

Boston Trust



August 2024

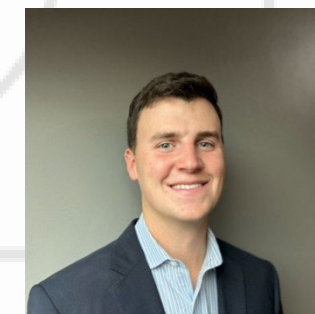
Economic Recap: Housing, Rates & Construction Costs National & Local

Boston Trust
Economic Snapshot |

We present the August edition of the Boston Trust Economic Snapshot: Housing, Rates & Construction Costs.

Despite a national decline in home sales, Massachusetts saw an increase in sales compared to last year, though condo sales dropped, following national trends. As we enter the fall market, buyer competition is expected to decrease, making it a great time for buyers to purchase. Mortgage rates remained steady in August, then dropped to 6.1% in early September, the lowest since February, due to a recent Federal Reserve rate cut. Sellers should consider listing now, as lower rates and limited inventory will attract motivated buyers looking to close before the holidays.

No matter how complex your next project may be, Boston Trust has the experience and knowledge to be your trusted lender.



Dave Carey
Boston Trust
Business Development Representative
508-298-4325
dcarey@bostontrustcorp.com

Monthly New Residential Sales, August 2024

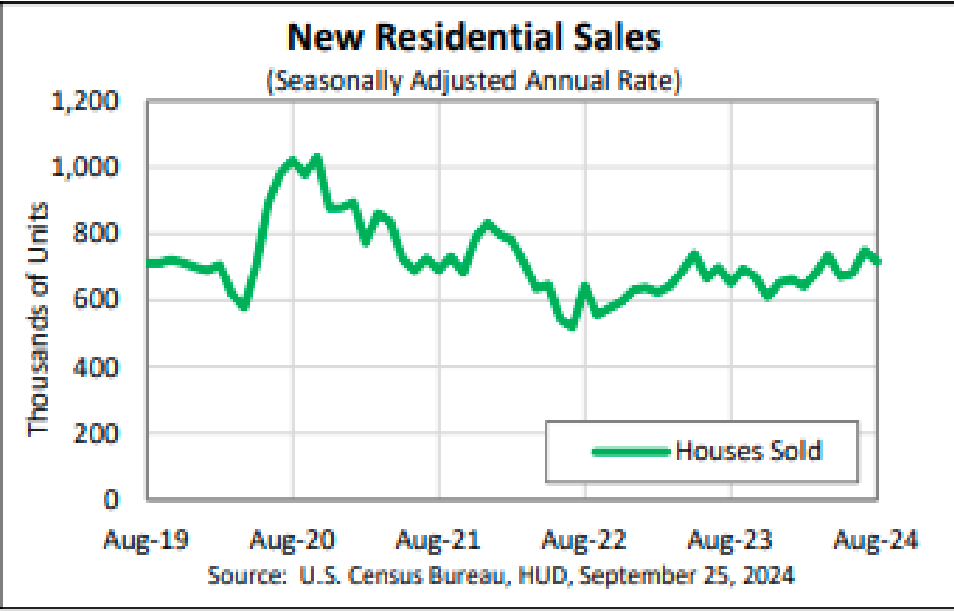
September 25, 2024 – The U.S. Census Bureau and the U.S. Department of Housing and Urban Development (HUD) jointly announced the following new residential sales statistics for August 2024:

NEW RESIDENTIAL SALES

AUGUST 2024

New Houses Sold¹:	716,000
New Houses For Sale²:	467,000
Median Sales Price:	\$420,600
Next Release: October 24, 2024	

¹Seasonally Adjusted Annual Rate (SAAR)
²Seasonally Adjusted
 Source: U.S. Census Bureau, HUD, September 25, 2024

