

December 2023 Market Stats

Month over Month All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	Dec 2023	Nov 2023	% Change	Dec 2023	Nov 2023	% Change	Dec 2023	Nov 2023	% Change	Dec 2023	Nov 2023	% Change	Dec 2023	Nov 2023	% Change
Arroyo Grande	18	22	-18.20%	\$1,326,556	\$1,340,468	-1.00%	24	32	-25.00%	16	17	-5.90%	8	14	-42.90%
Atascadero	15	15	0	\$967,367	\$816,095	18.50%	40	50	-20.00%	16	14	14.30%	8	17	-52.90%
Avila Beach	3	3	0	\$1,669,667	\$1,004,333	66.20%	6	8	-25.00%	0	2	-100.00%	1	3	-66.70%
Cambria	5	8	-37.50%	\$1,114,800	\$889,500	25.30%	29	27	7.40%	6	5	20.00%	11	9	22.20%
Cayucos	3	2	50.00%	\$1,016,667	\$1,150,000	-11.60%	12	16	-25.00%	2	2	0	0	4	-100.00%
Creston	0	0	N/A	0	0	N/A	6	10	-40.00%	2	0	N/A	0	0	N/A
Grover Beach	6	6	0	\$966,167	\$786,917	22.80%	10	13	-23.10%	5	5	0	2	3	-33.30%
Los Osos	4	9	-55.60%	\$1,531,250	\$840,711	82.10%	12	10	20.00%	6	5	20.00%	6	12	-50.00%
Morro Bay	8	3	166.70%	\$823,938	\$1,055,000	-21.90%	15	17	-11.80%	5	8	-37.50%	9	10	-10.00%
Nipomo	16	12	33.30%	\$950,678	\$846,492	12.30%	25	37	-32.40%	17	18	-5.60%	8	24	-66.70%
Oceano	3	2	50.00%	\$610,667	\$907,800	-32.70%	6	12	-50.00%	8	4	100.00%	1	6	-83.30%
Paso Robles	35	33	6.10%	\$704,824	\$759,883	-7.20%	76	89	-14.60%	27	36	-25.00%	23	34	-32.40%
Pismo Beach	5	5	0	\$1,712,000	\$1,078,600	58.70%	28	30	-6.70%	4	4	0	5	11	-54.50%
San Luis Obispo	24	33	-27.30%	\$1,153,976	\$1,293,854	-10.80%	36	53	-32.10%	27	26	3.80%	14	35	-60.00%
San Miguel	3	1	200.00%	\$763,667	\$570,000	34.00%	7	9	-22.20%	4	0	N/A	2	2	0
Santa Margarita	2	1	100.00%	\$800,000	\$745,000	7.40%	6	6	0	0	0	N/A	0	0	N/A
Templeton	9	6	50.00%	\$1,411,583	\$1,233,167	14.50%	17	19	-10.50%	3	7	-57.10%	3	6	-50.00%
SLO COUNTY	163	165	-1.20%	\$1,024,843	\$1,008,379	1.60%	377	464	-18.80%	152	158	-3.80%	102	194	-47.40%

