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Homes.com 2027 Outlook: Home Prices Expected to Hold Steady Despite Fewer Sales

November 17, 2026

 Mortgage rates near 7% and limited inventory keep buyers and sellers in a stalemate nationally, but local outcomes diverge, from a 2.7% price decline in <location value="LU/us.ga.atlnta" idsrc="xmltag.org">Atlanta</location> to a 3.8% gain in <location value="LU/us.mn.minnea" idsrc="xmltag.org">Minneapolis</location>   <location value="LU/us.va.arlton" idsrc="xmltag.org">ARLINGTON, Va.</location>--(BUSINESS WIRE)--Nov. 17, 2026-- <org value="ACORN:3330121816" idsrc="xmltag.org">Homes.com</org>, a <org value="NASDAQ-NMS:CSGP" idsrc="xmltag.org">CoStar Group</org> (NASDAQ: CSGP) leading online residential marketplace, today released its 2027 housing market outlook, expecting a housing market stalemate in which fewer buyers transact and fewer owners sell, leaving home prices and affordability frozen.   <org value="ACORN:3330121816" idsrc="xmltag.org">Homes.com</org> projects national home prices will increase just 0.04% in 2027, while sales decline 5.6% and new listings fall 1.1%. Homes are expected to sell about one day faster, sellers are projected to concede slightly less from their original asking prices, and months of supply is expected to decline by 0.7 months. Together, the measures point to a modest shift toward sellers, but not a return to the highly competitive market of the early 2020s.   “Compared with the last half of 2026, 2027 is shaping up to be more of a continuation than a reset,” said <person>Brad Case</person>, Chief Residential Economist at <org value="ACORN:3330121816" idsrc="xmltag.org">Homes.com</org>. “Financing costs stay high, many owners stay put, and national prices barely move. Buyers may face fewer competing buyers, but they won’t necessarily find substantially more homes to choose from or greater negotiating power. Sellers will face fewer buyers, but limited supply helps keep prices from falling significantly.”   Mortgage rates are expected to remain a key constraint. The outlook assumes the 30-year fixed mortgage rate will ease only modestly through 2027, from about 7.2% to about 6.8%, somewhat above its 2026 average. That decline provides some relief but is unlikely to meaningfully reset affordability or mobility. On a <money>$400,000</money> loan, the projected rate decline would reduce monthly principal and interest by only about <money>$90</money>.   The constrained supply picture helps explain why falling sales do not translate into a buyer’s market. New listings are expected to decline 1.1%, while average inventory increases just 0.5%. With many homeowners reluctant to give up lower existing mortgage rates, fewer homes coming to market prevents the buildup in inventory that would typically give buyers more negotiating power.   The nearly flat national outlook masks significant differences across local markets. Prices are expected to fall in 24 of the 40 large markets analyzed and rise in 16, ranging from a 2.7% decline in <location value="LU/us.ga.atlnta" idsrc="xmltag.org">Atlanta</location> to a 3.8% increase in <location value="LU/us.mn.minnea" idsrc="xmltag.org">Minneapolis</location>. Sales, meanwhile, are expected to decline in all 40 markets analyzed. Among the markets <org value="ACORN:3330121816" idsrc="xmltag.org">Homes.com</org> highlights as ones to watch in 2027: <ul class="bwlistdisc"> <location value="LU/us.wa.seatle" idsrc="xmltag.org">Seattle</location>: Prices are expected to fall 2.4% as inventory increases 4.9% while sales decline 7.7%.   <location value="LU/us.ca.sanfrn" idsrc="xmltag.org">San Francisco</location>: Prices are expected to rise 1.6%, with the largest shift in negotiating leverage toward sellers among the 40 markets, even as sales fall 6.4%. The outlook remains particularly sensitive to technology hiring and the durability of AI investment.   <location value="LU/us.ut.sltlkc" idsrc="xmltag.org">Salt Lake City</location>: Prices are expected to edge up 0.2% as owners hold back listing, but sales are expected to fall 12.7%—the

