



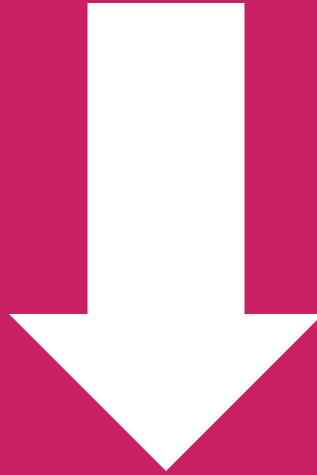
Monterey County

Real Estate Market Minute | April 2025

Monterey County – Single Family Market 2025 v. 2024

↑ 18

Median Days on Market
Compared to 13



\$917K

Median Price
Compared to \$933K

↓ 130

Closed Sales
Compared to 150

↑ 199

New Listings
Compared to 192

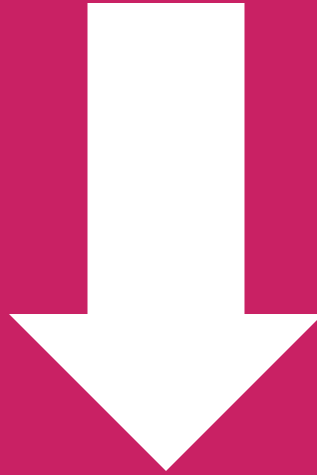
↓ 98%

Sale to List Price Ratio
Compared to 100%

Monterey County – Common Interest Market 2025 v. 2024

↑ 23

Median Days on Market
Compared to 9



\$735K

Median Price
Compared to \$820K

= 15

Closed Sales
Compared to 15

↓ 29

New Listings
Compared to 38

↓ 98%

Sale to List Price Ratio
Compared to 100%

March 2025 Market Trends

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

Market Trends – March 2025 in Monterey County

Market Trend 1

We saw a significant deviation in the median price for single family versus common interest properties.

Market Trend 2

At a time of year when we would expect to see an increase in new listings and closed sales, a deviation is also apparent by class.

