

# Monterey County Market Minute Update



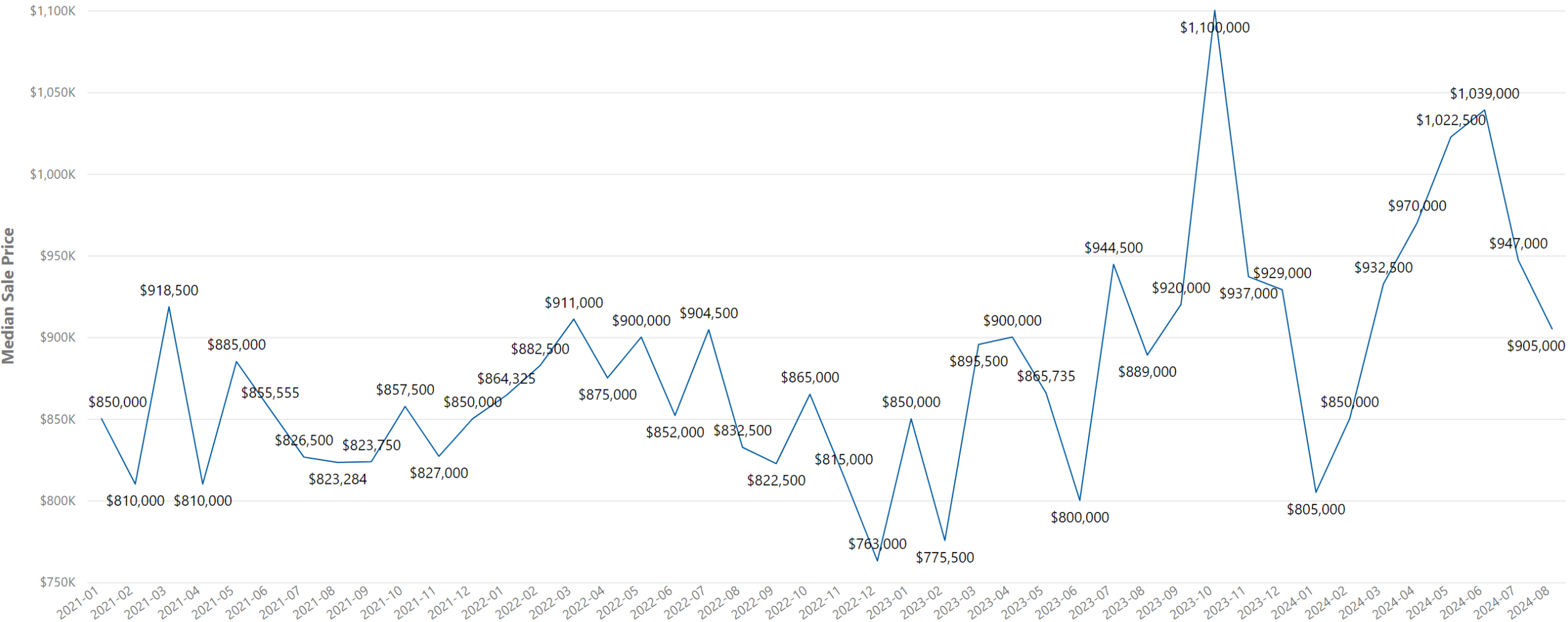
Statistics

**September 2024**

POWER ON  
POWER OFF  
EMAIL  
INTERNET  
WORLD  
NO  
SEARCH

# Monterey County - Median Sale Price

CountyName ● Monterey



# Monterey County - Increased Median Price

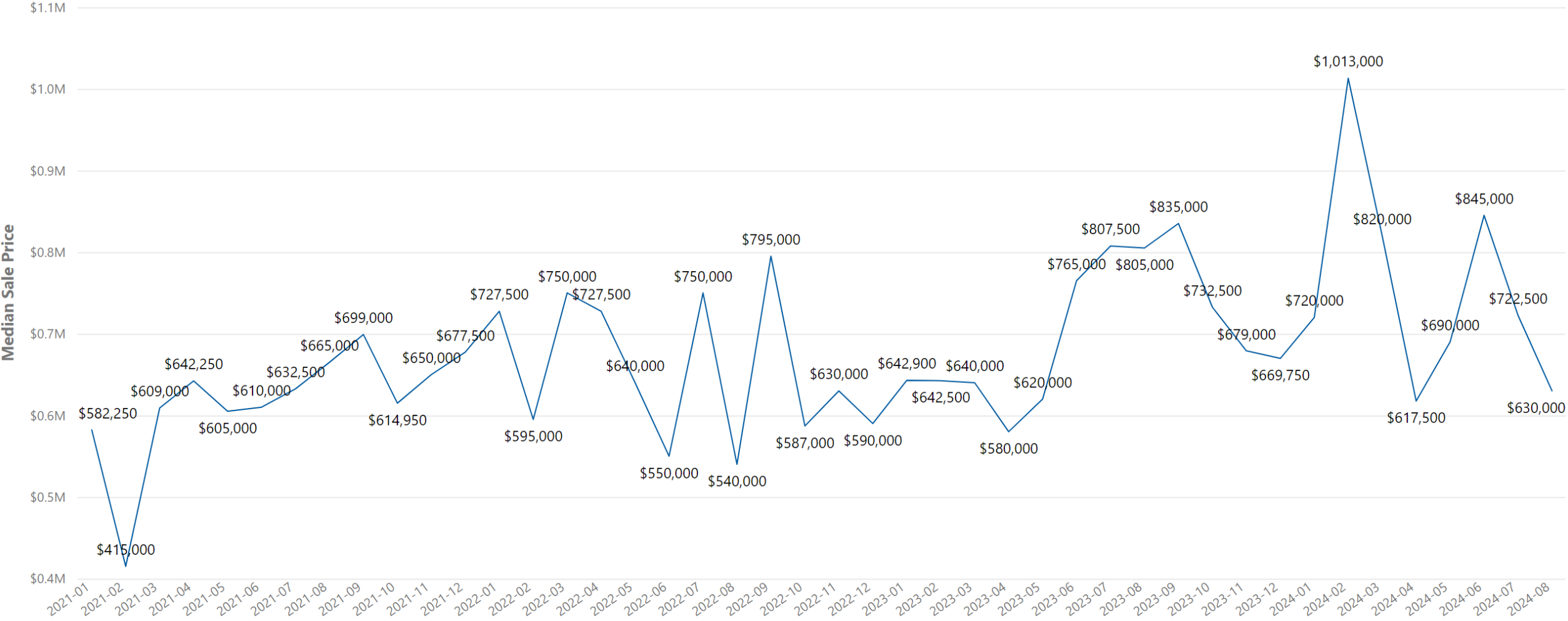
| City          | Median Sale Price | Median Sale Price Last Year | % Med Price Change |
|---------------|-------------------|-----------------------------|--------------------|
| Big Sur       | \$3,999,000       | \$0                         | N/A                |
| Castroville   | \$647,500         | \$0                         | N/A                |
| Prunedale     | \$1,095,000       | \$0                         | N/A                |
| Watsonville   | \$935,000         | \$0                         | N/A                |
| Pebble Beach  | \$3,575,000       | \$1,895,000                 | 89%                |
| Pacific Grove | \$1,800,000       | \$1,240,000                 | 45%                |
| King City     | \$615,000         | \$565,000                   | 9%                 |
| Seaside       | \$862,500         | \$794,500                   | 9%                 |
| Marina        | \$857,500         | \$798,000                   | 7%                 |
| Greenfield    | \$554,500         | \$517,500                   | 7%                 |
| Gonzales      | \$630,000         | \$588,000                   | 7%                 |
| Soledad       | \$646,000         | \$605,000                   | 7%                 |
| Salinas       | \$749,500         | \$743,400                   | 1%                 |

## Monterey County - Decreased Median Price

| City             | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|------------------|-------------------|-----------------------------|----------------------------|
| Del Rey Oaks     | \$0               | \$951,000                   | -100%                      |
| San Ardo         | \$0               | \$382,000                   | -100%                      |
| San Lucas        | \$0               | \$289,000                   | -100%                      |
| Corral De Tierra | \$1,075,000       | \$1,607,500                 | -33%                       |
| Royal Oaks       | \$750,000         | \$960,000                   | -22%                       |
| Spreckels        | \$765,000         | \$960,000                   | -20%                       |
| Carmel Valley    | \$1,905,000       | \$2,350,000                 | -19%                       |
| Carmel           | \$2,237,650       | \$2,685,000                 | -17%                       |
| East Garrison    | \$925,000         | \$1,025,000                 | -10%                       |
| Monterey         | \$1,260,000       | \$1,280,000                 | -2%                        |

