

September 2024 Market Stats

Month over Month All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	Sept 2024	Aug 2024	% Change	Sept 2024	Aug 2024	% Change	Sept 2024	Aug 2024	% Change	Sept 2024	Aug 2024	% Change	Sept 2024	Aug 2024	% Change
Arroyo Grande	18	24	-25.00%	\$1,000,361	\$1,204,458	-16.90%	48	52	-7.70%	20	21	-4.80%	17	33	-48.50%
Atascadero	21	26	-19.20%	\$741,905	\$870,659	-14.80%	45	45	0	30	39	-23.10%	28	37	-24.30%
Avila Beach	3	7	-57.10%	\$1,186,667	\$1,844,143	-35.70%	16	13	23.10%	5	4	25.00%	5	5	0
Cambria	8	11	-27.30%	\$968,750	\$1,166,518	-17.00%	42	38	10.50%	13	9	44.40%	11	12	-8.30%
Cayucos	5	3	66.70%	\$1,415,431	\$2,875,000	-50.80%	27	27	0	5	6	-16.70%	5	8	-37.50%
Creston	2	1	100.00%	\$1,124,500	\$850,000	32.30%	10	10	0	1	2	-50.00%	3	2	50.00%
Grover Beach	11	13	-15.40%	\$777,773	\$798,692	-2.60%	12	8	50.00%	5	8	-37.50%	8	7	14.30%
Los Osos	7	12	-41.70%	\$912,786	\$1,012,917	-9.90%	19	18	5.60%	15	5	200.00%	11	12	-8.30%
Morro Bay	7	8	-12.50%	\$1,495,714	\$1,098,238	36.20%	36	29	24.10%	10	11	-9.10%	10	15	-33.30%
Nipomo	20	16	25.00%	\$895,836	\$1,180,000	-24.10%	60	39	53.80%	16	26	-38.50%	33	28	17.90%
Oceano	6	5	20.00%	\$477,917	\$757,400	-36.90%	10	10	0	6	7	-14.30%	5	5	0
Paso Robles	39	37	5.40%	\$707,449	\$717,096	-1.30%	132	107	23.40%	42	40	5.00%	46	66	-30.30%
Pismo Beach	14	13	7.70%	\$1,265,500	\$1,543,975	-18.00%	29	27	7.40%	11	14	-21.40%	11	15	-26.70%
San Luis Obispo	35	39	-10.30%	\$1,028,032	\$1,166,737	-11.90%	64	67	-4.50%	32	37	-13.50%	31	52	-40.40%
San Miguel	2	3	-33.30%	\$705,500	\$856,667	-17.60%	15	12	25.00%	1	2	-50.00%	2	4	-50.00%
Santa Margarita	1	2	-50.00%	\$1,200,000	\$737,500	62.70%	14	12	16.70%	2	0	N/A	3	4	-25.00%
Templeton	14	7	100.00%	\$1,072,214	\$897,964	19.40%	27	28	-3.60%	12	11	9.10%	12	12	0
SLO COUNTY	216	236	-8.50%	\$929,843	\$1,052,536	-11.70%	629	567	10.90%	232	249	-6.80%	246	327	-24.80%