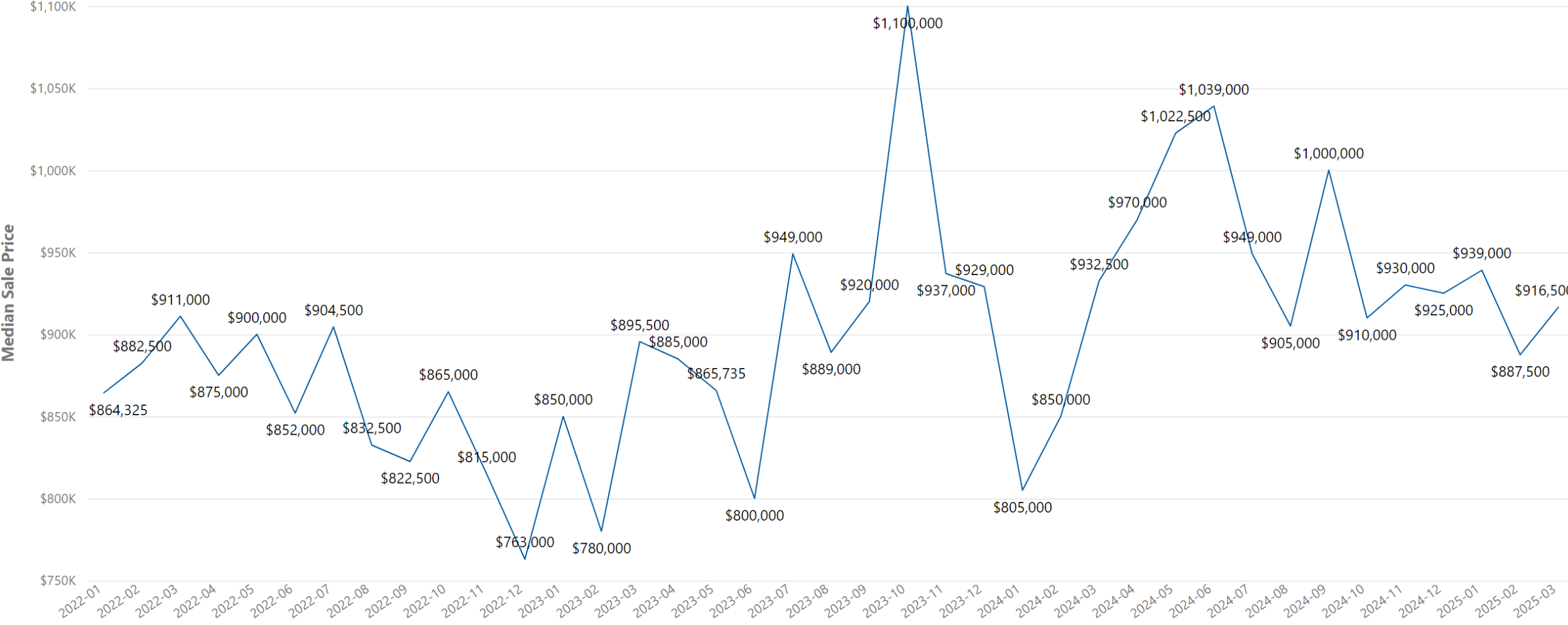
Market Trend 3

If inventory continues to rise and DOM and sale to list stay relatively stable, we could see pressure on prices in the coming months.

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



Monterey County - Increased Median Price

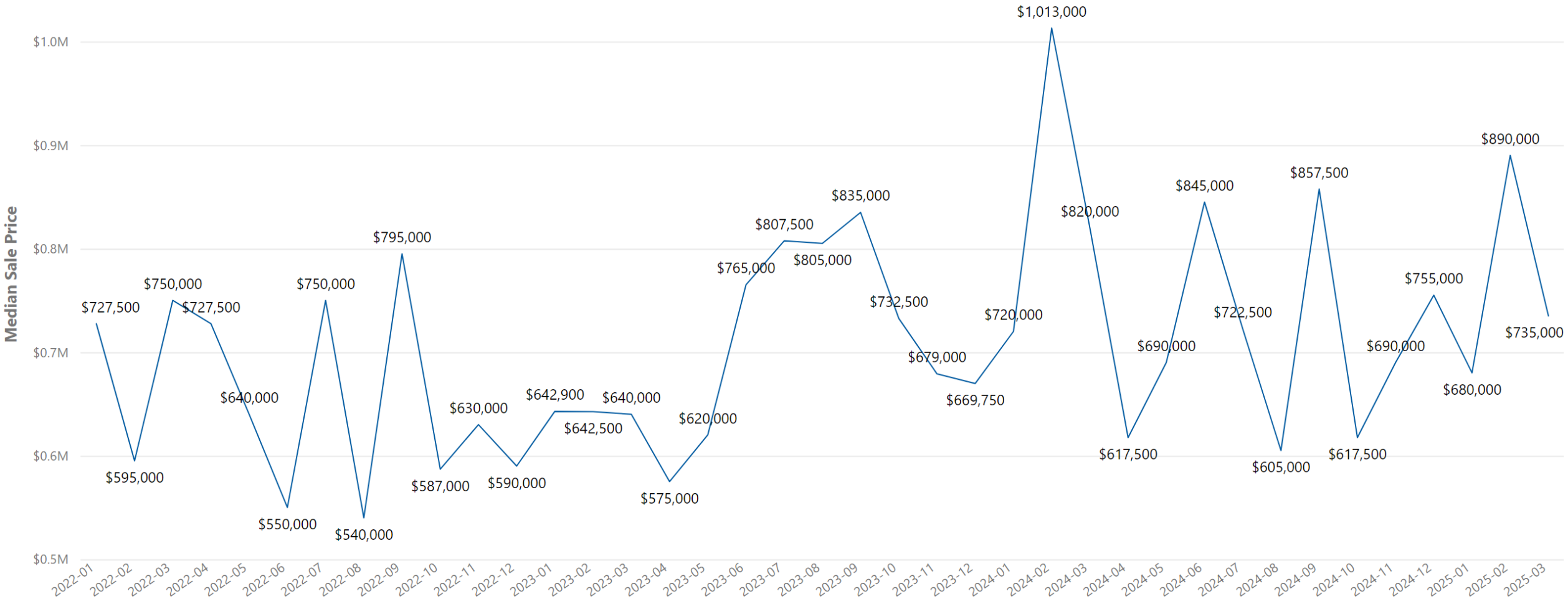
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Aromas	\$1,900,000	\$0	N/A
Watsonville	\$625,000	\$0	N/A
Royal Oaks	\$1,224,150	\$685,000	79%
Carmel Valley	\$2,566,500	\$1,450,000	77%
Pacific Grove	\$1,548,000	\$1,440,000	8%
Monterey	\$1,492,500	\$1,400,000	7%
Salinas	\$807,000	\$767,500	5%
Pebble Beach	\$2,660,000	\$2,540,000	5%
King City	\$507,000	\$495,000	2%
Marina	\$910,000	\$910,000	0%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Castroville	\$0	\$800,000	-100%
Chualar	\$0	\$2,700,000	-100%
Del Rey Oaks	\$0	\$935,000	-100%
East Garrison	\$0	\$843,500	-100%
Gonzales	\$0	\$720,000	-100%
Spreckels	\$0	\$950,000	-100%
Carmel	\$2,500,000	\$3,300,000	-24%
Seaside	\$820,000	\$915,000	-10%
Greenfield	\$555,500	\$600,000	-7%
Soledad	\$645,500	\$675,000	-4%

