

# Boston Trust



March 2025

**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 2025, national home sales rose 6.0% year-over-year, marking one of the strongest annual increases in recent months. Massachusetts reflected this momentum with continued growth in home sales, alongside rising median prices and an uptick in both new listings and pending transactions. The state's active spring market offers strong opportunities for sellers, as elevated buyer demand and competitive pricing conditions remain in place.

Mortgage rates in March hovered around the high 6% range, briefly dipping to 6.7% before ending the month closer to 7%, according to Mortgage Daily News. Despite fluctuations, buyer interest remained high, driven by expectations of potential rate cuts later in the year.

As the second quarter begins, low inventory continues to shape market dynamics. Although supply has improved slightly from 2023 levels, competition remains tight, particularly for well-priced, move-in-ready homes. Buyers should be prepared to act quickly and make compelling offers. With ongoing economic uncertainty and a new presidential administration in place, further shifts in interest rates and market activity may occur as the year progresses.

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](mailto:dcarey@bostontrustcorp.com)

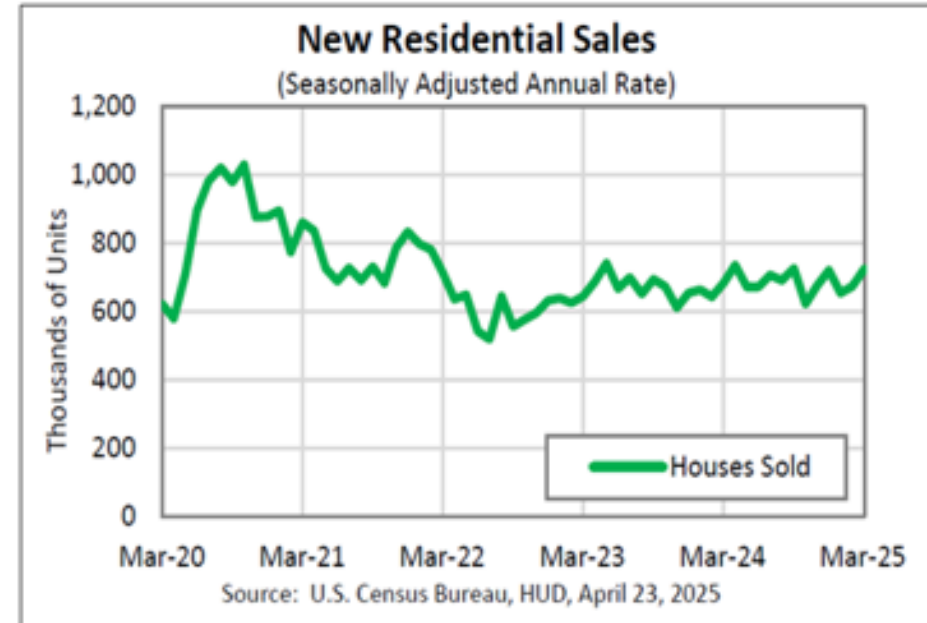
# Monthly New Residential Sales, March 2025

April 23rd, 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 March 2025:

**NEW RESIDENTIAL SALES MARCH 2025**

New Houses Sold<sup>1</sup>: 724,000  
New Houses For Sale<sup>2</sup>: 503,000  
Median Sales Price: \$403,600  
Next Release: May 23, 2025

<sup>1</sup>Seasonally Adjusted Annual Rate (SAAR)  
<sup>2</sup>Seasonally Adjusted  
Source: U.S. Census Bureau, HUD, April 23, 2025

