



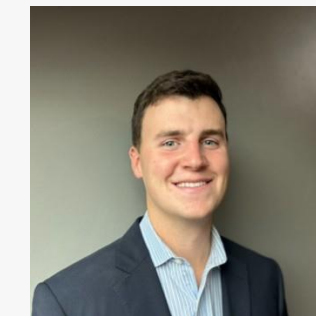
June 2025

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

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

As of June 2025, national home sales saw a decline of 2.7%, reflecting a slight cooling in the broader housing market. Despite this downward trend across much of the country, Massachusetts continues to show resilience. The state experienced an increase in the number of homes sold, signaling ongoing demand and relative market strength in the region. According to Mortgage News Daily, mortgage rates finished June around 6.7%. So far in July, rates have remained fairly steady, hovering between 6.7% and 6.8%. While these figures are higher than pandemic-era lows, the consistency offers some predictability for both buyers and sellers navigating the current landscape.

In light of these shifting market dynamics, it's more important than ever for sellers to be informed and strategic. Correctly pricing a home from the outset can significantly impact how quickly it sells and how much interest it generates. In today's environment, overpricing may result in extended time on the market, potentially leading to price reductions down the line. For buyers, the market is beginning to offer more favorable conditions. An increase in housing inventory means more choices and greater flexibility when shopping for a home. With more properties available, buyers may find themselves in a stronger negotiating position, giving them the opportunity to find the right fit without the pressure of intense bidding wars. 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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Monthly New Residential Sales, June 2025

July 24th, 2025 – 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 June 2025:



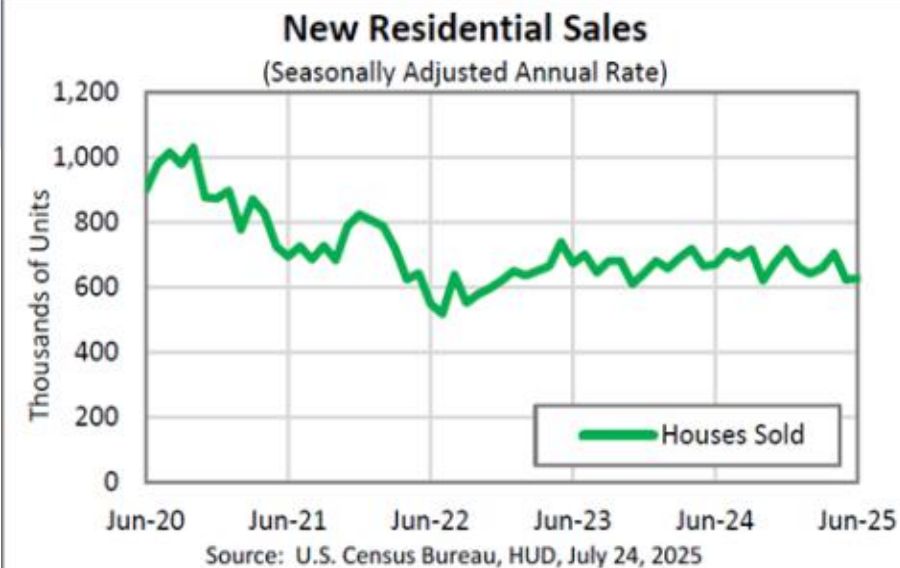
NEW RESIDENTIAL SALES JUNE 2025

New Houses Sold¹: 627,000
New Houses For Sale²: 511,000
Median Sales Price: \$401,800
Next Release: August 25, 2025

¹Seasonally Adjusted Annual Rate (SAAR)