Monterey County - Median Sale Price

CountyName ● Monterey



Data as of 4/7/2025

Aculist@2025

Residential Common Interest: 2022-2025

Monterey County - Increased Median Price

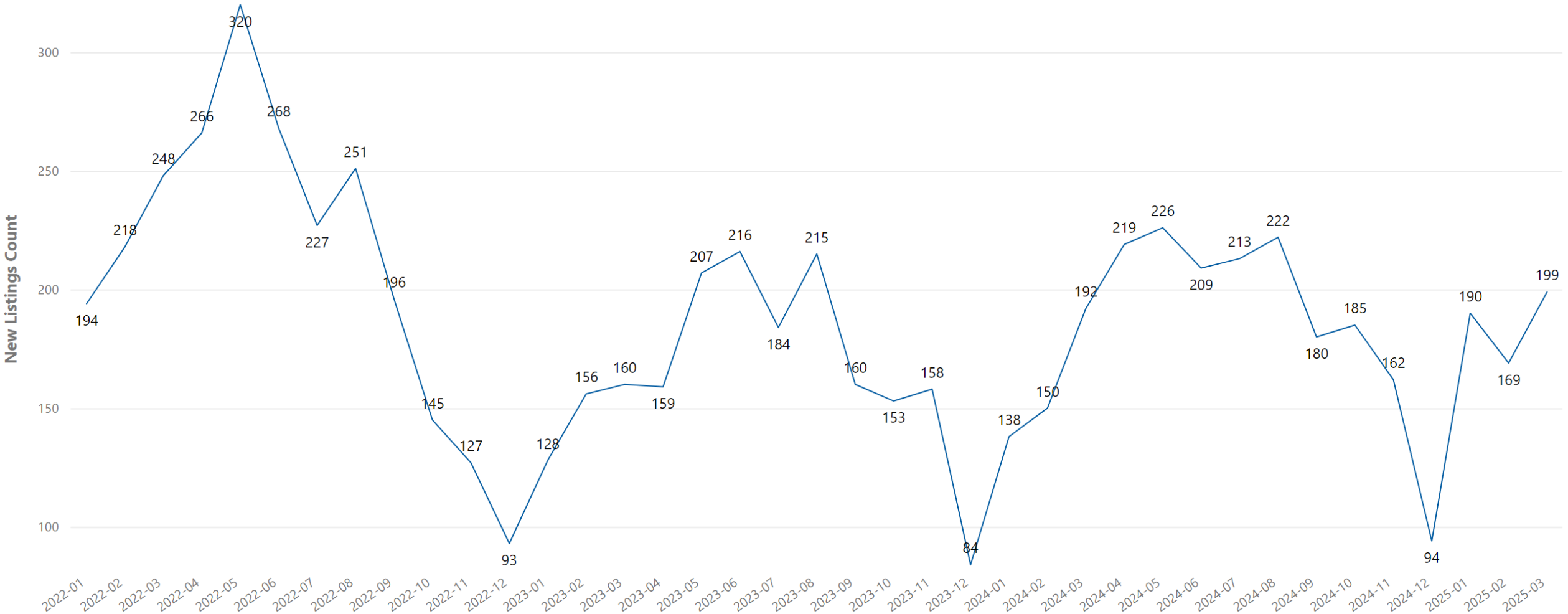
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Monterey	\$735,000	\$480,000	53%
Pebble Beach	\$1,300,000	\$1,194,000	9%
Salinas	\$440,000	\$410,000	7%
Carmel	\$1,014,500	\$994,500	2%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Pacific Grove	\$0	\$999,000	-100%
Marina	\$523,250	\$740,000	-29%
Soledad	\$259,990	\$362,000	-28%

