

January 2025 Market Stats

Month over Month All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	Jan 2025	Dec 2024	% Change	Jan 2025	Dec 2024	% Change	Jan 2025	Dec 2024	% Change	Jan 2025	Dec 2024	% Change	Jan 2025	Dec 2024	% Change
Arroyo Grande	16	17	-5.90%	\$1,554,000	\$922,641	68.40%	44	44	0	18	17	5.90%	18	14	28.60%
Atascadero	18	17	5.90%	\$759,500	\$832,007	-8.70%	39	33	18.20%	23	21	9.50%	22	16	37.50%
Avila Beach	0	2	-100.00%	0	\$887,000	-100.00%	8	9	-11.10%	6	0	N/A	5	2	150.00%
Cambria	5	13	-61.50%	\$1,245,000	\$2,343,115	-46.90%	26	29	-10.30%	8	4	100.00%	6	1	500.00%
Cayucos	2	5	-60.00%	\$1,007,500	\$1,138,800	-11.50%	18	22	-18.20%	4	4	0	3	5	-40.00%
Creston	0	1	-100.00%	0	\$2,350,000	-100.00%	4	6	-33.30%	2	0	N/A	2	0	N/A
Grover Beach	4	6	-33.30%	\$858,000	\$799,000	7.40%	22	18	22.20%	11	7	57.10%	17	10	70.00%
Los Osos	5	7	-28.60%	\$769,800	\$1,357,429	-43.30%	10	9	11.10%	6	5	20.00%	4	5	-20.00%
Morro Bay	5	12	-58.30%	\$1,045,900	\$939,750	11.30%	23	25	-8.00%	13	3	333.30%	11	1	1000.00%
Nipomo	14	22	-36.40%	\$882,143	\$928,091	-5.00%	25	33	-24.20%	21	14	50.00%	20	14	42.90%
Oceano	1	5	-80.00%	\$570,000	\$591,600	-3.70%	10	9	11.10%	5	1	400.00%	7	1	600.00%
Paso Robles	32	28	14.30%	\$737,859	\$827,832	-10.90%	110	112	-1.80%	49	20	145.00%	42	27	55.60%
Pismo Beach	10	7	42.90%	\$1,643,200	\$1,270,714	29.30%	22	24	-8.30%	8	6	33.30%	8	2	300.00%
San Luis Obispo	22	38	-42.10%	\$1,333,968	\$1,205,562	10.70%	53	45	17.80%	38	22	72.70%	31	27	14.80%
San Miguel	1	2	-50.00%	\$590,000	\$506,250	16.50%	16	14	14.30%	3	1	200.00%	6	2	200.00%
Santa Margarita	2	1	100.00%	\$900,000	\$679,000	32.50%	9	7	28.60%	2	2	0	3	0	N/A
Templeton	4	6	-33.30%	\$1,475,000	\$1,883,333	-21.70%	19	17	11.80%	3	5	-40.00%	6	5	20.00%
SLO COUNTY	143	194	-26.30%	\$1,055,338	\$1,096,890	-3.80%	470	476	-1.30%	228	133	71.40%	215	133	61.70%

