

# Boston Trust



March 2024

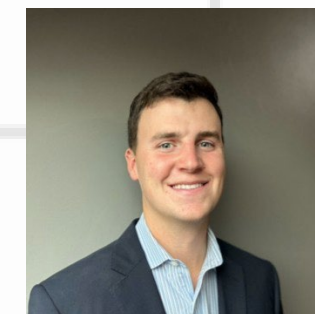
**Boston Trust**  
Economic Snapshot |

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

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

In March, the real estate landscape saw notable changes with mortgage rates hovering around 7%. For buyers, this meant a slight advantage as increased inventory provided more choices, though competition remains fierce. While home sales are slowly rebounding, stable prices underscore the importance of being well-prepared and understanding financing options amid fluctuating rates. On the other hand, sellers must adapt to a shifting market where setting competitive prices is vital amidst rising inventory levels. Those hesitating to list should consider entering the market during the spring season, driven by lifestyle changes and a growing supply. Looking ahead, the spring market is expected to flourish, with mortgage rates continuing to influence affordability and decision-making for both buyers and sellers, emphasizing the need for informed and flexible approaches in navigating market dynamics.

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, March 2024

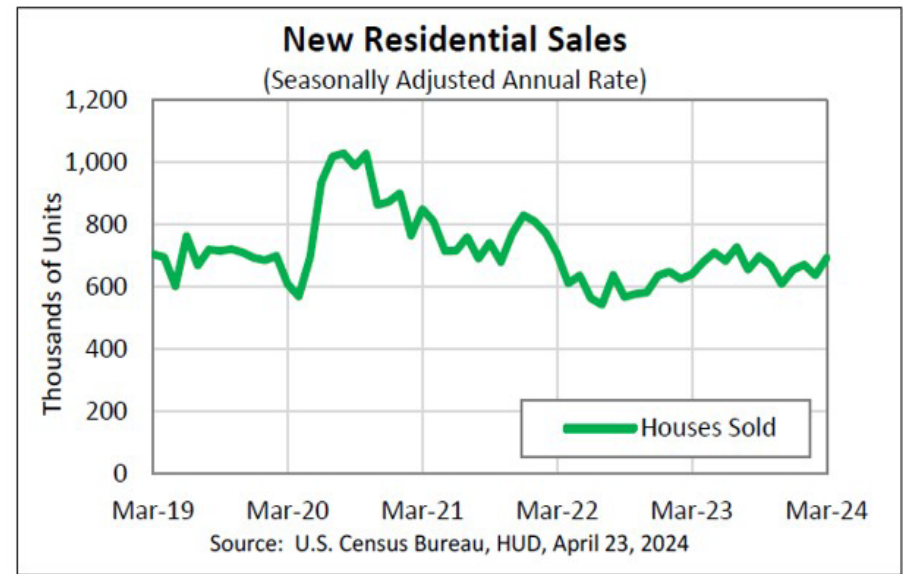
**April 25, 2024** – The U.S. Census Bureau and the U.S. Department of Housing and Urban Development (HUD) jointly announced the following new residential sales statistics for March 2024:

**NEW RESIDENTIAL SALES**

**MARCH 2024**

New Houses Sold <sup>1</sup> :	693,000
New Houses For Sale <sup>2</sup> :	477,000
Median Sales Price:	\$430,700
Next Release: May 23, 2024	

<sup>1</sup>Seasonally Adjusted Annual Rate (SAAR)  
<sup>2</sup>Seasonally Adjusted  
 Source: U.S. Census Bureau, HUD, April 23, 2024