# Monterey County - Median Sale Price

CountyName ● Monterey



# Monterey County - Increased Median Price

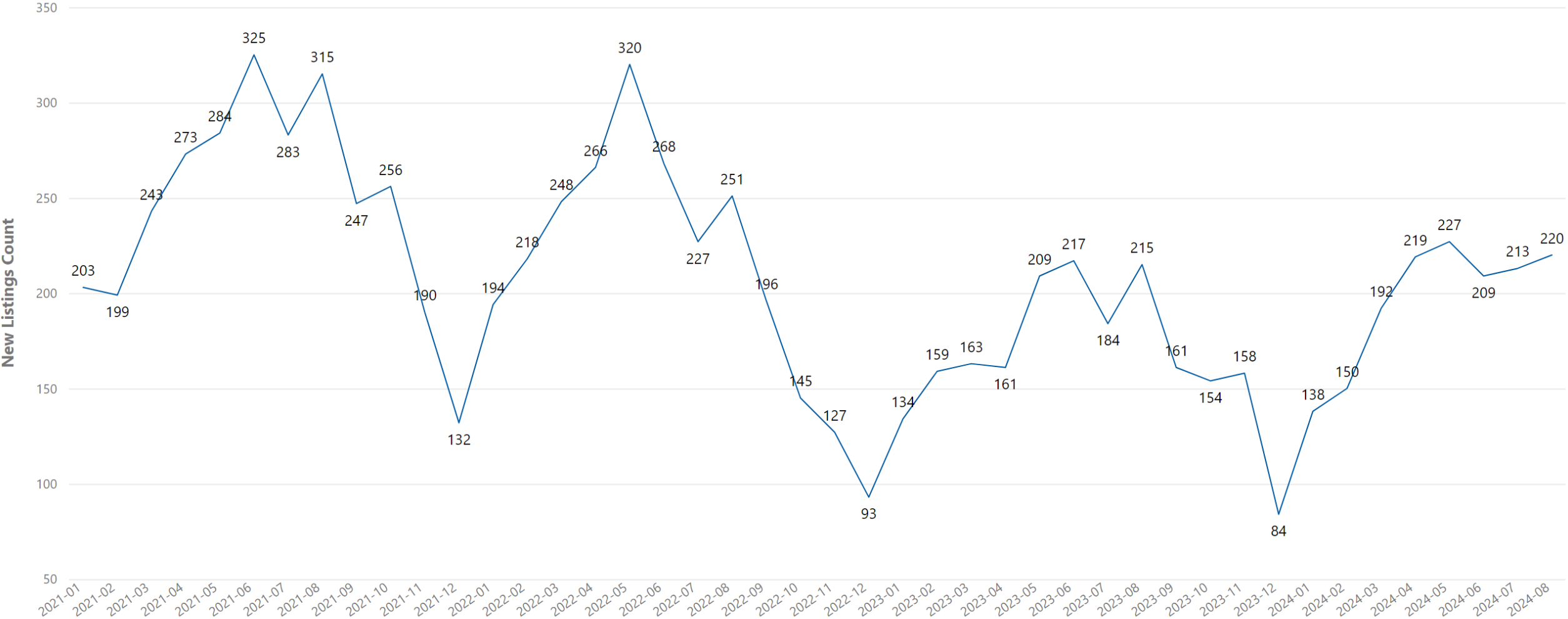
| City         | Median Sale Price | Median Sale Price Last Year | % Med Price Change |
|--------------|-------------------|-----------------------------|--------------------|
| Pebble Beach | \$1,225,000       | \$0                         | N/A                |
| Salinas      | \$377,500         | \$367,000                   | 3%                 |
| Del Rey Oaks | \$685,000         | \$675,000                   | 1%                 |

# Monterey County - Decreased Median Price

| City          | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|---------------|-------------------|-----------------------------|----------------------------|
| Marina        | \$0               | \$805,000                   | -100%                      |
| Pacific Grove | \$0               | \$2,680,000                 | -100%                      |
| Monterey      | \$549,000         | \$820,000                   | -33%                       |
| King City     | \$345,000         | \$405,000                   | -15%                       |
| Carmel        | \$1,025,000       | \$1,170,000                 | -12%                       |