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	Jan 2025	Dec 2024	% Change	Jan 2025	Dec 2024	% Change	Jan 2025	Dec 2024	% Change	Jan 2025	Dec 2024	% Change	Jan 2025	Dec 2024	% Change
Arroyo Grande	37	31	19.40%	96.77%	98.83%	-2.10%	96.38%	96.75%	-0.40%	2.8	2.6	7.70%	2.4	2.6	-7.70%
Atascadero	45	29	55.20%	98.18%	99.31%	-1.10%	97.12%	97.82%	-0.70%	2.2	1.9	15.80%	1.7	1.6	6.30%
Avila Beach	0	195	-100.00%	0	96.00%	-100.00%	0	86.79%	-100.00%	0	4.5	-100.00%	1.3	0	N/A
Cambria	100	36	177.80%	86.98%	73.11%	19.00%	82.16%	72.93%	12.70%	5.2	2.2	136.40%	3.3	7.3	-54.80%
Cayucos	107	37	189.20%	85.96%	91.71%	-6.30%	71.33%	88.71%	-19.60%	9	4.4	104.50%	4.5	5.5	-18.20%
Creston	0	825	-100.00%	0	88.68%	-100.00%	0	46.08%	-100.00%	0	6	-100.00%	2	0	N/A
Grover Beach	52	26	100.00%	95.10%	99.38%	-4.30%	93.31%	96.42%	-3.20%	5.5	3	83.30%	2	2.6	-23.10%
Los Osos	6	69	-91.30%	105.57%	99.26%	6.40%	105.57%	102.80%	2.70%	2	1.3	53.80%	1.7	1.8	-5.60%
Morro Bay	49	73	-32.90%	95.88%	97.92%	-2.10%	94.69%	93.66%	1.10%	4.6	2.1	119.00%	1.8	8.3	-78.30%
Nipomo	54	52	3.80%	98.80%	99.26%	-0.50%	95.89%	96.21%	-0.30%	1.8	1.5	20.00%	1.2	2.4	-50.00%
Oceano	23	77	-70.10%	97.44%	97.40%	0.00%	95.16%	93.67%	1.60%	10	1.8	455.60%	2	9	-77.80%
Paso Robles	43	50	-14.00%	98.53%	99.54%	-1.00%	95.71%	96.79%	-1.10%	3.4	4	-15.00%	2.2	5.6	-60.70%
Pismo Beach	56	52	7.70%	98.60%	90.29%	9.20%	96.74%	82.84%	16.80%	2.2	3.4	-35.30%	2.8	4	-30.00%
San Luis Obispo	80	47	70.20%	97.88%	99.52%	-1.60%	87.21%	96.58%	-9.70%	2.4	1.2	100.00%	1.4	2	-30.00%
San Miguel	7	41	-82.90%	102.61%	97.54%	5.20%	102.61%	97.54%	5.20%	16	7	128.60%	5.3	14	-62.10%
Santa Margarita	56	70	-20.00%	103.15%	97.14%	6.20%	97.83%	94.97%	3.00%	4.5	7	-35.70%	4.5	3.5	28.60%
Templeton	43	35	22.90%	98.68%	87.37%	12.90%	98.25%	86.93%	13.00%	4.8	2.8	71.40%	6.3	3.4	85.30%
SLO COUNTY	54	54	0.00%	97.43%	93.02%	4.70%	93.44%	89.96%	3.90%	3.3	2.5	32.00%	2.1	3.6	-41.70%

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January 2025 Market Stats

Year over Year All Residential Properties, All Prices

CITY	CLOSED SALES			AVERAGE SALE PRICE			ACTIVE LISTINGS			PENDING LISTINGS			NEW LISTINGS		
	Jan 2025	Jan 2024	% Change	Jan 2025	Jan 2024	% Change	Jan 2025	Jan 2024	% Change	Jan 2025	Jan 2024	% Change	Jan 2025	Jan 2024	% Change
Arroyo Grande	16	12	33.30%	\$1,554,000	\$1,068,875	45.40%	44	23	91.30%	18	17	5.90%	18	21	-14.30%
Atascadero	18	15	20.00%	\$759,500	\$712,346	6.60%	39	30	30.00%	23	32	-28.10%	22	27	-18.50%
Avila Beach	0	0	N/A	0	0	N/A	8	6	33.30%	6	4	50.00%	5	3	66.70%
Cambria	5	6	-16.70%	\$1,245,000	\$1,204,000	3.40%	26	20	30.00%	8	11	-27.30%	6	5	20.00%
Cayucos	2	5	-60.00%	\$1,007,500	\$1,653,887	-39.10%	18	14	28.60%	4	1	300.00%	3	2	50.00%
Creston	0	1	-100.00%	0	\$937,000	-100.00%	4	4	0	2	1	100.00%	2	0	N/A
Grover Beach	4	3	33.30%	\$858,000	\$793,333	8.20%	22	8	175.00%	11	8	37.50%	17	9	88.90%
Los Osos	5	9	-44.40%	\$769,800	\$851,000	-9.50%	10	11	-9.10%	6	10	-40.00%	4	11	-63.60%
Morro Bay	5	7	-28.60%	\$1,045,900	\$1,053,986	-0.80%	23	14	64.30%	13	6	116.70%	11	10	10.00%
Nipomo	14	16	-12.50%	\$882,143	\$851,056	3.70%	25	18	38.90%	21	15	40.00%	20	16	25.00%
Oceano	1	7	-85.70%	\$570,000	\$548,857	3.90%	10	6	66.70%	5	5	0	7	7	0
Paso Robles	32	26	23.10%	\$737,859	\$794,385	-7.10%	110	76	44.70%	49	27	81.50%	42	44	-4.50%
Pismo Beach	10	4	150.00%	\$1,643,200	\$1,095,000	50.10%	22	24	-8.30%	8	12	-33.30%	8	6	33.30%
San Luis Obispo	22	47	-53.20%	\$1,333,968	\$922,474	44.60%	53	46	15.20%	38	48	-20.80%	31	57	-45.60%
San Miguel	1	3	-66.70%	\$590,000	\$450,000	31.10%	16	10	60.00%	3	4	-25.00%	6	7	-14.30%
Santa Margarita	2	1	100.00%	\$900,000	\$280,000	221.40%	9	5	80.00%	2	1	100.00%	3	1	200.00%
Templeton	4	1	300.00%	\$1,475,000	\$820,000	79.90%	19	15	26.70%	3	4	-25.00%	6	12	-50.00%
SLO COUNTY	143	168	-14.90%	\$1,055,338	\$879,396	20.00%	470	345	36.20%	228	212	7.50%	215	240	-10.40%

