

# Boston Trust



September 2024

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

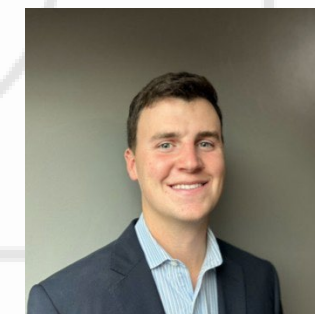
**Boston Trust**  
Economic Snapshot |

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

In Massachusetts, home sales decreased while prices rose compared to last year, reflecting national trends.

The market is shifting as new listings increase and sales slow, offering buyers more options and less competition. As inventory grows, sellers may need to adjust prices. Mortgage rates dropped to 6.1% in September but climbed to 6.9% in October, still lower than last year's 7.9%. Sellers should consider listing now, as homes still sell during the holidays to motivated buyers, with less competition and more visibility.

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, September 2024

**October 24, 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 September 2024:



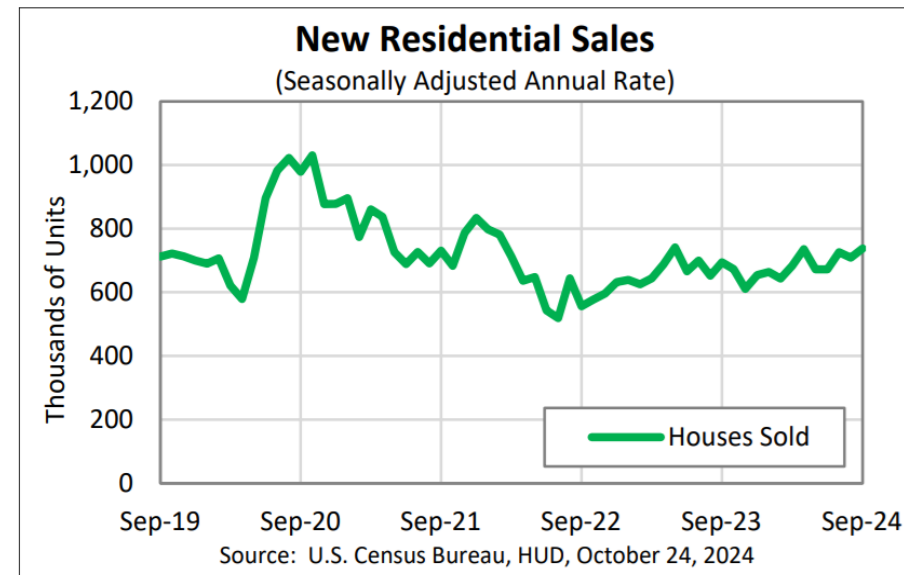
## NEW RESIDENTIAL SALES SEPTEMBER 2024

**New Houses Sold<sup>1</sup>:** 738,000  
**New Houses For Sale<sup>2</sup>:** 470,000  
**Median Sales Price:** \$426,300  
**Next Release:** November 26, 2024

<sup>1</sup>Seasonally Adjusted Annual Rate (SAAR)

<sup>2</sup>Seasonally Adjusted

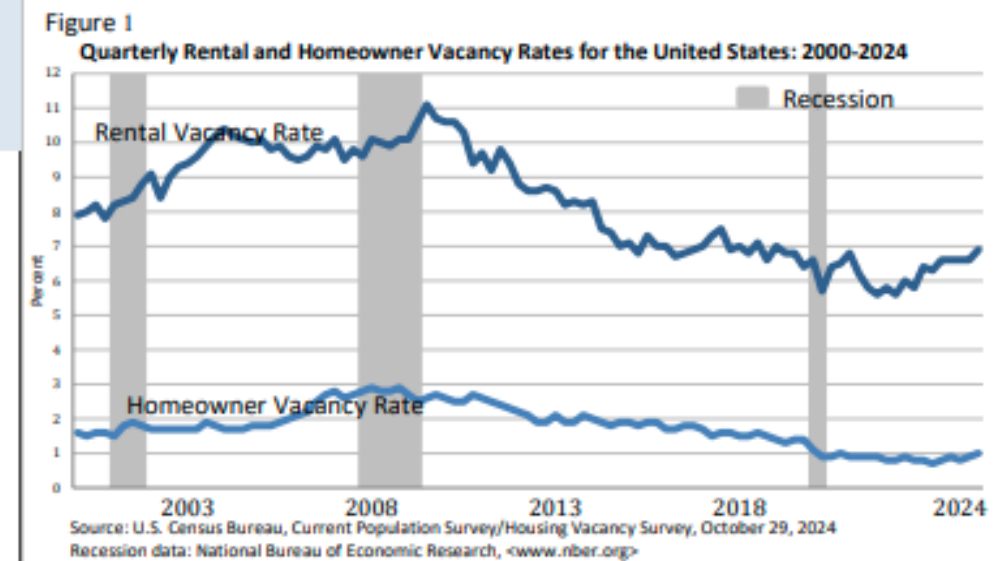
Source: U.S. Census Bureau, HUD, October 24, 2024



