

# March 2024 Market Stats

Month over Month All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	Mar 2024	Feb 2024	% Change	Mar 2024	Feb 2024	% Change	Mar 2024	Feb 2024	% Change	Mar 2024	Feb 2024	% Change	Mar 2024	Feb 2024	% Change
Arroyo Grande	21	18	16.70%	\$1,253,478	\$1,209,835	3.60%	22	27	-18.50%	18	20	-10.00%	15	23	-34.80%
Atascadero	30	22	36.40%	\$735,583	\$800,919	-8.20%	35	34	2.90%	24	22	9.10%	21	28	-25.00%
Avila Beach	1	3	-66.70%	\$3,140,000	\$1,466,667	114.10%	8	7	14.30%	3	3	0	2	3	-33.30%
Cambria	7	12	-41.70%	\$864,286	\$1,006,418	-14.10%	19	15	26.70%	9	7	28.60%	9	9	0
Cayucos	2	2	0	\$837,500	\$1,529,500	-45.20%	20	17	17.60%	3	2	50.00%	5	7	-28.60%
Creston	1	1	0	\$599,000	\$942,500	-36.40%	5	5	0	2	1	100.00%	2	2	0
Grover Beach	4	9	-55.60%	\$826,000	\$768,000	7.60%	17	7	142.90%	10	6	66.70%	14	9	55.60%
Los Osos	18	7	157.10%	\$967,194	\$795,857	21.50%	10	10	0	11	14	-21.40%	12	9	33.30%
Morro Bay	9	5	80.00%	\$777,667	\$1,186,000	-34.40%	12	15	-20.00%	11	7	57.10%	5	12	-58.30%
Nipomo	19	8	137.50%	\$1,098,237	\$945,625	16.10%	21	24	-12.50%	17	8	112.50%	11	21	-47.60%
Oceano	7	2	250.00%	\$846,286	\$610,500	38.60%	9	6	50.00%	2	5	-60.00%	7	3	133.30%
Paso Robles	45	29	55.20%	\$741,403	\$863,931	-14.20%	69	73	-5.50%	40	48	-16.70%	43	44	-2.30%
Pismo Beach	11	12	-8.30%	\$1,932,273	\$1,536,958	25.70%	26	27	-3.70%	14	11	27.30%	10	17	-41.20%
San Luis Obispo	31	40	-22.50%	\$1,062,456	\$1,065,895	-0.30%	63	46	37.00%	41	40	2.50%	41	44	-6.80%
San Miguel	5	3	66.70%	\$646,200	\$500,000	29.20%	8	8	0	11	5	120.00%	7	9	-22.20%
Santa Margarita	0	2	-100.00%	0	\$708,250	-100.00%	6	6	0	2	3	-33.30%	1	4	-75.00%
Templeton	7	8	-12.50%	\$1,149,929	\$1,140,863	0.80%	22	16	37.50%	10	8	25.00%	12	7	71.40%
<b>SLO COUNTY</b>	<b>221</b>	<b>187</b>	<b>18.20%</b>	<b>\$974,232</b>	<b>\$1,000,783</b>	<b>-2.70%</b>	<b>388</b>	<b>360</b>	<b>7.80%</b>	<b>232</b>	<b>214</b>	<b>8.40%</b>	<b>218</b>	<b>256</b>	<b>-14.80%</b>