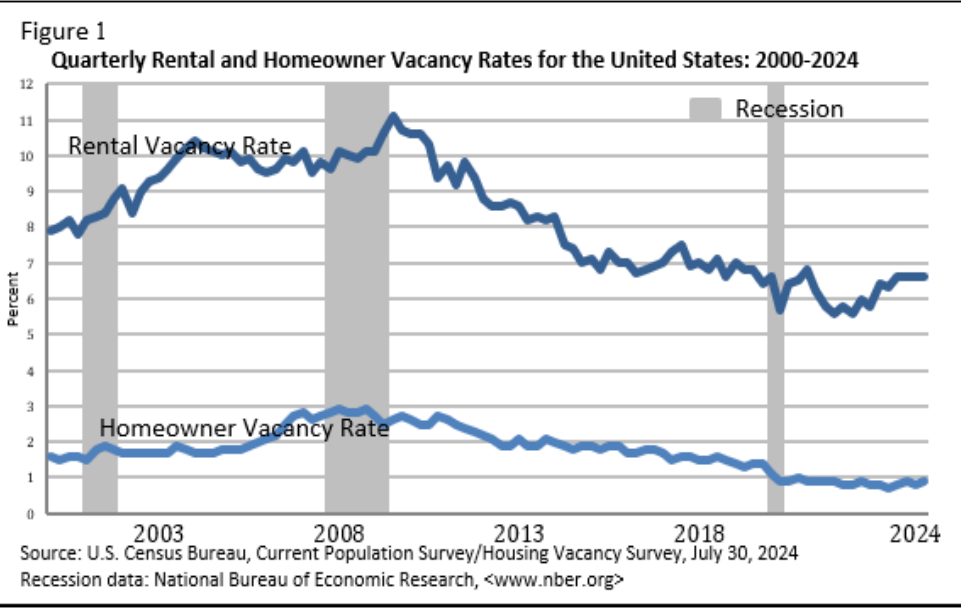


RESIDENTIAL VACANCIES AND HOMEOWNERSHIP

SECOND QUARTER 2024

Rental Vacancy Rate	6.6%
Homeowner Vacancy Rate	0.9%
Homeownership Rate	65.6%
Next release: October 29, 2024	

Data are not adjusted for seasonality.
 Source: U.S. Census Bureau, Current Population Survey/Housing Vacancy Survey, July 30, 2024



New Home Sales

In August 2024, new single-family home sales reached an annual rate of 716,000, down 4.7% from July but up 9.8% from August 2023. The data includes a wide margin of error, with monthly estimates varying by ±10.6% and annual estimates by ±22.1%.

Sales Price

The median sales price of new houses sold in August 2024 was \$420,600. The average sales price was \$492,700.

For Sale Inventory and Months' Supply

At the end of August 2024, the seasonally adjusted estimate of new houses for sale was 467,000, representing a 7.8-month supply at the current sales pace.

Massachusetts August 2024

MASSACHUSETTS

AUG | '24

SINGLE FAMILIES

↑ HOMES SOLD UP 2.2% ↑ AVERAGE PRICE UP 5.5%



CONDOS

↓ HOMES SOLD DOWN 3.6% ↑ AVERAGE PRICE UP 0.9%



MULTI-FAMILIES

↑ HOMES SOLD UP 7.6% ↑ AVERAGE PRICE UP 4.8%



Per MLS PIN & Warren Data

Home sales are up 1.0% year-over-year, with August 2024 at 6,911 compared to 6,840 last August. Sales are up for Single and Multi-Family homes, but down for Condos.

- Single Families: 4,404 (2023) | 4,499 (2024)
- Condominiums: 1,871 (2023) | 1,804 (2024)
- Multi-Families: 565 (2023) | 608 (2024)

The average sale price increased 4.4% year-over-year, now at \$742,718 compared to \$711,386 in August 2023. Prices rose across all categories.

- Single Families: \$736,271 (2023) | \$776,757 (2024)
- Condominiums: \$664,284 (2023) | \$670,262 (2024)
- Multi-Families: \$673,387 (2023) | \$705,827 (2024)

National Mortgage Foreclosure & Delinquency

Serious Delinquency Mortgage Payments (90 days past due or in foreclosure)

National Delinquency Rate

The national delinquency rate fell 3 basis points (bps) to 3.34% in August, dropping 0.9% for the month but up 5.1% from last year

- **Serious delinquencies:** rose 14K (+3.3%) to a six-month high, but remain historically low
- **Borrowers one payment past due:** Decreased by 26,000 in August.
- **60-day delinquencies:** Rose by 1,000.