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	Dec 2023	Nov 2023	% Change	Dec 2023	Nov 2023	% Change	Dec 2023	Nov 2023	% Change	Dec 2023	Nov 2023	% Change	Dec 2023	Nov 2023	% Change
Arroyo Grande	33	30	10.00%	98.99%	98.61%	0.40%	97.01%	95.07%	2.00%	1.3	1.5	-13.30%	1.5	1.9	-21.10%
Atascadero	30	24	25.00%	99.52%	99.86%	-0.30%	94.03%	97.89%	-3.90%	2.7	3.3	-18.20%	2.5	3.6	-30.60%
Avila Beach	47	13	261.50%	97.97%	98.69%	-0.70%	95.65%	98.69%	-3.10%	2	2.7	-25.90%	0	4	-100.00%
Cambria	51	53	-3.80%	94.57%	98.23%	-3.70%	89.06%	95.08%	-6.30%	5.8	3.4	70.60%	4.8	5.4	-11.10%
Cayucos	97	18	438.90%	94.87%	99.01%	-4.20%	90.37%	97.96%	-7.70%	4	8	-50.00%	6	8	-25.00%
Creston	0	0	N/A	0	0	N/A	0	0	N/A	0	0	N/A	3	0	N/A
Grover Beach	65	12	441.70%	96.97%	101.84%	-4.80%	92.41%	101.19%	-8.70%	1.7	2.2	-22.70%	2	2.6	-23.10%
Los Osos	29	17	70.60%	103.85%	98.00%	6.00%	102.12%	97.68%	4.50%	3	1.1	172.70%	2	2	0
Morro Bay	50	76	-34.20%	98.56%	100.92%	-2.30%	96.14%	96.38%	-0.20%	1.9	5.7	-66.70%	3	2.1	42.90%
Nipomo	21	27	-22.20%	99.93%	100.50%	-0.60%	99.27%	99.61%	-0.30%	1.6	3.1	-48.40%	1.5	2.1	-28.60%
Oceano	45	45	0	93.42%	99.54%	-6.10%	88.46%	99.54%	-11.10%	2	6	-66.70%	0.8	3	-73.30%
Paso Robles	36	21	71.40%	94.81%	98.53%	-3.80%	91.51%	97.07%	-5.70%	2.2	2.7	-18.50%	2.8	2.5	12.00%
Pismo Beach	91	70	30.00%	97.05%	96.15%	0.90%	90.17%	88.83%	1.50%	5.6	6	-6.70%	7	7.5	-6.70%
San Luis Obispo	20	21	-4.80%	100.92%	99.99%	0.90%	99.68%	98.69%	1.00%	1.5	1.6	-6.30%	1.3	2	-35.00%
San Miguel	40	5	700.00%	94.75%	114.23%	-17.10%	94.75%	114.23%	-17.10%	2.3	9	-74.40%	1.8	0	N/A
Santa Margarita	37	20	85.00%	98.22%	99.47%	-1.30%	92.81%	93.24%	-0.50%	3	6	-50.00%	0	0	N/A
Templeton	32	39	-17.90%	96.30%	97.37%	-1.10%	91.50%	95.54%	-4.20%	1.9	3.2	-40.60%	5.7	2.7	111.10%
SLO COUNTY	37	28	32.10%	98.16%	99.11%	-1.00%	95.08%	97.07%	-2.10%	2.3	2.8	-17.90%	2.5	2.9	-13.80%