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	Sept 2024	Aug 2024	% Change	Sept 2024	Aug 2024	% Change	Sept 2024	Aug 2024	% Change	Sept 2024	Aug 2024	% Change	Sept 2024	Aug 2024	% Change
Arroyo Grande	28	36	-22.20%	97.88%	98.42%	-0.50%	95.86%	95.13%	0.80%	2.7	2.2	22.70%	2.4	2.5	-4.00%
Atascadero	24	17	41.20%	100.87%	100.69%	0.20%	98.55%	100.09%	-1.50%	2.1	1.7	23.50%	1.5	1.2	25.00%
Avila Beach	100	37	170.30%	95.60%	96.65%	-1.10%	92.52%	96.65%	-4.30%	5.3	1.9	178.90%	3.2	3.3	-3.00%
Cambria	47	40	17.50%	99.02%	97.79%	1.30%	98.56%	95.24%	3.50%	5.3	3.5	51.40%	3.2	4.2	-23.80%
Cayucos	151	43	251.20%	92.88%	94.83%	-2.10%	91.97%	93.80%	-2.00%	5.4	9	-40.00%	5.4	4.5	20.00%
Creston	50	7	614.30%	95.78%	117.24%	-18.30%	86.57%	117.24%	-26.20%	5	10	-50.00%	10	5	100.00%
Grover Beach	8	26	-69.20%	99.62%	100.31%	-0.70%	99.62%	99.24%	0.40%	1.1	0.6	83.30%	2.4	1	140.00%
Los Osos	25	15	66.70%	99.82%	99.41%	0.40%	97.59%	95.81%	1.90%	2.7	1.5	80.00%	1.3	3.6	-63.90%
Morro Bay	43	99	-56.60%	96.77%	96.81%	0.00%	93.20%	87.96%	6.00%	5.1	3.6	41.70%	3.6	2.6	38.50%
Nipomo	25	22	13.60%	98.83%	98.51%	0.30%	97.88%	96.77%	1.10%	3	2.4	25.00%	3.8	1.5	153.30%
Oceano	46	27	70.40%	100.16%	99.34%	0.80%	98.51%	98.80%	-0.30%	1.7	2	-15.00%	1.7	1.4	21.40%
Paso Robles	17	53	-67.90%	99.15%	97.95%	1.20%	98.22%	96.65%	1.60%	3.4	2.9	17.20%	3.1	2.7	14.80%
Pismo Beach	40	50	-20.00%	97.57%	98.66%	-1.10%	95.11%	94.36%	0.80%	2.1	2.1	0	2.6	1.9	36.80%
San Luis Obispo	44	35	25.70%	100.15%	99.09%	1.10%	97.84%	96.96%	0.90%	1.8	1.7	5.90%	2	1.8	11.10%
San Miguel	38	48	-20.80%	100.93%	97.46%	3.60%	88.24%	94.38%	-6.50%	7.5	4	87.50%	15	6	150.00%
Santa Margarita	12	55	-78.20%	86.96%	103.51%	-16.00%	86.96%	97.04%	-10.40%	14	6	133.30%	7	0	N/A
Templeton	29	15	93.30%	98.95%	100.36%	-1.40%	96.19%	98.41%	-2.30%	1.9	4	-52.50%	2.3	2.5	-8.00%
SLO COUNTY	33	37	-10.80%	98.64%	98.68%	0.00%	96.72%	96.32%	0.40%	2.9	2.4	20.80%	2.7	2.3	17.40%

