



For Immediate Release:

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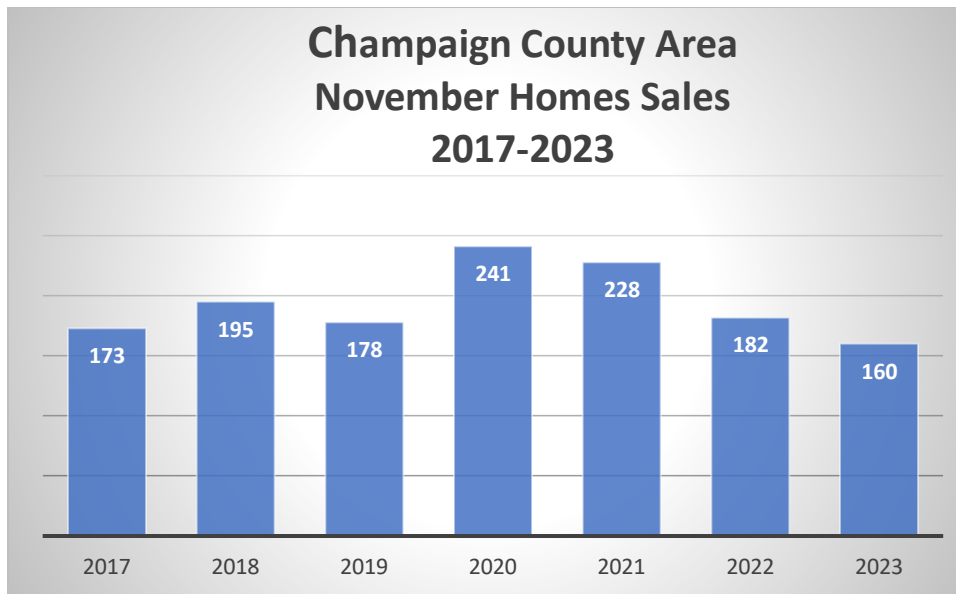
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Inventory shortages and higher mortgage rates contribute to declining home sales; Relief may be on the way for 2024

A total of 160 residential homes sales were reported in the Champaign County area in November, down 12% percent from 182 sales in November 2022, and the lowest sales reported in our area in over a decade (since 2011). A total of 2,397 homes were sold year-to-date, down 15.1 percent from 2,823 homes sold through November 2022, and the same decline year over year as one month ago.

The Champaign County area median home sale price rose 6.36 percent to \$204,750 in November from \$192,500 reported in November 2022. The median is the typical market price where half the homes are sold for more and half for less. In addition, the average home sale price continued to climb and for November 2023 it was \$234,186, up 3.15 percent from \$227,034 in November of 2022. Homes continue to sell quickly as the average home sold in 33 days in the Champaign market as compared to 35 days in November 2022.



“Homeowners remain reluctant to sell and give up the low mortgage rates they locked in two years ago, thus contributing to the inventory shortage. However, demand on the part of buyers is still there and will remain so as buyers see the value of homeownership as a long-term, stable investment,” said Jim Waller, president of the Champaign County Association of REALTORS®.

Pending home sales declined just 4 percent to 134 sales in November from 141 sales in November 2022, according to Midwest Real Estate Data, LLC for Champaign County. Pending sales for the month of November reflect the total number of active listings that went under contract and are awaiting closing, usually 30 to 60 days in the future.

Inventory of homes for sale dated December 14, 2023, stood at 658 properties on the market, down from last month’s inventory total of 682 properties. Throughout 2023, the inventory of available homes ranged from a low of 561 homes in March to a high of 692 homes available in mid-September.

However, good news could be on the way. In December, the average mortgage rates dropped below 7% for the first time since August and after an 8% peak in October, which pushed housing costs to the highest level since 2000. “The decline poses good news for buyers,” said Jessica Lautz, deputy chief and vice president of research at the National Association of Realtors.

According to [CBS News MoneyWatch](#), the recent decision by the Federal Reserve to pause rates will have reverberations throughout the economy, including on the mortgage market, where 18 months of rate hikes have left potential buyers facing high rates after more than a decade of relatively low rates on mortgages. The pause could signal better times ahead for homebuyers, though – especially if the Fed follows through on rate cuts in 2024.

The Champaign County Association of REALTORS® is a voluntary trade organization serving Champaign County and surrounding areas and is the leading resource for REALTOR® members and an advocate for homeownership and private property rights. Data was compiled by Midwest Real Estate Data, LLC as available on December 13, 2023. The Champaign County Association of REALTORS® is an active participant in promoting equality and inclusion as a longtime champion of fair housing with equal access to housing and opportunity for all. CCAR opposes discrimination based on race, color, religion, sex, disability, familial status, sexual orientation, gender identity, and national origin.

November 2023



Champaign County Area Homes Sales

HOMES SOLD

160

↓ 12.1%

COMPARED TO NOV 2022

MEDIAN PRICE

\$204,750

↑ 6.4%

COMPARED TO NOV 22

Average Price

Compared to Nov 2022

\$234,186



3.2%

Market Time

Compared to Nov 2022

33 Days



35 Days

Inventory

658

as of Dec 14, 2023



682

as of Dec 19, 2022

**Homes sold
Year-to-Date**

Compared to Nov 2022

2,397



15.1%

from 2,823 in Nov 2022