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December 2023 Market Stats

Year over Year All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	Dec 2023	Dec 2022	% Change	Dec 2023	Dec 2022	% Change	Dec 2023	Dec 2022	% Change	Dec 2023	Dec 2022	% Change	Dec 2023	Dec 2022	% Change
Arroyo Grande	18	16	12.50%	\$1,326,556	\$1,194,874	11.00%	24	26	-7.70%	16	11	45.50%	8	11	-27.30%
Atascadero	15	28	-46.40%	\$967,367	\$749,192	29.10%	40	28	42.90%	16	18	-11.10%	8	14	-42.90%
Avila Beach	3	3	0	\$1,669,667	\$1,604,967	4.00%	6	6	0	0	2	-100.00%	1	4	-75.00%
Cambria	5	11	-54.50%	\$1,114,800	\$1,228,846	-9.30%	29	19	52.60%	6	6	0	11	8	37.50%
Cayucos	3	2	50.00%	\$1,016,667	\$1,447,500	-29.80%	12	10	20.00%	2	2	0	0	1	-100.00%
Creston	0	1	-100.00%	0	\$2,850,000	-100.00%	6	4	50.00%	2	0	N/A	0	1	-100.00%
Grover Beach	6	2	200.00%	\$966,167	\$761,500	26.90%	10	14	-28.60%	5	6	-16.70%	2	7	-71.40%
Los Osos	4	7	-42.90%	\$1,531,250	\$872,714	75.50%	12	23	-47.80%	6	6	0	6	12	-50.00%
Morro Bay	8	8	0	\$823,938	\$736,188	11.90%	15	24	-37.50%	5	6	-16.70%	9	3	200.00%
Nipomo	16	24	-33.30%	\$950,678	\$1,003,521	-5.30%	25	32	-21.90%	17	7	142.90%	8	9	-11.10%
Oceano	3	3	0	\$610,667	\$621,333	-1.70%	6	16	-62.50%	8	7	14.30%	1	8	-87.50%
Paso Robles	35	24	45.80%	\$704,824	\$637,417	10.60%	76	99	-23.20%	27	24	12.50%	23	26	-11.50%
Pismo Beach	5	8	-37.50%	\$1,712,000	\$1,378,125	24.20%	28	18	55.60%	4	5	-20.00%	5	7	-28.60%
San Luis Obispo	24	20	20.00%	\$1,153,976	\$907,501	27.20%	36	48	-25.00%	27	22	22.70%	14	21	-33.30%
San Miguel	3	1	200.00%	\$763,667	\$509,990	49.70%	7	9	-22.20%	4	1	300.00%	2	0	N/A
Santa Margarita	2	0	N/A	\$800,000	0	N/A	6	8	-25.00%	0	2	-100.00%	0	1	-100.00%
Templeton	9	6	50.00%	\$1,411,583	\$1,089,583	29.60%	17	15	13.30%	3	3	0	3	3	0
SLO COUNTY	163	167	-2.40%	\$1,024,843	\$937,342	9.30%	377	415	-9.20%	152	131	16.00%	102	136	-25.00%

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	Dec 2023	Dec 2022	% Change	Dec 2023	Dec 2022	% Change	Dec 2023	Dec 2022	% Change	Dec 2023	Dec 2022	% Change	Dec 2023	Dec 2022	% Change
Arroyo Grande	33	47	-29.80%	98.99%	98.33%	0.70%	97.01%	94.65%	2.50%	1.3	1.6	-18.80%	1.5	2.4	-37.50%
Atascadero	30	28	7.10%	99.52%	98.38%	1.20%	94.03%	95.34%	-1.40%	2.7	1	170.00%	2.5	1.6	56.30%
Avila Beach	47	52	-9.60%	97.97%	102.44%	-4.40%	95.65%	100.44%	-4.80%	2	2	0	0	3	-100.00%
Cambria	51	51	0	94.57%	94.71%	-0.10%	89.06%	89.94%	-1.00%	5.8	1.7	241.20%	4.8	3.2	50.00%
Cayucos	97	264	-63.30%	94.87%	90.61%	4.70%	90.37%	65.87%	37.20%	4	5	-20.00%	6	5	20.00%
Creston	0	33	-100.00%	0	100.00%	-100.00%	0	100.00%	-100.00%	0	4	-100.00%	3	0	N/A
Grover Beach	65	15	333.30%	96.97%	98.32%	-1.40%	92.41%	98.39%	-6.10%	1.7	7	-75.70%	2	2.3	-13.00%
Los Osos	29	28	3.60%	103.85%	99.09%	4.80%	102.12%	95.10%	7.40%	3	3.3	-9.10%	2	3.8	-47.40%
Morro Bay	50	55	-9.10%	98.56%	96.42%	2.20%	96.14%	92.08%	4.40%	1.9	3	-36.70%	3	4	-25.00%
Nipomo	21	38	-44.70%	99.93%	95.17%	5.00%	99.27%	92.49%	7.30%	1.6	1.3	23.10%	1.5	4.6	-67.40%
Oceano	45	14	221.40%	93.42%	100.32%	-6.90%	88.46%	100.32%	-11.80%	2	5.3	-62.30%	0.8	2.3	-65.20%
Paso Robles	36	27	33.30%	94.81%	97.71%	-3.00%	91.51%	94.78%	-3.50%	2.2	4.1	-46.30%	2.8	4.1	-31.70%
Pismo Beach	91	32	184.40%	97.05%	96.54%	0.50%	90.17%	95.24%	-5.30%	5.6	2.3	143.50%	7	3.6	94.40%
San Luis Obispo	20	46	-56.50%	100.92%	98.13%	2.80%	99.68%	94.63%	5.30%	1.5	2.4	-37.50%	1.3	2.2	-40.90%
San Miguel	40	73	-45.20%	94.75%	100.19%	-5.40%	94.75%	98.08%	-3.40%	2.3	9	-74.40%	1.8	9	-80.00%
Santa Margarita	37	0	N/A	98.22%	0	N/A	92.81%	0	N/A	3	0	N/A	0	4	-100.00%
Templeton	32	29	10.30%	96.30%	93.37%	3.10%	91.50%	94.72%	-3.40%	1.9	2.5	-24.00%	5.7	5	14.00%
SLO COUNTY	37	39	-5.10%	98.16%	97.09%	1.10%	95.08%	93.60%	1.60%	2.3	2.5	-8.00%	2.5	3.2	-21.90%

