this past year and prices are still moving upward.

~[Local Data](#), Patch Staff



CREVE COEUR, MO — National home prices broke another yearly growth record as buyer demand remained strong and housing supply stayed tight.

Prices increased 1.8 percent from June to July in the St. Louis MO-IL Metropolitan Statistical Area, according to the latest data from the S&P CoreLogic Case-Shiller Index, one of the leading trackers of the housing market. Prices were up 12.6 percent in July 2021 over July 2020.

Prices in the bottom third of the local market — homes priced under \$198,000, often designated as starter homes — increased 15.1 percent year over year. The top third of the market (homes over \$327,000) saw an 11.6 percent increase.

Nationally, home prices increased 1.3 percent from July to August 2021, according to [CoreLogic data](#). Price growth was slower than in June to July 2021, when prices rose 1.8 percent nationally.

On a yearly basis, prices increased 18.1 percent from August 2020 to August 2021, the highest increase in 45 years. Prices for single-family homes grew by 19.8 percent over the past year; attached properties such as condominiums grew by 12 percent.

St. Louis County is part of the St. Louis MO-IL Metropolitan Statistical Area, a term the U.S. Census Bureau uses to designate areas with strong economic ties. Many MSAs contain more than one county.

Editor's note: This post was automatically generated using an analysis of the Case-Shiller Index data from CoreLogic Inc. by The Associated Press. Please report any errors or other feedback to content@patch.com.



Ask the Expert

Another common question posed to real estate agents is ... *What happens if the home inspection uncovers issues?* 🏠🌟

If a home inspection uncovers issues, don't panic. Here's what typically happens next:

1. **Review the Report:** Go over the inspection report in detail with your agent and understand the extent of the issues.
 2. **Get Estimates:** Obtain quotes from contractors to understand the cost of fixing the problems.
 3. **Renegotiate:** Use the inspection findings to renegotiate the terms of the contract. This might include asking the seller to make repairs, reduce the price, or provide a credit at closing to cover repair costs.
 4. **Consider Your Options:** Decide whether the issues are deal-breakers. If they are, you may be able to back out of the deal depending on your contract's contingencies.
 5. **Move Forward:** If you and the seller come to an agreement, move forward with the transaction and keep track of any agreed-upon repairs to ensure they are completed before closing.
 6. **Consult with Experts:** Bring in specialists, if needed, for issues like structural damage, electrical problems, or mold. This ensures you fully understand the scope of the repairs required.
 7. **Understand Legal Implications:** Make sure any agreements about repairs are documented in writing. This can protect both parties and ensure accountability.
 8. **Monitor Repairs:** If the seller agrees to make repairs before closing, ensure these are completed to your satisfaction. This might involve a follow-up inspection or a walk-through to verify the work.
 9. **Negotiate Price Adjustments:** If the seller is unable or unwilling to make the repairs, consider negotiating a price reduction to cover the cost of the fixes you'll need to handle post-purchase.
 10. **Revisit Your Budget:** If the inspection reveals significant issues, reassess your budget to ensure you can cover repair costs without stretching your finances too thin.
- Keeping a clear head and methodically addressing each step can turn a potential headache into a manageable situation.

Have a question for me? Let me know and I'll feature it in an upcoming newsletter! Chances are other folks are asking the same question!

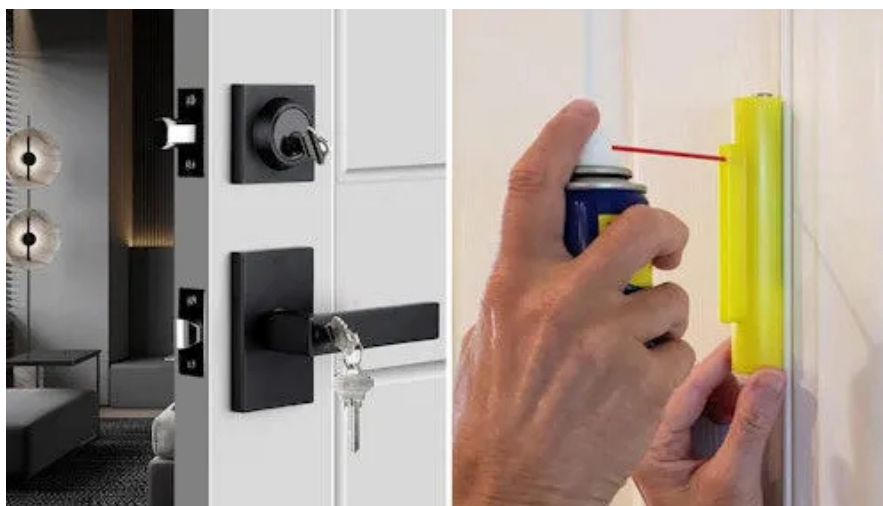
ASK AWAY!

BLOG OF THE MONTH

Each month, we'll highlight a Blog post from our website.

Want more now? Go to www.cindylacks.com/blog for more great helpful information!

THESE MISTAKES MAKE YOUR HOME WAY LESS APPEALING!



Whether you're considering selling your place or just want to make your home look the best it possibly can, it never hurts to educate yourself on common faux pas that detract from its potential. Here, realtors and real estate experts have weighed in on the biggest mistakes both inside and outside of your home that make it less appealing. Thankfully, though, for every mistake, there's an easy and wallet-friendly fix. Read on for advice on how to tackle clutter, refresh the aesthetic of any room, improve curb appeal, and so much more.

[CLICK HERE FOR THE
REST OF THE STORY](#)

"Freedom is never voluntarily given by the oppressor; it must be demanded by the oppressed." – Martin Luther King Jr.

MEET YOUR AGENT

Having lived and worked in St. Louis more than 30 years, I understand what makes our community and the people who call it home so special. From summer watermelon festivals to the local bookstores and coffee shops in CWE, to Webster Groves 4th of July parade, I am proud to call St. Louis home.

That's what it takes to truly be a local real estate expert. Not just expertise in negotiation and marketing, but a love and understanding of our community and the people who live here.

Thank you for reading!



Home Group Realty

WE'LL HELP YOU MOVE
(314) 346-1807

Cindy Lacks ~ Home Group Realty
Email: Cindy@cindylacks.com
Website: Cindylacks.com
Mobile: (314) 495-3713