steepest decline among the 40 markets—compared with 2026 numbers that included a very strong first half.   <location value="LU/us.ut.austin" idsrc="xmltag.org">Austin</location>: Inventory is expected to fall 9.3%, the largest decline among the markets analyzed, while prices decline 1.8%.   <location value="LU/us.ga.atlnta" idsrc="xmltag.org">Atlanta</location>: Prices are expected to fall 2.7%, the weakest price outlook among the markets analyzed, while sales decline 8.4%.   <location value="LU/us.tn.nashvl" idsrc="xmltag.org">Nashville</location>: Inventory is projected to increase 8.0% and new listings 5.6%, the largest increases among the 40 markets, while prices edge up 0.5%.   <location value="LU/us.mn.minnea" idsrc="xmltag.org">Minneapolis</location>: Prices are projected to rise 3.8%, the strongest growth among the 40 markets, even as sales decline 7.6%.   “The national price number will matter less in 2027 than what is happening in an individual market,” Case said. “A nearly flat national outlook masks stark differences in supply, demand and employment conditions across the country.”   Several factors could shift the outlook. Faster-than-expected declines in mortgage rates could bring more buyers into the market and encourage rate-locked homeowners to sell, while persistently higher rates would keep affordability strained and increase the potential for price declines in markets where inventory rises or employment weakens. Technology hiring and AI investment could have an impact on markets such as <location value="LU/us.ca.sanfrn" idsrc="xmltag.org">San Francisco</location>, while a weaker labor market, a surge in new listings or rising insurance, tax and association costs could put additional pressure on sales and prices.   The full outlook can be found here: homes.com/reports/national-housing-market/   About <org value="ACORN:3330121816" idsrc="xmltag.org">Homes.com</org>   <org value="ACORN:3330121816" idsrc="xmltag.org">Homes.com</org> is the fastest-growing residential real estate marketplace and a leading destination for homebuyers, sellers, and real estate professionals. A brand of <org value="NASDAQ-NMS:CSGP" idsrc="xmltag.org">CoStar Group</org> (NASDAQ: CSGP), <org value="ACORN:3330121816" idsrc="xmltag.org">Homes.com</org> is redefining online real estate by putting agents and homeowners first through a more transparent, agent-friendly marketplace.   Unlike traditional real estate portals, <org value="ACORN:3330121816" idsrc="xmltag.org">Homes.com</org> is built around a simple principle: Your Listing, Your Lead™. By connecting consumers directly with the listing agent, <org value="ACORN:3330121816" idsrc="xmltag.org">Homes.com</org> helps agents win more listings, generate more leads and deliver greater value to their clients. Millions of buyers use Homes.com’s powerful search tools, rich property content, and AI-driven experiences to discover homes and connect with local real estate experts.   Backed by the largest marketing investment in residential real estate, <org value="ACORN:3330121816" idsrc="xmltag.org">Homes.com</org> has invested <money>$1.25 billion</money> to build nationwide brand awareness, generating more than 100 billion impressions and establishing <org value="ACORN:3330121816" idsrc="xmltag.org">Homes.com</org> as a household name among consumers. The platform continues to experience rapid growth, with 83 million average monthly unique visitors*, 115% year-over-year growth in organic search traffic, and more than 36,000 Member Agents joining in just two years.   <a

href="http://Homes.com">Homes.com Membership gives agents exclusive marketing advantages and unmatched exposure to help grow their businesses. Based on an internal analysis of approximately 11,000 Member Agents, Members earned an average of <money>$36,400</money> more in commission during their first year of membership. Members win 60% more listings and received five times more leads than non-member agents**.   For more information, visit <org value="ACORN:3330121816" idsrc="xmltag.org">Homes.com</org>.   *The Homes.com Network, which includes <org value="ACORN:3330121816" idsrc="xmltag.org">Homes.com</org>, the Apartments Network, and the Land Network, averaged 83 million monthly unique visitors through <chron>July 2026</chron>, according to Google Analytics.   ** This figure represents an average of 11,000 agents who completed one full year of membership and is not a guarantee of future results. Individual results may vary based on market conditions, geographic location, agent activity, and other factors.   About CoStar Group   CoStar Group (NASDAQ: CSGP) is a leading global provider of online real estate marketplaces, information, analytics, and digital twins in the property markets. Founded in 1986, CoStar Group is dedicated to digitizing the world’s real estate, empowering all people to discover properties, insights, and connections that improve their businesses and lives.   CoStar Group’s major brands include CoStar, a leading global provider of commercial real estate data, analytics, and news; LoopNet, the most trafficked commercial real estate marketplace; Apartments.com, the leading platform for apartment rentals; Homes.com, the fastest-growing residential real estate marketplace; and Domain, one of Australia’s leading property marketplaces.   CoStar Group’s industry-leading brands also include Matterport, a leading spatial data company whose platform turns buildings into data to make every space more valuable and accessible; STR, a global leader in hospitality data and benchmarking; Zonda, a leading provider of data, analytics, software, and marketplace solutions for the residential construction industry; Ten-X, an online platform for commercial real estate auctions and negotiated bids; and OnTheMarket, a leading residential property portal in the United Kingdom.   CoStar Group’s websites attracted 121 million average monthly unique visitors in the third quarter of 2026, serving clients around the world. Headquartered in Arlington, Virginia, CoStar Group is committed to transforming the real estate industry through innovative technology and comprehensive market intelligence. From time to time, we plan to utilize our corporate website as a channel of distribution for material company information. For more information, visit CoStarGroup.com. <img alt="" src="https://cts.businesswire.com/ct/CT?id=bwnews&sty=20261117808104r1&sid=acqr8&distro=nx&lang=en" style="width:0;height:0"> View source version on businesswire.com: <a href="https://www.businesswire.com

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