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4th Quarter 2023 Market Stats

Q4 2023 vs. Q4 2022 All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	'23-Q4	'22-Q4	% Change	'23-Q4	'22-Q4	% Change	'23-Q4	'22-Q4	% Change	'23-Q4	'22-Q4	% Change	'23-Q4	'22-Q4	% Change
Arroyo Grande	51	55	-7.30%	\$1,253,594	\$1,179,497	6.30%	24	26	-7.70%	53	43	23.30%	40	46	-13.00%
Atascadero	59	72	-18.10%	\$881,287	\$731,782	20.40%	40	28	42.90%	45	65	-30.80%	57	62	-8.10%
Avila Beach	8	5	60.00%	\$1,195,875	\$1,362,980	-12.30%	6	6	0	5	5	0	7	8	-12.50%
Cambria	19	20	-5.00%	\$1,001,688	\$1,195,930	-16.20%	29	19	52.60%	20	21	-4.80%	32	24	33.30%
Cayucos	13	6	116.70%	\$1,269,846	\$1,529,583	-17.00%	12	10	20.00%	13	5	160.00%	12	7	71.40%
Creston	0	2	-100.00%	0	\$2,362,500	-100.00%	6	4	50.00%	2	0	N/A	1	3	-66.70%
Grover Beach	20	26	-23.10%	\$830,760	\$691,808	20.10%	10	14	-28.60%	19	20	-5.00%	21	25	-16.00%
Los Osos	16	26	-38.50%	\$1,027,119	\$955,227	7.50%	12	23	-47.80%	21	25	-16.00%	25	34	-26.50%
Morro Bay	15	28	-46.40%	\$923,527	\$992,368	-6.90%	15	24	-37.50%	17	24	-29.20%	27	29	-6.90%
Nipomo	46	63	-27.00%	\$984,076	\$1,012,168	-2.80%	25	32	-21.90%	51	44	15.90%	51	45	13.30%
Oceano	11	9	22.20%	\$710,327	\$579,656	22.50%	6	16	-62.50%	16	14	14.30%	9	21	-57.10%
Paso Robles	116	100	16.00%	\$727,502	\$710,152	2.40%	76	99	-23.20%	96	84	14.30%	109	109	0
Pismo Beach	24	22	9.10%	\$1,342,208	\$1,372,764	-2.20%	28	18	55.60%	19	20	-5.00%	27	31	-12.90%
San Luis Obispo	90	79	13.90%	\$1,206,832	\$988,556	22.10%	36	48	-25.00%	89	63	41.30%	82	76	7.90%
San Miguel	10	4	150.00%	\$834,600	\$563,748	48.00%	7	9	-22.20%	8	4	100.00%	8	4	100.00%
Santa Margarita	4	5	-20.00%	\$861,250	\$724,000	19.00%	6	8	-25.00%	4	5	-20.00%	4	4	0
Templeton	20	24	-16.70%	\$1,405,458	\$1,197,792	17.30%	17	15	13.30%	15	19	-21.10%	21	20	5.00%
SLO COUNTY	534	555	-3.80%	\$997,237	\$937,608	6.40%	377	415	-9.20%	506	467	8.40%	546	555	-1.60%