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	Mar 2024	Feb 2024	% Change	Mar 2024	Feb 2024	% Change	Mar 2024	Feb 2024	% Change	Mar 2024	Feb 2024	% Change	Mar 2024	Feb 2024	% Change
Arroyo Grande	33	39	-15.40%	100.37%	98.51%	1.90%	99.54%	97.09%	2.50%	1	1.5	-33.30%	1.2	1.4	-14.30%
Atascadero	52	41	26.80%	98.83%	98.12%	0.70%	95.77%	96.95%	-1.20%	1.2	1.5	-20.00%	1.5	1.5	0
Avila Beach	65	42	54.80%	96.62%	96.81%	-0.20%	91.01%	94.75%	-3.90%	8	2.3	247.80%	2.7	2.3	17.40%
Cambria	67	37	81.10%	91.31%	94.16%	-3.00%	85.72%	91.83%	-6.70%	2.7	1.3	107.70%	2.1	2.1	0
Cayucos	81	7	1057.10%	95.50%	100.49%	-5.00%	91.33%	100.49%	-9.10%	10	8.5	17.60%	6.7	8.5	-21.20%
Creston	72	239	-69.90%	100.00%	94.34%	6.00%	95.23%	77.25%	23.30%	5	5	0	2.5	5	-50.00%
Grover Beach	95	74	28.40%	102.04%	99.15%	2.90%	100.79%	93.25%	8.10%	4.3	0.8	437.50%	1.7	1.2	41.70%
Los Osos	23	42	-45.20%	99.71%	99.77%	-0.10%	97.64%	95.18%	2.60%	0.6	1.4	-57.10%	0.9	0.7	28.60%
Morro Bay	21	85	-75.30%	98.26%	100.05%	-1.80%	96.98%	93.06%	4.20%	1.3	3	-56.70%	1.1	2.1	-47.60%
Nipomo	45	40	12.50%	99.44%	99.84%	-0.40%	97.93%	97.60%	0.30%	1.1	3	-63.30%	1.2	3	-60.00%
Oceano	98	5	1860.00%	93.85%	97.84%	-4.10%	90.76%	97.84%	-7.20%	1.3	3	-56.70%	4.5	1.2	275.00%
Paso Robles	33	45	-26.70%	100.02%	96.38%	3.80%	98.76%	93.22%	5.90%	1.5	2.5	-40.00%	1.7	1.5	13.30%
Pismo Beach	57	49	16.30%	96.71%	99.13%	-2.40%	95.26%	96.39%	-1.20%	2.4	2.3	4.30%	1.9	2.5	-24.00%
San Luis Obispo	29	30	-3.30%	101.90%	99.10%	2.80%	100.98%	97.50%	3.60%	2	1.2	66.70%	1.5	1.2	25.00%
San Miguel	21	82	-74.40%	99.91%	98.75%	1.20%	98.39%	95.85%	2.60%	1.6	2.7	-40.70%	0.7	1.6	-56.30%
Santa Margarita	0	35	-100.00%	0	96.10%	-100.00%	0	91.15%	-100.00%	0	3	-100.00%	3	2	50.00%
Templeton	67	22	204.50%	92.88%	98.99%	-6.20%	89.30%	98.78%	-9.60%	3.1	2	55.00%	2.2	2	10.00%
<b>SLO COUNTY</b>	<b>43</b>	<b>43</b>	<b>0</b>	<b>98.92%</b>	<b>98.15%</b>	<b>0.80%</b>	<b>97.02%</b>	<b>95.72%</b>	<b>1.40%</b>	<b>1.8</b>	<b>1.9</b>	<b>-5.30%</b>	<b>1.7</b>	<b>1.7</b>	<b>0</b>

