



Monterey County

Real Estate Market Minute | March 2025

Monterey County – Single Family Market 2025 v. 2024

= 18

Median Days on Market
Compared to 18



\$900K

Median Price
Compared to \$850K

↑ 108

Closed Sales
Compared to 103

↑ 165

New Listings
Compared to 150

↓ 98%

Sale to List Price Ratio
Compared to 100%

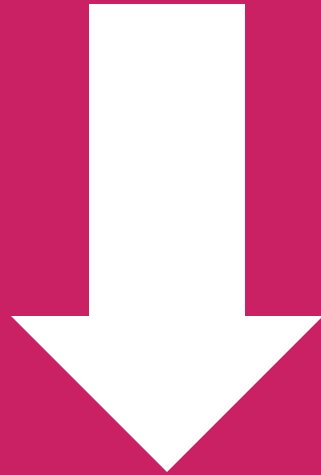
Monterey County – Common Interest Market 2025 v. 2024

↓ 24

Median Days on Market
Compared to 36

↓ 30

New Listings
Compared to 38



\$840K

Median Price
Compared to \$1.01M

↑ 27

Closed Sales
Compared to 14

= 98%

Sale to List Price Ratio
Compared to 98%

February 2025 Market Trends

Aculist provides real estate content for your sales and marketing needs.

Market Trends – February 2025 in Monterey County

Market Trend 1

We saw a shift in pricing with key differences in the common interest and single family markets.

Market Trend 2

While we are seeing a lot of supply in neighboring counties, we didn't see a meaningful increase in new listings.