# Monterey County - New Listings

CountyName ● Monterey





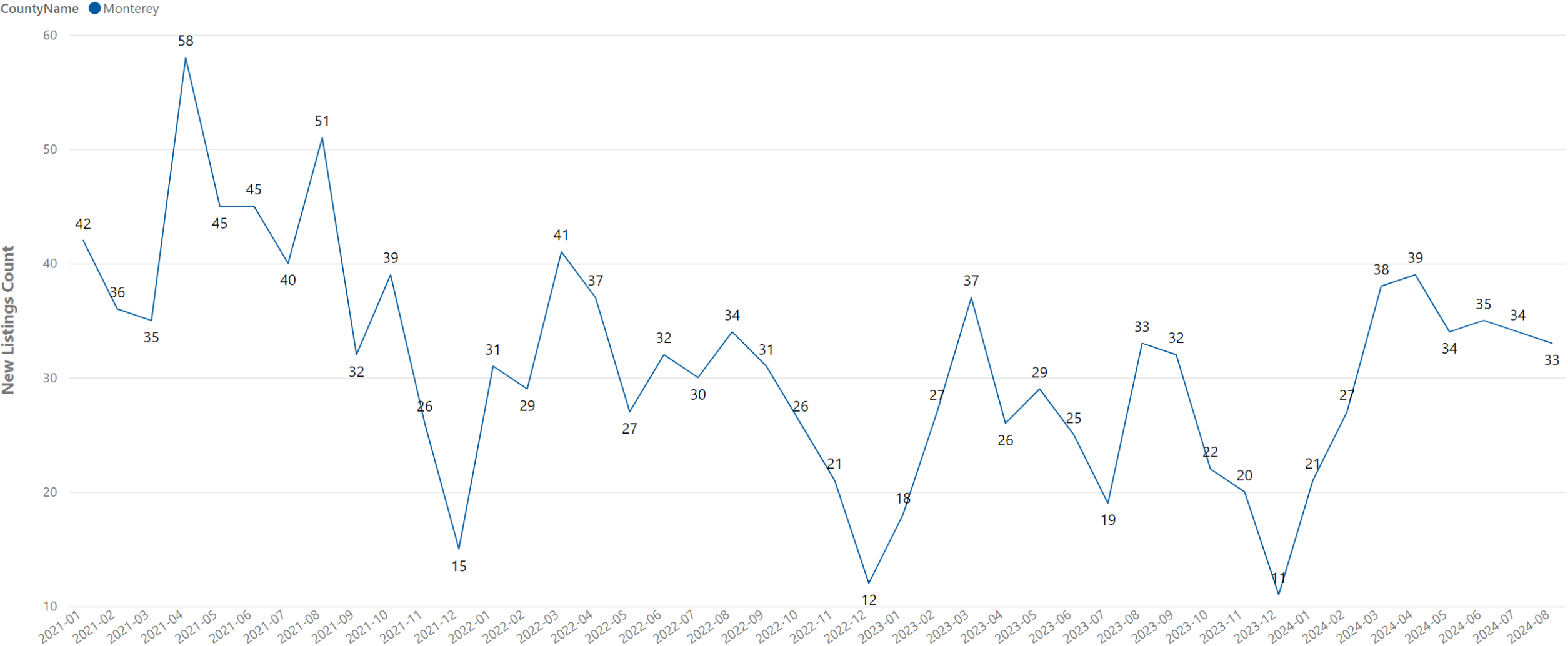
# Monterey County - Increased New Listings

| City          | New Listings This Year | New Listings Last Year | % New Listings Change |
|---------------|------------------------|------------------------|-----------------------|
| Aromas        | 1                      | 0                      | N/A                   |
| Bradley       | 1                      | 0                      | N/A                   |
| San Ardo      | 1                      | 0                      | N/A                   |
| Watsonville   | 1                      | 0                      | N/A                   |
| Royal Oaks    | 7                      | 0                      | N/A                   |
| Marina        | 15                     | 7                      | 114%                  |
| Pacific Grove | 21                     | 12                     | 75%                   |
| Pebble Beach  | 16                     | 12                     | 33%                   |
| Seaside       | 13                     | 11                     | 18%                   |
| Prunedale     | 1                      | 1                      | 0%                    |
| Greenfield    | 5                      | 5                      | 0%                    |
| Soledad       | 5                      | 5                      | 0%                    |
| Salinas       | 71                     | 71                     | 0%                    |

