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Spring Sales Pick Up as Local Buyers See More Choices

More inventory gives house hunters room to compare, while affordability continues to shape decisions.

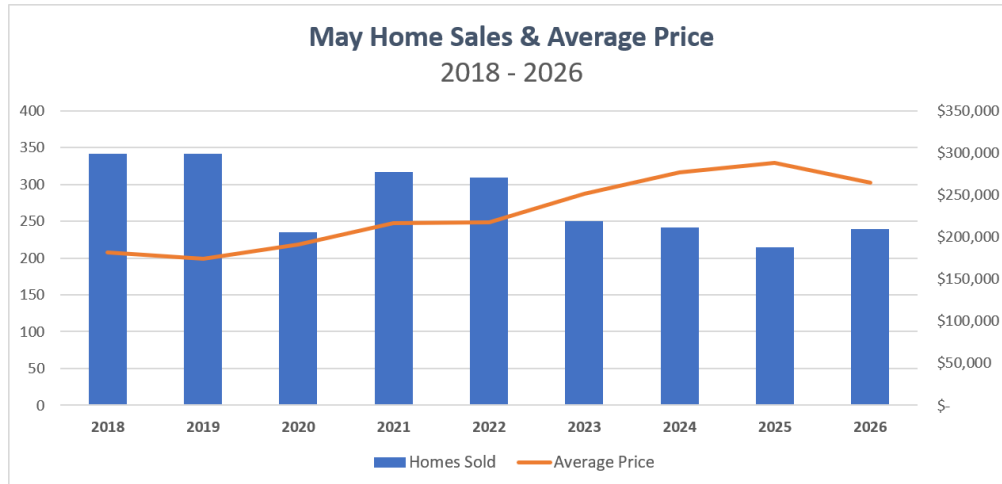
Champaign County, IL — May is typically one of the busiest months of the spring real estate season, and this year, the Champaign County area saw noticeable momentum. According to the Champaign County Association of REALTORS® (CCAR), May brought an influx of transactions, more homes on the market, and more properties under contract, expanding buyers' options as we move into summer. At the same time, area homes took more time to sell and median sales prices decreased, suggesting a different pace than the fast-moving, highly competitive conditions seen in recent years.

May Market Snapshot | Champaign County Area

Year-over-year unless otherwise noted

- **Sales:** 241 homes sold, up 12.1%
- **Median Sales Price:** \$232,912, down 10.4%
- **Days on Market:** 76 days, up from 35 days
- **Available Homes:** 398 units, up 18% since May 15, 2026
- **Year-to-Date Sales:** 895 homes sold, up 6.17%
- **Under Contract:** 226, up 7.6%

Data from CCAR shows that May 2026 home sales increased from last year, and the average price remained elevated compared to pre-pandemic conditions.



“This is a good example of why local context matters,” said Deana Gauze, president of CCAR and broker with Coldwell Banker Real Estate Group. “Sales and pending activity are up, and more listings are becoming available, which are encouraging signs heading into summer. But the market is not moving at the same speed we saw during the most competitive years. Prospective homeowners are being thoughtful, and sellers should be prepared to price strategically.”

Mortgage rates have shown little movement in recent weeks. According to [Freddie Mac](#), the 30-year fixed-rate mortgage averaged 6.47% as of June 18, 2026, down slightly from 6.52% the previous week and below 6.81% one year ago.

The National Association of REALTORS® (NAR) [reported](#) that pending home sales increased 3.8% since April and rose 4.8% from a year ago. All four major U.S. regions saw increases, with the Midwest posting one of the strongest monthly gains. Existing-home sales rose 3.2% in May, while the national median existing-home price reached \$429,300, up 1.3% from a year earlier.

“A late spring buyer rush—even with mortgage rates not budging—is an indication of pent-up housing demand and consumers’ acceptance of above-6% mortgage rates as the new normal,” said Lawrence Yun, NAR’s chief economist.

For consumers, affordability is not just about mortgage rates. It is also shaped by how many homes are available at different price points. NAR has continued to advocate for policies that address those supply challenges, including the landmark [21st Century ROAD to Housing Act](#), which recently passed in Congress.

NAR President Kevin Brown [characterized](#) the legislation as one of the most significant bipartisan housing packages Congress has considered in years and thanked REALTORS®, Federal Political Coordinators and advocacy staff for supporting affordability and supply solutions.

“Local housing challenges require both local insight and broader policy solutions,” Gauze added. “We are grateful for the work of NAR and local REALTORS® who continue to advocate for reducing barriers to homeownership. When more people can find homes that fit their needs and their budgets, the entire community benefits.”

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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](#).