

January 2024 Market Stats

Month over Month All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	Jan 2024	Dec 2023	% Change	Jan 2024	Dec 2023	% Change	Jan 2024	Dec 2023	% Change	Jan 2024	Dec 2023	% Change	Jan 2024	Dec 2023	% Change
Arroyo Grande	12	18	-33.30%	\$1,068,875	\$1,326,556	-19.40%	23	24	-4.20%	19	15	26.70%	20	9	122.20%
Atascadero	15	15	0	\$712,346	\$967,367	-26.40%	30	40	-25.00%	37	14	164.30%	22	12	83.30%
Avila Beach	0	3	-100.00%	0	\$1,669,667	-100.00%	6	6	0	4	0	N/A	2	2	0
Cambria	6	5	20.00%	\$1,204,000	\$1,114,800	8.00%	20	29	-31.00%	11	6	83.30%	5	11	-54.50%
Cayucos	5	3	66.70%	\$1,653,887	\$1,016,667	62.70%	14	12	16.70%	1	2	-50.00%	1	0	N/A
Creston	1	0	N/A	\$937,000	0	N/A	4	6	-33.30%	1	2	-50.00%	0	0	N/A
Grover Beach	3	6	-50.00%	\$793,333	\$966,167	-17.90%	8	10	-20.00%	8	5	60.00%	7	2	250.00%
Los Osos	9	4	125.00%	\$851,000	\$1,531,250	-44.40%	11	12	-8.30%	10	6	66.70%	8	10	-20.00%
Morro Bay	7	8	-12.50%	\$1,053,986	\$823,938	27.90%	14	15	-6.70%	7	5	40.00%	10	9	11.10%
Nipomo	16	16	0	\$851,056	\$950,678	-10.50%	18	25	-28.00%	16	14	14.30%	15	8	87.50%
Oceano	7	3	133.30%	\$548,857	\$610,667	-10.10%	6	6	0	5	7	-28.60%	6	1	500.00%
Paso Robles	26	35	-25.70%	\$794,385	\$704,824	12.70%	76	76	0	33	25	32.00%	37	27	37.00%
Pismo Beach	4	5	-20.00%	\$1,095,000	\$1,712,000	-36.00%	24	28	-14.30%	13	4	225.00%	6	8	-25.00%
San Luis Obispo	46	24	91.70%	\$896,876	\$1,153,976	-22.30%	46	36	27.80%	52	27	92.60%	49	21	133.30%
San Miguel	3	3	0	\$450,000	\$763,667	-41.10%	10	7	42.90%	4	3	33.30%	6	2	200.00%
Santa Margarita	2	2	0	\$257,500	\$800,000	-67.80%	5	6	-16.70%	3	0	N/A	1	0	N/A
Templeton	1	9	-88.90%	\$820,000	\$1,411,583	-41.90%	15	17	-11.80%	6	4	50.00%	9	4	125.00%
SLO COUNTY	168	163	3.10%	\$868,295	\$1,024,843	-15.30%	345	377	-8.50%	236	142	66.20%	206	127	62.20%