# Monterey County - Decreased New Listings

| City          | New Listings This Year | New Listings Last Year | % New Listings Change |
|---------------|------------------------|------------------------|-----------------------|
| Big Sur       | 1                      | 2                      | -50%                  |
| Chualar       | 1                      | 2                      | -50%                  |
| Carmel Valley | 6                      | 12                     | -50%                  |
| East Garrison | 2                      | 3                      | -33%                  |
| Gonzales      | 2                      | 3                      | -33%                  |
| Monterey      | 15                     | 22                     | -32%                  |
| King City     | 5                      | 7                      | -29%                  |
| Carmel        | 29                     | 36                     | -19%                  |

# Monterey County - New Listings



# Monterey County - Increased New Listings

| City          | New Listings This Year | New Listings Last Year | % New Listings Change |
|---------------|------------------------|------------------------|-----------------------|
| Seaside       | 3                      | 0                      | N/A                   |
| Carmel        | 11                     | 6                      | 83%                   |
| Monterey      | 9                      | 6                      | 50%                   |
| Carmel Valley | 1                      | 1                      | 0%                    |

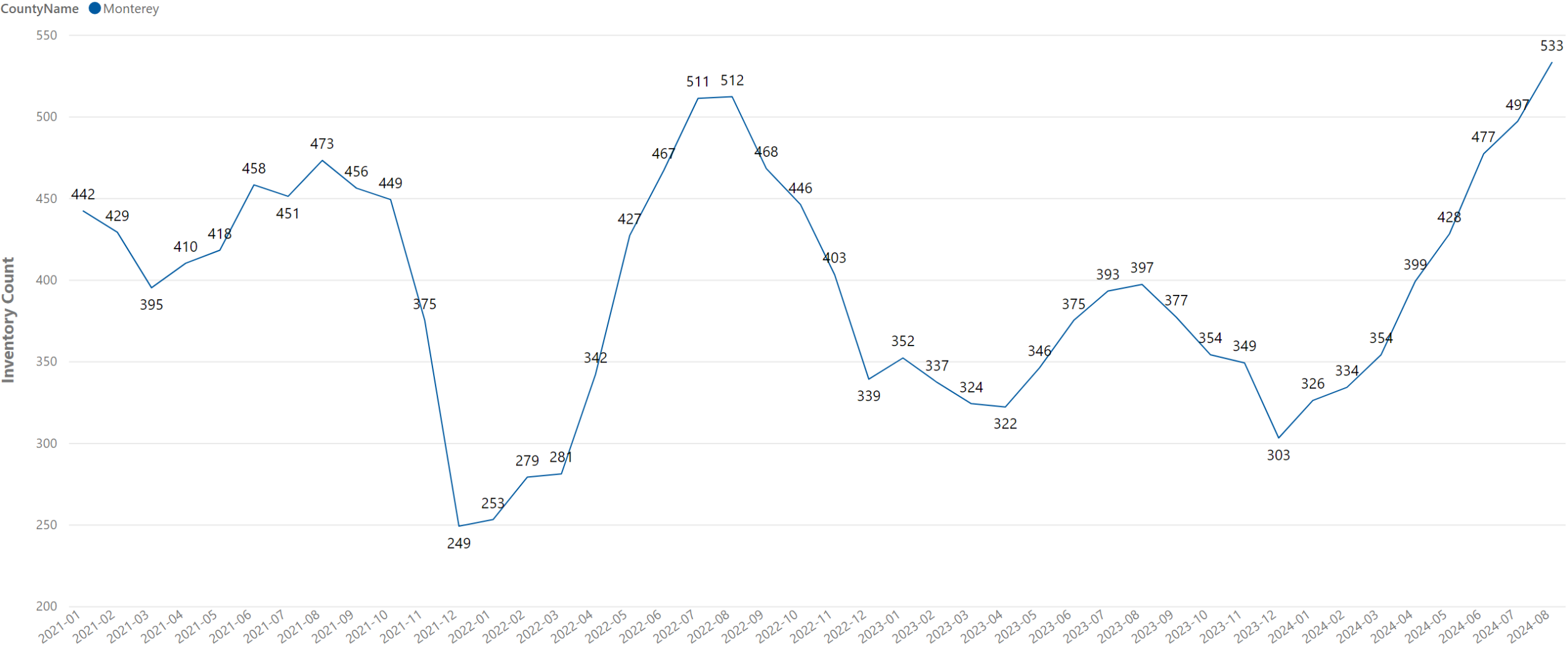
# Monterey County - Decreased New Listings

| City          | New Listings This Year | New Listings Last Year | % New Listings Change |
|---------------|------------------------|------------------------|-----------------------|
| Pacific Grove | 3                      | 5                      | -40%                  |
| Salinas       | 6                      | 8                      | -25%                  |