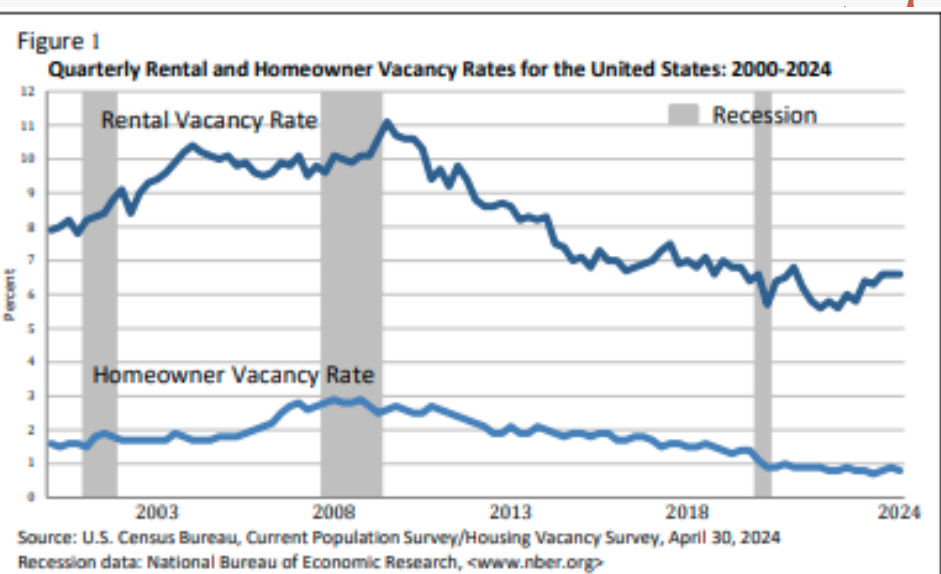


**RESIDENTIAL VACANCIES AND HOMEOWNERSHIP**

**FIRST QUARTER 2024**

Rental Vacancy Rate	6.6%
Homeowner Vacancy Rate	0.8%
Homeownership Rate	65.6%
Next release: July 30, 2024	

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



## New Home Sales

In March 2024, new single-family home sales reached a seasonally adjusted annual rate of 693,000, as reported by the U.S. Census Bureau and the Department of Housing and Urban Development. This represents an 8.8% increase from the revised February rate and an 8.3% increase from the March 2023 estimate.

## Sales Price

The median sales price of new houses sold was \$430,700, with an average sales price of \$524,800.

## For Sale Inventory and Months' Supply

At the end of March, the seasonally-adjusted estimate of new houses for sale was 477,000, indicating a supply of 8.3 months at the current sales rate.

# Massachusetts 2024

## MASSACHUSETTS

MAR | '24

### SINGLE FAMILIES

↓ HOMES SOLD **DOWN 7.4%**      ↑ AVERAGE PRICE **UP 8.8%**



### CONDOS

↓ HOMES SOLD **DOWN 5.9%**      ↑ AVERAGE PRICE **UP 9.9%**



### MULTI-FAMILIES

↓ HOMES SOLD **DOWN 9.1%**      ↑ AVERAGE PRICE **UP 7.2%**



Per MLSPIN & Warren Data.

March 2024 - Home sales saw a 7.1% decrease compared to the same period last year, totaling 4,423 compared to 4,761 in March 2023. Sales declined across all categories:

- Single-family homes: 2,769 (2023) | 2,563 (2024)
- Condominiums: 1,520 (2023) | 1,431 (2024)
- Multi-family homes: 472 (2023) | 429 (2024)

However, the average sale price increased by 9% year-over-year, reaching \$709,868 compared to \$651,440 in March 2023, with price hikes observed across all categories:

- Single-family homes: \$669,189 (2023) | \$727,966 (2024)
- Condominiums: \$626,429 (2023) | \$688,472 (2024)
- Multi-family homes: \$627,859 (2023) | \$673,119 (2024)

