

# Boston Trust



March 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.

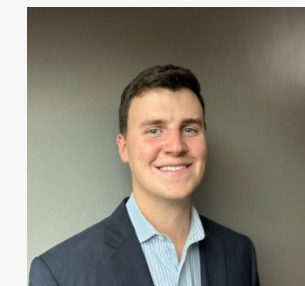
This email contains all currently released data for March 2026. As additional updates are published, we will incorporate them into upcoming Economic Recaps. Thank you for your understanding!

In New England, housing activity picked up modestly in March as improved weather brought more buyers and sellers back into the market following a slower February. However, higher mortgage rates and ongoing economic uncertainty—partly tied to global tensions—continued to limit stronger momentum. Nationally, buyer activity improved slightly, but affordability challenges, rising borrowing costs, and higher fuel prices tempered what is typically a more active spring season. Home prices remained relatively stable, supported by limited inventory.

South Florida, by contrast, experienced stronger momentum. Warmer weather, continued migration, and increased inventory contributed to more active sales and more balanced conditions. While elevated rates remain a headwind, demand has stayed relatively steady, supported by longer-term growth trends. According to the National Association of Realtors, existing-home sales declined 3.6% in March 2026, signaling a market still working to regain consistency. Meanwhile, Mortgage News Daily reported mortgage rates rising into the mid-6% range, adding volatility and weighing on buyer activity.

Overall, the market continues to show underlying demand but remains highly sensitive to interest rates and broader economic conditions. While 2026 points toward gradual improvement, the recovery is expected to be uneven across regions. Clear planning and experienced guidance remain key, especially for those buying and selling simultaneously.

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)

# Massachusetts March 2026

## MASSACHUSETTS

MAR | '26

### SINGLE FAMILIES

↑ HOMES SOLD  
UP 8%

↑ AVERAGE PRICE  
UP 6.9%



### CONDOS

↓ HOMES SOLD  
DOWN -6.1%

↑ AVERAGE PRICE  
UP 3.7%



### MULTI-FAMILIES

↑ HOMES SOLD  
UP 12%

↑ AVERAGE PRICE  
UP 4.4%



Per MLSPIN & Warren Data

Overall home sales increased 3.8% compared to last year, with 4,429 transactions in March 2026 versus 4,267 in March 2025. Most property types saw gains, except for condos.

**Single families: 2,463 (2025) | 2,660 (2026)**  
**Condominiums: 1,388 (2025) | 1,303 (2026)**  
**Multi-families: 416 (2025) | 466 (2026)**

The average sale price rose 6% year over year, reaching \$762,482 in March 2026 compared to \$719,577 in March 2025. Prices increased across every category

**Single families: \$738,546 (2025) | \$789,443 (2026)**  
**Condominiums: \$683,969 (2025) | \$709,152 (2026)**  
**Multi-families: \$726,069 (2025) | \$757,704 (2026)**

# National Mortgage Foreclosure & Delinquency

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

### National Delinquency Rate

In March, the national delinquency rate dropped by 37 basis points to 3.35%, reflecting the usual seasonal improvement for the month. Despite this decline, delinquency levels are still 14 basis points above where they stood at the same time last year.

### Foreclosures and Prepayments

#### Foreclosures:

In March, active foreclosure inventory increased to 273,000, up from 213,000 a year earlier. This steady rise pushed inventory to its highest level in six years, reaching volumes not seen since February 2020. The uptick suggests a continued normalization in foreclosure activity compared to the unusually low levels observed in recent years.

#### Prepayments:

Prepayment activity moved significantly higher in March, with SMM increasing by 24 basis points from the previous month to reach 1.06%. This surge brings prepayment speeds to their highest point in nearly four years and reflects a 78% jump compared to the same time last year.

	March 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):	3.35%	↓ -9.98%	↑ 4.40%	
Total U.S. foreclosure pre-sale inventory rate:	0.50%	↑ 2.71%	↑ 26.98%	
Total U.S. foreclosure starts:	39,000	↑ 9.61%	↑ 16.64%	
Monthly Prepayment Rate (SMM):	1.06%	↑ 29.28%	↑ 78.42%	
Total U.S. foreclosure sales:	7,400	↑ 6.04%	↑ 21.43%	
Number of properties that are 30 or more days past due, but not in foreclosure:	1,844,000	↓ -202,000	↑ 100,000	
Number of properties that are 90 or more days past due, but not in foreclosure:	588,000	↓ -24,000	↑ 94,000	
Number of properties in foreclosure pre-sale inventory:	273,000	↑ 8,000	↑ 61,000	
Number of properties that are 30 or more days past due or in foreclosure:	2,118,000	↓ -194,000	↑ 161,000	

**Legend**  
■ Low ■ High

# United States Prime Rate

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

**April 29, 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 remains at 6.75%**

The next FOMC meeting and decision on short-term interest rates will be on **June 17, 2026.**