Monterey County - New Listings

CountyName ● Monterey



Monterey County - Increased New Listings

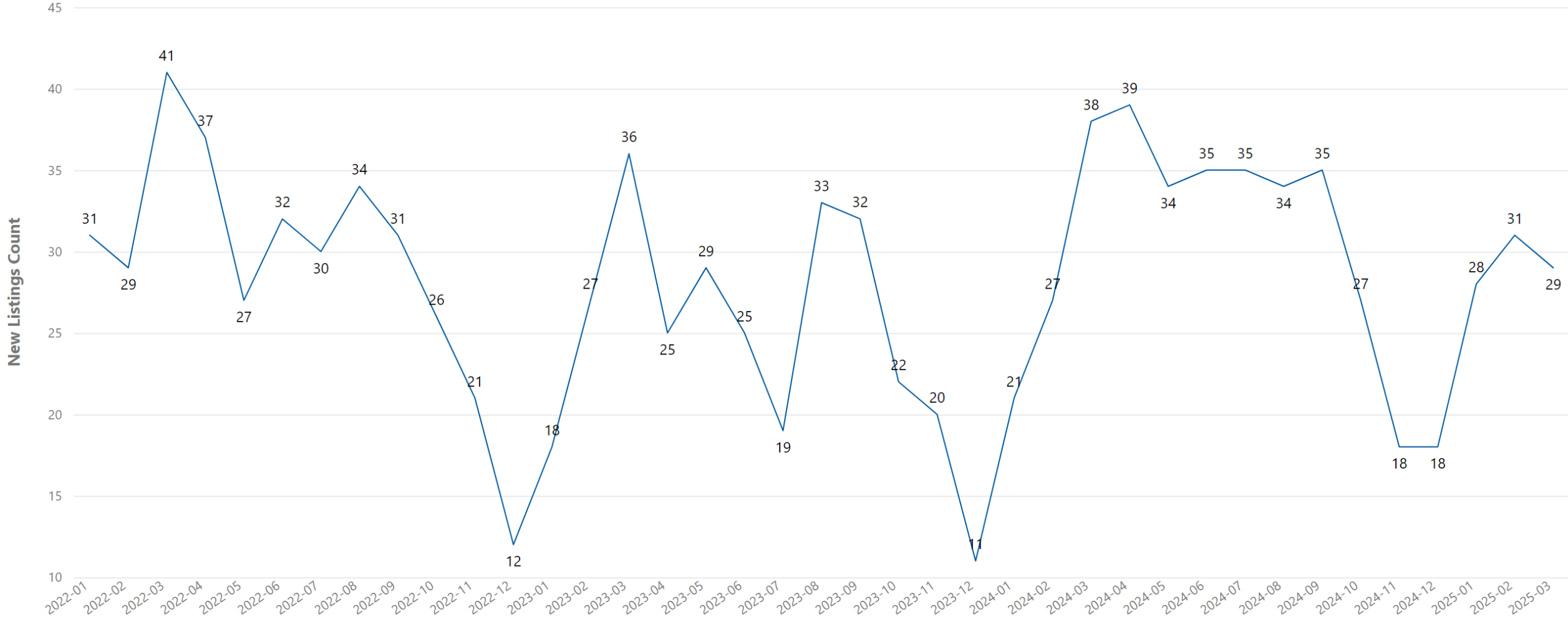
City	New Listings This Year	New Listings Last Year	% New Listings Change
Bradley	1	0	N/A
Chualar	1	0	N/A
Moss Landing	1	0	N/A
Watsonville	1	0	N/A
Big Sur	3	0	N/A
Greenfield	6	1	500%
Soledad	8	3	167%
Royal Oaks	2	1	100%
Pebble Beach	16	9	78%
King City	5	4	25%
Seaside	13	11	18%
Salinas	67	60	12%
Corral De Tierra	1	1	0%
Pacific Grove	13	13	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Carmel Valley	7	11	-36%
East Garrison	2	3	-33%
Marina	11	14	-21%
Carmel	26	32	-19%
Monterey	15	16	-6%

