CHAMPAIGN COUNTY
ASSOCIATION OF REALTORS®
Serving Champaign County and Surrounding Areas

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For Further Information Contact:
CCAR President Deana Gauze, 217-202-3492
CCAR CEO Janet Cheney, 217-356-1389

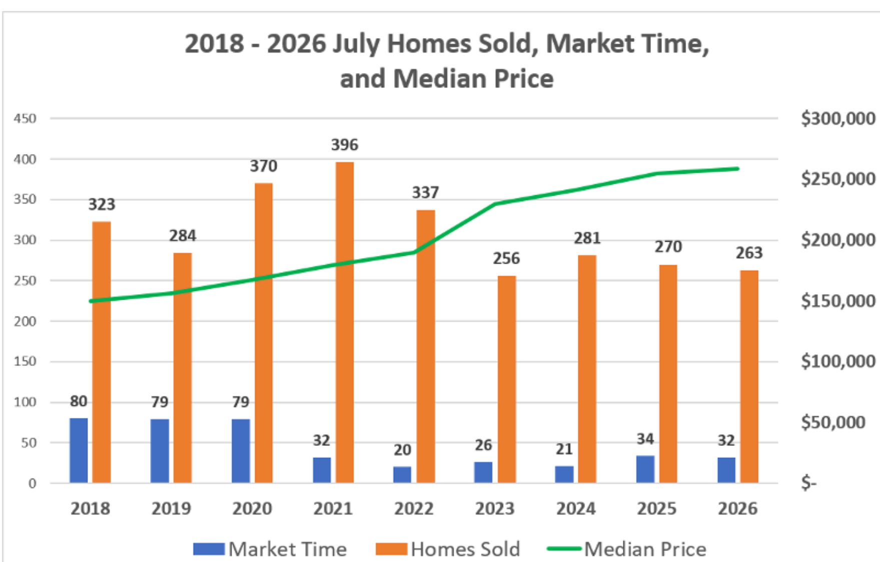
Champaign County Area Market Sees Slower July Sales, Continued Price Growth

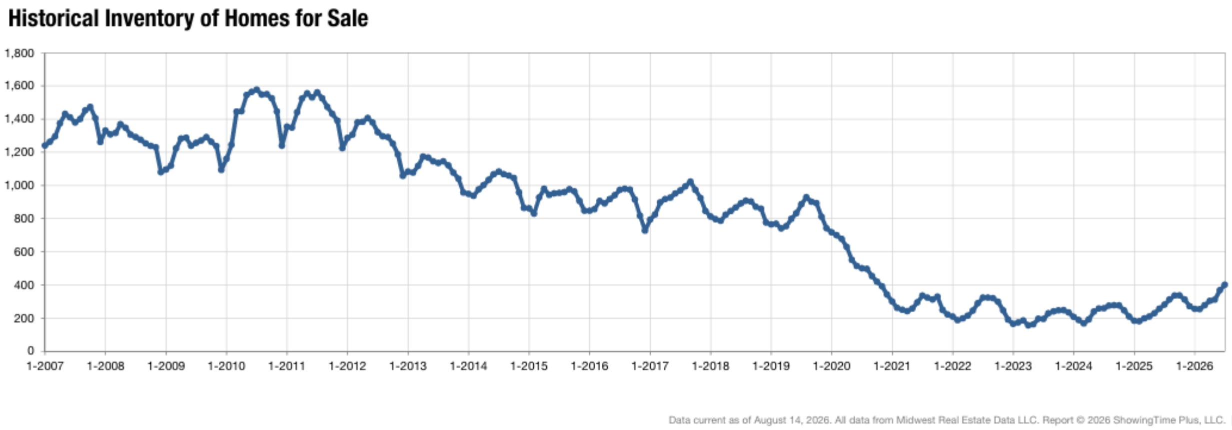
Illinois median home prices climb 6% from 2025.

Champaign County, IL — July saw fewer home sales across the Champaign County area, alongside a modest increase in available homes and prices, according to the latest data from the Champaign County Association of REALTORS® (CCAR). Persistently elevated mortgage rates and limited housing supply are shaping buyer decisions, as the cost of homeownership leads some consumers to be more selective. Nationally, pending home sales fell to their lowest level since the beginning of the year as home prices remained at record highs.

July Market Snapshot | Champaign County Area
Year-over-year unless otherwise noted

- **Sales:** 263 homes sold, down 3.3%
- **Median Sales Price:** $259,000, up 1.6%
- **Days on Market:** 32 days, down from 34
- **Available Homes:** 472 units, up from 426 as of July 16, 2026
- **Year-to-Date Sales:** 1,441 homes sold, a 2.86% increase
- **Under Contract:** 180, down 10%





“This is a market where preparation matters,” said Deana Gauze, president of CCAR and broker with Coldwell Banker Real Estate Group. “Higher borrowing costs are affecting what buyers can comfortably afford, and sellers need to understand how their home fits into current conditions. Working with a CCAR REALTOR® member can help consumers make sense of those conditions and make decisions based on their own goals.”

The National Association of REALTORS® (NAR) reported that pending home sales fell 2.3% from June and 2.2% from a year earlier in July, reaching their lowest level since the beginning of the year. Pending transactions declined since June in all four major U.S. regions. Mortgage rates also remained elevated, with the average 30-year fixed-rate mortgage at 6.67% as of August 13, according to Freddie Mac.

“The highest mortgage rates of the year hit right in the middle of summer, and that’s pulling back contract signings,” said NAR Chief Economist Dr. Lawrence Yun. “Home prices are at record highs so houses for sale are sitting on the market longer, and fewer buyers are bidding above the asking price than a year ago, though there are large local market variations.”

The Midwest was the only region to see an increase in pending home sales in July. Illinois posted year-over-year gains, with sales up 0.8% and the median price rising 6%. Statewide inventory, however, fell 4.7%, underscoring persistent housing constraints.

Illinois REALTORS® recently launched its Illinois Housing Supply Accelerator Program and Playbook, a resource designed to identify barriers to new housing, increase supply, and address affordability and attainability.

The program aims to bring together mayors, city managers, REALTORS®, lenders, and other community voices to develop solutions tailored to their area’s housing needs. The accompanying playbook includes housing and community needs assessments, housing supply case studies, infrastructure and financial readiness assessments, and other tools communities can use to evaluate potential approaches.

CCAR plans to meet with local elected officials and policymakers to explore ways to expand housing opportunities in the Champaign County area.

“Housing supply is a long-term issue that affects far more than real estate transactions,” noted Gauze. “It influences where people can afford to live, how communities grow, and whether employers can attract and retain workers. It’s an important part of planning for the future of our communities.”

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About CCAR

Founded in 1917, the Champaign County Association of REALTORS® (CCAR) is one of the oldest real estate associations in the state and serves over 500 members in Champaign County and surrounding areas. By offering resources that promote ethical standards, market expertise, and leadership skills, CCAR ensures that local REALTORS® are equipped to provide exceptional service to their clients and communities. As champions of fair housing, CCAR actively promotes equality and inclusion while supporting the local community through volunteerism.

For more information, visit www.champaigncountyassociationofrealtors.com or follow along on Facebook.