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	Jan 2024	Dec 2023	% Change	Jan 2024	Dec 2023	% Change	Jan 2024	Dec 2023	% Change	Jan 2024	Dec 2023	% Change	Jan 2024	Dec 2023	% Change
Arroyo Grande	60	33	81.80%	98.74%	98.99%	-0.30%	94.16%	97.01%	-2.90%	1.9	1.3	46.20%	1.2	1.6	-25.00%
Atascadero	32	30	6.70%	98.41%	99.52%	-1.10%	95.34%	94.03%	1.40%	2	2.7	-25.90%	0.8	2.9	-72.40%
Avila Beach	0	47	-100.00%	0	97.97%	-100.00%	0	95.65%	-100.00%	0	2	-100.00%	1.5	0	N/A
Cambria	20	51	-60.80%	101.06%	94.57%	6.90%	100.35%	89.06%	12.70%	3.3	5.8	-43.10%	1.8	4.8	-62.50%
Cayucos	37	97	-61.90%	96.89%	94.87%	2.10%	95.55%	90.37%	5.70%	2.8	4	-30.00%	14	6	133.30%
Creston	187	0	N/A	93.79%	0	N/A	69.41%	0	N/A	4	0	N/A	4	3	33.30%
Grover Beach	31	65	-52.30%	101.80%	96.97%	5.00%	100.25%	92.41%	8.50%	2.7	1.7	58.80%	1	2	-50.00%
Los Osos	20	29	-31.00%	102.78%	103.85%	-1.00%	99.67%	102.12%	-2.40%	1.2	3	-60.00%	1.1	2	-45.00%
Morro Bay	29	50	-42.00%	99.15%	98.56%	0.60%	96.89%	96.14%	0.80%	2	1.9	5.30%	2	3	-33.30%
Nipomo	46	21	119.00%	99.06%	99.93%	-0.90%	93.76%	99.27%	-5.60%	1.1	1.6	-31.30%	1.1	1.8	-38.90%
Oceano	19	45	-57.80%	100.18%	93.42%	7.20%	98.92%	88.46%	11.80%	0.9	2	-55.00%	1.2	0.9	33.30%
Paso Robles	45	36	25.00%	98.39%	94.81%	3.80%	95.25%	91.51%	4.10%	2.9	2.2	31.80%	2.3	3	-23.30%
Pismo Beach	65	91	-28.60%	97.14%	97.05%	0.10%	93.41%	90.17%	3.60%	6	5.6	7.10%	1.8	7	-74.30%
San Luis Obispo	20	20	0	98.24%	100.92%	-2.70%	96.24%	99.68%	-3.50%	1	1.5	-33.30%	0.9	1.3	-30.80%
San Miguel	5	40	-87.50%	102.51%	94.75%	8.20%	102.51%	94.75%	8.20%	3.3	2.3	43.50%	2.5	2.3	8.70%
Santa Margarita	42	37	13.50%	100.00%	98.22%	1.80%	100.00%	92.81%	7.70%	2.5	3	-16.70%	1.7	0	N/A
Templeton	1	32	-96.90%	105.26%	96.30%	9.30%	105.26%	91.50%	15.00%	15	1.9	689.50%	2.5	4.3	-41.90%
SLO COUNTY	36	37	-2.70%	98.80%	98.16%	0.70%	95.82%	95.08%	0.80%	2.1	2.3	-8.70%	1.5	2.7	-44.40%

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January 2024 Market Stats

Year over Year All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	Jan 2024	Jan 2023	% Change	Jan 2024	Jan 2023	% Change	Jan 2024	Jan 2023	% Change	Jan 2024	Jan 2023	% Change	Jan 2024	Jan 2023	% Change
Arroyo Grande	12	12	0	\$1,068,875	\$767,417	39.30%	23	25	-8.00%	19	15	26.70%	20	18	11.10%
Atascadero	15	14	7.10%	\$712,346	\$762,493	-6.60%	30	28	7.10%	37	16	131.30%	22	29	-24.10%
Avila Beach	0	3	-100.00%	0	\$1,711,667	-100.00%	6	5	20.00%	4	1	300.00%	2	0	N/A
Cambria	6	3	100.00%	\$1,204,000	\$1,858,200	-35.20%	20	19	5.30%	11	5	120.00%	5	7	-28.60%
Cayucos	5	1	400.00%	\$1,653,887	\$1,000,000	65.40%	14	11	27.30%	1	3	-66.70%	1	7	-85.70%
Creston	1	0	N/A	\$937,000	0	N/A	4	6	-33.30%	1	0	N/A	0	3	-100.00%
Grover Beach	3	5	-40.00%	\$793,333	\$1,003,000	-20.90%	8	15	-46.70%	8	7	14.30%	7	12	-41.70%
Los Osos	9	4	125.00%	\$851,000	\$942,500	-9.70%	11	20	-45.00%	10	11	-9.10%	8	8	0
Morro Bay	7	4	75.00%	\$1,053,986	\$1,159,000	-9.10%	14	21	-33.30%	7	6	16.70%	10	8	25.00%
Nipomo	16	5	220.00%	\$851,056	\$1,340,472	-36.50%	18	22	-18.20%	16	13	23.10%	15	15	0
Oceano	7	8	-12.50%	\$548,857	\$571,312	-3.90%	6	15	-60.00%	5	4	25.00%	6	6	0
Paso Robles	26	23	13.00%	\$794,385	\$657,674	20.80%	76	73	4.10%	33	33	0	37	25	48.00%
Pismo Beach	4	5	-20.00%	\$1,095,000	\$1,621,100	-32.50%	24	14	71.40%	13	8	62.50%	6	11	-45.50%
San Luis Obispo	46	18	155.60%	\$896,876	\$989,139	-9.30%	46	44	4.50%	52	32	62.50%	49	32	53.10%
San Miguel	3	3	0	\$450,000	\$3,205,000	-86.00%	10	9	11.10%	4	2	100.00%	6	1	500.00%
Santa Margarita	2	4	-50.00%	\$257,500	\$555,000	-53.60%	5	8	-37.50%	3	1	200.00%	1	2	-50.00%
Templeton	1	2	-50.00%	\$820,000	\$787,000	4.20%	15	12	25.00%	6	5	20.00%	9	4	125.00%
SLO COUNTY	168	116	44.80%	\$868,295	\$901,619	-3.70%	345	359	-3.90%	236	163	44.80%	206	191	7.90%