²Seasonally Adjusted

Source: U.S. Census Bureau, HUD, July 24, 2025

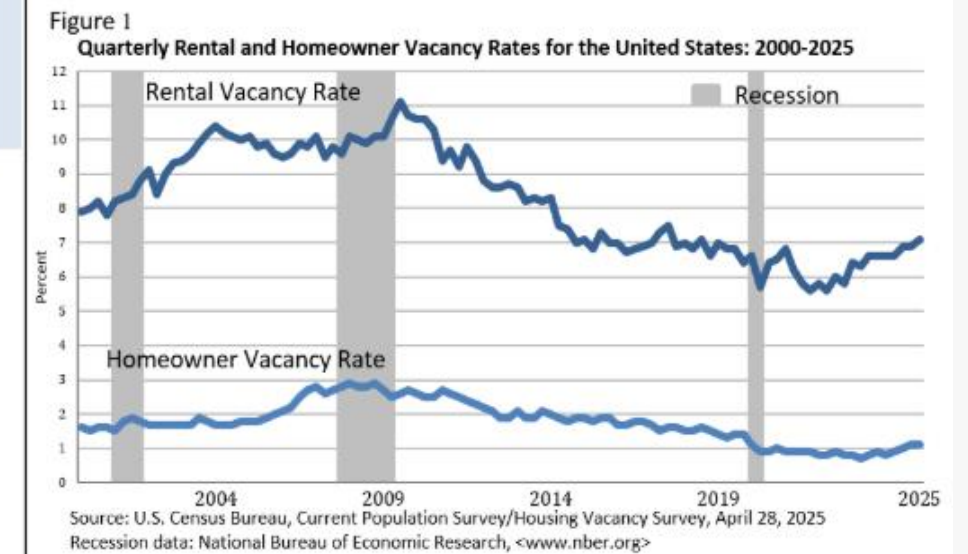


RESIDENTIAL VACANCIES AND HOMEOWNERSHIP FIRST QUARTER 2025

Rental Vacancy Rate 7.1%
Homeowner Vacancy Rate 1.1%
Homeownership Rate 65.1%

Next release: July 28, 2025

Data are not adjusted for seasonality.
Source: U.S. Census Bureau,
Current Population Survey/Housing Vacancy Survey, April 28, 2025



New Home Sales

In June 2025, new single-family home sales reached a seasonally adjusted annual rate of 627,000, slightly up 0.6% from May but down 6.6% compared to June 2024, according to the U.S. Census Bureau and Housing and Urban Development.