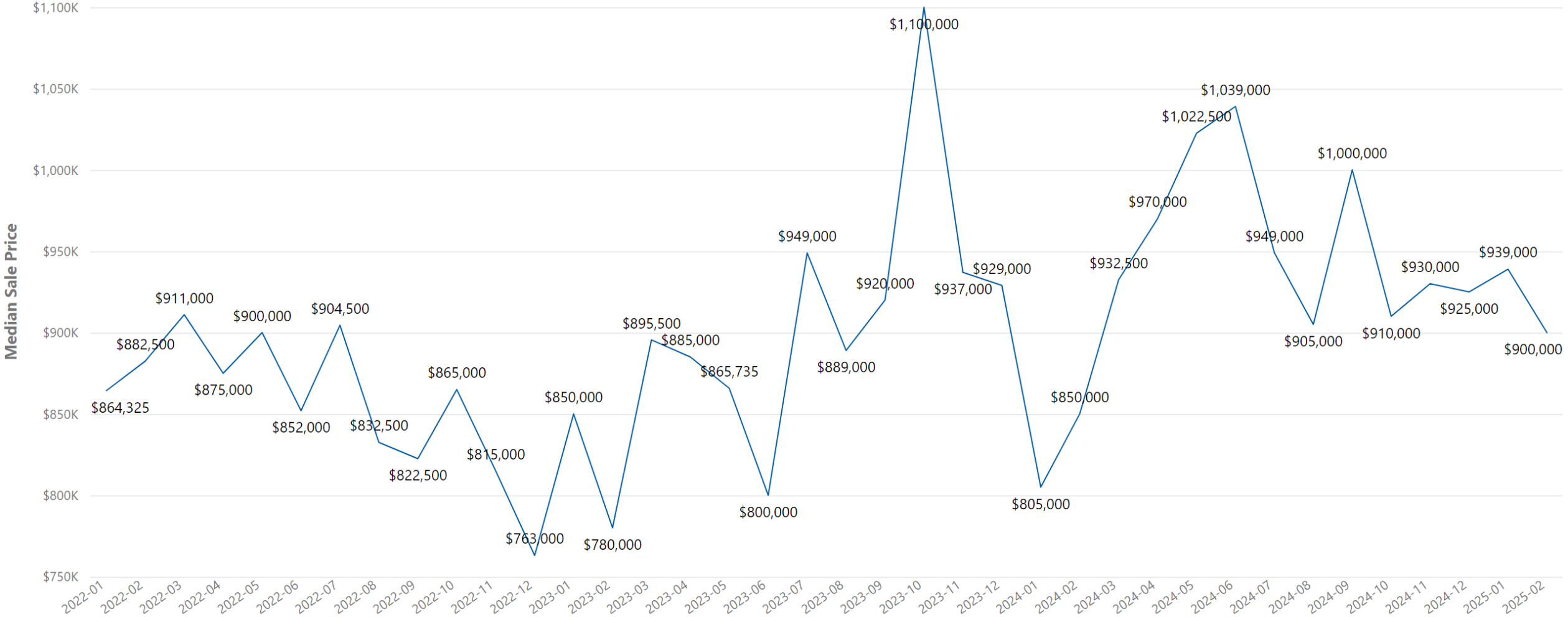
Market Trend 3

The common interest and single family markets behaved rather similarly throughout the year.

Data reliable but not guaranteed. MLSListings/Aculist cannot provide advice or make forward-looking statements about the real estate market.

Monterey County - Median Sale Price

CountyName ● Monterey



Data as of 3/6/2025

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Monterey County - Increased Median Price

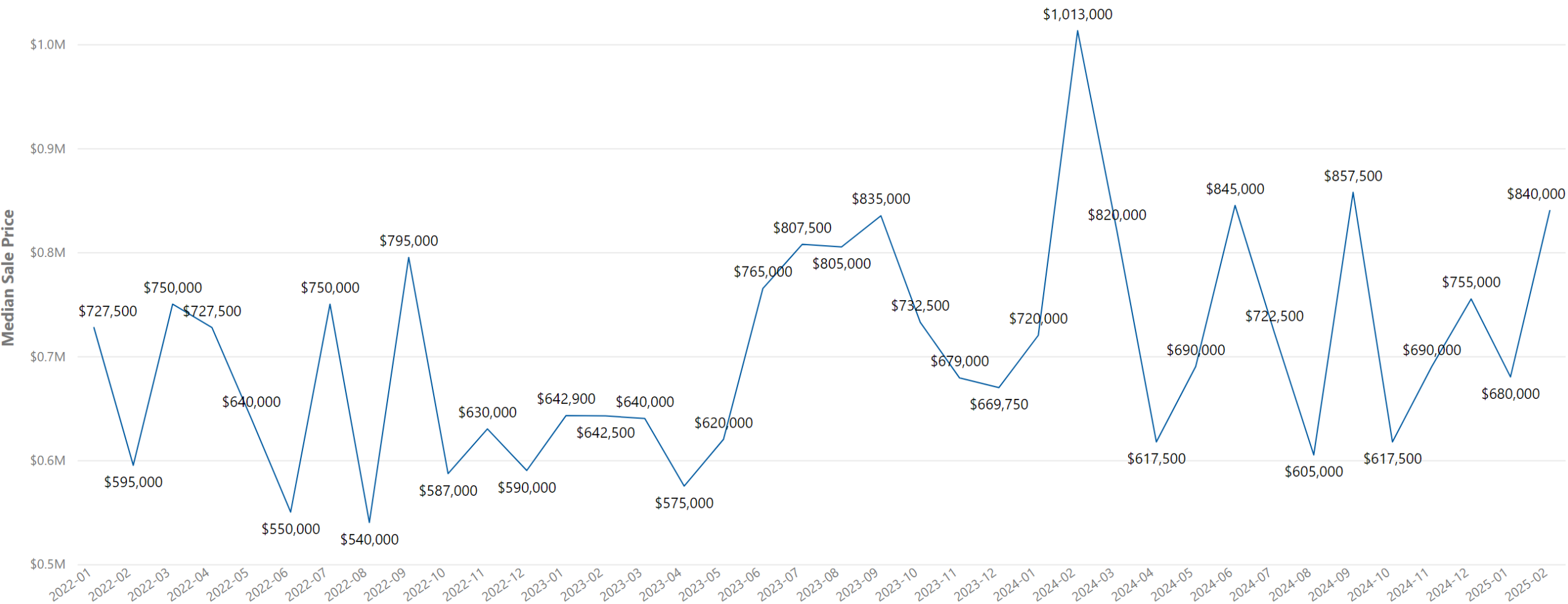
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Aromas	\$950,000	\$0	N/A
Bradley	\$869,000	\$0	N/A
Carmel Valley	\$1,600,000	\$0	N/A
Corral De Tierra	\$1,400,000	\$0	N/A
Pacific Grove	\$2,175,000	\$1,275,000	71%
Carmel	\$4,058,000	\$2,985,000	36%
Castroville	\$780,000	\$650,000	20%
Salinas	\$820,000	\$700,000	17%
Monterey	\$1,217,500	\$1,050,000	16%
Greenfield	\$619,000	\$556,989	11%
Soledad	\$638,100	\$610,000	5%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Del Rey Oaks	\$0	\$842,500	-100%
East Garrison	\$0	\$900,000	-100%
Royal Oaks	\$0	\$874,950	-100%
Pebble Beach	\$1,900,000	\$3,906,345	-51%
Marina	\$848,750	\$1,169,000	-27%
Seaside	\$797,769	\$848,000	-6%
King City	\$528,477	\$540,000	-2%