30-year Fixed-Rate Mortgage  
**6.23%**

15-year Fixed-Rate Mortgage  
**5.58%**

# Construction

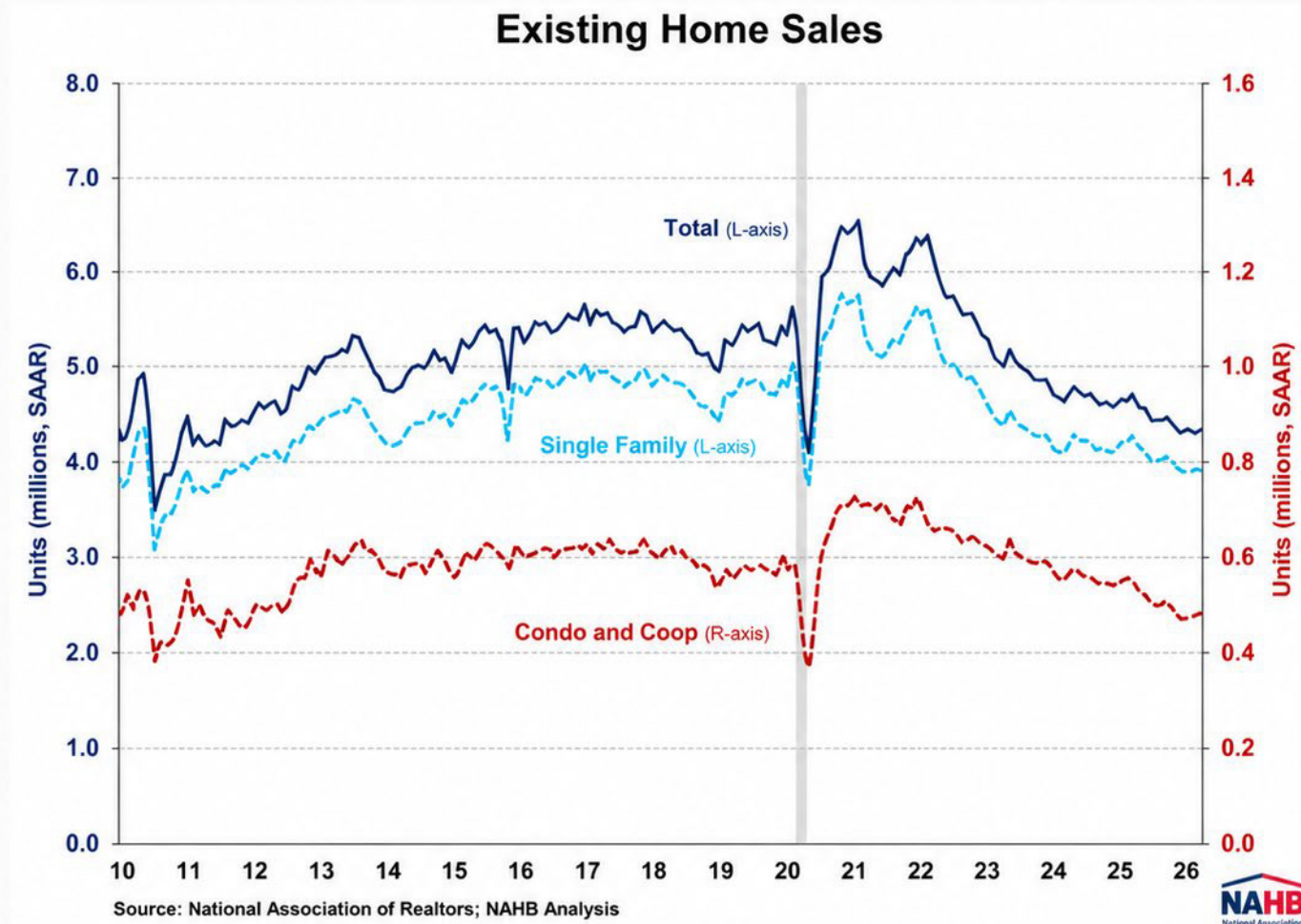
## U.S. CONSTRUCTION MATERIAL COST CHANGES

From Producer Price Index (PPI) Series

March 2026

Materials	MoM	YoY
Asphalt	-1.0% ↓	-0.6% ↓
Paint Materials	0%	-10.2% ↓
Softwood Lumber	-0.3% ↓	-1.7% ↓
Hardwood Lumber	0.5% ↑	4.9% ↑
Millwork	-0.3% ↓	-0.2% ↓
Plywood	0.7% ↑	0.8% ↑
Hardware	0.1% ↑	5.6% ↑
Plumbing Fixtures	0%	8.2% ↑
Heating Equipment	0.9% ↑	8.0% ↑
Lighting Fixtures	0%	5.5% ↑
Air Conditioning & Refridg.	-0.4% ↓	4.7% ↑
Cement	0.2% ↑	-0.5% ↓
Copper Wire	2.0% ↑	27.1% ↑
Domestic Water Heaters	0%	9.5% ↑
Hardware	0.1% ↑	5.6% ↑
Gypsum Products	0%	-1.1% ↓

## MARCH 2026 EXISTING HOME SALES



Single-Family Homes

Condominiums and Co-Ops

## 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, 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