# National Mortgage Foreclosure & Delinquency

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

	March 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):	3.20%	↓ -4.15%	↑ 9.40%	
Total U.S. foreclosure pre-sale inventory rate:	0.36%	↓ -2.18%	↓ -15.60%	
Total U.S. foreclosure starts:	26,000	↑ 5.28%	↓ -19.03%	
Monthly Prepayment Rate (SMM):	0.46%	↑ 15.02%	↓ -4.14%	
Total U.S. foreclosure sales:	5,800	↓ -3.05%	↓ -21.97%	
Number of properties that are 30 or more days past due, but not in foreclosure:	1,711,000	↓ -71,000	↑ 172,000	
Number of properties that are 90 or more days past due, but not in foreclosure:	435,000	↓ -24,000	↓ -77,000	
Number of properties in foreclosure pre-sale inventory:	205,000	↓ -6,000	↓ -35,000	
Number of properties that are 30 or more days past due or in foreclosure:	1,916,000	↓ -77,000	↑ 138,000	

**Legend**  
■ Low ■ High

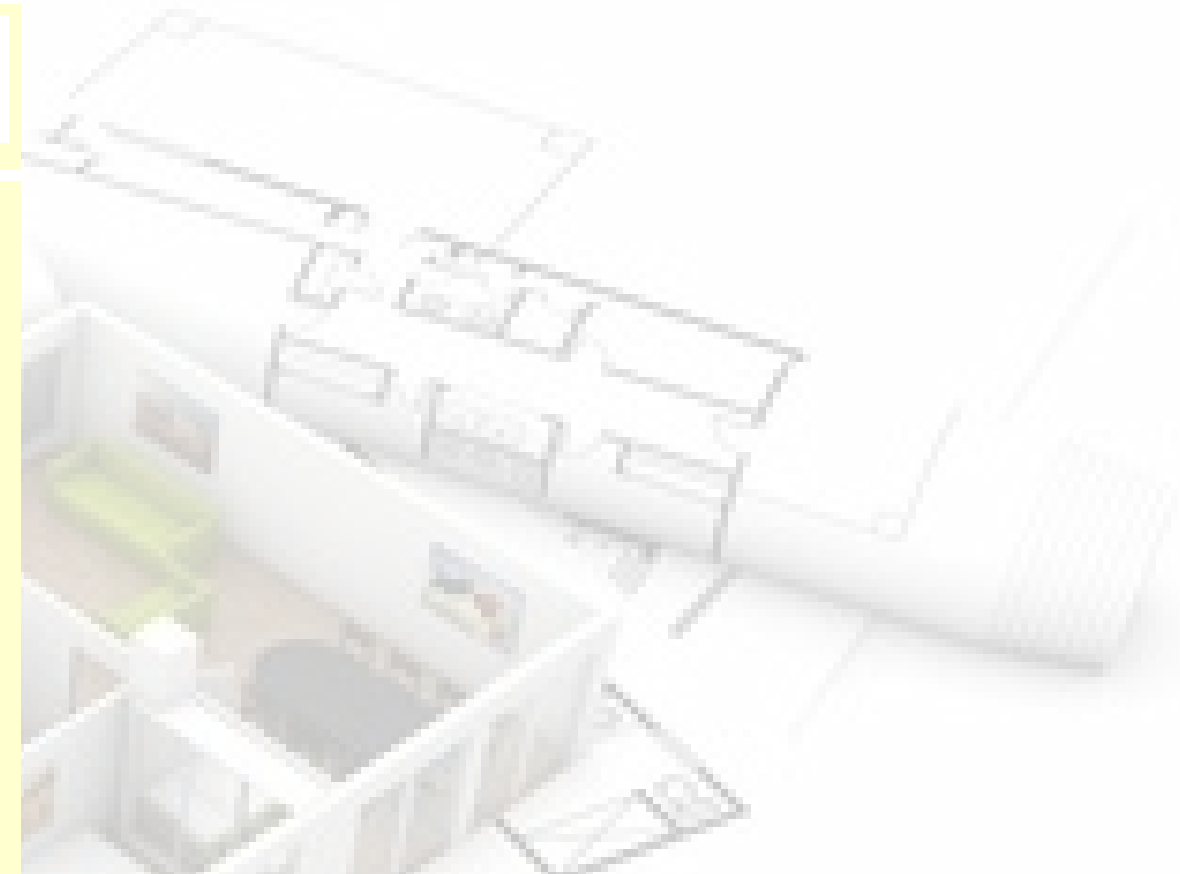
• In March, the national delinquency rate dropped to 3.20%, down 14 basis points from the previous month but still 27 basis points higher than the record low in March 2023. While delinquencies typically decrease by 10.4% in March, this month saw a 4.2% drop, marking only the third such occurrence in the last two decades. Serious delinquencies fell by 5.2%, reaching their lowest level since June 2006. Despite a 5.3% increase in foreclosure starts, they remained below the average for the past year. The active foreclosure inventory hit its lowest since January 2022, with 5,800 foreclosures completed. Prepayment activity also surged, driven by favorable rate conditions and the start of the spring homebuying season.