Monterey County - Median Sale Price

CountyName ● Monterey



Data as of 3/6/2025

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Residential Common Interest: 2022-2025

Monterey County - Increased Median Price

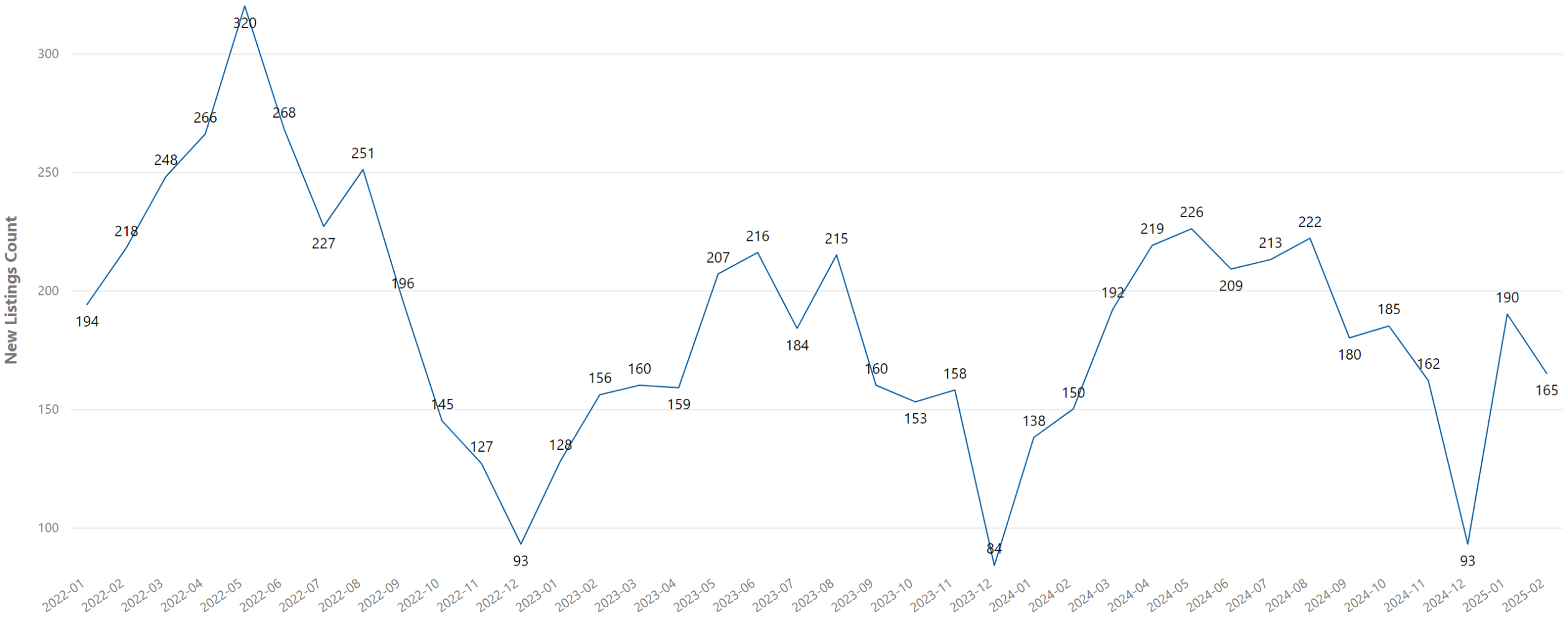
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Marina	\$558,500	\$0	N/A
Pacific Grove	\$1,595,000	\$0	N/A
Pebble Beach	\$950,000	\$0	N/A
Carmel Valley	\$1,625,000	\$1,145,000	42%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Soledad	\$0	\$401,990	-100%
Monterey	\$717,500	\$1,165,000	-38%
Salinas	\$390,000	\$545,500	-29%
Carmel	\$1,000,000	\$1,013,000	-1%