Monterey County - New Listings

CountyName ● Monterey



Data as of 4/7/2025

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Residential Common Interest: 2022-2025

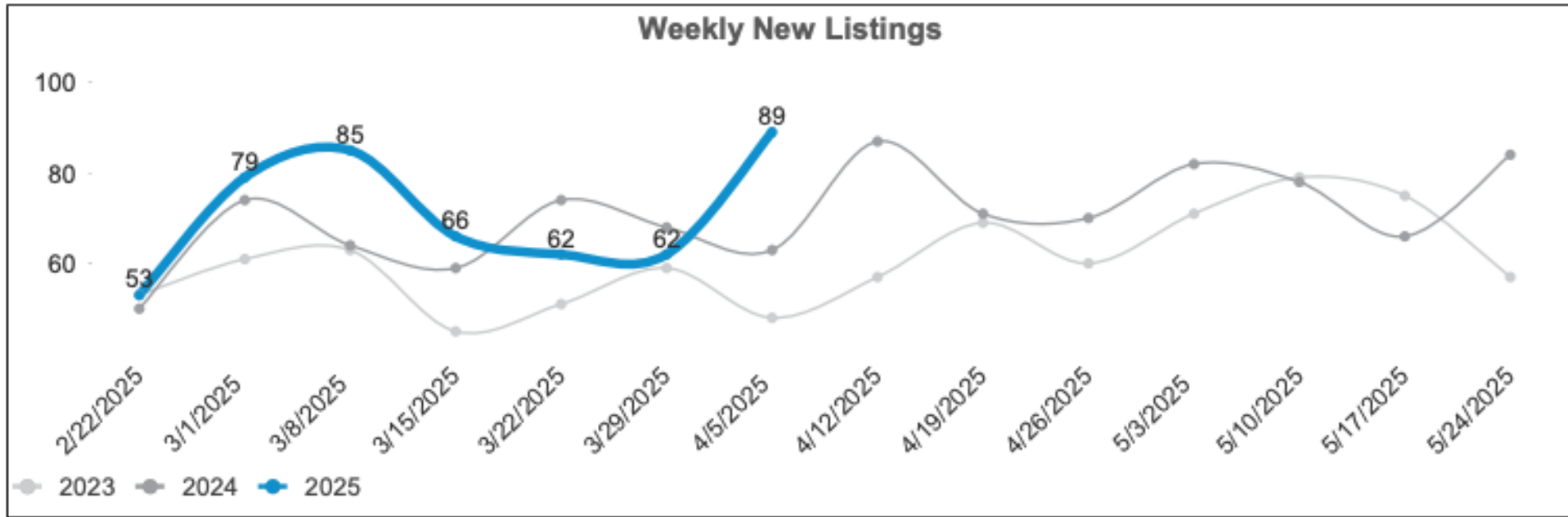
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Seaside	3	0	N/A
Carmel	11	8	38%
Marina	1	1	0%
Pacific Grove	3	3	0%