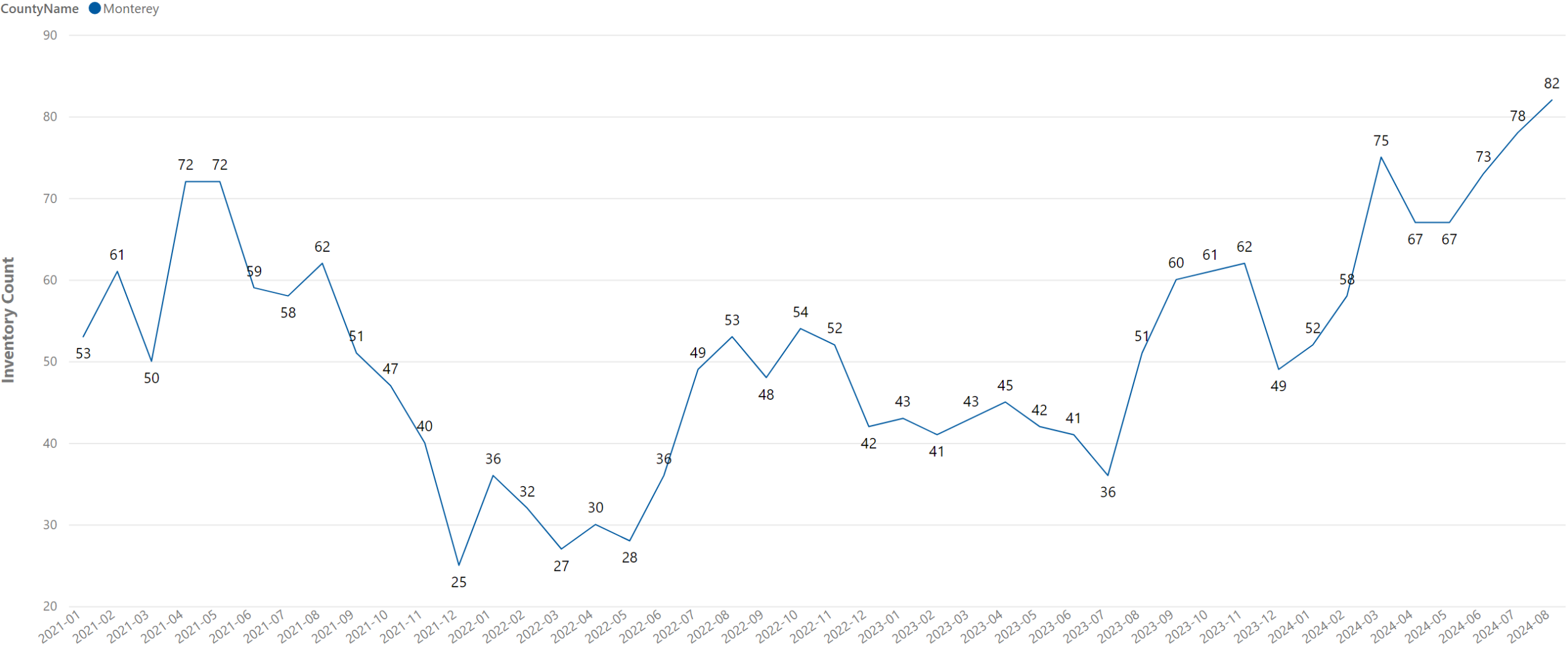
# Monterey County – New Listings Week Ending 09/07/2024