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# March 2024 Market Stats

Year over Year All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	Mar 2024	Mar 2023	% Change	Mar 2024	Mar 2023	% Change	Mar 2024	Mar 2023	% Change	Mar 2024	Mar 2023	% Change	Mar 2024	Mar 2023	% Change
Arroyo Grande	21	22	-4.50%	\$1,253,478	\$1,175,955	6.60%	22	28	-21.40%	18	21	-14.30%	15	33	-54.50%
Atascadero	30	27	11.10%	\$735,583	\$800,348	-8.10%	35	27	29.60%	24	19	26.30%	21	30	-30.00%
Avila Beach	1	1	0	\$3,140,000	\$1,070,000	193.50%	8	4	100.00%	3	5	-40.00%	2	3	-33.30%
Cambria	7	11	-36.40%	\$864,286	\$1,148,977	-24.80%	19	20	-5.00%	9	6	50.00%	9	13	-30.80%
Cayucos	2	2	0	\$837,500	\$887,500	-5.60%	20	13	53.80%	3	2	50.00%	5	4	25.00%
Creston	1	0	N/A	\$599,000	0	N/A	5	5	0	2	3	-33.30%	2	2	0
Grover Beach	4	10	-60.00%	\$826,000	\$756,074	9.20%	17	13	30.80%	10	12	-16.70%	14	15	-6.70%
Los Osos	18	10	80.00%	\$967,194	\$1,039,000	-6.90%	10	13	-23.10%	11	10	10.00%	12	11	9.10%
Morro Bay	9	7	28.60%	\$777,667	\$756,000	2.90%	12	24	-50.00%	11	9	22.20%	5	10	-50.00%
Nipomo	19	14	35.70%	\$1,098,237	\$1,056,391	4.00%	21	17	23.50%	17	19	-10.50%	11	17	-35.30%
Oceano	7	8	-12.50%	\$846,286	\$691,375	22.40%	9	7	28.60%	2	7	-71.40%	7	3	133.30%
Paso Robles	45	36	25.00%	\$741,403	\$744,234	-0.40%	69	63	9.50%	40	31	29.00%	43	40	7.50%
Pismo Beach	11	8	37.50%	\$1,932,273	\$1,096,750	76.20%	26	21	23.80%	14	11	27.30%	10	18	-44.40%
San Luis Obispo	31	35	-11.40%	\$1,062,456	\$994,460	6.80%	63	35	80.00%	41	36	13.90%	41	40	2.50%
San Miguel	5	2	150.00%	\$646,200	\$429,500	50.50%	8	7	14.30%	11	2	450.00%	7	1	600.00%
Santa Margarita	0	2	-100.00%	0	\$833,500	-100.00%	6	9	-33.30%	2	1	100.00%	1	4	-75.00%
Templeton	7	3	133.30%	\$1,149,929	\$1,067,413	7.70%	22	15	46.70%	10	8	25.00%	12	7	71.40%
<b>SLO COUNTY</b>	<b>221</b>	<b>202</b>	<b>9.40%</b>	<b>\$974,232</b>	<b>\$914,832</b>	<b>6.50%</b>	<b>388</b>	<b>336</b>	<b>15.50%</b>	<b>232</b>	<b>207</b>	<b>12.10%</b>	<b>218</b>	<b>256</b>	<b>-14.80%</b>

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	Mar 2024	Mar 2023	% Change	Mar 2024	Mar 2023	% Change	Mar 2024	Mar 2023	% Change	Mar 2024	Mar 2023	% Change	Mar 2024	Mar 2023	% Change
Arroyo Grande	33	30	10.00%	100.37%	99.37%	1.00%	99.54%	96.44%	3.20%	1	1.3	-23.10%	1.2	1.3	-7.70%
Atascadero	52	31	67.70%	98.83%	99.60%	-0.80%	95.77%	98.09%	-2.40%	1.2	1	20.00%	1.5	1.4	7.10%
Avila Beach	65	5	1200.00%	96.62%	107.11%	-9.80%	91.01%	107.11%	-15.00%	8	4	100.00%	2.7	0.8	237.50%
Cambria	67	48	39.60%	91.31%	98.46%	-7.30%	85.72%	96.96%	-11.60%	2.7	1.8	50.00%	2.1	3.3	-36.40%
Cayucos	81	32	153.10%	95.50%	90.56%	5.50%	91.33%	90.56%	0.90%	10	6.5	53.80%	6.7	6.5	3.10%
Creston	72	0	N/A	100.00%	0	N/A	95.23%	0	N/A	5	0	N/A	2.5	1.7	47.10%
Grover Beach	95	54	75.90%	102.04%	98.52%	3.60%	100.79%	94.84%	6.30%	4.3	1.3	230.80%	1.7	1.1	54.50%
Los Osos	23	48	-52.10%	99.71%	98.58%	1.10%	97.64%	97.24%	0.40%	0.6	1.3	-53.80%	0.9	1.3	-30.80%
Morro Bay	21	98	-78.60%	98.26%	95.27%	3.10%	96.98%	90.60%	7.00%	1.3	3.4	-61.80%	1.1	2.7	-59.30%
Nipomo	45	50	-10.00%	99.44%	99.40%	0.00%	97.93%	97.65%	0.30%	1.1	1.2	-8.30%	1.2	0.9	33.30%
Oceano	98	22	345.50%	93.85%	101.77%	-7.80%	90.76%	98.94%	-8.30%	1.3	0.9	44.40%	4.5	1	350.00%
Paso Robles	33	59	-44.10%	100.02%	98.93%	1.10%	98.76%	94.60%	4.40%	1.5	1.8	-16.70%	1.7	2	-15.00%
Pismo Beach	57	13	338.50%	96.71%	98.52%	-1.80%	95.26%	98.52%	-3.30%	2.4	2.6	-7.70%	1.9	1.9	0
San Luis Obispo	29	34	-14.70%	101.90%	100.57%	1.30%	100.98%	98.26%	2.80%	2	1	100.00%	1.5	1	50.00%
San Miguel	21	74	-71.60%	99.91%	97.06%	2.90%	98.39%	89.57%	9.80%	1.6	3.5	-54.30%	0.7	3.5	-80.00%
Santa Margarita	0	82	-100.00%	0	98.17%	-100.00%	0	98.17%	-100.00%	0	4.5	-100.00%	3	9	-66.70%
Templeton	67	4	1575.00%	92.88%	100.10%	-7.20%	89.30%	100.10%	-10.80%	3.1	5	-38.00%	2.2	1.9	15.80%
<b>SLO COUNTY</b>	<b>43</b>	<b>42</b>	<b>2.40%</b>	<b>98.92%</b>	<b>99.19%</b>	<b>-0.30%</b>	<b>97.02%</b>	<b>96.79%</b>	<b>0.20%</b>	<b>1.8</b>	<b>1.7</b>	<b>5.90%</b>	<b>1.7</b>	<b>1.6</b>	<b>6.30%</b>