## RESIDENTIAL VACANCIES AND HOMEOWNERSHIP THIRD QUARTER 2024

**Rental Vacancy Rate** 6.9%  
**Homeowner Vacancy Rate** 1.0%  
**Homeownership Rate** 65.6%  
**Next release:** February 5, 2025

Data are not adjusted for seasonality.  
Source: U.S. Census Bureau,  
Current Population Survey/Housing Vacancy Survey, October 29, 2024



## New Home Sales

In September 2024, new single-family home sales were at a seasonally adjusted annual rate of 738,000, 4.1% higher than the revised August rate of 709,000 and 6.3% above the September 2023 rate of 694,000. However, the margin of error for these figures is significant, ranging from  $\pm 14.7\%$  for monthly changes to  $\pm 18.6\%$  for annual comparisons.

## Sales Price

The median sales price of new houses sold in September 2024 was \$426,300. The average sales price was \$501,000.

## For Sale Inventory and Months' Supply

At the end of September, the seasonally adjusted estimate of new homes for sale was 470,000, representing a 7.6-month supply at the current sales pace.

# Massachusetts September 2024

## MASSACHUSETTS

SEPT | '24

### SINGLE FAMILIES

↓ HOMES SOLD  
**DOWN 3.7%**

↑ AVERAGE PRICE  
**UP 4.4%**



### CONDOS

↓ HOMES SOLD  
**DOWN 10.7%**

↑ AVERAGE PRICE  
**UP 2.9%**



### MULTI-FAMILIES

↓ HOMES SOLD  
**DOWN 8.3%**

↑ AVERAGE PRICE  
**UP 5.7%**



Per MLS PIN & Warren Data

Home sales are down 6.1% year-over-year, with September 2024 at 5,444 compared to 5,800 last September. Sales are down across all categories.

**Single Families:** 3,617 (2023) | 3,482 (2024)  
**Condominiums:** 1,668 (2023) | 1,490 (2024)  
**Multi-Families:** 515 (2023) | 472 (2024)

The average sale price increased 4.3% year-over-year, now at \$713,545 compared to \$684,208 in September 2023. Prices rose across all categories.

**Single Families:** \$707,730 (2023) | \$738,731 (2024)  
**Condominiums:** \$626,077 (2023) | \$643,949 (2024)  
**Multi-Families:** \$707,288 (2023) | \$747,450 (2024)

# National Mortgage Foreclosure & Delinquency

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

### National Delinquency Rate

The national delinquency rate rose 14 basis points to 3.48% in September, up 4.3% from August and 5.7% year over year

- **Serious delinquencies:** A 5.9% increase brought serious delinquencies to a 16-month high and delivered a second consecutive month of year-over-year increases
- **30-day delinquencies:** Three-month high and 60-days were at the highest since January 2021.

### Foreclosures and Prepayments

- **Foreclosure starts:** Active foreclosure was up marginally (+0.4%) month over month but down 12.5% from this time last year and still 34% below pre-pandemic levels
- **Prepayments:** Prepayment activity rose to a level not seen since August 2022; a +2.5% increase from the month prior and up +43.2% from last September.

	September 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):	3.48%	↑ 4.30%	↑ 5.74%	
Total U.S. foreclosure pre-sale inventory rate:	0.35%	↑ 0.33%	↓ -13.94%	
Total U.S. foreclosure starts:	26,000	↓ -5.40%	↑ 2.02%	
Monthly Prepayment Rate (SMM):	0.64%	↑ 2.54%	↑ 43.20%	
Total U.S. foreclosure sales:	5,300	↓ -6.69%	↓ -17.35%	
Number of properties that are 30 or more days past due, but not in foreclosure:	1,880,000	↑ 79,000	↑ 132,000	
Number of properties that are 90 or more days past due, but not in foreclosure:	476,000	↑ 26,000	↑ 21,000	
Number of properties in foreclosure pre-sale inventory:	188,000	↑ 1,000	↓ -27,000	
Number of properties that are 30 or more days past due or in foreclosure:	2,068,000	↑ 80,000	↑ 105,000	

**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 10/31/2024

**30-Yr FRM**

**6.72%**

1-Wk change  $\wedge$ 0.18  
1-Yr change  $\nabla$ -1.04  
4-Wk avg. 6.51%  
52-Wk avg. 6.77%

52 Week Range

6.08%  7.5%

**15-Yr FRM**

**5.99%**

1-Wk change  $\wedge$ 0.28  
1-Yr change  $\nabla$ -1.04  
4-Wk avg. 5.69%  
52-Wk avg. 6.03%