CITY	AVERAGE DAYS ON MARKET			SOLD PRICE vs. LIST PRICE			SOLD PRICE vs. ORIGINAL LIST			MONTHS INVENTORY (SOLD)			MONTHS INVENTORY (PENDED)		
	Jan 2025	Jan 2024	% Change	Jan 2025	Jan 2024	% Change	Jan 2025	Jan 2024	% Change	Jan 2025	Jan 2024	% Change	Jan 2025	Jan 2024	% Change
Arroyo Grande	37	60	-38.30%	96.77%	98.74%	-2.00%	96.38%	94.16%	2.40%	2.8	1.9	47.40%	2.4	1.4	71.40%
Atascadero	45	32	40.60%	98.18%	98.41%	-0.20%	97.12%	95.34%	1.90%	2.2	2	10.00%	1.7	0.9	88.90%
Avila Beach	0	0	N/A	0	0	N/A	0	0	N/A	0	0	N/A	1.3	1.5	-13.30%
Cambria	100	20	400.00%	86.98%	101.06%	-13.90%	82.16%	100.35%	-18.10%	5.2	3.3	57.60%	3.3	1.8	83.30%
Cayucos	107	37	189.20%	85.96%	96.89%	-11.30%	71.33%	95.55%	-25.30%	9	2.8	221.40%	4.5	14	-67.90%
Creston	0	187	-100.00%	0	93.79%	-100.00%	0	69.41%	-100.00%	0	4	-100.00%	2	4	-50.00%
Grover Beach	52	31	67.70%	95.10%	101.80%	-6.60%	93.31%	100.25%	-6.90%	5.5	2.7	103.70%	2	1	100.00%
Los Osos	6	20	-70.00%	105.57%	102.78%	2.70%	105.57%	99.67%	5.90%	2	1.2	66.70%	1.7	1.1	54.50%
Morro Bay	49	29	69.00%	95.88%	99.15%	-3.30%	94.69%	96.89%	-2.30%	4.6	2	130.00%	1.8	2.3	-21.70%
Nipomo	54	46	17.40%	98.80%	99.06%	-0.30%	95.89%	93.76%	2.30%	1.8	1.1	63.60%	1.2	1.2	0
Oceano	23	19	21.10%	97.44%	100.18%	-2.70%	95.16%	98.92%	-3.80%	10	0.9	1011.10%	2	1.2	66.70%
Paso Robles	43	45	-4.40%	98.53%	98.39%	0.10%	95.71%	95.25%	0.50%	3.4	2.9	17.20%	2.2	2.8	-21.40%
Pismo Beach	56	65	-13.80%	98.60%	97.14%	1.50%	96.74%	93.41%	3.60%	2.2	6	-63.30%	2.8	2	40.00%
San Luis Obispo	80	20	300.00%	97.88%	98.32%	-0.40%	87.21%	96.42%	-9.60%	2.4	1	140.00%	1.4	1	40.00%
San Miguel	7	5	40.00%	102.61%	102.51%	0.10%	102.61%	102.51%	0.10%	16	3.3	384.80%	5.3	2.5	112.00%
Santa Margarita	56	44	27.30%	103.15%	105.66%	-2.40%	97.83%	105.66%	-7.40%	4.5	5	-10.00%	4.5	5	-10.00%
Templeton	43	1	4200.00%	98.68%	105.26%	-6.30%	98.25%	105.26%	-6.70%	4.8	15	-68.00%	6.3	3.8	65.80%
SLO COUNTY	54	36	50.00%	97.43%	98.83%	-1.40%	93.44%	95.88%	-2.50%	3.3	2.1	57.10%	2.1	1.6	31.30%

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