

## San Luis Obispo County Market Update

Most Recent Trends At A Glance Reported: **DEC. 2024**

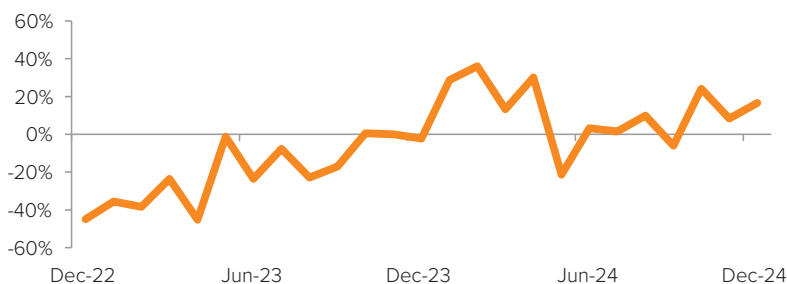
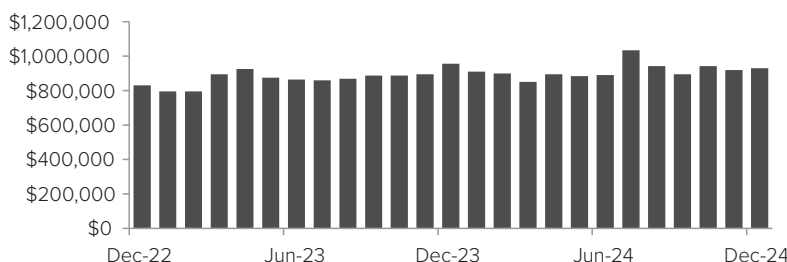
### MEDIAN PRICE

For SF Detached Homes

**\$930,000**

1.1% MTM

-2.7% YTY



### HOME SALES

For SF Detached Homes

**+16.7% YTY**

-1.3% MTM

8.9% YTD



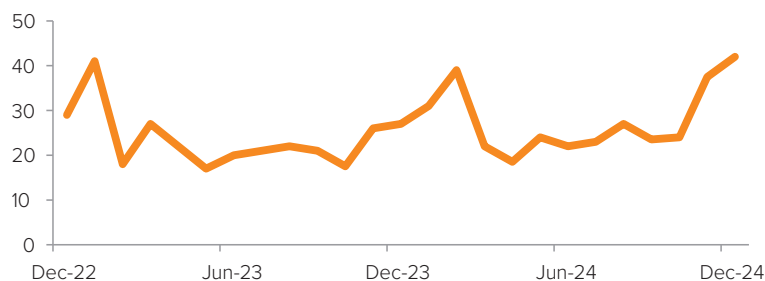
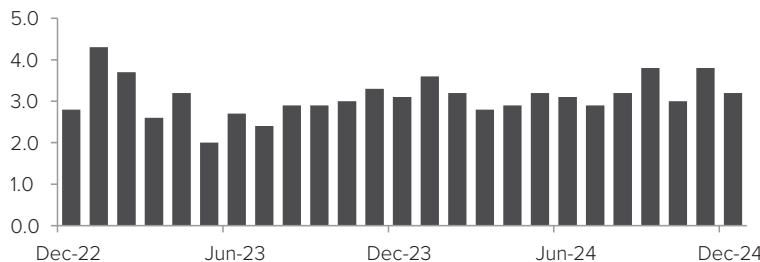
### UNSOLD INVENTORY

For SF Detached Homes

**3.2 Months**

-15.8% MTM

3.2% YTY



### MEDIAN TIME ON MARKET

For SF Detached Homes

**42 Days**

12% MTM / 55.6% YTY



### INTERESTING FACT



### MOST EXPENSIVE HOME SOLD IN SLO COUNTY THIS PAST MONTH



1225 Watercress Way  
Arroyo Grande, 93420

**Selling Price:**  
**\$4,750,000**

4 BED / 5 BATH  
6,322 square feet

PRICE PER SQ-FT:  
\$751.34

## HOME TRENDS - 2025

As we move into 2025, both buyers and homeowners staying put, are prioritizing upgrades that enhance comfort, functionality and long-term value. Buyers want sustainable, tech-friendly features, while homeowners are investing in changes like energy efficiency and flexible spaces. Whether you're selling or staying, even small updates can reflect these trends and boost your home's value for years to come.

### LIVING WITH NATURE

Biophilic design emphasizes a strong connection to nature by blending indoor and outdoor spaces. Inside, it features large windows, sliding doors, atriums, skylights and vertical gardens, while outdoor areas include covered patios, fire pits and durable furniture. The aim is to create a seamless flow between the home and its surroundings, making nature an integral part of daily life.



### SENSORIAL DESIGN

Interior design will engage all senses — sight, touch, smell, sound, and lighting, using elements like diffusers for scent and soft, fluffy rugs to create immersive environments that enhance mood and transform a room's atmosphere.



### ARCHES & CURVES

Architecture and interior design are embracing curves and arches, with rounded walls, arched doorways, and sculptural forms that bring a sense of movement and softness. Furniture follows suit with softened lines, like kidney-shaped sofas and arched-top bookcases.

### WELLNESS SPACES

Home design is increasingly focused on wellness, with features like yoga studios, home gyms and spa-inspired bathrooms. Natural light, calming colors, and systems like air purifiers and circadian lighting are now essential for supporting physical and mental well-being, not just luxury additions.

### NEUTRAL PALETTE

Warm neutrals are replacing cooler whites and grays in interior design. Muted tones like warm grays, taupe and sand create cozy, grounded spaces, while earthy shades like terracotta, ochre, and sage bring tranquility and richness. Pantone's Color of the Year, Mocha Mousse, embodies this shift, offering warmth, depth & sophistication.



### CHEF'S KITCHEN

Kitchens are expected to be both functional and stylish. Buyers prefer large islands, pull-out spice racks, oversized pantries, hidden trash bins, and custom drawer inserts. These features offer ample storage, making cooking and entertaining easier while keeping the space organized and beautiful.



### THE FIFTH WALL

Homeowners are increasingly emphasizing ceilings by adding texture, wallpaper and color, making them a standout feature in the room. Architectural elements like moldings and beams are also being used to draw the eye upward, creating a more dynamic and visually engaging space.

### INTEGRATED TECH

Consumers want home technology that is seamless, discreet, energy-efficient and smart. Examples include fingerprint-activated smart locks, hidden speakers, encrypted networks, voice-controlled lighting, and wireless charging furniture.

### SUSTAINABILITY

Homeowners are prioritizing sustainability by choosing durable materials like limestone, marble and reclaimed wood. Features such as metal roofing, impact-resistant windows, and backup energy solutions are common, along with eco-friendly flooring and non-toxic materials. Aging-in-place elements, like single story designs and zero-entry showers, are also in demand. These choices promote longevity and reduce environmental impact.



### VERSATILE ROOMS

There's a rising demand for versatile spaces in homes, with buyers looking for rooms that can easily adapt to different functions, such as a playroom, workout area, or guest suite. To achieve this flexibility, features like sliding doors, built-in storage and convertible furniture play a key role in creating multi-functional spaces that can shift to meet various needs.