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	Jan 2024	Jan 2023	% Change	Jan 2024	Jan 2023	% Change	Jan 2024	Jan 2023	% Change	Jan 2024	Jan 2023	% Change	Jan 2024	Jan 2023	% Change
Arroyo Grande	60	26	130.80%	98.74%	101.11%	-2.30%	94.16%	98.41%	-4.30%	1.9	2.1	-9.50%	1.2	1.7	-29.40%
Atascadero	32	41	-22.00%	98.41%	98.64%	-0.20%	95.34%	95.75%	-0.40%	2	2	0	0.8	1.8	-55.60%
Avila Beach	0	39	-100.00%	0	96.09%	-100.00%	0	90.90%	-100.00%	0	1.7	-100.00%	1.5	5	-70.00%
Cambria	20	72	-72.20%	101.06%	91.40%	10.60%	100.35%	90.69%	10.70%	3.3	6.3	-47.60%	1.8	3.8	-52.60%
Cayucos	37	62	-40.30%	96.89%	90.91%	6.60%	95.55%	83.54%	14.40%	2.8	11	-74.50%	14	3.7	278.40%
Creston	187	0	N/A	93.79%	0	N/A	69.41%	0	N/A	4	0	N/A	4	0	N/A
Grover Beach	31	34	-8.80%	101.80%	98.55%	3.30%	100.25%	97.72%	2.60%	2.7	3	-10.00%	1	2.1	-52.40%
Los Osos	20	19	5.30%	102.78%	99.84%	2.90%	99.67%	99.58%	0.10%	1.2	5	-76.00%	1.1	1.8	-38.90%
Morro Bay	29	76	-61.80%	99.15%	99.00%	0.20%	96.89%	95.14%	1.80%	2	5.3	-62.30%	2	3.5	-42.90%
Nipomo	46	21	119.00%	99.06%	100.17%	-1.10%	93.76%	98.69%	-5.00%	1.1	4.4	-75.00%	1.1	1.7	-35.30%
Oceano	19	38	-50.00%	100.18%	92.90%	7.80%	98.92%	88.80%	11.40%	0.9	1.9	-52.60%	1.2	3.8	-68.40%
Paso Robles	45	45	0	98.39%	97.71%	0.70%	95.25%	91.77%	3.80%	2.9	3.2	-9.40%	2.3	2.2	4.50%
Pismo Beach	65	46	41.30%	97.14%	93.48%	3.90%	93.41%	86.12%	8.50%	6	2.8	114.30%	1.8	1.8	0
San Luis Obispo	20	43	-53.50%	98.24%	101.12%	-2.80%	96.24%	100.00%	-3.80%	1	2.4	-58.30%	0.9	1.4	-35.70%
San Miguel	5	41	-87.80%	102.51%	96.93%	5.80%	102.51%	94.41%	8.60%	3.3	3	10.00%	2.5	4.5	-44.40%
Santa Margarita	42	67	-37.30%	100.00%	83.18%	20.20%	100.00%	82.41%	21.30%	2.5	2	25.00%	1.7	8	-78.80%
Templeton	1	71	-98.60%	105.26%	99.75%	5.50%	105.26%	94.88%	10.90%	15	6	150.00%	2.5	2.4	4.20%
SLO COUNTY	36	44	-18.20%	98.80%	97.57%	1.30%	95.82%	94.09%	1.80%	2.1	3.1	-32.30%	1.5	2.2	-31.80%

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