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Local Housing Market Shows Early Spring Activity While Costs Remain Below National Trends

***Across the U.S., constrained inventory is driving record-high
median home prices***

Champaign County, IL — March reflects a market in transition for the Champaign County area and beyond. While activity is beginning to pick up with the arrival of warmer weather, overall sales remain slightly behind last year’s pace, according to the Champaign County Association of REALTORS® (CCAR). A combination of low supply, high mortgage rates, broader economic uncertainty, and rising everyday costs—such as fuel—continues to influence buyer confidence and decision-making.

March Market Snapshot | Champaign County Area

Year-over-year unless otherwise noted

- **Sales:** 172 units, up 3.6%, slight increase from February
- **Median Sales Price:** \$226,125, down 4.8%, up from February
- **Average Days on Market:** 62 days, up by 1 day
- **Inventory:** 345 units, down from 490 last month
- **Year-to-Date Sales:** 438 units, down 2.2%

“Even as we see more activity typical of the spring season, inventory remains especially tight, and that’s continuing to drive competition and limit options for prospective homeowners,” said Deana Gauze, president of CCAR and broker with Coldwell Banker Real Estate Group. “In an environment where homes are moving fast and choices are limited, working closely with a REALTOR® can make all the difference, especially when it comes to acting with confidence and staying informed the moment a property becomes available.”

While the area experienced a dip in median price, offering some relief for local buyers, national data tells a different story. The National Association of REALTORS® (NAR) [reported](#) that limited inventory is putting upward pressure on home prices, with the national median existing-home price reaching \$408,800, a record high for the month of March.

“Inventory remains a major constraint on the market,” [explained](#) Lawrence Yun, Chief Economist for NAR. “The inventory-to-sales ratio, or supply-to-demand ratio, is below historical norms.”

The NAR has [revised](#) its 2026 housing forecast to reflect recent shifts. Existing-home sales are now expected to increase 4% this year, a downward revision from earlier projections, while new-home sales are expected to remain flat. Despite this more modest outlook for sales activity, the median home price is still projected to rise 4% in 2026 due to minimal inventory growth.

Keeping pace with trends seen earlier this year, mortgage rates remain a key factor for consumers navigating affordability. [According to Freddie Mac](#), the 30-year fixed-rate mortgage averaged 6.30% as of April 16, 2026, down from 6.37% the previous week and below 6.83% at the same time last year.

As buyers navigate a market shaped by low housing supply and affordability pressures, it also reinforces the importance of maintaining fair and accessible pathways to homeownership.

April is recognized as Fair Housing Month, a time to reaffirm the principles that ensure equal opportunity in housing. As part of this commitment, the NAR provides resources like its [Consumer Guide to Fair Housing](#), which helps buyers and sellers better understand their rights and protections throughout the transaction process.

At the local and state level, CCAR actively advocates for policies that expand pathways to homeownership and reduce barriers across the market. This includes efforts to boost housing availability, reduce unnecessary regulatory hurdles and transaction costs, support tax policies that promote affordability, and oppose measures that limit new development or drive up property taxes. Through this work, CCAR helps ensure that all consumers have access to transparent, equitable, and professional real estate services.

“Ensuring fair and equal access to housing is essential to a strong and thriving community,” added Gauze. “At CCAR, we’re committed to supporting our members and advocating for policies that help open doors for more individuals and families across our region.”

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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](#).