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September 2024 Market Stats

Year over Year All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	Sept 2024	Sept 2023	% Change	Sept 2024	Sept 2023	% Change	Sept 2024	Sept 2023	% Change	Sept 2024	Sept 2023	% Change	Sept 2024	Sept 2023	% Change
Arroyo Grande	18	25	-28.00%	\$1,000,361	\$1,139,412	-12.20%	48	42	14.30%	20	19	5.30%	17	23	-26.10%
Atascadero	21	16	31.30%	\$741,905	\$860,781	-13.80%	45	39	15.40%	30	24	25.00%	28	21	33.30%
Avila Beach	3	1	200.00%	\$1,186,667	\$1,882,000	-36.90%	16	13	23.10%	5	4	25.00%	5	3	66.70%
Cambria	8	10	-20.00%	\$968,750	\$1,718,928	-43.60%	42	29	44.80%	13	6	116.70%	11	8	37.50%
Cayucos	5	3	66.70%	\$1,415,431	\$1,396,667	1.30%	27	19	42.10%	5	5	0	5	6	-16.70%
Creston	2	1	100.00%	\$1,124,500	\$605,000	85.90%	10	9	11.10%	1	0	N/A	3	0	N/A
Grover Beach	11	7	57.10%	\$777,773	\$826,286	-5.90%	12	10	20.00%	5	8	-37.50%	8	5	60.00%
Los Osos	7	12	-41.70%	\$912,786	\$866,492	5.30%	19	7	171.40%	15	3	400.00%	11	5	120.00%
Morro Bay	7	16	-56.30%	\$1,495,714	\$1,111,250	34.60%	36	13	176.90%	10	6	66.70%	10	5	100.00%
Nipomo	20	15	33.30%	\$895,836	\$986,733	-9.20%	60	31	93.50%	16	13	23.10%	33	24	37.50%
Oceano	6	6	0	\$477,917	\$584,333	-18.20%	10	17	-41.20%	6	4	50.00%	5	9	-44.40%
Paso Robles	39	48	-18.80%	\$707,449	\$744,436	-5.00%	132	82	61.00%	42	48	-12.50%	46	48	-4.20%
Pismo Beach	14	8	75.00%	\$1,265,500	\$1,025,625	23.40%	29	31	-6.50%	11	9	22.20%	11	15	-26.70%
San Luis Obispo	35	37	-5.40%	\$1,028,032	\$1,109,348	-7.30%	64	54	18.50%	32	36	-11.10%	31	39	-20.50%
San Miguel	2	0	N/A	\$705,500	0	N/A	15	12	25.00%	1	5	-80.00%	2	5	-60.00%
Santa Margarita	1	1	0	\$1,200,000	\$308,000	289.60%	14	8	75.00%	2	1	100.00%	3	2	50.00%
Templeton	14	6	133.30%	\$1,072,214	\$971,500	10.40%	27	18	50.00%	12	6	100.00%	12	8	50.00%
SLO COUNTY	216	215	0.50%	\$929,843	\$981,920	-5.30%	629	461	36.40%	232	201	15.40%	246	233	5.60%

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	Sept 2024	Sept 2023	% Change	Sept 2024	Sept 2023	% Change	Sept 2024	Sept 2023	% Change	Sept 2024	Sept 2023	% Change	Sept 2024	Sept 2023	% Change
Arroyo Grande	28	31	-9.70%	97.88%	99.85%	-2.00%	95.86%	96.87%	-1.00%	2.7	1.7	58.80%	2.4	2.2	9.10%
Atascadero	24	11	118.20%	100.87%	98.91%	2.00%	98.55%	97.86%	0.70%	2.1	2.4	-12.50%	1.5	1.6	-6.30%
Avila Beach	100	4	2400.00%	95.60%	94.19%	1.50%	92.52%	94.19%	-1.80%	5.3	13	-59.20%	3.2	3.3	-3.00%
Cambria	47	43	9.30%	99.02%	94.94%	4.30%	98.56%	88.12%	11.80%	5.3	2.9	82.80%	3.2	4.8	-33.30%
Cayucos	151	188	-19.70%	92.88%	92.60%	0.30%	91.97%	76.88%	19.60%	5.4	6.3	-14.30%	5.4	3.8	42.10%
Creston	50	15	233.30%	95.78%	96.80%	-1.10%	86.57%	96.80%	-10.60%	5	9	-44.40%	10	0	N/A
Grover Beach	8	15	-46.70%	99.62%	101.99%	-2.30%	99.62%	100.75%	-1.10%	1.1	1.4	-21.40%	2.4	1.3	84.60%
Los Osos	25	37	-32.40%	99.82%	96.82%	3.10%	97.59%	95.26%	2.40%	2.7	0.6	350.00%	1.3	2.3	-43.50%
Morro Bay	43	45	-4.40%	96.77%	96.85%	-0.10%	93.20%	92.79%	0.40%	5.1	0.8	537.50%	3.6	2.2	63.60%
Nipomo	25	37	-32.40%	98.83%	99.46%	-0.60%	97.88%	97.52%	0.40%	3	2.1	42.90%	3.8	2.4	58.30%
Oceano	46	74	-37.80%	100.16%	98.48%	1.70%	98.51%	96.32%	2.30%	1.7	2.8	-39.30%	1.7	4.3	-60.50%
Paso Robles	17	25	-32.00%	99.15%	98.69%	0.50%	98.22%	98.00%	0.20%	3.4	1.7	100.00%	3.1	1.7	82.40%
Pismo Beach	40	34	17.60%	97.57%	99.21%	-1.70%	95.11%	96.55%	-1.50%	2.1	3.9	-46.20%	2.6	3.4	-23.50%
San Luis Obispo	44	21	109.50%	100.15%	99.76%	0.40%	97.84%	97.80%	0.00%	1.8	1.5	20.00%	2	1.5	33.30%
San Miguel	38	0	N/A	100.93%	0	N/A	88.24%	0	N/A	7.5	0	N/A	15	2.4	525.00%
Santa Margarita	12	155	-92.30%	86.96%	106.94%	-18.70%	86.96%	68.44%	27.10%	14	8	75.00%	7	8	-12.50%
Templeton	29	19	52.60%	98.95%	99.78%	-0.80%	96.19%	98.93%	-2.80%	1.9	3	-36.70%	2.3	3	-23.30%
SLO COUNTY	33	32	3.10%	98.64%	98.54%	0.10%	96.72%	95.73%	1.00%	2.9	2.1	38.10%	2.7	2.3	17.40%