# Monterey County - Inventory



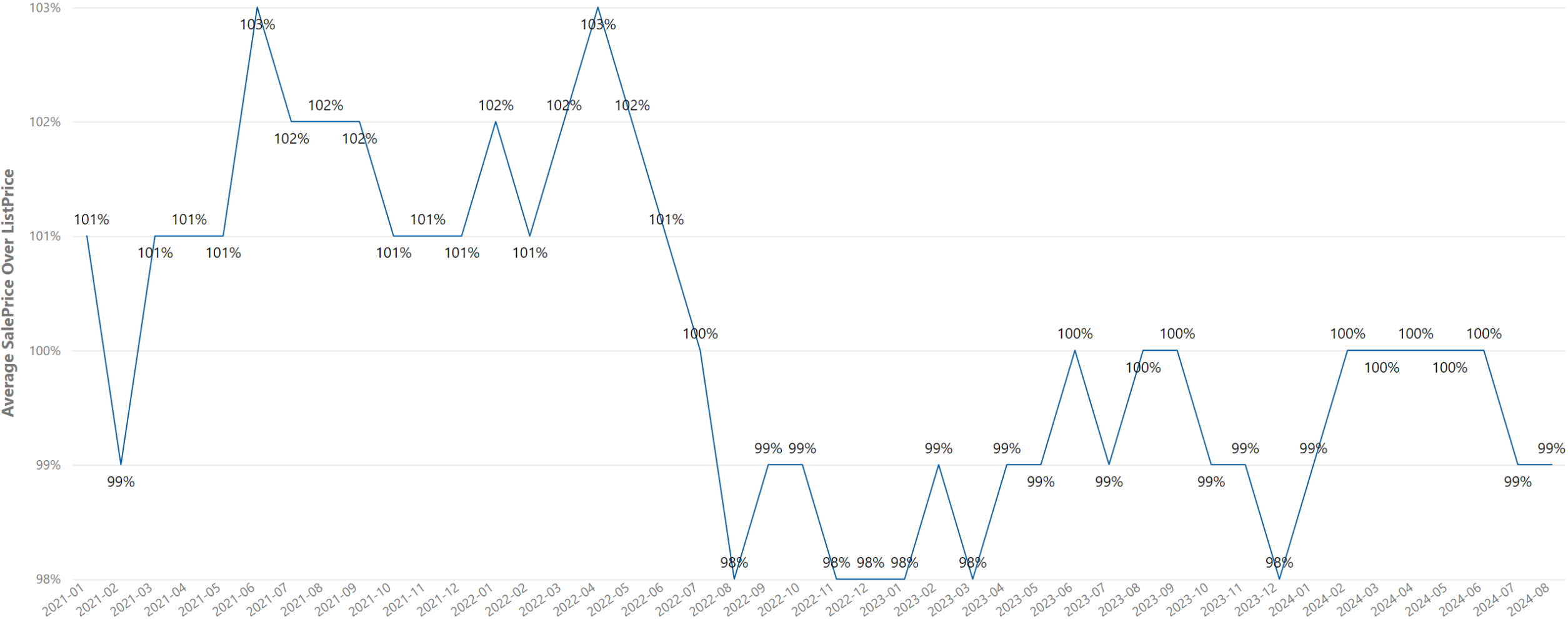
# Monterey County - Inventory





# Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Data as of 9/6/2024

Aculist@2024

Residential Single Family: 2021-2024

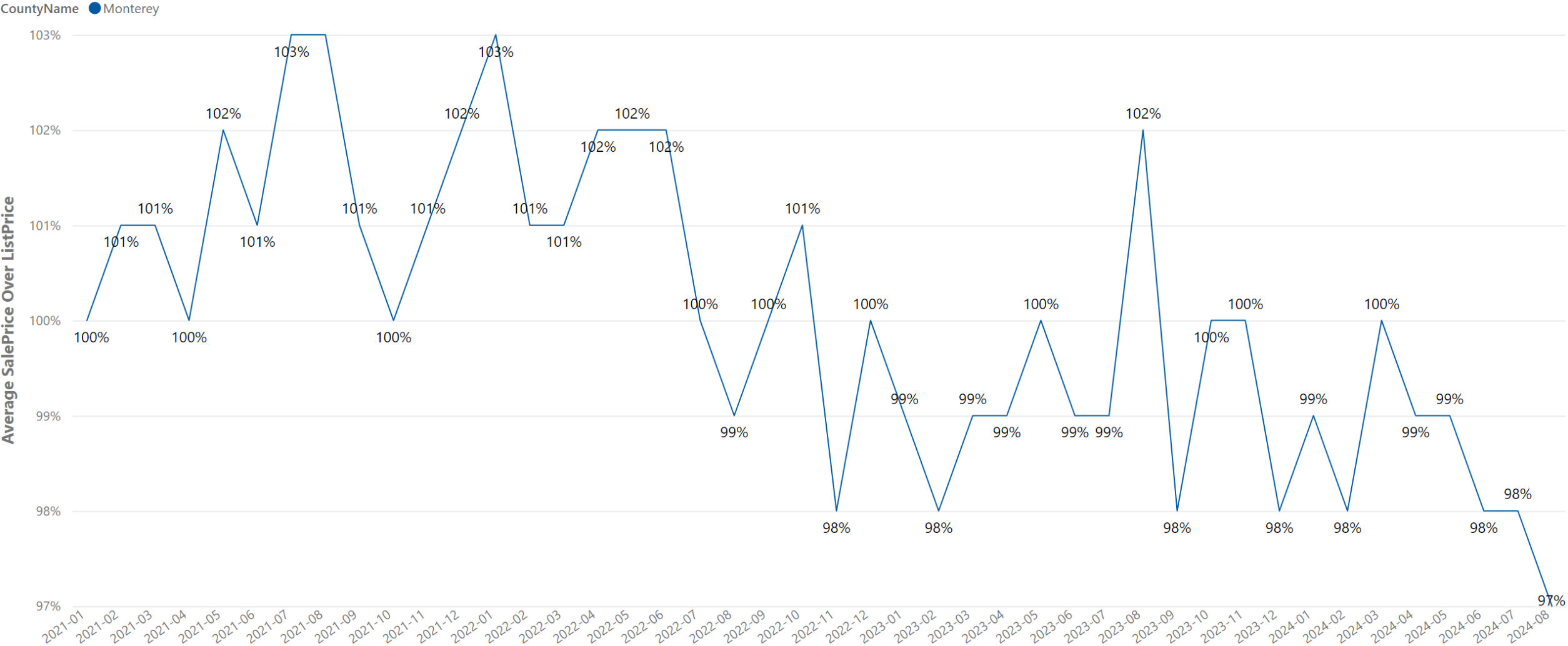
# Monterey County - Increased Sale To List Price

| City          | Sale Over List Price | Sale Over List Price Last year | % Sale Over List Price Change |
|---------------|----------------------|--------------------------------|-------------------------------|
| Big Sur       | 100%                 | 0%                             | N/A                           |
| Castroville   | 89%                  | 0%                             | N/A                           |
| Prunedale     | 100%                 | 0%                             | N/A                           |
| Watsonville   | 94%                  | 0%                             | N/A                           |
| Royal Oaks    | 102%                 | 97%                            | 5%                            |
| Pacific Grove | 104%                 | 101%                           | 3%                            |
| Greenfield    | 99%                  | 98%                            | 1%                            |
| Monterey      | 99%                  | 98%                            | 1%                            |
| King City     | 100%                 | 99%                            | 1%                            |
| Carmel Valley | 97%                  | 97%                            | 0%                            |
| East Garrison | 99%                  | 99%                            | 0%                            |
| Marina        | 99%                  | 99%                            | 0%                            |
| Soledad       | 101%                 | 101%                           | 0%                            |

# Monterey County - Decreased Sale To List Price

| City             | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|------------------|----------------------|--------------------------------|-------------------------------|
| Spreckels        | 99%                  | 107%                           | -7%                           |
| Corral De Tierra | 91%                  | 96%                            | -5%                           |
| Pebble Beach     | 93%                  | 98%                            | -5%                           |
| Carmel           | 96%                  | 98%                            | -2%                           |
| Gonzales         | 100%                 | 102%                           | -2%                           |
| Seaside          | 99%                  | 100%                           | -1%                           |
| Salinas          | 100%                 | 101%                           | -1%                           |

# Monterey County - Average Sale Price Over List Price



# Monterey County - Increased Sale To List Price

| City         | Sale Over List Price | Sale Over List Price Last year | % Sale Over List Price Change |
|--------------|----------------------|--------------------------------|-------------------------------|
| Pebble Beach | 96%                  | 0%                             | N/A                           |
| Carmel       | 98%                  | 97%                            | 1%                            |

# Monterey County - Decreased Sale To List Price

| City         | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|--------------|----------------------|--------------------------------|-------------------------------|
| Monterey     | 98%                  | 110%                           | -11%                          |
| King City    | 95%                  | 99%                            | -4%                           |
| Salinas      | 97%                  | 101%                           | -4%                           |
| Del Rey Oaks | 98%                  | 100%                           | -2%                           |

# Thank You