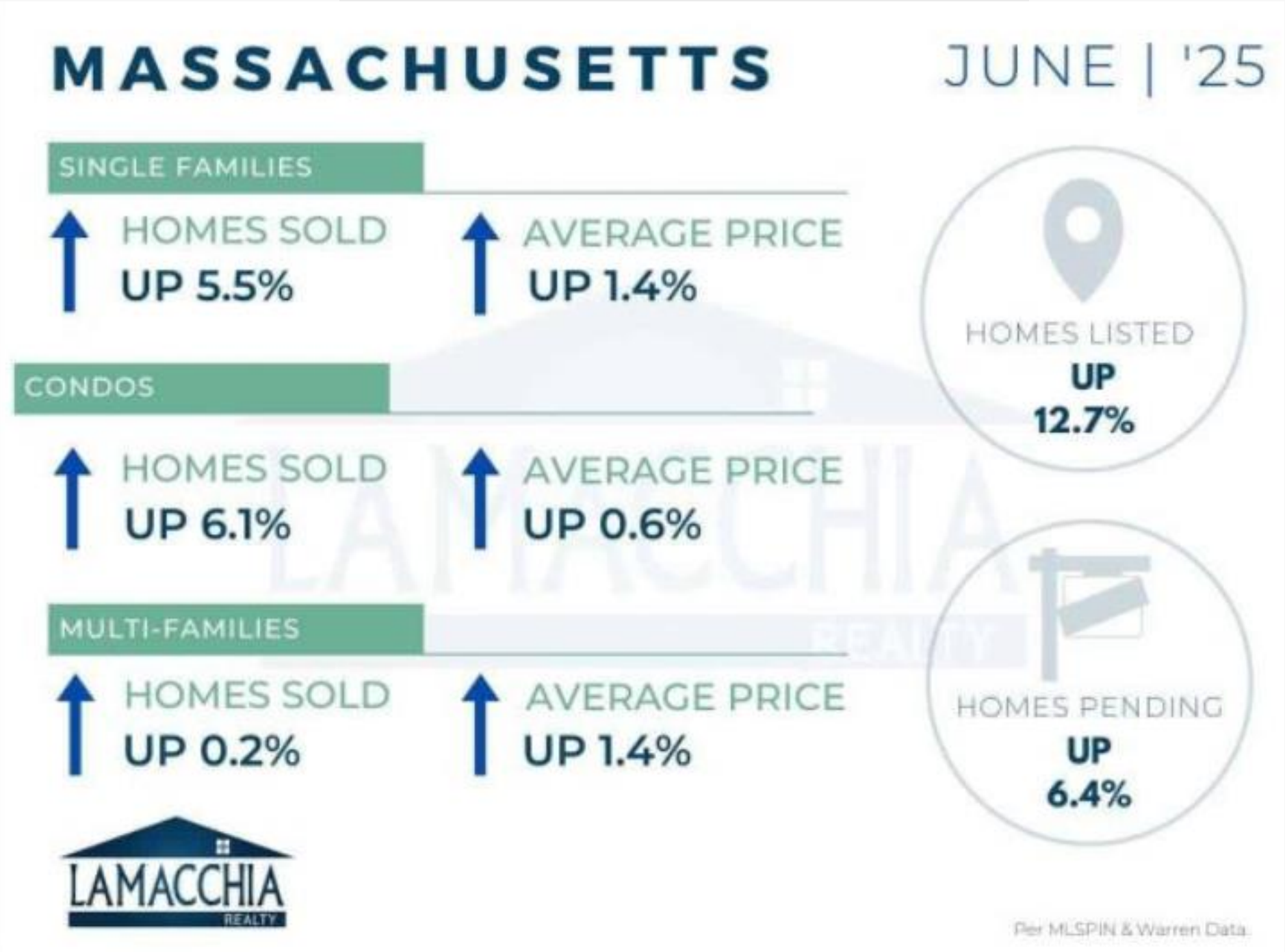
Sales Price

In June 2025, the median price for new homes sold was \$401,800—down 4.9% from May and 2.9% lower than June 2024. The average price was \$501,000, a 2.0% drop from May but 1.1% higher than the same time last year.

For Sale Inventory and Months' Supply

At the end of June 2025, there were an estimated 511,000 new homes for sale, up 1.2% from May and 8.5% higher than June 2024. This equals a 9.8-month supply at the current sales pace, slightly above May's 9.7 months and well above the 8.4 months recorded a year earlier.

Massachusetts June 2025



Home sales rose 5.3% compared to the same time last year, reaching 7,312 in June 2025, up from 6,946 in June 2024. All property types saw an increase in sales.

Single families: 4,459 (2024) | 4,706 (2025)
Condominiums: 1,938 (2024) | 2,056 (2025)
Multi-families: 549 (2024) | 550 (2025)

The average selling price rose by 1.4% from a year ago, reaching \$807,703 in June 2025, up from \$796,822 in June 2024. All property categories experienced price growth.

Single families: \$841,838 (2024) | \$853,512 (2025)
Condominiums: \$705,315 (2024) | \$709,517 (2025)
Multi-families: \$754,216 (2024) | \$782,783 (2025)

National Mortgage Foreclosure & Delinquency

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

National Delinquency Rate

The national mortgage delinquency rate increased by 15 basis points in June, reaching 3.35%. This rise was largely due to an uptick in early-stage delinquencies, indicating more borrowers are beginning to fall behind on their payments.

Delinquencies: FHA loan delinquencies, which are typically more sensitive to seasonal shifts, climbed by 41 basis points in June—marking the highest level for that month since 2013, not counting the pandemic years. Serious delinquencies (90+ days past due but not yet in foreclosure) remained steady for the month but are up 8% year-over-year, with FHA loans now making up over 51% of all serious delinquencies nationwide.

Foreclosures and Prepayments

- **Foreclosures:** Foreclosure activity has continued its gradual climb from the historically low levels seen during the pandemic. As of the latest data, the number of loans in active foreclosure is up 10% compared to a year ago. Additionally, both foreclosure starts and completed sales have shown year-over-year increases for four consecutive months, signaling a steady upward trend in distressed property actions.
- **Prepayments:** Prepayment activity, as measured by the single month mortality rate, edged down by 6 basis points to 0.65%—a decline largely attributed to the impact of higher interest rates. Despite the monthly drop, prepayment levels remain 22% higher than they were at the same point last year, reflecting improved borrower behavior compared to 2024.

