

December 2024 Market Stats

Month over Month All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	Dec 2024	Nov 2024	% Change	Dec 2024	Nov 2024	% Change	Dec 2024	Nov 2024	% Change	Dec 2024	Nov 2024	% Change	Dec 2024	Nov 2024	% Change
Arroyo Grande	18	22	-18.20%	\$936,383	\$1,128,614	-17.00%	44	48	-8.30%	18	15	20.00%	12	23	-47.80%
Atascadero	17	26	-34.60%	\$832,007	\$837,385	-0.60%	33	40	-17.50%	22	21	4.80%	14	26	-46.20%
Avila Beach	2	3	-33.30%	\$887,000	\$1,139,667	-22.20%	9	12	-25.00%	0	3	-100.00%	2	3	-33.30%
Cambria	13	8	62.50%	\$2,343,115	\$1,062,750	120.50%	29	34	-14.70%	4	15	-73.30%	1	8	-87.50%
Cayucos	5	4	25.00%	\$1,138,800	\$1,386,250	-17.90%	22	22	0	4	4	0	5	5	0
Creston	1	0	N/A	\$2,350,000	0	N/A	6	8	-25.00%	0	0	N/A	0	1	-100.00%
Grover Beach	6	7	-14.30%	\$799,000	\$789,357	1.20%	18	19	-5.30%	7	3	133.30%	10	12	-16.70%
Los Osos	7	6	16.70%	\$1,357,429	\$998,767	35.90%	9	17	-47.10%	6	8	-25.00%	2	11	-81.80%
Morro Bay	12	7	71.40%	\$939,750	\$1,326,000	-29.10%	25	31	-19.40%	3	11	-72.70%	1	11	-90.90%
Nipomo	22	17	29.40%	\$928,091	\$1,086,111	-14.50%	33	38	-13.20%	14	18	-22.20%	13	11	18.20%
Oceano	5	3	66.70%	\$591,600	\$1,314,667	-55.00%	9	8	12.50%	1	4	-75.00%	1	8	-87.50%
Paso Robles	28	33	-15.20%	\$827,832	\$636,122	30.10%	112	122	-8.20%	24	42	-42.90%	23	41	-43.90%
Pismo Beach	7	8	-12.50%	\$1,270,714	\$1,499,875	-15.30%	24	29	-17.20%	7	9	-22.20%	1	15	-93.30%
San Luis Obispo	38	25	52.00%	\$1,205,562	\$1,346,320	-10.50%	45	55	-18.20%	22	34	-35.30%	23	23	0
San Miguel	2	4	-50.00%	\$506,250	\$772,500	-34.50%	14	15	-6.70%	1	0	N/A	1	5	-80.00%
Santa Margarita	1	2	-50.00%	\$679,000	\$549,250	23.60%	7	12	-41.70%	3	1	200.00%	0	3	-100.00%
Templeton	6	14	-57.10%	\$1,883,333	\$1,018,564	84.90%	17	25	-32.00%	6	9	-33.30%	3	3	0
SLO COUNTY	195	194	0.50%	\$1,097,265	\$1,024,783	7.10%	476	558	-14.70%	142	202	-29.70%	113	212	-46.70%