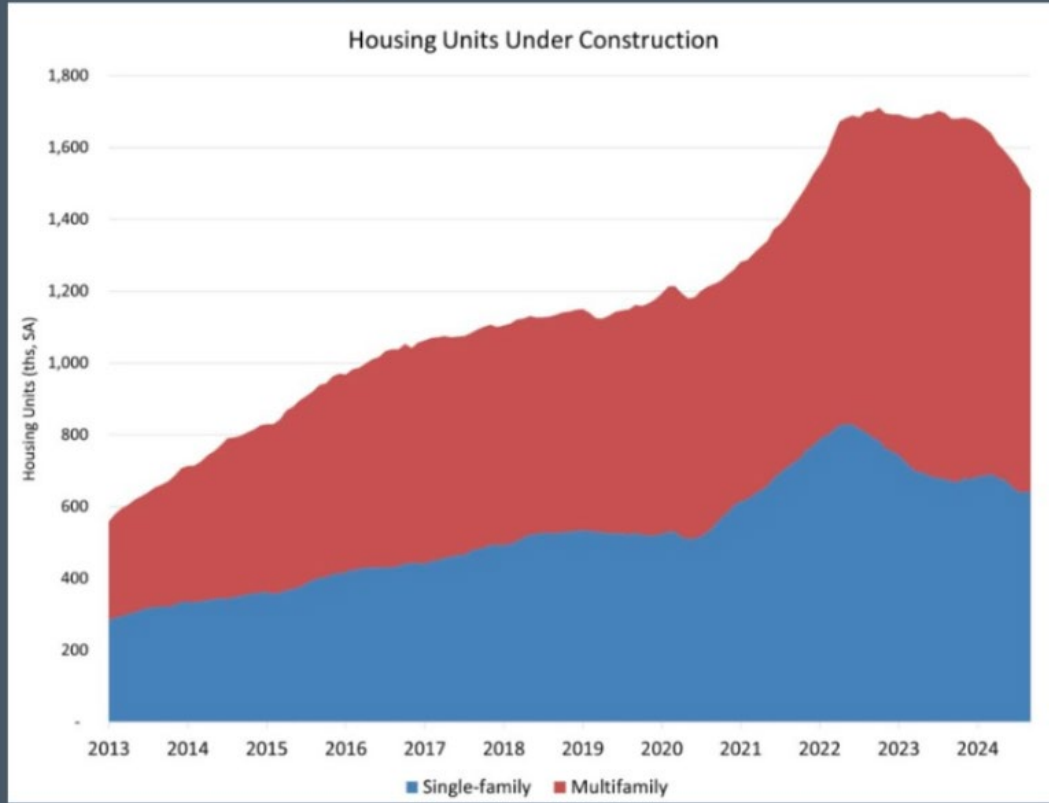
52 Week Range

5.15%  6.81%



# Construction

September 2024



**SINGLE FAMILY:**



**MULTI-FAMILY:**



Boston Trust

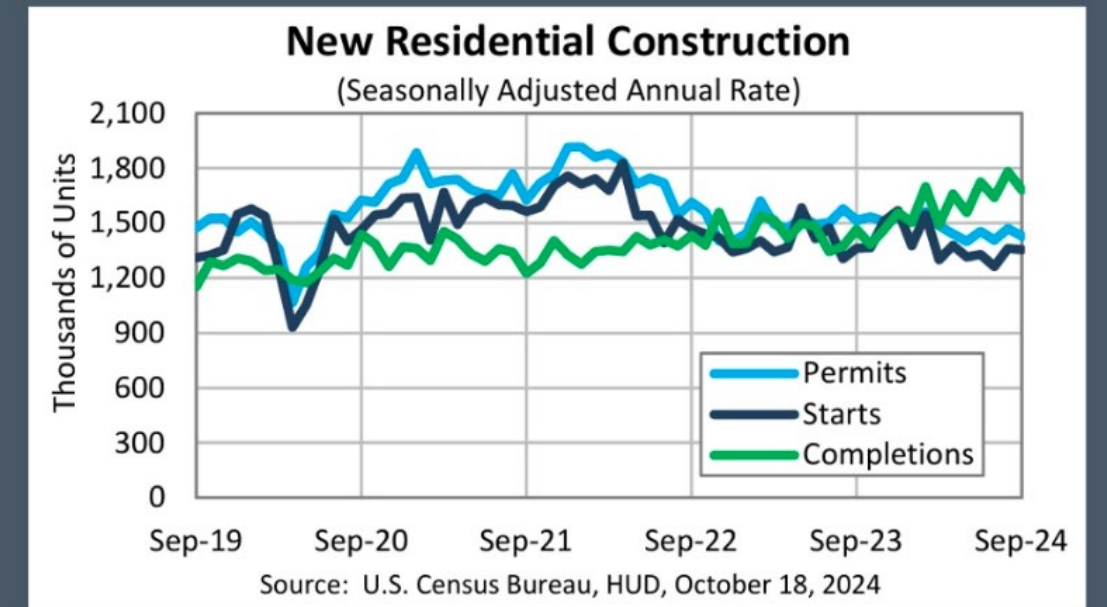
## U.S. CONSTRUCTION MATERIAL COST CHANGES

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% ↑

September 2024



Building Permits: ↓ 2.9% MoM

Housing Starts: ↓ 0.5% MoM

Housing Completions: ↓ 5.7% MoM



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An aerial, high-angle photograph of a city harbor, likely San Francisco, showing a large ship docked at a pier. The image is heavily faded and serves as a background for the text.

Fast Financing you can Trust