	June 2025		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):	3.35%	↑	4.74%	↓	-3.80%	
Total U.S. foreclosure pre-sale inventory rate:	0.38%	↑	0.20%	↑	9.90%	
Total U.S. foreclosure starts:	31,000	↑	9.68%	↑	36.50%	
Monthly Prepayment Rate (SMM):	0.65%	↓	-8.74%	↑	21.91%	
Total U.S. foreclosure sales:	6,300	↓	-9.70%	↑	18.17%	
Number of properties that are 30 or more days past due, but not in foreclosure:	1,834,000	↑	90,000	↓	-39,000	
Number of properties that are 90 or more days past due, but not in foreclosure:	466,000	↑	0	↑	35,000	
Number of properties in foreclosure pre-sale inventory:	208,000	↑	1,000	↑	22,000	
Number of properties that are 30 or more days past due or in foreclosure:	2,042,000	↑	91,000	↓	-17,000	
Legend						
Low High						

United States Prime Rate

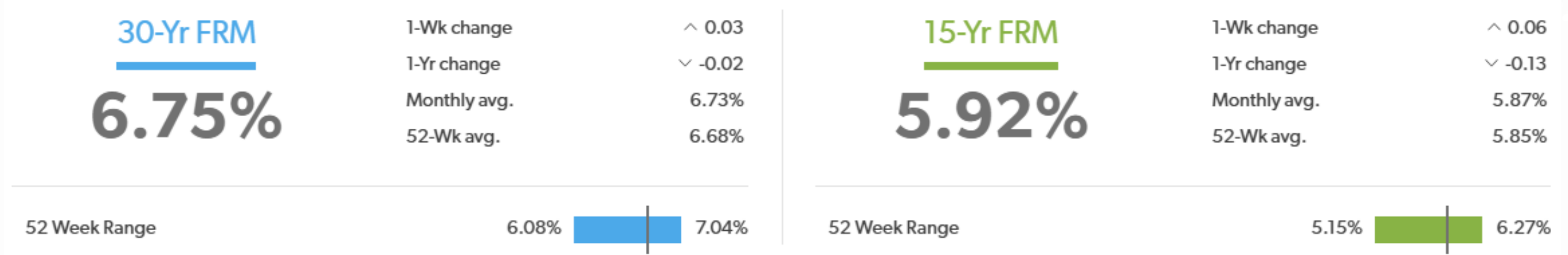
The Current U.S. (Fed) Prime Rate is: **7.50%**

June 18, 2025: The FOMC has voted to leave the target range for the fed funds rate at **4.25% - 4.50%**. Therefore, the United States Prime Rate remains at **7.50%**

The next FOMC meeting and decision on short-term interest rates will be on **July 30, 2025**.