Monterey County - New Listings

CountyName ● Monterey



Monterey County - Increased New Listings

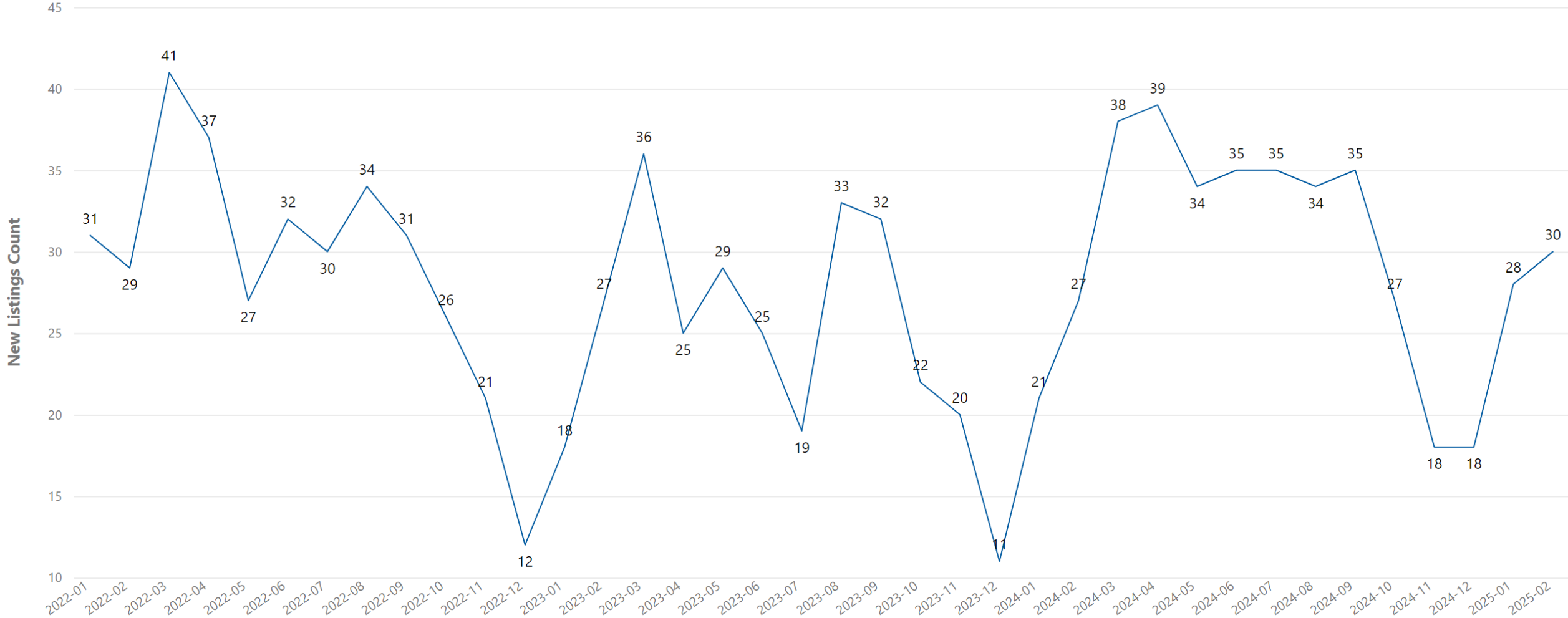
City	New Listings This Year	New Listings Last Year	% New Listings Change
Corral De Tierra	1	0	N/A
Prunedale	1	0	N/A
King City	9	3	200%
Carmel Valley	8	3	167%
Monterey	14	8	75%
Pebble Beach	10	6	67%
Carmel	18	12	50%
Greenfield	6	5	20%
Seaside	17	16	6%
Castroville	1	1	0%
Moss Landing	2	2	0%
East Garrison	3	3	0%
Soledad	5	5	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Aromas	1	3	-67%
Royal Oaks	4	6	-33%
Pacific Grove	9	11	-18%
Marina	10	11	-9%
Salinas	47	50	-6%