# United States Prime Rate

The Current U.S. (Fed) Prime Rate is: **8.50%**

**March 20, 2024:** The FOMC has voted to keep the target range for the fed funds rate at **5.25% - 5.50%**. Therefore, the **United States Prime Rate remains at 8.50%**

The next FOMC meeting and decision on short-term interest rates will be on **May 1, 2024**.



## Primary Mortgage Market Survey®

U.S. weekly averages as of 04/25/2024

**30-Yr FRM**

**7.17%**

1-Wk change    ^0.07  
 1-Yr change    ^0.74  
 4-Wk avg.        6.99%  
 52-Wk avg.      6.95%

52 Week Range

6.35%  7.79%

**15-Yr FRM**

**6.44%**

1-Wk change    ^0.05  
 1-Yr change    ^0.73  
 4-Wk avg.        6.26%  
 52-Wk avg.      6.28%

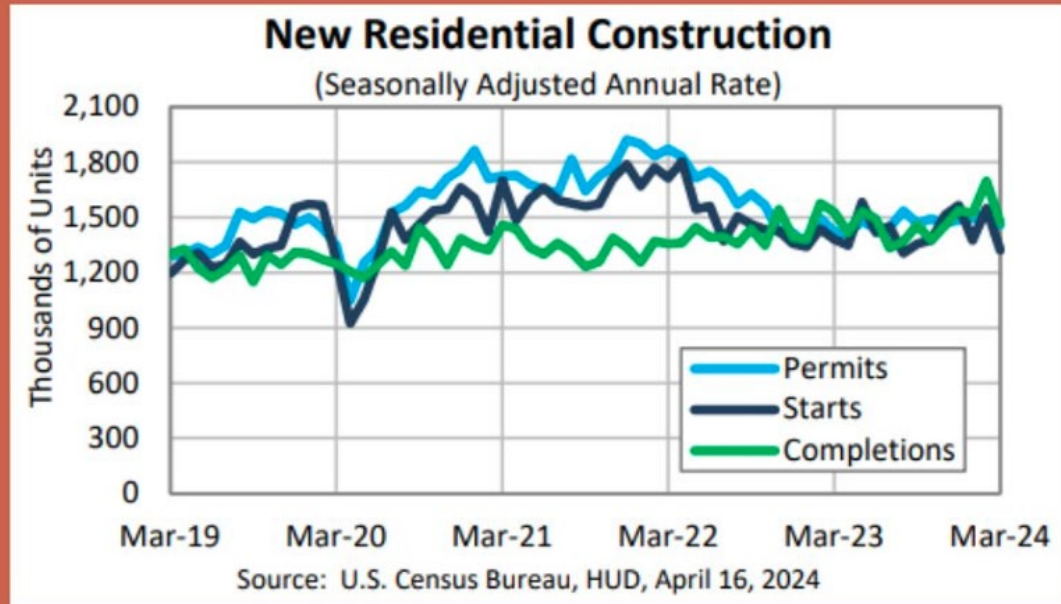
52 Week Range

5.75%  7.03%



# Construction

## March 2024



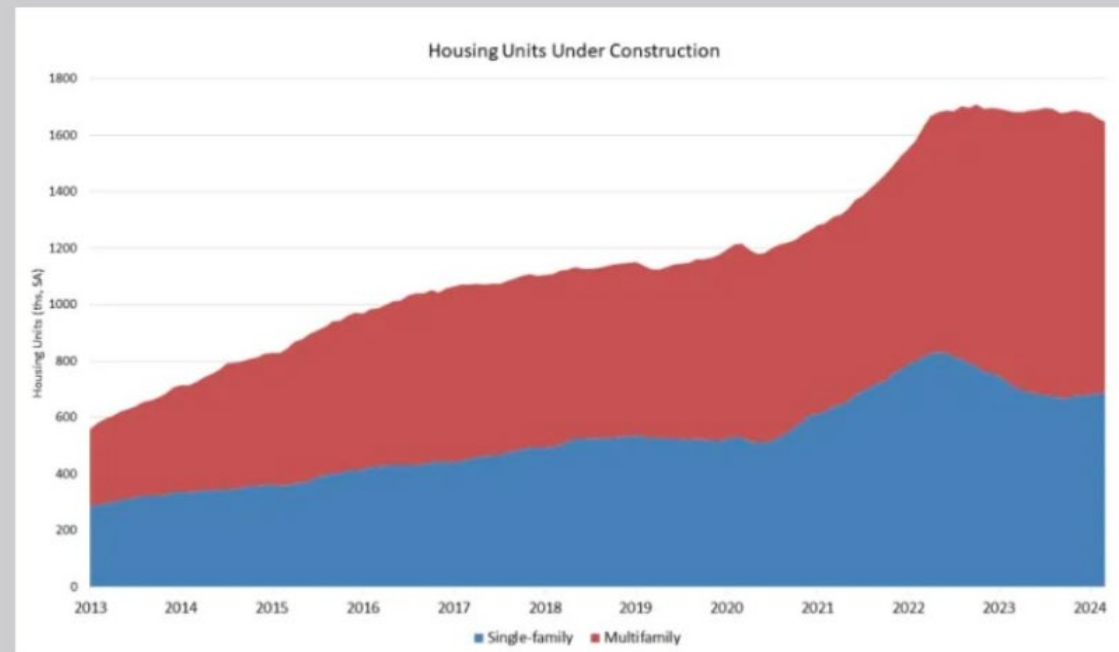
Building Permits: ↓ 4.3% MoM

Housing Starts: ↓ 14.7% MoM

Housing Completions: ↓ 13.5% MoM

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## MARCH 2024



**SINGLE FAMILY:**



**MULTI-FAMILY:**



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## U.S. CONSTRUCTION MATERIAL COST CHANGES

