



BRUCE T. BROWN



**BROWN & ASSOCIATES
INVESTMENT SERVICES, INC.**



1005 Hay Street • Suite 100
Fayetteville • North Carolina 28305

(910) 485-2672 • www.browndanassociatesis.com

"Partners in Your Financial Future"

Securities and investment advisory services offered through Osaic Wealth, Inc. member
FINRA/SIPC. Osaic Wealth is separately owned and other entities and/or marketing
names, products or services referenced here are independent of Osaic Wealth.



KAREN BROWN TISDALE

Financial News

4TH QUARTER 2026

Fed Raises Rates for First Time in Three Years

🏠 The Federal Reserve raised its benchmark interest rate this week for the first time in three years, lifting the federal funds rate a quarter point to a range of 3.75% to 4%. Most officials expect at least one more increase before the year's end.

A few things are driving the move:

- Energy prices have climbed amid global tensions
- Spending tied to AI infrastructure has surged
- Together, they've pushed inflation above the Fed's 2% goal

The effects reach different corners of your budget in different ways:

- Credit cards and auto loans tend to reprice quickly
- Mortgage rates track longer-term Treasury yields, which have also climbed, pushing the 30-year average to nearly 7%

👛 The labor market has held steady through it all, with unemployment at 4.1%.

This is exactly the kind of shift worth talking through together, especially anywhere it touches your own borrowing or spending decisions.

#FederalReserve #InterestRates #Economy #Inflation

Mortgage Demand Falls 19% Year-Over-Year Amid Rising Rates

Homebuyers are stepping back as mortgage rates climb higher, fast.

Total mortgage application volume fell 4.1% last week, according to the Mortgage Bankers Association. Applications for a home purchase were down 1% for the week and 19% lower than the same week a year ago.

Refinance applications felt it even more, dropping 9% for the week and sitting 65% below year-ago levels.

The average rate on a 30-year fixed mortgage climbed to 6.97% last week, and by Tuesday it had moved even higher, to 7.22%, according to Mortgage News Daily. That's nearly a full percentage point above where rates sat a year ago.

Rates aren't the only pressure buyers are weighing. Home prices remain elevated in many areas, and while more homes have come on the market, much of that added supply sits at the higher end.

For many households, higher borrowing costs paired with higher prices are making the buy-or-wait decision a harder one to call.

This is exactly the kind of shift worth walking through together, especially if a purchase or refinance has been somewhere on your radar.



72% of Americans Would Slow Financial Progress to Enjoy Life Now

More Americans are deciding that enjoying life now matters just as much as making financial progress for later.

A recent SoFi survey found that 72% of Americans would be willing to make slower progress toward their financial goals so they can spend more time with family, travel more, and prioritize meaningful experiences.

That doesn't necessarily mean abandoning long-term goals. In fact, 59% of respondents said enjoying life is how they define financial progress, compared with 27% who pointed to owning a home.

The challenge is finding a balance between what matters now and what matters later. ✈ That can mean making room for a vacation, concert, or family event while still keeping an eye on retirement savings and debt. But charge that trip to a credit card and carry a balance, and interest can turn a two-week memory into a much longer bill.

What does financial progress look like to you: reaching the next milestone, enjoying more of life now, or some mix of both?

#FinancialWellness #Saving #Spending #FinancialGoals

Lessons From a First Car

A first car is often a young person's first real experience with borrowing. A credit card may have come first, but an auto loan asks for the same payment, on the same day, for several years.

Those payments build a track record. Missed ones build a track record too, unfortunately. A missed payment can stay on a credit report long after the car is gone. For young adults, early history carries extra weight because there's so little of it to balance against.

Before the paperwork is signed, it helps to talk through what's being expected. That conversation can be better coming from someone who's concerned but not a family member. We're glad to be that voice.

KAREN'S & BRUCE'S NOTES

We hope this newsletter finds you all well as the cooler days of Fall and early Winter are well under way. We are sending this quarterly update to provide our continued perspective on the stock market and economic situation. This past quarter has been marked by a good bit of turbulence both up and down with the distractions continuing to be the situation in Iran and the price of oil. This writing is taking place on Tuesday the 5th of October, and amidst all the noise coming out of the middle east as well as a recent interest rate hike by the Federal Reserve Board, we are still in positive territory for the year. However, we are ever so slightly down for the most-recent quarter. We are in the early stages of quarterly corporate profit announcements, and thus far, things are looking reasonably upbeat. The area of interest during the upcoming months will be the elections in November and will concern which political party will hold the majority of seats in Congress. Time will tell what effect the election will have on the markets.

As always, we thank you for your continued trust and confidence and encourage you to call or email us with any concerns or questions. We send you our sincere best wishes for a blessed and happy remainder of the year and appreciate you allowing us the opportunity to work with you.

Karen

Bruce

Resources:

<https://www.cnbc.com/2026/09/23/lifemaxxing-financial-goals-spending-saving.html>

<https://www.wsj.com/economy/central-banking/fed-raises-rates-for-first-time-in-three-years-08539fbc>

<https://www.cnbc.com/2026/09/16/mortgage-demand-from-homebuyers-drops-19percent-from-a-year-ago.html>