Monterey County - New Listings

CountyName ● Monterey



Data as of 3/6/2025

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Residential Common Interest: 2022-2025

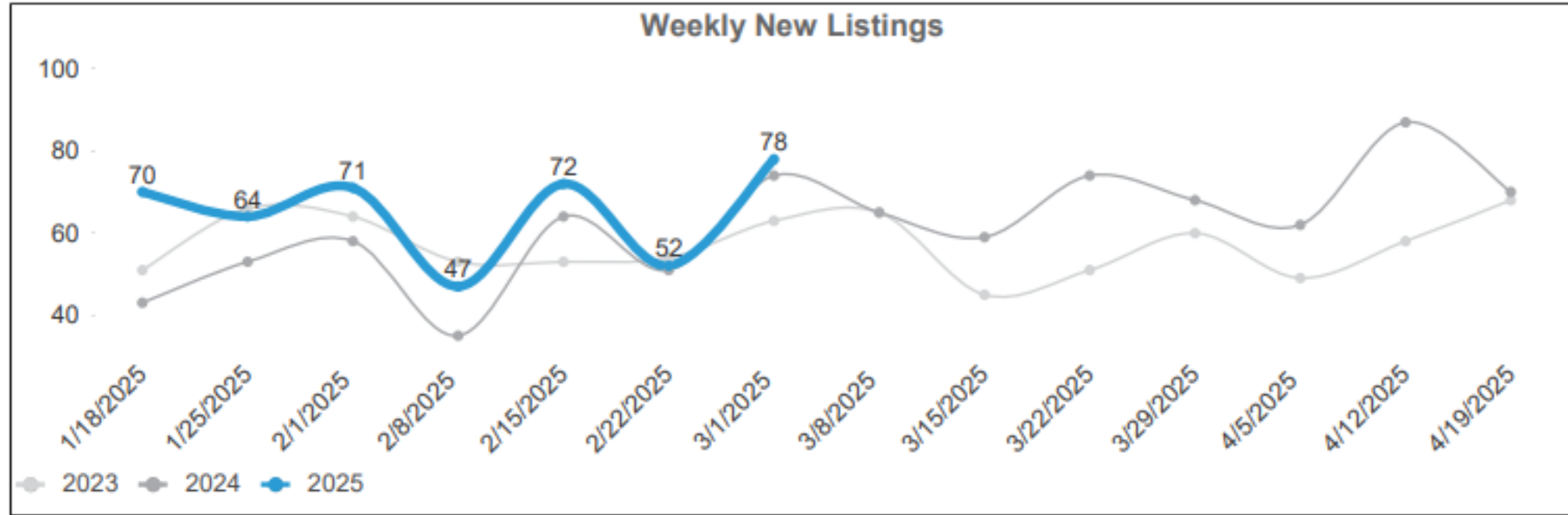
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Del Rey Oaks	1	0	N/A
Moss Landing	1	0	N/A
Carmel Valley	2	1	100%
Carmel	7	5	40%
Salinas	7	6	17%
Monterey	9	8	13%
Marina	1	1	0%
Pebble Beach	1	1	0%