From Producer Price Index (PPI) Series

### March 2024

Materials	MoM	YoY
Asphalt	9.1% ↑	13% ↑
Paint Materials	0%	-2.7% ↓
Softwood Lumber	1.9% ↑	-6.8% ↓
Hardwood Lumber	0.6% ↑	1.6% ↑
Hardwood Flooring	-1% ↓	0.9% ↑
Millwork	-0.6% ↓	-1.3% ↓
Plywood	0.6% ↑	-0.1% ↓
Plumbing Fixtures	0%	1.1% ↑
Heating Equipment	1.8% ↑	3.6% ↑
Lighting Fixtures	0.9% ↑	2.3% ↑
Cement	0.6% ↑	5% ↑
Copper Wire	1.6% ↑	-3% ↓
Domestic Water Heaters	1.6% ↑	1.7% ↑
Hardware	-0.1% ↓	0.4% ↑
Air Conditioning & Refridg.	-1% ↓	1.4% ↑
Household Appliances	0.4% ↑	0.9% ↑
Insulation Materials	-0.1% ↓	3.9% ↑



## Headquarters Location

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An aerial, high-angle photograph of a city harbor, likely New York City. The image is heavily faded and has a light beige tint. In the center, a large cargo ship is docked at a pier. The surrounding area is filled with buildings, streets, and other infrastructure. The text "Fast Financing you can Trust" is overlaid in a dark red, serif font across the middle of the image.

Fast Financing you can Trust