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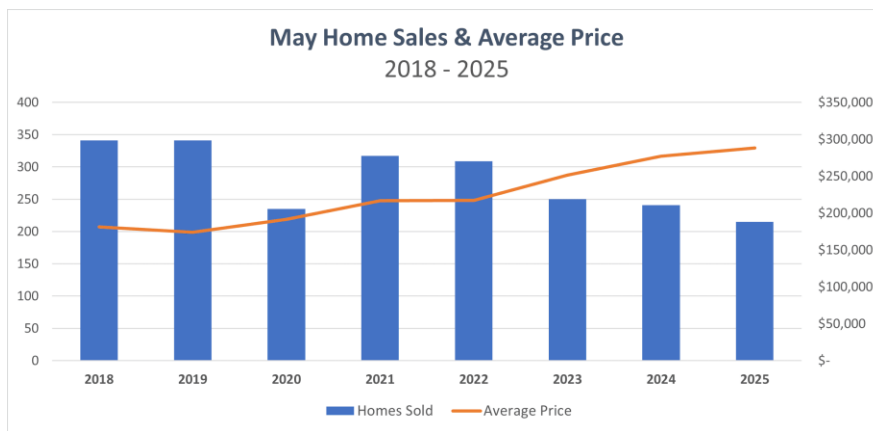
**Champaign County Home Sales Remain Low in May,  
but Prices Continue to Climb  
As costs rise, local REALTORS® and national partnership provide key support for  
sellers.**

CHAMPAIGN, IL — May brought a cooler month for housing activity in the Champaign County area, with sales down from last year despite continued price growth. According to the Champaign County Association of REALTORS® (CCAR), the local housing landscape remains competitive, with limited inventory keeping the area firmly in seller's market territory.

In total, 215 properties were sold in May, a modest increase from April but down 11% year-over-year, in line with national trends. So far in 2025, 843 homes have changed hands, a 7.26% decrease from the same period last year. Champaign home prices stayed strong, with the median sale price rising to \$259,900, up 13% from the previous year and 14% from April.

"Sellers continue to benefit from strong pricing power, but affordability challenges and economic uncertainty are influencing buyer behavior," said Jayme Ahlden, President of CCAR and broker with Coldwell Banker Real Estate Group. "That's why trusted guidance from a local REALTOR® is so important. We help clients interpret shifting trends and make informed decisions."

For homeowners considering a move, current conditions may offer a strong opportunity to sell. REALTORS® can offer valuable advice every step of the way. To support these conversations, the National Association of REALTORS® (NAR) provides tools like the "[Preparing to Sell Your Home](#)" guide, which covers everything from staging tips to navigating offers.



Pending area sales declined in May, offering a glimpse into early summer activity. 205 homes went under contract, down 5.1% from the previous year, according to Midwest Real Estate Data LLC. Pending sales indicate future closings typically within 30–60 days.

Meanwhile, mortgage rates remained relatively steady, with [Freddie Mac](#) reporting an average 30-year fixed mortgage rate of 6.84% as of mid-June. Although still below the 7% mark, elevated borrowing costs continue to influence affordability and dampen demand nationwide.

In times of economic uncertainty, the value of working with an expert is clearer than ever. Through a unique three-way partnership between local, state, and national associations, REALTORS® are supported by a network that delivers powerful tools, education, and advocacy at every level. This structure, which is exclusive to NAR, ensures that real estate professionals are equipped to provide the service and trusted guidance that today's clients expect.

Whether you're preparing to list your property, searching for your next home, or guiding clients through a complex market, CCAR remains committed to empowering our members and supporting informed, confident decisions in every transaction.

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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](http://www.champaigncountyassociationofrealtors.com) or follow along on Facebook.

