

Boston Trust



January 2026

Boston Trust
Economic Snapshot

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



Due to the recent government shutdown, several of the federal data sources we rely on are either delayed or temporarily inaccessible. As a result, some of the information we typically include is not yet available.

This email contains all currently released data for January 2026. As additional updates are published, we will incorporate them into upcoming Economic Recaps. Thank you for your understanding!

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The January edition of the Boston Trust Economic Snapshot: Housing, Rates & Construction Costs.

January brought the expected seasonal slowdown after December's activity spike, but buyer demand remains steady as consumers adjust to today's rate environment. Nationally, sales dipped month over month due to winter weather and the post-holiday pause, while prices held firm thanks to limited inventory.

The Northeast continues to show resilience, with steady demand, tight supply, and stable year-over-year pricing despite affordability challenges. While the market isn't booming, it is stabilizing — and low inventory continues to support home values in our region.

South Florida is experiencing a different trend, with year-over-year gains in both sales and pricing across several counties. Migration, international buyers, and improved mortgage rates are helping drive activity, even as inventory begins to expand in select segments.

The National Association of Realtors reported an 8.4% decline in existing-home sales in January, with weather likely playing a role. Meanwhile, mortgage rates have remained in the high-5% to low-6% range — lower than late 2024 — keeping motivated buyers engaged. If you've been waiting for rates to drop before making a move, it may be costing you more than you think. Many homeowners successfully sell and buy at the same time — whether upgrading, downsizing, or relocating — with the right strategy in place. A customized plan can help you maximize your sale and secure your next home with confidence.

With tax season approaching, now is also a great time to prepare and plan ahead before meeting your tax professional. No matter how complex your next project may be, Boston Trust has the experience and knowledge to be your trusted lender.



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Massachusetts January 2026

MASSACHUSETTS

JAN | '26

SINGLE FAMILIES

↓ HOMES SOLD DOWN -12.7%
↓ AVERAGE PRICE DOWN -0.8%

CONDOS

↓ HOMES SOLD DOWN -3.2%
↑ AVERAGE PRICE UP 6.2%

MULTI-FAMILIES

↓ HOMES SOLD DOWN -10.1%
↑ AVERAGE PRICE UP 3.1%



Per MLSPIN & Warren Data

Combined across all property types, home sales declined 9.8% compared to last year. January 2026 recorded 3,808 closings, down from 4,222 in January 2025, with decreases seen in every category.

Single families: 2,639 (2025) | 2,305 (2026)
Condominiums: 1,158 (2025) | 1,121 (2026)
Multi-families: 425 (2025) | 382(2026)

The overall average sale price rose 1.1% year over year, reaching \$750,789 compared to \$742,759 last January. While single-family home prices saw a slight decline, condo and multi-family property values moved higher.

Single families: \$782,103 (2025) | \$775,962 (2026)
Condominiums: \$656,387 (2025) | \$696,946 (2026)
Multi-families: \$733,796 (2025) | \$756,902 (2026)

National Mortgage Foreclosure & Delinquency

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

National Delinquency Rate

Mortgage performance showed mixed signals in January. The national delinquency rate dipped slightly to 3.65%, remaining below pre-pandemic levels. The improvement was largely driven by fewer homeowners falling 30 or 60 days behind on payments compared to December. However, more serious distress is rising. Over 850,000 borrowers are now 90+ days delinquent or in active foreclosure — an increase of more than 100,000 from a year ago and the highest level since mid-2022.

Foreclosures and Prepayments

Foreclosures:

Foreclosure activity moved higher in January, with 42,000 new foreclosure filings — the largest monthly figure since early 2020 and a 5% increase compared to last year. Completed foreclosure sales also climbed, rising 28% year over year

Prepayments:

Prepayment activity slowed in January, with the single month mortality (SMM) rate declining 19 basis points to 0.72% after running higher in recent months. A rise in interest rates in December contributed to fewer home sales and a drop in refinance activity to start the year.

| | January 2026 | 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): | 3.65% | ↓ -0.93% | ↑ 5.04% | |
| Total U.S. foreclosure pre-sale inventory rate: | 0.46% | ↑ 6.78% | ↑ 22.38% | |
| Total U.S. foreclosure starts: | 42,000 | ↑ 6.47% | ↑ 4.77% | |
| Monthly Prepayment Rate (SMM): | 0.72% | ↓ -21.17% | ↑ 49.59% | |
| Total U.S. foreclosure sales: | 8,100 | ↑ 13.38% | ↑ 27.87% | |
| Number of properties that are 30 or more days past due, but not in foreclosure: | 2,006,000 | ↓ -19,000 | ↑ 121,000 | |
| Number of properties that are 90 or more days past due, but not in foreclosure: | 595,000 | ↑ 35,000 | ↑ 55,000 | |
| Number of properties in foreclosure pre-sale inventory: | 255,000 | ↑ 16,000 | ↑ 49,000 | |
| Number of properties that are 30 or more days past due or in foreclosure: | 2,261,000 | ↓ -3,000 | ↑ 170,000 | |

Legend
■ Low ■ High

United States Prime Rate

The Current U.S. (Fed) Prime Rate is: **6.75%**

January 28, 2026: The FOMC has voted to keep the target range for the fed funds rate at **3.50% - 3.75%**. Therefore, **the U. S. Prime Rate continues at 6.75%**

The next FOMC meeting and decision on short-term interest rates will be on **March 18, 2026**.