Foreclosures and Prepayments

- **Foreclosure starts:** Fell by 9% from the month prior and remain 32% below their 2019 levels
- **Foreclosure sales:** 5.6K completed foreclosures in August+2.6% increase month-over-month-18.1% decline compared to August 2023 58% below August 2019 levels
- **Prepayments:** Prepayment rate (SMM) rose to 0.62%, the highest level since August 2022+4.7% increase from July+18.0% increase year-over-year due to easing mortgage rates

	August 2024	Month-over-month change	Year-over-year change	12-month trend
Total U.S. loan delinquency rate (loans 30 or more days past due, but not in foreclosure):	3.34%	↓ -0.88%	↑ 5.11%	
Total U.S. foreclosure pre-sale inventory rate:	0.35%	↓ -0.85%	↓ -14.57%	
Total U.S. foreclosure starts:	27,000	↓ -8.61%	↓ -14.20%	
Monthly Prepayment Rate (SMM):	0.62%	↑ 4.67%	↑ 18.00%	
Total U.S. foreclosure sales:	5,700	↑ 2.58%	↓ -18.09%	
Number of properties that are 30 or more days past due, but not in foreclosure:	1,801,000	↓ -11,000	↑ 117,000	
Number of properties that are 90 or more days past due, but not in foreclosure:	450,000	↑ 14,000	↑ 2,000	
Number of properties in foreclosure pre-sale inventory:	187,000	↓ -1,000	↓ -28,000	
Number of properties that are 30 or more days past due or in foreclosure:	1,988,000	↓ -12,000	↑ 89,000	

Legend
■ Low ■ High

United States Prime Rate

The Current U.S. (Fed) Prime Rate is: **8.00%**

September 18, 2024: The FOMC has voted to lower the target range for the fed funds rate to **4.75% - 5.00%**. Therefore, the **United States Prime Rate is now 8.00%**

The next FOMC meeting and decision on short-term interest rates will be on **November 7, 2024.**

Primary Mortgage Market Survey®

U.S. weekly averages as of 09/05/2024

30-Yr FRM

6.35%

1-Wk change 0

1-Yr change √-0.77

4-Wk avg. 6.41%

52-Wk avg. 6.95%

52 Week Range

6.35%  7.79%

15-Yr FRM

5.47%

1-Wk change √-0.04

1-Yr change √-1.05

4-Wk avg. 5.57%

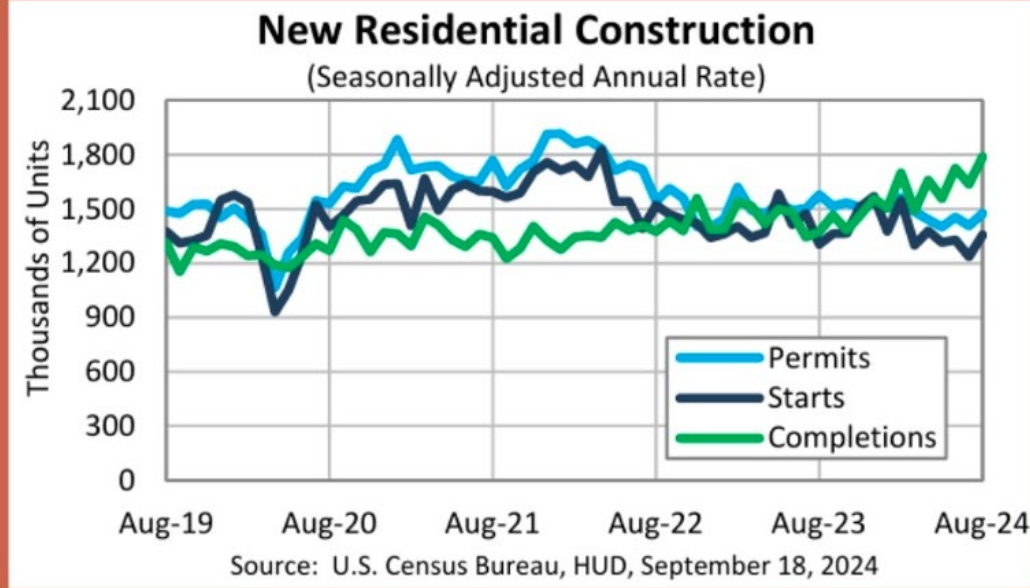
52-Wk avg. 6.24%

52 Week Range

5.47%  7.03%

Construction

August 2024



Building Permits:

↑ 4.9% MoM

Housing Starts:

↑ 9.6% MoM

Housing Completions:

↑ 9.2% MoM

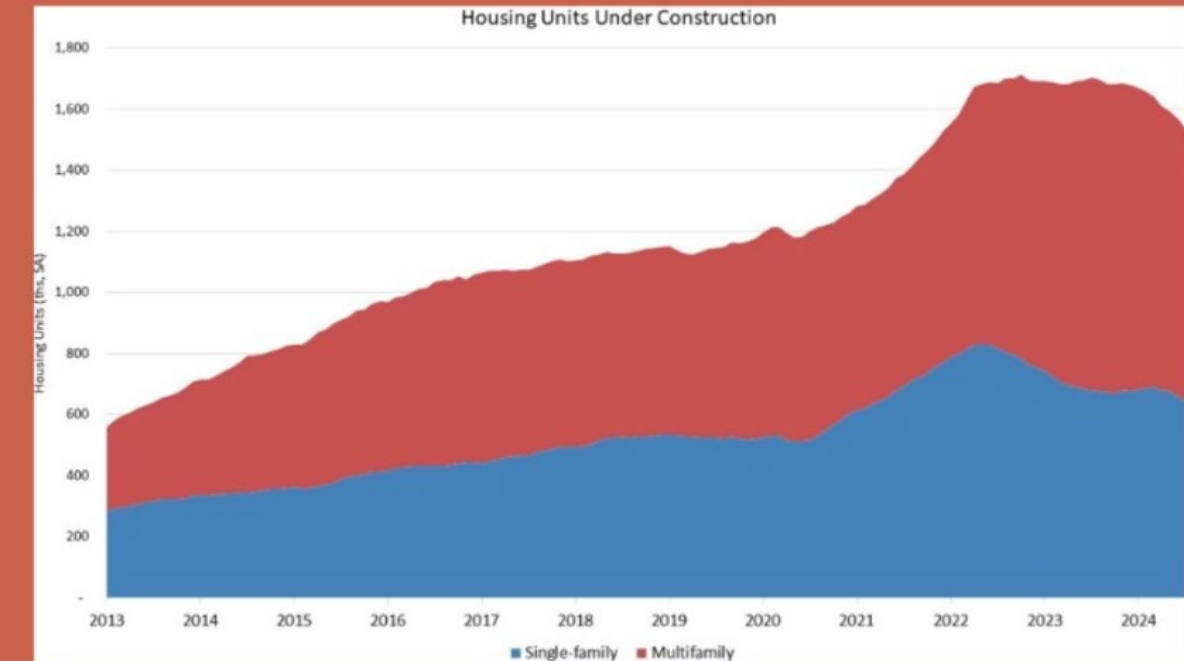
U.S. CONSTRUCTION MATERIAL COST CHANGES

From Producer Price Index (PPI) Series

August 2024

Materials	MoM	YoY
Asphalt	-3.3% ↓	0.1% ↑
Paint Materials	0.3% ↑	-7.8% ↓
Softwood Lumber	2.9% ↑	-6.1% ↓
Hardwood Lumber	0.2% ↑	6% ↑
Hardwood Flooring	-0.1% ↓	0.3% ↑
Millwork	0.4% ↑	1% ↑
Plywood	-1.2% ↓	-4% ↓
Plumbing Fixtures	0.7% ↑	1.8% ↑
Heating Equipment	0.1% ↑	3% ↑
Lighting Fixtures	0.2% ↑	2.3% ↑
Cement	0.2% ↑	5.6% ↑
Copper Wire	-5.1% ↓	7.7% ↑
Domestic Water Heaters	0	3.5% ↑
Hardware	0.1% ↑	-0.6% ↓
Air Conditioning & Refridg.	1.9% ↑	3.6% ↑
Household Appliances	1.6% ↑	1% ↑
Insulation Materials	0%	6.1% ↑

August 2024



SINGLE FAMILY: ↑

MULTI-FAMILY: ↑

Headquarters Location

100 Hallet Street, Suite 101
Boston, MA 02124



Contact

dcarey@bostontrustcorp.com
508.298.4325 | 617.752.7000

bostontrustcorp.com



An aerial, high-angle photograph of a city harbor, likely New York City, showing a large ship docked at a pier. The image is heavily faded and has a light beige tint. The text "Fast Financing you can Trust" is overlaid in a dark red, serif font across the center of the image.

Fast Financing you can Trust