Monterey County - Decreased New Listings

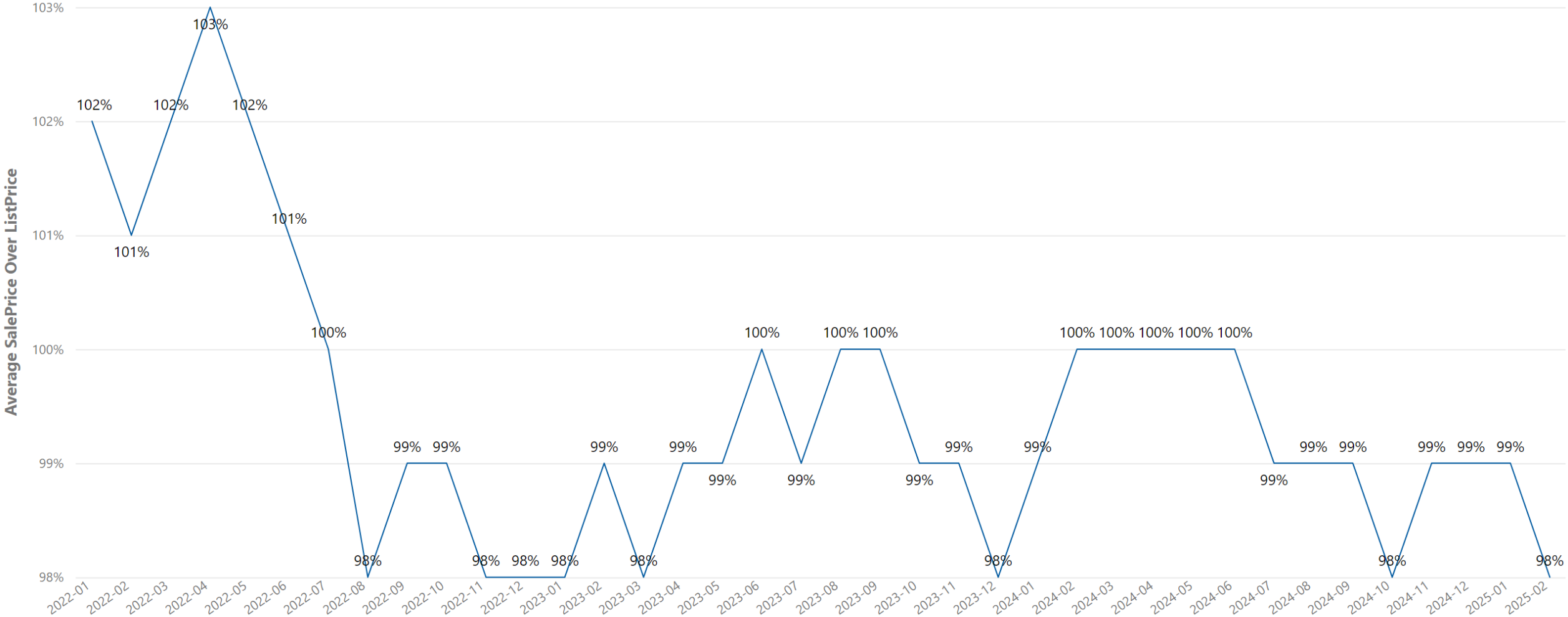
City	New Listings This Year	New Listings Last Year	% New Listings Change
Pacific Grove	1	2	-50%

Monterey County – New Listings Week Ending 3/1/2025



Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Data as of 3/6/2025

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Residential Single Family: 2022-2025

