

Markets in the Fog: Why Equities Climbed While the World Held Its Breath

- Somebody made the statement: “the bears are making sense, but the bulls are making money” – relating the US-Iran war to market prices. I’d like to approach this discussion as someone who’s spent decades watching markets navigate moments exactly like this—when geopolitics dominates headlines, and yet, somewhat counterintuitively, equity markets push higher.
- Let’s start with the obvious: the Middle East conflict has been a shock. Oil prices spiked, inflation fears resurfaced, and volatility returned. At one point, Brent crude surged from below \$73 a barrel to over \$110. That’s not trivial—it’s the kind of move that, historically, has tipped economies toward recession.
- Think back to 1973, the oil embargo. Or 1990, Iraq’s invasion of Kuwait. In both cases, oil shocks didn’t just rattle markets—they derailed growth. So it’s natural that investors today are asking: *why hasn’t that happened this time?*
- The answer lies in a few words: duration & energy independence.
- Markets are constantly asking—*is this temporary, or is this lasting?* Because if higher energy prices persist, they act like a tax on the consumer. Also, the Middle East isn’t the only source of energy – the US is an exporter too. Otherwise, demand falls, growth slows, and valuations compress. That’s the classic playbook.
- But today, the oil market is telling a different story. The market signaling: *this is a supply shock, not a structural shortage*. Yes, near-term inflation pressure is real, but it’s not expected to spiral into a full-blown growth scare.
- And that distinction—between a price shock and a valuation shock—is everything. Let’s get into it!

Jim Caron: Hello, this is Jim Caron, CIO of the Portfolio Solutions Group. Welcome to another edition of Caron’s Corner powered by The BEAT, our asset allocation framework across Bonds, Equities, Alternatives, Taxes and short-term Transitional (cash) investing.

Somebody made the statement that the bears are making sense while the bulls are making money, and this was in relation to the U.S./Iran war and prices. I'd like to approach this discussion as someone who has spent decades watching markets navigate moments exactly like this, when geopolitics dominates headlines and yet, somewhat counterintuitively, equity markets push higher.

Let's start with the obvious. The Middle East conflict has been a shock. Oil prices spiked, inflation fears resurfaced and volatility returned. At one point, Brent crude surged from below \$73/barrel to over \$110/barrel. That's not trivial. It's the kind of move that historically has tipped economies toward recession. Think back to 1973, the oil embargo, or 1990, Iraq's invasion of Kuwait. In both cases, oil shocks didn't just rattle markets – they derailed growth.

So it's natural that investors today are asking why hasn't that happened this time? The answer lies in a few words duration and energy independence. Markets are constantly asking, is this temporary or is this lasting? Because if higher energy prices persist, they act like a tax on the consumer. Also, the Middle East isn't the only source of energy anymore. The U.S. is an exporter too. Otherwise demand falls, growth slows and valuations compress. That's the classic playbook. But today the oil market is telling a different story. The market is signaling this is a supply shock not a structural shortage. Yes, near-term inflation pressures is real, but it's not expected to spiral into a full-blown growth scare. And that's the distinction between a price shock and a valuation shock. It's everything. Let's get into it.

So let's talk about asset prices versus geopolitical risks. Now let's tackle the question I get almost daily: why have U.S. equities risen despite persistent geopolitical risks? At first glance, it seems irrational. But markets aren't ignoring risk – they're repricing it. When the conflict began, investors were dealing with what we call ambiguity. They had no framework, no probabilities, no clear sense of escalation paths. And when that happens, markets do what they always do. They de-risk aggressively. You can think of it like driving in a dense fog. You slow down, maybe even stop because you don't know what's ahead. In market terms, that's meant investors focused heavily on left tail risks. The worst-case scenarios: oil at \$150, for example, supply chains disrupted, or a broader regional war – that fear pushed equity prices lower. But here's what's changed, over time, ambiguity has evolved into uncertainty and that's subtle but a critical shift. Uncertainty means we don't know exactly what will happen but we can assign probabilities. We can model outcomes. Markets function again, to extend the analogy, the fog hasn't lifted completely, but now you can see the road and keep driving. And when markets can model risk, something important changes, the risk premium begins to fall.

Now, the other aspect of this is that epic fury is transforming into economic fury. Let me give you a concrete example. In the early days of the conflict, what we referred to as epic fury, the distribution of outcomes was heavily skewed to the downside. The left tail was fat; the right tail positive outcomes were barely considered. Fast forward to today – the market has recalibrated. The conflict is increasingly viewed through an economic lens. Sanctions, trade routes, energy flows – what we call economic fury. Take the Strait of Hormuz, early fears centered on a full closure, a catastrophic scenario for global oil supply. Today, markets assign a lower probability to that outcome. It's still there but probably not as permanent as one might have thought earlier. It's still a risk, but not the base case. So what's happened? The left tail has shrunk. The right tail scenarios where growth remains intact has expanded, and when that happens, the balance shifts. Equity prices move higher not because risks disappear but because they're better understood and earnings always drive prices. Now layer in this factor of earnings strength. Despite everything, U.S. corporates have continued to deliver. Margins have held up. Productivity gains, especially from AI adoption, are starting to show through, and fiscal support remains meaningful. Think about where the U.S. consumer started this shock energy. Energy as a share of household spending is near historical lows. That's a huge buffer. It's one reason why, even with gasoline prices rising, consumption hasn't collapsed. Compare that to Europe, where energy dependence is far higher, or Asia where supply chains are more

exposed to Middle East flows. The U.S. simply entered this period from a position of higher strength and growth remains on track.

Let me pause here and offer a historical parallel. In 2014, during the Crimea crisis, markets initially sold off sharply, but within months equities had recovered and moved higher. Why? Because the event, while serious, didn't materially alter global growth trajectories. We're seeing a similar dynamic today. Markets are not saying geopolitics don't matter. They're saying given what we know, the most likely outcomes do not derail growth materially. Now this brings us to positioning. The key takeaway here is that this has been a dislocation, not a deterioration. Prices move sharply, sentiment shifted but the underlying fundamentals, particularly in the U.S., have remained reasonably intact. Historically, those are moments that create opportunity. After the Gulf War in 1991, equities rallied strongly once it became clear that the conflict would be contained. After the 2011 Arab Spring, markets experienced volatility but ultimately moved higher as growth persisted. Time and again, we see the same pattern when markets transition from fear of the unknown to management of the known risk assets recover.

Now it's going to be bumpy but not broken as far as markets are concerned. Now that doesn't mean the path forward is smooth. Volatility will remain. Oil prices are unlikely to return to pre-conflict lows anytime soon, and inflation pressures, especially at the consumer level, may linger for a longer period of time. We've already seen how refined products, gasoline and diesel are amplifying the impact at the pump. That's real and it will weigh on sentiment. But stepping back, the broader picture is one of resilience. The U.S. continues to benefit from structural tailwinds, fiscal policy, deregulation, technological innovation. Europe and Asia face more challenges, particularly around energy security but even their policy responses are beginning to take shape.

So where does that leave us? For financial advisors, the message is clear. First, don't confuse volatility with deterioration. They are not the same. Second, understand how markets process risk. This shift from ambiguity to uncertainty is often the turning point. And third, recognize that dislocations, while uncomfortable, often present the best opportunities to re-engage with the long-term growth strategies. Markets are forward looking. I'll leave you with this thought: markets don't wait for clarity, if they did, we'd all invest too late. They move when the worst-case scenarios become less likely, not when they disappear, and that's exactly what we've seen in recent weeks.

Thank you all for listening to this edition of Caron's Corner, and we'll be back with another one soon.

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