

# What Your Buyers and Sellers Need to Know

*Week of October 5, 2026 — Prepared by your NAMB member loan originator*

## 1 Mortgage Rates Have Risen Six Straight Weeks

- Freddie Mac's weekly survey put the 30-year fixed at 7.28% as of October 1, up from 7.03% the week before, the highest level since November 2023
- Daily rate trackers show the 30-year already pushing toward the mid-7% range
- With no Fed meeting until late October, the next real catalyst is incoming economic data rather than a scheduled rate decision

## 2 A Weak Jobs Report Could Cool That Trend

- Employers added just 29,000 jobs in September, far below the roughly 90,000 expected, and the unemployment rate ticked up to 4.2%
- Wage growth slowed to its weakest annual pace since 2021
- Markets read this as a reason for the Fed to stay patient at its October 28-29 meeting, after six weeks of rate increases, this is the first real sign that trend could ease

## 3 What This Means for Your Clients

- Buyers who have been waiting for a dip should know rates have moved firmly higher since late summer, though last week's jobs data could take some pressure off
- This is a good week to encourage anyone close to a decision to talk with their lender about locking rather than waiting on an uncertain rate path
- Sellers should expect continued rate sensitivity in buyer demand, pricing and terms still matter more than they did earlier this year

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Questions about a specific deal? Reach out to your NAMB member loan originator — the mortgage professional who stays current on this so you don't have to.

*Your originator is a proud member of the National Association of Mortgage Brokers (NAMB), the voice of independent mortgage professionals in Washington, DC.*