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	Dec 2024	Nov 2024	% Change	Dec 2024	Nov 2024	% Change	Dec 2024	Nov 2024	% Change	Dec 2024	Nov 2024	% Change	Dec 2024	Nov 2024	% Change
Arroyo Grande	34	49	-30.60%	98.75%	98.33%	0.40%	95.98%	94.27%	1.80%	2.4	2.2	9.10%	2.4	3.2	-25.00%
Atascadero	29	30	-3.30%	99.31%	98.03%	1.30%	97.82%	95.64%	2.30%	1.9	1.5	26.70%	1.5	1.9	-21.10%
Avila Beach	195	61	219.70%	96.00%	98.33%	-2.40%	86.79%	96.50%	-10.10%	4.5	4	12.50%	0	4	-100.00%
Cambria	36	54	-33.30%	73.11%	94.44%	-22.60%	72.93%	90.08%	-19.00%	2.2	4.3	-48.80%	7.3	2.3	217.40%
Cayucos	37	59	-37.30%	91.71%	91.37%	0.40%	88.71%	88.45%	0.30%	4.4	5.5	-20.00%	5.5	5.5	0
Creston	825	0	N/A	88.68%	0	N/A	46.08%	0	N/A	6	0	N/A	0	0	N/A
Grover Beach	26	20	30.00%	99.38%	100.41%	-1.00%	96.42%	100.52%	-4.10%	3	2.7	11.10%	2.6	6.3	-58.70%
Los Osos	69	27	155.60%	99.26%	99.81%	-0.60%	102.80%	120.24%	-14.50%	1.3	2.8	-53.60%	1.5	2.1	-28.60%
Morro Bay	73	54	35.20%	97.92%	94.32%	3.80%	93.66%	90.23%	3.80%	2.1	4.4	-52.30%	8.3	2.8	196.40%
Nipomo	52	24	116.70%	99.26%	99.29%	0.00%	96.21%	97.82%	-1.60%	1.5	2.2	-31.80%	2.4	2.1	14.30%
Oceano	77	120	-35.80%	97.40%	94.85%	2.70%	93.67%	85.59%	9.40%	1.8	2.7	-33.30%	9	2	350.00%
Paso Robles	50	33	51.50%	99.54%	99.56%	0.00%	96.79%	97.47%	-0.70%	4	3.7	8.10%	4.7	2.9	62.10%
Pismo Beach	52	48	8.30%	90.29%	99.85%	-9.60%	82.84%	98.02%	-15.50%	3.4	3.6	-5.60%	3.4	3.2	6.30%
San Luis Obispo	47	24	95.80%	99.52%	99.31%	0.20%	96.58%	98.36%	-1.80%	1.2	2.2	-45.50%	2	1.6	25.00%
San Miguel	41	26	57.70%	97.54%	95.90%	1.70%	97.54%	95.90%	1.70%	7	3.8	84.20%	14	0	N/A
Santa Margarita	70	69	1.40%	97.14%	95.94%	1.30%	94.97%	95.94%	-1.00%	7	6	16.70%	2.3	12	-80.80%
Templeton	35	38	-7.90%	87.37%	95.63%	-8.60%	86.93%	91.05%	-4.50%	2.8	1.8	55.60%	2.8	2.8	0
SLO COUNTY	54	40	35.00%	93.04%	97.97%	-5.00%	89.94%	95.91%	-6.20%	2.4	2.9	-17.20%	3.4	2.8	21.40%