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3rd Quarter 2024 Market Stats

Q3 2024 vs. Q3 2023 All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	'24-Q3	'23-Q3	% Change	'24-Q3	'23-Q3	% Change	'24-Q3	'23-Q3	% Change	'24-Q3	'23-Q3	% Change	'24-Q3	'23-Q3	% Change
Arroyo Grande	68	71	-4.20%	\$1,225,075	\$1,180,704	3.80%	48	42	14.30%	72	65	10.80%	87	86	1.20%
Atascadero	76	71	7.00%	\$835,746	\$774,654	7.90%	45	39	15.40%	86	66	30.30%	103	94	9.60%
Avila Beach	12	4	200.00%	\$1,689,617	\$1,266,125	33.40%	16	13	23.10%	14	7	100.00%	14	14	0
Cambria	31	27	14.80%	\$1,209,861	\$1,304,455	-7.30%	42	29	44.80%	33	25	32.00%	39	33	18.20%
Cayucos	11	18	-38.90%	\$2,013,378	\$1,879,667	7.10%	27	19	42.10%	13	13	0	23	19	21.10%
Creston	5	1	400.00%	\$1,194,800	\$605,000	97.50%	10	9	11.10%	4	1	300.00%	6	4	50.00%
Grover Beach	36	26	38.50%	\$795,153	\$803,173	-1.00%	12	10	20.00%	29	23	26.10%	28	24	16.70%
Los Osos	28	26	7.70%	\$1,003,589	\$963,669	4.10%	19	7	171.40%	32	24	33.30%	31	21	47.60%
Morro Bay	28	40	-30.00%	\$1,226,675	\$1,065,113	15.20%	36	13	176.90%	26	33	-21.20%	38	26	46.20%
Nipomo	61	56	8.90%	\$1,034,560	\$1,006,098	2.80%	60	31	93.50%	55	53	3.80%	92	73	26.00%
Oceano	15	15	0	\$604,567	\$614,833	-1.70%	10	17	-41.20%	19	14	35.70%	21	26	-19.20%
Paso Robles	114	155	-26.50%	\$811,200	\$723,032	12.20%	132	82	61.00%	119	145	-17.90%	160	166	-3.60%
Pismo Beach	38	21	81.00%	\$1,369,351	\$1,098,579	24.60%	29	31	-6.50%	37	21	76.20%	35	38	-7.90%
San Luis Obispo	116	102	13.70%	\$1,123,072	\$1,081,355	3.90%	64	54	18.50%	107	105	1.90%	130	115	13.00%
San Miguel	6	7	-14.30%	\$751,833	\$786,929	-4.50%	15	12	25.00%	5	9	-44.40%	8	15	-46.70%
Santa Margarita	5	7	-28.60%	\$782,800	\$600,571	30.30%	14	8	75.00%	5	5	0	10	10	0
Templeton	35	24	45.80%	\$1,139,824	\$1,205,833	-5.50%	27	18	50.00%	34	23	47.80%	40	32	25.00%
SLO COUNTY	699	685	2.00%	\$1,039,863	\$962,530	8.00%	629	461	36.40%	708	643	10.10%	889	818	8.70%