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# 1st Quarter 2024 Market Stats

Q1 2024 vs. Q1 2023 All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	'24-Q1	'23-Q1	% Change	'24-Q1	'23-Q1	% Change	'24-Q1	'23-Q1	% Change	'24-Q1	'23-Q1	% Change	'24-Q1	'23-Q1	% Change
Arroyo Grande	51	44	15.90%	\$1,194,638	\$1,006,250	18.70%	22	28	-21.40%	55	56	-1.80%	59	71	-16.90%
Atascadero	67	52	28.80%	\$751,834	\$779,354	-3.50%	35	27	29.60%	78	63	23.80%	76	82	-7.30%
Avila Beach	4	6	-33.30%	\$1,885,000	\$1,480,000	27.40%	8	4	100.00%	10	8	25.00%	8	6	33.30%
Cambria	25	20	25.00%	\$1,014,041	\$1,269,918	-20.10%	19	20	-5.00%	27	20	35.00%	23	27	-14.80%
Cayucos	9	6	50.00%	\$1,444,826	\$1,520,667	-5.00%	20	13	53.80%	6	7	-14.30%	14	15	-6.70%
Creston	3	0	N/A	\$826,167	0	N/A	5	5	0	4	3	33.30%	4	7	-42.90%
Grover Beach	16	23	-30.40%	\$787,250	\$783,706	0.50%	17	13	30.80%	24	28	-14.30%	32	36	-11.10%
Los Osos	34	22	54.50%	\$901,162	\$926,636	-2.70%	10	13	-23.10%	35	27	29.60%	32	24	33.30%
Morro Bay	21	15	40.00%	\$966,995	\$955,852	1.20%	12	24	-50.00%	24	19	26.30%	27	27	0
Nipomo	43	36	19.40%	\$977,870	\$1,042,662	-6.20%	21	17	23.50%	40	49	-18.40%	48	47	2.10%
Oceano	16	20	-20.00%	\$686,688	\$678,325	1.20%	9	7	28.60%	12	17	-29.40%	17	16	6.30%
Paso Robles	100	93	7.50%	\$790,711	\$675,307	17.10%	69	63	9.50%	115	108	6.50%	131	105	24.80%
Pismo Beach	27	22	22.70%	\$1,632,537	\$1,273,386	28.20%	26	21	23.80%	37	25	48.00%	33	38	-13.20%
San Luis Obispo	117	78	50.00%	\$998,532	\$1,017,522	-1.90%	63	35	80.00%	129	103	25.20%	142	109	30.30%
San Miguel	11	5	120.00%	\$552,818	\$2,094,800	-73.60%	8	7	14.30%	20	4	400.00%	23	5	360.00%
Santa Margarita	3	6	-50.00%	\$565,500	\$647,833	-12.70%	6	9	-33.30%	6	4	50.00%	6	8	-25.00%
Templeton	16	10	60.00%	\$1,124,775	\$908,624	23.80%	22	15	46.70%	22	15	46.70%	31	19	63.20%
<b>SLO COUNTY</b>	<b>575</b>	<b>465</b>	<b>23.70%</b>	<b>\$953,201</b>	<b>\$907,944</b>	<b>5.00%</b>	<b>388</b>	<b>336</b>	<b>15.50%</b>	<b>658</b>	<b>567</b>	<b>16.00%</b>	<b>714</b>	<b>659</b>	<b>8.30%</b>