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December 2024 Market Stats

Year over Year All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	Dec 2024	Dec 2023	% Change	Dec 2024	Dec 2023	% Change	Dec 2024	Dec 2023	% Change	Dec 2024	Dec 2023	% Change	Dec 2024	Dec 2023	% Change
Arroyo Grande	18	18	0	\$936,383	\$1,326,556	-29.40%	44	24	83.30%	18	14	28.60%	12	10	20.00%
Atascadero	17	15	13.30%	\$832,007	\$967,367	-14.00%	33	40	-17.50%	22	14	57.10%	14	12	16.70%
Avila Beach	2	3	-33.30%	\$887,000	\$1,669,667	-46.90%	9	6	50.00%	0	0	N/A	2	3	-33.30%
Cambria	13	5	160.00%	\$2,343,115	\$1,114,800	110.20%	29	29	0	4	6	-33.30%	1	11	-90.90%
Cayucos	5	3	66.70%	\$1,138,800	\$1,016,667	12.00%	22	12	83.30%	4	2	100.00%	5	0	N/A
Creston	1	0	N/A	\$2,350,000	0	N/A	6	6	0	0	2	-100.00%	0	0	N/A
Grover Beach	6	6	0	\$799,000	\$966,167	-17.30%	18	10	80.00%	7	5	40.00%	10	2	400.00%
Los Osos	7	4	75.00%	\$1,357,429	\$1,531,250	-11.40%	9	12	-25.00%	6	6	0	2	10	-80.00%
Morro Bay	12	8	50.00%	\$939,750	\$823,938	14.10%	25	15	66.70%	3	5	-40.00%	1	9	-88.90%
Nipomo	22	16	37.50%	\$928,091	\$950,678	-2.40%	33	25	32.00%	14	14	0	13	8	62.50%
Oceano	5	3	66.70%	\$591,600	\$610,667	-3.10%	9	6	50.00%	1	7	-85.70%	1	1	0
Paso Robles	28	35	-20.00%	\$827,832	\$704,824	17.50%	112	76	47.40%	24	26	-7.70%	23	29	-20.70%
Pismo Beach	7	5	40.00%	\$1,270,714	\$1,712,000	-25.80%	24	28	-14.30%	7	4	75.00%	1	8	-87.50%
San Luis Obispo	38	24	58.30%	\$1,205,562	\$1,153,976	4.50%	45	36	25.00%	22	27	-18.50%	23	21	9.50%
San Miguel	2	3	-33.30%	\$506,250	\$763,667	-33.70%	14	7	100.00%	1	3	-66.70%	1	2	-50.00%
Santa Margarita	1	2	-50.00%	\$679,000	\$800,000	-15.10%	7	6	16.70%	3	0	N/A	0	0	N/A
Templeton	6	9	-33.30%	\$1,883,333	\$1,411,583	33.40%	17	17	0	6	4	50.00%	3	4	-25.00%
SLO COUNTY	195	163	19.60%	\$1,097,265	\$1,024,843	7.10%	476	377	26.30%	142	142	0	113	131	-13.70%

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	Dec 2024	Dec 2023	% Change	Dec 2024	Dec 2023	% Change	Dec 2024	Dec 2023	% Change	Dec 2024	Dec 2023	% Change	Dec 2024	Dec 2023	% Change
Arroyo Grande	34	33	3.00%	98.75%	98.99%	-0.20%	95.98%	97.01%	-1.10%	2.4	1.3	84.60%	2.4	1.7	41.20%
Atascadero	29	30	-3.30%	99.31%	99.52%	-0.20%	97.82%	94.03%	4.00%	1.9	2.7	-29.60%	1.5	2.9	-48.30%
Avila Beach	195	47	314.90%	96.00%	97.97%	-2.00%	86.79%	95.65%	-9.30%	4.5	2	125.00%	0	0	N/A
Cambria	36	51	-29.40%	73.11%	94.57%	-22.70%	72.93%	89.06%	-18.10%	2.2	5.8	-62.10%	7.3	4.8	52.10%
Cayucos	37	97	-61.90%	91.71%	94.87%	-3.30%	88.71%	90.37%	-1.80%	4.4	4	10.00%	5.5	6	-8.30%
Creston	825	0	N/A	88.68%	0	N/A	46.08%	0	N/A	6	0	N/A	0	3	-100.00%
Grover Beach	26	65	-60.00%	99.38%	96.97%	2.50%	96.42%	92.41%	4.30%	3	1.7	76.50%	2.6	2	30.00%
Los Osos	69	29	137.90%	99.26%	103.85%	-4.40%	102.80%	102.12%	0.70%	1.3	3	-56.70%	1.5	2	-25.00%
Morro Bay	73	50	46.00%	97.92%	98.56%	-0.60%	93.66%	96.14%	-2.60%	2.1	1.9	10.50%	8.3	3	176.70%
Nipomo	52	21	147.60%	99.26%	99.93%	-0.70%	96.21%	99.27%	-3.10%	1.5	1.6	-6.30%	2.4	1.8	33.30%
Oceano	77	45	71.10%	97.40%	93.42%	4.30%	93.67%	88.46%	5.90%	1.8	2	-10.00%	9	0.9	900.00%
Paso Robles	50	36	38.90%	99.54%	94.81%	5.00%	96.79%	91.51%	5.80%	4	2.2	81.80%	4.7	2.9	62.10%
Pismo Beach	52	91	-42.90%	90.29%	97.05%	-7.00%	82.84%	90.17%	-8.10%	3.4	5.6	-39.30%	3.4	7	-51.40%
San Luis Obispo	47	20	135.00%	99.52%	100.92%	-1.40%	96.58%	99.68%	-3.10%	1.2	1.5	-20.00%	2	1.3	53.80%
San Miguel	41	40	2.50%	97.54%	94.75%	2.90%	97.54%	94.75%	2.90%	7	2.3	204.30%	14	2.3	508.70%
Santa Margarita	70	37	89.20%	97.14%	98.22%	-1.10%	94.97%	92.81%	2.30%	7	3	133.30%	2.3	0	N/A
Templeton	35	32	9.40%	87.37%	96.30%	-9.30%	86.93%	91.50%	-5.00%	2.8	1.9	47.40%	2.8	4.3	-34.90%
SLO COUNTY	54	37	45.90%	93.04%	98.16%	-5.20%	89.94%	95.08%	-5.40%	2.4	2.3	4.30%	3.4	2.7	25.90%