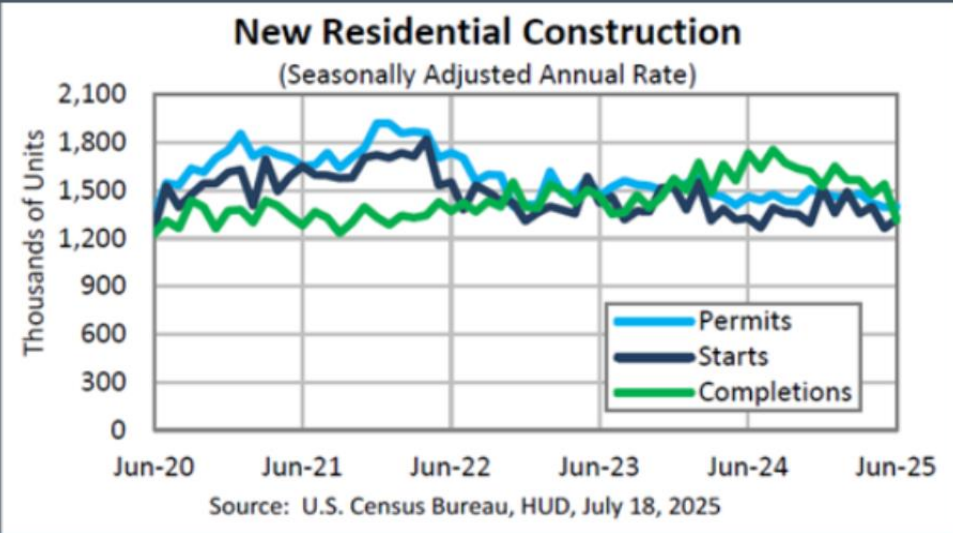
Primary Mortgage Market Survey®

U.S. weekly averages as of 07/17/2025



Construction

June 2025



Building Permits: ↑ 0.2% MoM

Housing Starts: ↑ 4.6% MoM

Housing Completions: ↓ 14.7% MoM

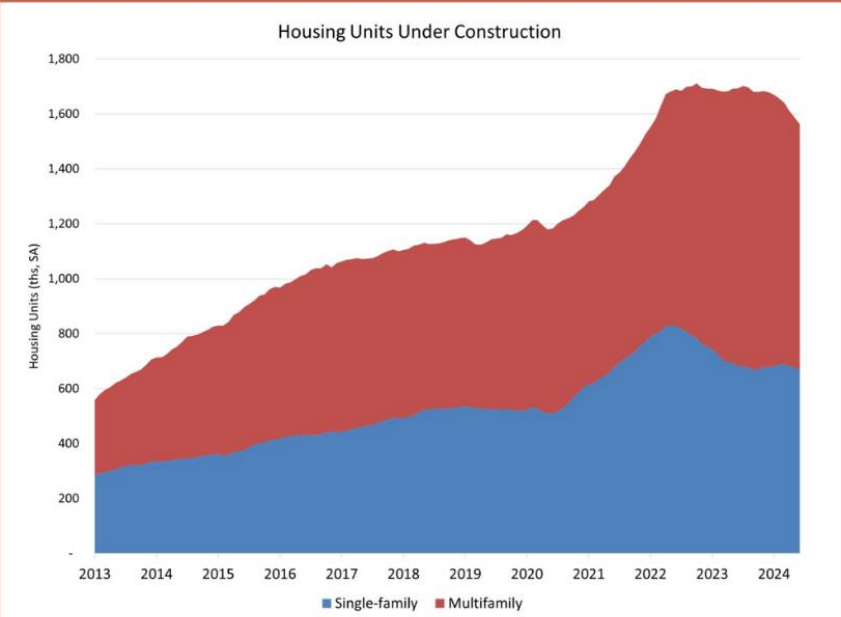
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U.S. CONSTRUCTION MATERIAL COST CHANGES

From Producer Price Index (PPI) Series

Materials	MoM	YoY
Asphalt	-5.2% ↓	-11.6% ↓
Paint Materials	0.4% ↑	6% ↑
Softwood Lumber	2% ↑	7.7% ↑
Hardwood Lumber	-0.2% ↓	4.9% ↑
Hardwood Flooring	-0.4% ↓	1.1% ↑
Millwork	0.2% ↑	0.3% ↑
Plywood	-0.7% ↓	-1.1% ↓
Plumbing Fixtures	0.4% ↑	5.2% ↑
Heating Equipment	0.5% ↑	5.7% ↑
Lighting Fixtures	2.7% ↑	5.9% ↑
Cement	0.4% ↑	2% ↑
Copper Wire	0.1% ↑	3% ↑
Domestic Water Heaters	0 ↑	8.6% ↑
Hardware	2.4% ↑	6.8% ↑
Air Conditioning & Refridg.	1.7% ↑	4.3% ↑
Household Appliances	0.4% ↑	1.9% ↑
Insulation Materials	-0.9% ↓	1% ↑

JUNE 2025



SINGLE FAMILY:

MULTI-FAMILY:

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An aerial, high-angle photograph of a city skyline, likely New York City, viewed from across a large body of water. The image is heavily faded and has a light gray overlay, making the details of the buildings and streets less distinct. The text "Fast Financing you can Trust" is superimposed in a large, dark red, serif font across the middle of the image.

Fast Financing you can Trust