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	'24-Q1	'23-Q1	% Change	'24-Q1	'23-Q1	% Change	'24-Q1	'23-Q1	% Change	'24-Q1	'23-Q1	% Change	'24-Q1	'23-Q1	% Change
Arroyo Grande	42	25	68.00%	99.35%	100.69%	-1.30%	97.49%	98.17%	-0.70%	1.3	1.9	-31.60%	1.2	1.5	-20.00%
Atascadero	44	32	37.50%	98.49%	99.44%	-1.00%	96.09%	97.68%	-1.60%	1.6	1.6	0	1.3	1.3	0
Avila Beach	47	43	9.30%	96.73%	97.40%	-0.70%	93.16%	93.01%	0.20%	6	2	200.00%	2.4	1.5	60.00%
Cambria	41	64	-35.90%	95.30%	96.89%	-1.60%	92.49%	93.86%	-1.50%	2.3	3	-23.30%	2.1	3	-30.00%
Cayucos	40	22	81.80%	97.53%	95.74%	1.90%	96.09%	94.78%	1.40%	6.7	6.5	3.10%	10	5.6	78.60%
Creston	166	0	N/A	95.44%	0	N/A	77.48%	0	N/A	5	0	N/A	3.8	5	-24.00%
Grover Beach	71	40	77.50%	100.38%	98.69%	1.70%	96.42%	96.61%	-0.20%	3.2	1.7	88.20%	2.1	1.4	50.00%
Los Osos	26	35	-25.70%	100.46%	99.10%	1.40%	97.68%	97.76%	-0.10%	0.9	1.8	-50.00%	0.9	1.4	-35.70%
Morro Bay	39	74	-47.30%	99.10%	96.25%	3.00%	95.77%	93.27%	2.70%	1.7	4.8	-64.60%	1.5	3.8	-60.50%
Nipomo	45	39	15.40%	99.39%	99.15%	0.20%	96.48%	97.55%	-1.10%	1.5	1.4	7.10%	1.6	1	60.00%
Oceano	52	52	0	96.42%	97.71%	-1.30%	94.24%	93.95%	0.30%	1.7	1.1	54.50%	2.3	1.2	91.70%
Paso Robles	40	62	-35.50%	98.42%	97.77%	0.70%	96.03%	93.37%	2.80%	2.1	2	5.00%	1.8	1.8	0
Pismo Beach	55	32	71.90%	97.75%	96.88%	0.90%	95.54%	90.96%	5.00%	2.9	2.9	0	2.1	2.5	-16.00%
San Luis Obispo	26	36	-27.80%	99.56%	100.20%	-0.60%	98.00%	97.22%	0.80%	1.6	1.3	23.10%	1.5	1	50.00%
San Miguel	33	54	-38.90%	100.18%	96.94%	3.30%	98.62%	94.00%	4.90%	2.2	4.2	-47.60%	1.2	5.3	-77.40%
Santa Margarita	38	72	-47.20%	97.56%	89.01%	9.60%	93.27%	88.50%	5.40%	6	4.5	33.30%	3	6.8	-55.90%
Templeton	40	26	53.80%	96.41%	99.10%	-2.70%	94.55%	96.32%	-1.80%	4.1	4.5	-8.90%	3	3	0
<b>SLO COUNTY</b>	<b>41</b>	<b>44</b>	<b>-6.80%</b>	<b>98.62%</b>	<b>98.59%</b>	<b>0.00%</b>	<b>96.25%</b>	<b>95.55%</b>	<b>0.70%</b>	<b>2</b>	<b>2.2</b>	<b>-9.10%</b>	<b>1.8</b>	<b>1.8</b>	<b>0</b>

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