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4th Quarter 2024 Market Stats

Q4 2024 vs. Q4 2023 All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	'24-Q4	'23-Q4	% Change	'24-Q4	'23-Q4	% Change	'24-Q4	'23-Q4	% Change	'24-Q4	'23-Q4	% Change	'24-Q4	'23-Q4	% Change
Arroyo Grande	66	51	29.40%	\$1,119,353	\$1,253,594	-10.70%	44	24	83.30%	56	51	9.80%	60	42	42.90%
Atascadero	81	59	37.30%	\$847,034	\$881,287	-3.90%	33	40	-17.50%	66	43	53.50%	65	62	4.80%
Avila Beach	7	8	-12.50%	\$1,015,755	\$1,195,875	-15.10%	9	6	50.00%	4	5	-20.00%	6	9	-33.30%
Cambria	36	19	89.50%	\$1,655,481	\$1,001,688	65.30%	29	29	0	30	20	50.00%	25	32	-21.90%
Cayucos	13	13	0	\$1,507,308	\$1,269,846	18.70%	22	12	83.30%	13	13	0	20	12	66.70%
Creston	2	0	N/A	\$1,625,000	0	N/A	6	6	0	1	2	-50.00%	1	1	0
Grover Beach	20	20	0	\$799,465	\$830,760	-3.80%	18	10	80.00%	20	19	5.30%	33	21	57.10%
Los Osos	28	16	75.00%	\$1,092,075	\$1,027,119	6.30%	9	12	-25.00%	24	21	14.30%	21	29	-27.60%
Morro Bay	33	15	120.00%	\$1,118,212	\$923,527	21.10%	25	15	66.70%	28	17	64.70%	27	27	0
Nipomo	58	46	26.10%	\$994,481	\$984,076	1.10%	33	25	32.00%	54	48	12.50%	41	51	-19.60%
Oceano	15	11	36.40%	\$784,600	\$710,327	10.50%	9	6	50.00%	11	15	-26.70%	11	9	22.20%
Paso Robles	106	116	-8.60%	\$755,015	\$727,502	3.80%	112	76	47.40%	98	95	3.20%	111	117	-5.10%
Pismo Beach	21	24	-12.50%	\$1,434,892	\$1,342,208	6.90%	24	28	-14.30%	25	19	31.60%	26	31	-16.10%
San Luis Obispo	99	90	10.00%	\$1,208,755	\$1,206,832	0.20%	45	36	25.00%	92	88	4.50%	84	90	-6.70%
San Miguel	6	10	-40.00%	\$683,750	\$834,600	-18.10%	14	7	100.00%	5	7	-28.60%	8	8	0
Santa Margarita	4	4	0	\$554,375	\$861,250	-35.60%	7	6	16.70%	5	4	25.00%	3	4	-25.00%
Templeton	29	20	45.00%	\$1,253,790	\$1,405,458	-10.80%	17	17	0	24	16	50.00%	20	22	-9.10%
SLO COUNTY	635	534	18.90%	\$1,052,308	\$997,237	5.50%	476	377	26.30%	565	495	14.10%	570	580	-1.70%

