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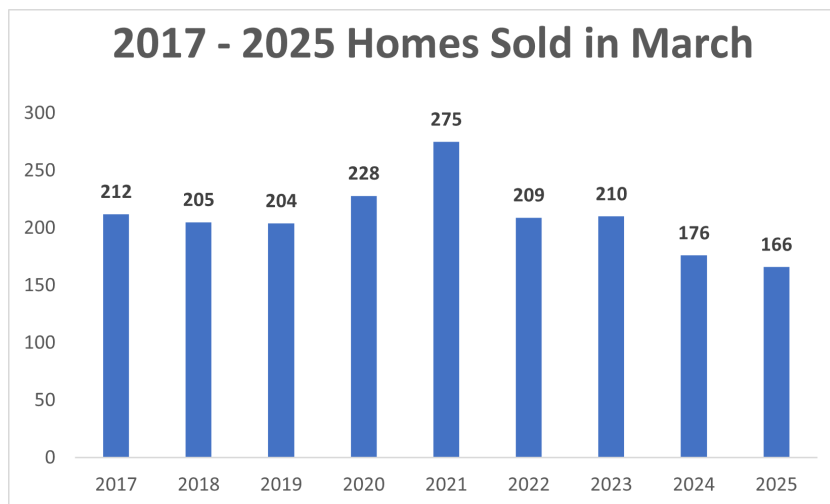
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Champaign Housing Market Update: Strong Seller's Conditions in March *Rising Prices, Low Inventory Set the Stage for a Competitive Spring Season*

CHAMPAIGN, IL — As warmer weather returns, so does a familiar challenge for local homebuyers: finding a home in an ever-changing market. March saw rising prices and steady demand in Champaign County—especially among younger and mid-career buyers, who are relying on trusted REALTOR® guidance. According to new insights from the National Association of REALTORS® (NAR), today's buyers value expert help more than ever, and this rings true in Champaign, where strong competition and low inventory are defining the spring season.

In March, 166 homes were sold in Champaign County, reflecting a 6% decline from March 2024. This mirrored a broader statewide trend, with sales down 4.3% during the same period. Despite the dip in sales volume, the area's median home sale price rose to \$237,500, marking a 19% year-over-year increase. In comparison, [Illinois REALTORS®](#) reported a statewide median price increase of 5%.



Source: MRED

Local housing availability is showing signs of recovery, with 540 available units by mid-March—a 13% increase from last month. However, with inventory still 18% below last year’s levels, it continues to be a favorable environment for sellers.

While pending home sales were down 22% year-over-year, REALTORS® remain optimistic as seasonal activity picks up. NAR Chief Economist Lawrence Yun [forecasts](#) a 6% increase in existing home sales nationwide in 2025, as conditions stabilize and inventory gradually improves.

“The spring market tends to bring more movement—both in inventory and buyer interest,” said Jayme Ahlden, president of the Champaign County Association of REALTORS® (CCAR) and broker with Coldwell Banker Real Estate Group. “With mortgage rates holding relatively steady and homes selling quickly, it’s still a great time for sellers to list—and for buyers to lean on their REALTOR® to act fast and strategically.”

The 30-year fixed-rate mortgage averaged 6.85% as of April 17, according to [Freddie Mac](#)—just under the 7% threshold for the thirteenth consecutive week. At this time last year, rates topped 7.1% and mortgage applications were 13% lower, signaling a stronger start to this year’s spring buying season.

While market conditions shift from month to month, one thing remains consistent: buyers’ trust in their REALTORS®. The latest [Generational Trends Report](#) from NAR found that 88% of buyers would work with their agent again—an even stronger sentiment among Gen X (91%) and Silent Generation (93%) buyers. That trust is especially important in competitive markets, where quick decisions and expert insight can make all the difference. CCAR remains committed to supporting REALTORS® and their clients by providing insights and resources to navigate these shifts.

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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.

March 2025 HOUSING MARKET REPORT



166
HOMES SOLD
↓ 6%
COMPARED TO MAR 2024

\$237,500
MEDIAN PRICE
↑ 23.4%
COMPARED TO MAR 2024

Average Price | **\$258,381** | ↑ 6.6%
COMPARED TO MAR 2024

Market Time | **61 Days** | ↑ 50 Days
COMPARED TO MAR 2024

Inventory | **540** | ↑ **476**
AS OF APR 21, 2025 AS OF MAR 16, 2025

**Homes sold
Year-to-Date** | **442** | ↓ 1.38%
COMPARED TO MAR 2024

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