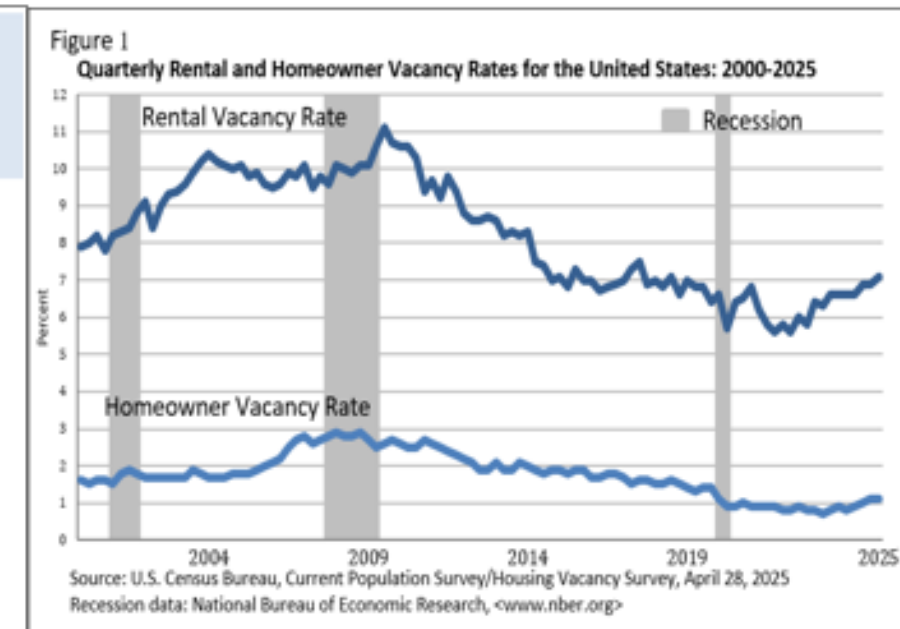


**RESIDENTIAL VACANCIES AND HOMEOWNERSHIP FIRST QUARTER 2025**

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 March 2025, new single-family home sales reached a seasonally adjusted annual rate of 724,000, a 7.4% increase from February's revised rate of 674,000 and a 6.0% rise from March 2024's rate of 683,000, according to the U.S. Census Bureau and the Department of Housing and Urban Development.

## Sales Price

The median sales price of new houses sold in March 2025 was \$403,600. The average sales price was \$497,700.

## For Sale Inventory and Months' Supply

The seasonally adjusted number of new houses for sale at the end of March was 503,000, representing an 8.3 month supply at the current sales pace.

# Massachusetts March 2025

## MASSACHUSETTS

MAR | '25

### SINGLE FAMILIES

↓ HOMES SOLD DOWN 4.2%      ↑ AVERAGE PRICE UP 1.1%

HOMES LISTED

UP  
21  
.5%

### CONDOS

↓ HOMES SOLD DOWN 3.0%      ↓ AVERAGE PRICE DOWN 0.7%



HOMES PENDING

UP  
2.6%

### MULTI-FAMILIES

↓ HOMES SOLD DOWN 3.3%      ↑ AVERAGE PRICE UP 7.8%



Per MLSPIN & Warren Data

Home sales are down 3.7% year-over-year, with March 2025 at 4,265 compared to 4,430 last March. Sales are down across all categories

Single families: 2,569 (2024) | 2,461 (2025)

Condominiums: 1,431 (2024) | 1,388 (2025)

Multi-families: 430 (2024) | 416 (2025)

The average sale price increased 1.1% year-over-year, now at \$717,327 compared to \$709,705 in March 2024. Prices rose for single and multi families.

Single families: \$727,581 (2024) | \$734,663 (2025)

Condominiums: \$688,472 (2024) | \$683,969 (2025)

Multi-families: \$673,565 (2024) | \$726,069 (2025)

# National Mortgage Foreclosure & Delinquency

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

### National Delinquency Rate

In March 2025, the national delinquency rate edged up slightly year-over-year but remained below pre-pandemic levels, according to ICE's

**Delinquencies:** While delinquency levels saw typical seasonal improvement, serious delinquencies (90+ days past due) rose 14% year-over-year, adding 60,000 loans—an increase driven entirely by a 63,000-loan surge in FHA delinquencies.

### Foreclosures and Prepayments

- **Foreclosures:** Foreclosure activity also ticked up modestly. With the VA foreclosure moratorium lifted, foreclosure inventory and completed sales both posted their first annual increases in nearly two years. Meanwhile, natural disasters—including hurricanes and wildfires—contributed to delinquency increases in several states, with Florida (+44 bps), South Carolina (+17 bps), Georgia (+14 bps), and California (+10 bps) among the most affected.
- **Prepayments:** Prepayment activity rose sharply in March. The single-month mortality (SMM) rate climbed to 0.59%, a 30.4% jump from February and the highest prepayment level since November, reflecting increased refinancing and home sale activity amid fluctuating interest rates.