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	'24-Q3	'23-Q3	% Change	'24-Q3	'23-Q3	% Change	'24-Q3	'23-Q3	% Change	'24-Q3	'23-Q3	% Change	'24-Q3	'23-Q3	% Change
Arroyo Grande	29	32	-9.40%	98.67%	98.80%	-0.10%	96.41%	96.56%	-0.20%	2.1	1.8	16.70%	2	1.9	5.30%
Atascadero	22	27	-18.50%	100.20%	98.82%	1.40%	99.07%	97.16%	2.00%	1.8	1.6	12.50%	1.6	1.8	-11.10%
Avila Beach	58	16	262.50%	96.90%	96.63%	0.30%	95.40%	96.63%	-1.30%	4	9.8	-59.20%	3.4	5.6	-39.30%
Cambria	39	35	11.40%	97.57%	97.47%	0.10%	94.30%	93.50%	0.90%	4.1	3.2	28.10%	3.8	3.5	8.60%
Cayucos	87	81	7.40%	95.24%	95.77%	-0.60%	94.53%	92.18%	2.50%	7.4	3.2	131.30%	6.2	4.4	40.90%
Creston	95	15	533.30%	97.57%	96.80%	0.80%	88.86%	96.80%	-8.20%	6	27	-77.80%	7.5	27	-72.20%
Grover Beach	23	11	109.10%	99.44%	102.41%	-2.90%	98.08%	101.11%	-3.00%	1	1.2	-16.70%	1.2	1.3	-7.70%
Los Osos	17	23	-26.10%	100.26%	99.03%	1.20%	97.94%	97.78%	0.20%	2	0.8	150.00%	1.8	0.9	100.00%
Morro Bay	50	55	-9.10%	97.68%	99.79%	-2.10%	93.72%	95.11%	-1.50%	3.9	1	290.00%	4.2	1.2	250.00%
Nipomo	25	33	-24.20%	98.97%	98.30%	0.70%	97.50%	96.33%	1.20%	3	1.7	76.50%	3.3	1.8	83.30%
Oceano	30	51	-41.20%	99.66%	97.89%	1.80%	98.93%	95.40%	3.70%	2	3.4	-41.20%	1.6	3.6	-55.60%
Paso Robles	34	26	30.80%	97.78%	99.26%	-1.50%	96.17%	97.90%	-1.80%	3.5	1.6	118.80%	3.3	1.7	94.10%
Pismo Beach	43	32	34.40%	98.98%	99.72%	-0.70%	96.25%	97.80%	-1.60%	2.3	4.4	-47.70%	2.4	4.4	-45.50%
San Luis Obispo	35	20	75.00%	99.20%	99.68%	-0.50%	97.29%	97.71%	-0.40%	1.7	1.6	6.30%	1.8	1.5	20.00%
San Miguel	42	59	-28.80%	98.41%	98.49%	-0.10%	92.31%	94.28%	-2.10%	7.5	5.1	47.10%	9	4	125.00%
Santa Margarita	42	35	20.00%	97.29%	101.64%	-4.30%	95.05%	96.47%	-1.50%	8.4	3.4	147.10%	8.4	4.8	75.00%
Templeton	22	47	-53.20%	101.02%	97.70%	3.40%	99.71%	94.40%	5.60%	2.3	2.3	0	2.4	2.3	4.30%
SLO COUNTY	33	32	3.10%	98.76%	98.85%	-0.10%	96.77%	96.57%	0.20%	2.7	2	35.00%	2.7	2.2	22.70%

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