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	'23-Q4	'22-Q4	% Change	'23-Q4	'22-Q4	% Change	'23-Q4	'22-Q4	% Change	'23-Q4	'22-Q4	% Change	'23-Q4	'22-Q4	% Change
Arroyo Grande	31	46	-32.60%	98.58%	97.35%	1.30%	95.64%	91.52%	4.50%	1.4	1.4	0	1.4	1.8	-22.20%
Atascadero	25	28	-10.70%	99.17%	97.50%	1.70%	96.47%	94.43%	2.20%	2	1.2	66.70%	2.7	1.3	107.70%
Avila Beach	26	53	-50.90%	98.28%	100.23%	-1.90%	97.05%	98.87%	-1.80%	2.3	3.6	-36.10%	3.6	3.6	0
Cambria	39	43	-9.30%	97.39%	94.16%	3.40%	93.65%	91.34%	2.50%	4.6	2.9	58.60%	4.4	2.7	63.00%
Cayucos	62	110	-43.60%	95.77%	95.20%	0.60%	92.63%	84.08%	10.20%	2.8	5	-44.00%	2.8	6	-53.30%
Creston	0	95	-100.00%	0	92.65%	-100.00%	0	88.73%	-100.00%	0	6	-100.00%	9	0	N/A
Grover Beach	29	29	0	99.37%	98.25%	1.10%	96.93%	96.10%	0.90%	1.5	1.6	-6.30%	1.6	2.1	-23.80%
Los Osos	19	40	-52.50%	100.86%	98.87%	2.00%	99.88%	96.20%	3.80%	2.3	2.7	-14.80%	1.7	2.8	-39.30%
Morro Bay	43	33	30.30%	99.01%	98.25%	0.80%	96.83%	94.95%	2.00%	3	2.6	15.40%	2.6	3	-13.30%
Nipomo	20	32	-37.50%	100.03%	97.96%	2.10%	98.86%	95.16%	3.90%	1.6	1.5	6.70%	1.5	2.2	-31.80%
Oceano	30	52	-42.30%	100.91%	99.20%	1.70%	99.51%	93.96%	5.90%	1.6	5.3	-69.80%	1.1	3.4	-67.60%
Paso Robles	33	28	17.90%	97.46%	98.69%	-1.20%	93.66%	96.37%	-2.80%	2	3	-33.30%	2.4	3.5	-31.40%
Pismo Beach	50	25	100.00%	97.70%	96.99%	0.70%	92.53%	94.39%	-2.00%	3.5	2.5	40.00%	4.4	2.7	63.00%
San Luis Obispo	21	31	-32.30%	100.86%	98.45%	2.40%	99.57%	96.12%	3.60%	1.2	1.8	-33.30%	1.2	2.3	-47.80%
San Miguel	59	31	90.30%	98.48%	101.39%	-2.90%	98.05%	99.82%	-1.80%	2.1	6.8	-69.10%	2.6	6.8	-61.80%
Santa Margarita	29	39	-25.60%	96.28%	99.18%	-2.90%	92.53%	97.42%	-5.00%	4.5	4.8	-6.30%	4.5	4.8	-6.30%
Templeton	32	31	3.20%	95.51%	95.40%	0.10%	92.87%	93.50%	-0.70%	2.6	1.9	36.80%	3.4	2.4	41.70%
SLO COUNTY	31	35	-11.40%	98.77%	97.64%	1.20%	96.21%	94.44%	1.90%	2.1	2.2	-4.50%	2.2	2.7	-18.50%

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