	March 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):	3.21%	↓ -8.94%	↑ 0.41%	
Total U.S. foreclosure pre-sale inventory rate:	0.39%	↑ 0.81%	↑ 2.05%	
Total U.S. foreclosure starts:	33,000	↑ 0.05%	↑ 27.84%	
Monthly Prepayment Rate (SMM):	0.59%	↑ 30.35%	↑ 22.88%	
Total U.S. foreclosure sales:	6,100	↑ 8.89%	↑ 4.42%	
Number of properties that are 30 or more days past due, but not in foreclosure:	1,744,000	↓ -169,000	↑ 33,000	
Number of properties that are 90 or more days past due, but not in foreclosure:	495,000	↓ -33,000	↑ 60,000	
Number of properties in foreclosure pre-sale inventory:	213,000	↑ 2,000	↑ 7,000	
Number of properties that are 30 or more days past due or in foreclosure:	1,957,000	↓ -167,000	↑ 40,000	

**Legend**  
■ Low ■ High

# United States Prime Rate

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

**March 19, 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 **May 7, 2025.**

## Primary Mortgage Market Survey®

U.S. weekly averages as of 04/24/2025

**30-Yr FRM**

**6.81%**

1-Wk change  $\downarrow$  -0.02

1-Yr change  $\downarrow$  -0.36

4-Wk avg. 6.73%

52-Wk avg. 6.72%

52 Week Range

6.08%  7.22%

**15-Yr FRM**

**5.94%**

1-Wk change  $\downarrow$  -0.09

1-Yr change  $\downarrow$  -0.5

4-Wk avg. 5.9%