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	'24-Q4	'23-Q4	% Change	'24-Q4	'23-Q4	% Change	'24-Q4	'23-Q4	% Change	'24-Q4	'23-Q4	% Change	'24-Q4	'23-Q4	% Change
Arroyo Grande	45	31	45.20%	98.56%	98.58%	0.00%	93.60%	95.64%	-2.10%	2	1.4	42.90%	2.4	1.4	71.40%
Atascadero	34	25	36.00%	98.90%	99.17%	-0.30%	96.69%	96.47%	0.20%	1.2	2	-40.00%	1.5	2.8	-46.40%
Avila Beach	98	26	276.90%	98.44%	98.28%	0.20%	94.99%	97.05%	-2.10%	3.9	2.3	69.60%	6.8	3.6	88.90%
Cambria	52	39	33.30%	82.41%	97.39%	-15.40%	80.52%	93.65%	-14.00%	2.4	4.6	-47.80%	2.9	4.4	-34.10%
Cayucos	57	62	-8.10%	93.66%	95.77%	-2.20%	89.63%	92.63%	-3.20%	5.1	2.8	82.10%	5.1	2.8	82.10%
Creston	436	0	N/A	89.16%	0	N/A	53.32%	0	N/A	9	0	N/A	18	9	100.00%
Grover Beach	23	29	-20.70%	99.25%	99.37%	-0.10%	98.11%	96.93%	1.20%	2.7	1.5	80.00%	2.7	1.6	68.80%
Los Osos	37	19	94.70%	100.55%	100.86%	-0.30%	104.84%	99.88%	5.00%	1	2.3	-56.50%	1.1	1.7	-35.30%
Morro Bay	58	43	34.90%	95.46%	99.01%	-3.60%	91.44%	96.83%	-5.60%	2.3	3	-23.30%	2.7	2.6	3.80%
Nipomo	40	20	100.00%	98.89%	100.03%	-1.10%	95.81%	98.86%	-3.10%	1.7	1.6	6.30%	1.8	1.6	12.50%
Oceano	68	30	126.70%	98.14%	100.91%	-2.70%	91.13%	99.51%	-8.40%	1.8	1.6	12.50%	2.5	1.2	108.30%
Paso Robles	35	33	6.10%	99.12%	97.46%	1.70%	97.32%	93.66%	3.90%	3.2	2	60.00%	3.4	2.4	41.70%
Pismo Beach	44	50	-12.00%	96.79%	97.70%	-0.90%	92.59%	92.53%	0.10%	3.4	3.5	-2.90%	2.9	4.4	-34.10%
San Luis Obispo	33	21	57.10%	99.66%	100.86%	-1.20%	97.74%	99.57%	-1.80%	1.4	1.2	16.70%	1.5	1.2	25.00%
San Miguel	31	59	-47.50%	96.28%	98.48%	-2.20%	96.30%	98.05%	-1.80%	7	2.1	233.30%	8.4	3	180.00%
Santa Margarita	54	29	86.20%	98.82%	96.28%	2.60%	98.16%	92.53%	6.10%	5.3	4.5	17.80%	4.2	4.5	-6.70%
Templeton	43	32	34.40%	93.42%	95.51%	-2.20%	90.59%	92.87%	-2.50%	1.8	2.6	-30.80%	2.1	3.2	-34.40%
SLO COUNTY	43	31	38.70%	96.53%	98.77%	-2.30%	93.68%	96.21%	-2.60%	2.2	2.1	4.80%	2.5	2.3	8.70%

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