15-year Fixed-Rate Mortgage

5.44%

30-year Fixed-Rate Mortgage

5.98%

Construction

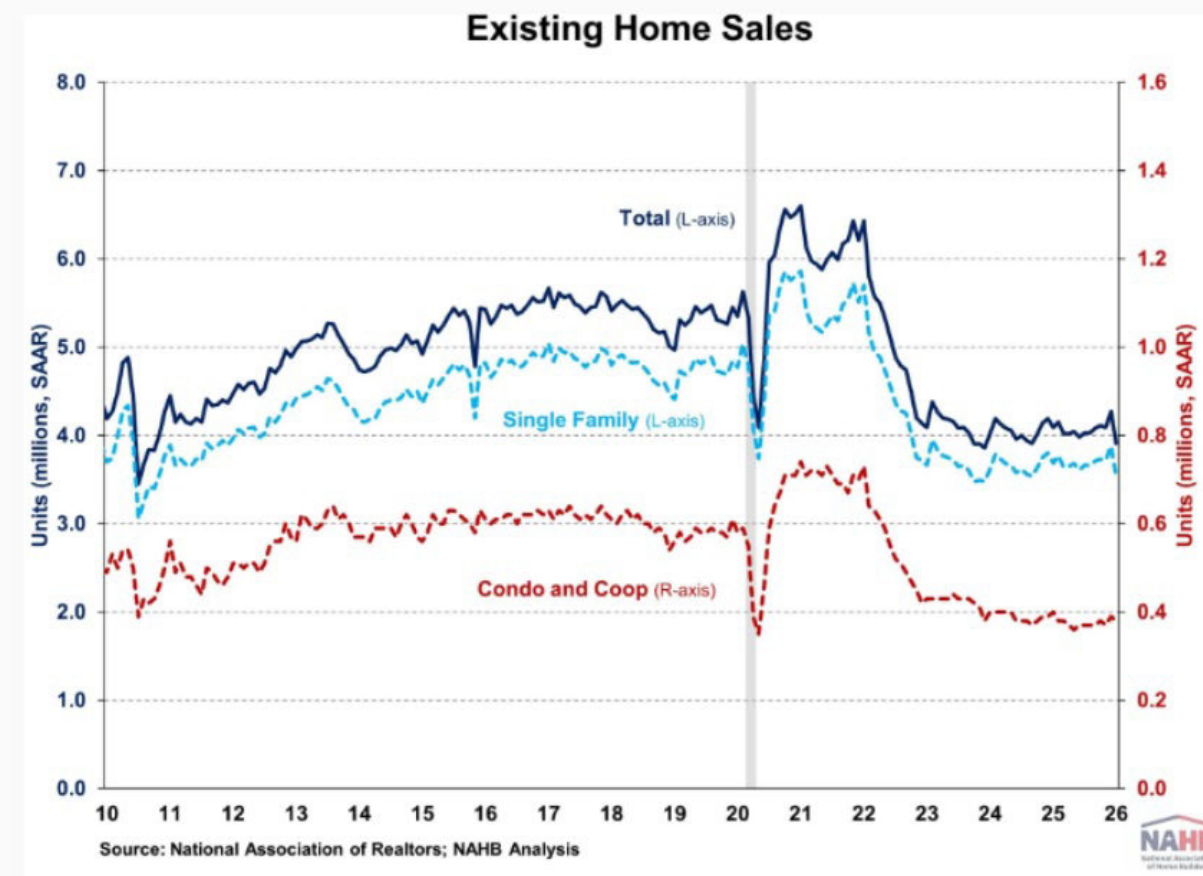
U.S. CONSTRUCTION MATERIAL COST CHANGES

From Producer Price Index (PPI) Series

January 2026

| Materials | MoM | YoY |
|-----------------------------|----------|----------|
| Floor Coverings | -0.6% ↓ | 0.8% ↑ |
| Household Appliances | +0.2% ↑ | 3.2% ↑ |
| Asphalt | +2.9% ↑ | -11.9% ↓ |
| Paint Materials | +10.4% ↑ | 9.1% ↑ |
| Softwood Lumber | +1.7% ↑ | -2.8% ↑ |
| Hardwood Lumber | +0.3% ↑ | 5.9% ↑ |
| Millwork | +0.3% ↑ | 0.5% ↑ |
| Plywood | 0% | -4.4% ↓ |
| Hardware | +0.3% ↑ | 2.0% ↑ |
| Plumbing Fixtures | +0.5% ↑ | 8.3% ↑ |
| Heating Equipment | +0.3% ↑ | 7.1% ↑ |
| Lighting Fixtures | +0.7% ↑ | 5.6% ↑ |
| Air Conditioning & Refridg. | +0.2% ↓ | 1.6% ↓ |
| Cement | -0.4% ↓ | -1.1% ↓ |
| Copper Wire and Cable | 0% | 27.3% ↑ |
| Domestic Water Heaters | +0.3% ↑ | 9.5% ↑ |
| Gypsum Products | 0% | 0.1% ↑ |
| Gypsum Products | 0% | 0.1% ↑ |

JANUARY 2026 EXISTING HOME SALES



Single-Family Homes

Condominiums and Co-Ops

<https://eyeonhousing.org/2026/02/existing-home-sales-retreat-amid-low-inventory/>

Headquarters Location

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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 overlay. The text "Fast Financing you can Trust" is superimposed in a dark red, serif font across the center of the image.

Fast Financing you can Trust