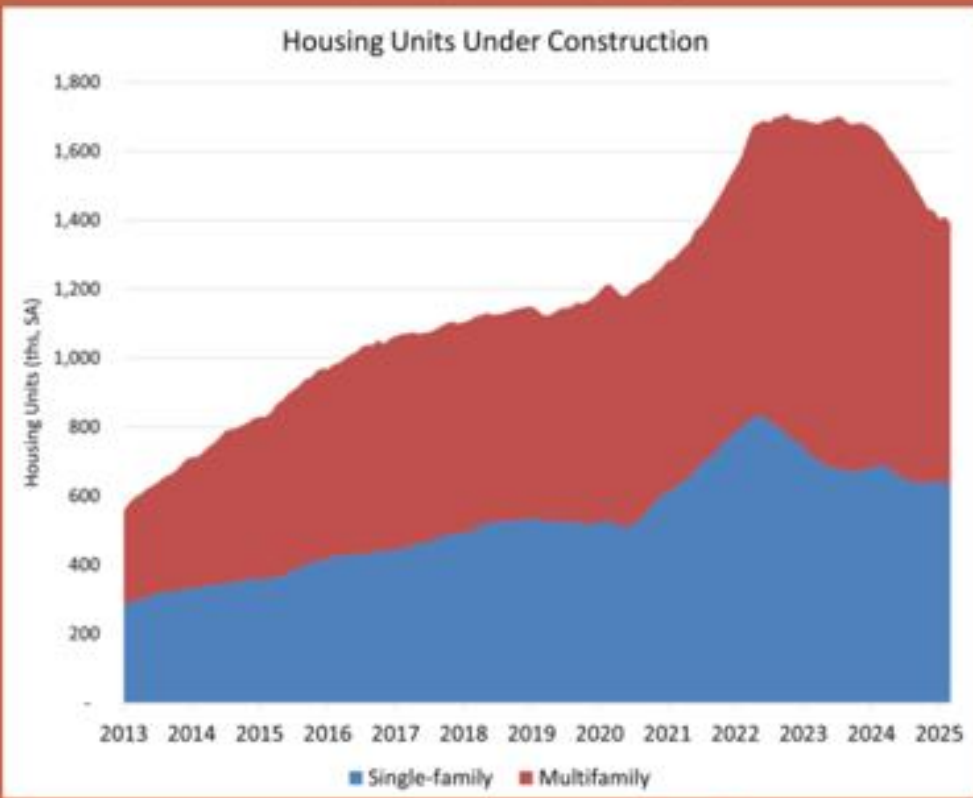
52-Wk avg. 5.93%

52 Week Range

5.15%  6.47%

# Construction

March 2025



**SINGLE FAMILY:**



**MULTI-FAMILY:**



Boston Trust

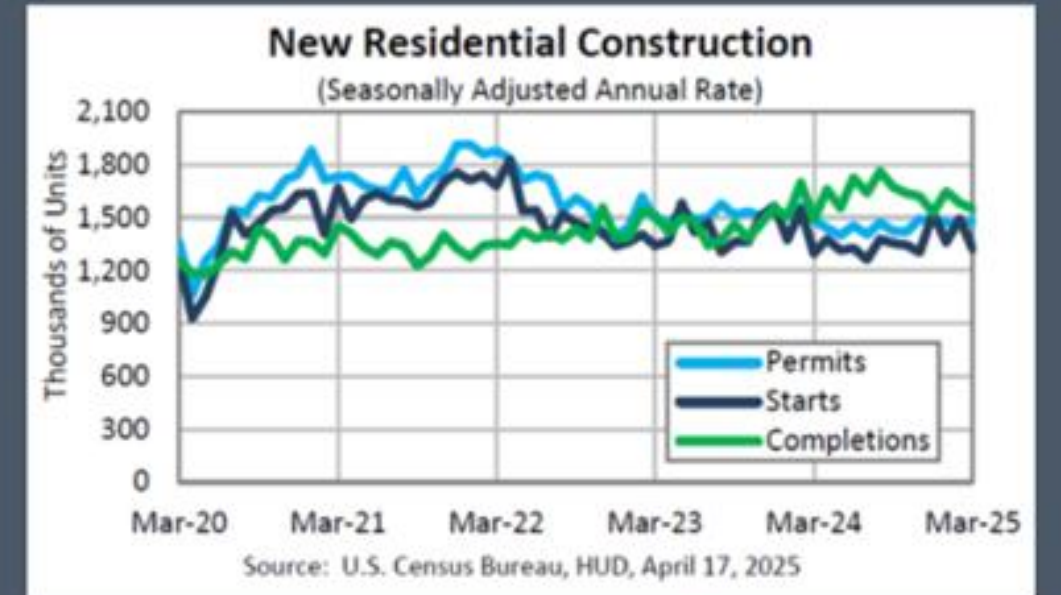
## U.S. CONSTRUCTION MATERIAL COST CHANGES

From Producer Price Index (PPI) Series

March 2025

Materials	MoM	YoY
Asphalt	-7.4%	-3.5%
Paint Materials	0%	2%
Softwood Lumber	3.2%	12.6%
Hardwood Lumber	1%	6.6%
Hardwood Flooring	1%	1.7%
Millwork	-0.6%	0%
Plywood	0.7%	-3.2%
Plumbing Fixtures	0.1%	2%
Heating Equipment	0.2%	1.8%
Lighting Fixtures	0.3%	2.2%
Cement	0%	0.9%
Hardware	0.3%	2.5%
Airconditioning & Refridg.	-0.5%	1.6%
Household Appliances	-0.2%	-0.4%
Concrete Products	-0.3%	1.4%
Floor Coverings	0%	0.4%
Insulation Materials	0.4%	4.4%

March 2025



Building Permits:

↑ 1.6% MoM

Housing Starts:

↓ 11.4% MoM

Housing Completions:

↓ 2.1% MoM

## Headquarters Location

100 Hallet Street, Suite 101  
Boston, MA 02124



## Contact

[dcarey@bostontrustcorp.com](mailto:dcarey@bostontrustcorp.com)  
508.298.4325 | 617.752.7000

[bostontrustcorp.com](http://bostontrustcorp.com)





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 structures, creating a dense urban landscape. 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