Monterey County - Increased Sale To List Price

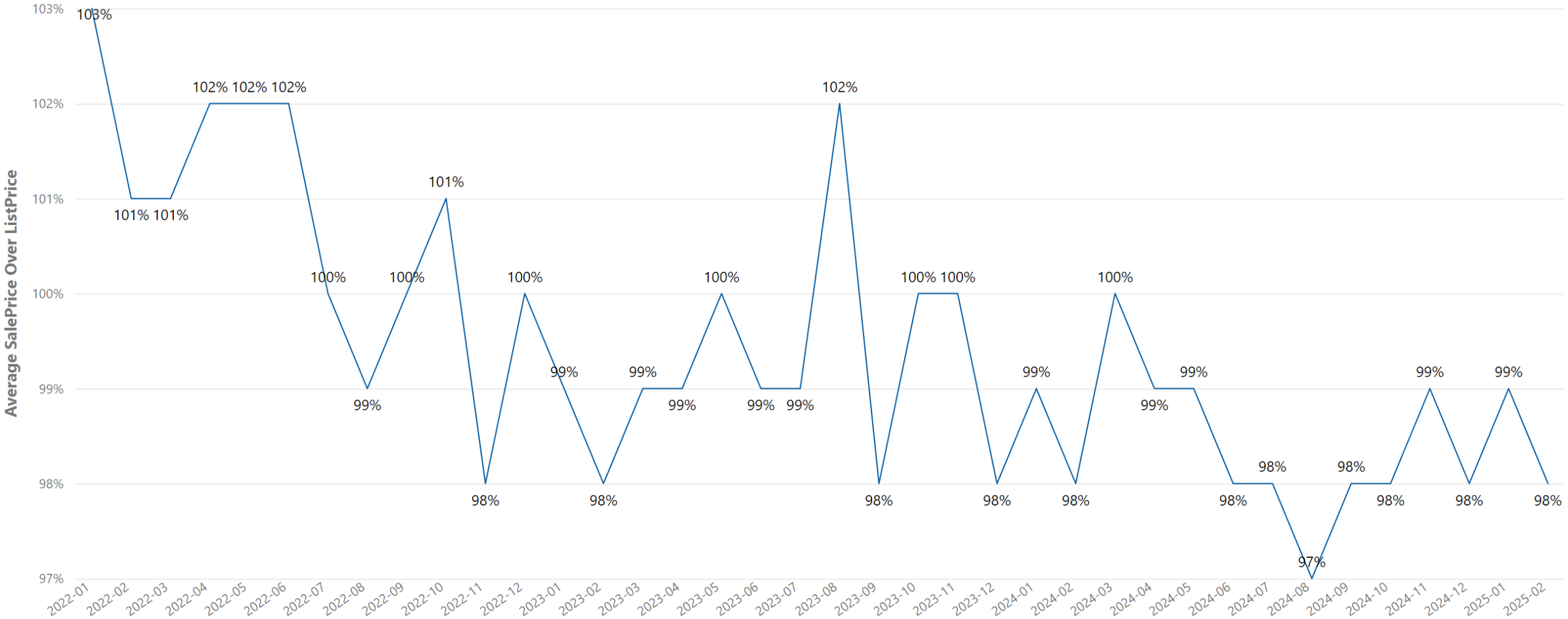
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Aromas	92%	0%	N/A
Bradley	97%	0%	N/A
Carmel Valley	97%	0%	N/A
Corral De Tierra	93%	0%	N/A
Soledad	100%	99%	1%
Monterey	102%	101%	1%
Greenfield	100%	100%	0%
King City	101%	101%	0%
Pacific Grove	97%	97%	0%

Monterey County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Pebble Beach	92%	98%	-6%
Carmel	98%	103%	-5%
Marina	97%	99%	-2%
Castroville	96%	97%	-1%
Seaside	98%	99%	-1%
Salinas	99%	100%	-1%

Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Data as of 3/6/2025

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Residential Common Interest: 2022-2025

Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Marina	96%	0%	N/A
Pacific Grove	101%	0%	N/A
Pebble Beach	95%	0%	N/A
Monterey	99%	90%	10%
Carmel Valley	100%	96%	4%
Salinas	99%	98%	1%

Monterey County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Carmel	96%	99%	-3%

Thank You