Monterey County - Decreased New Listings

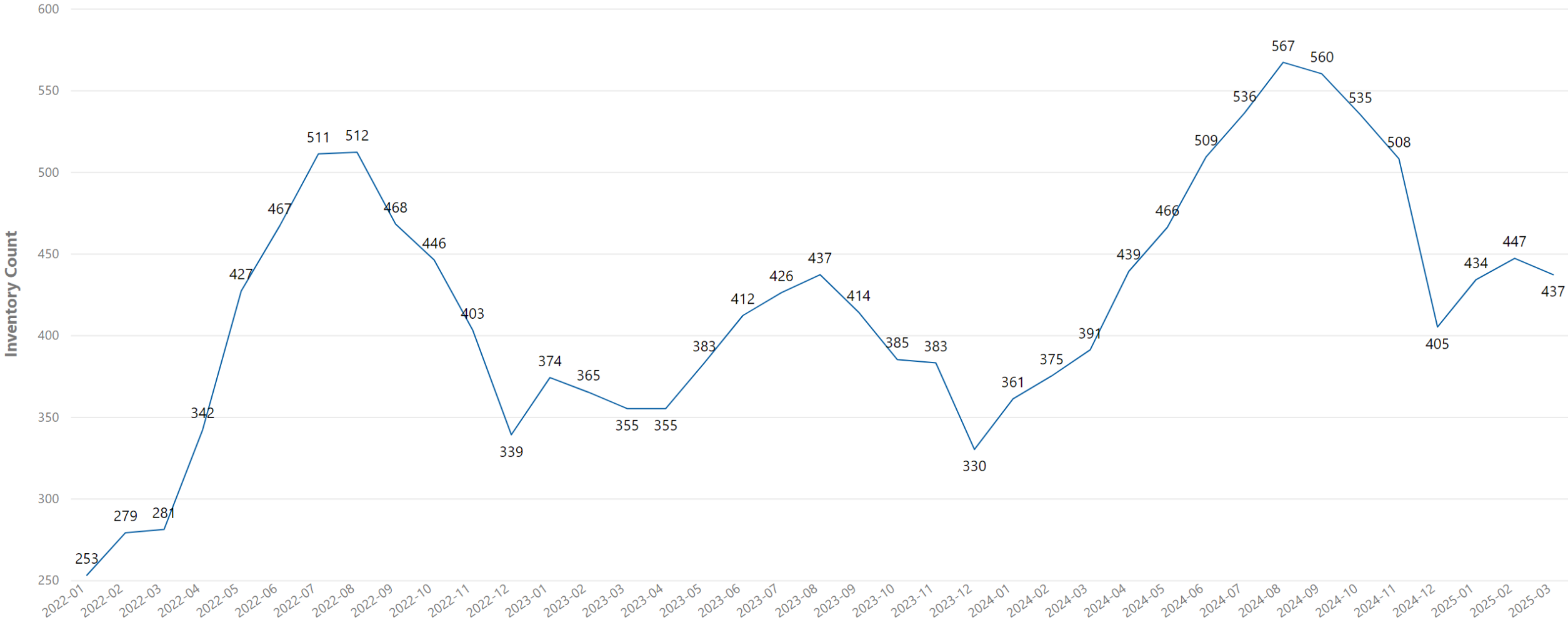
City	New Listings This Year	New Listings Last Year	% New Listings Change
Salinas	5	11	-55%
Pebble Beach	1	2	-50%
Monterey	5	10	-50%

Monterey County – New Listings Week Ending 4/5/2025



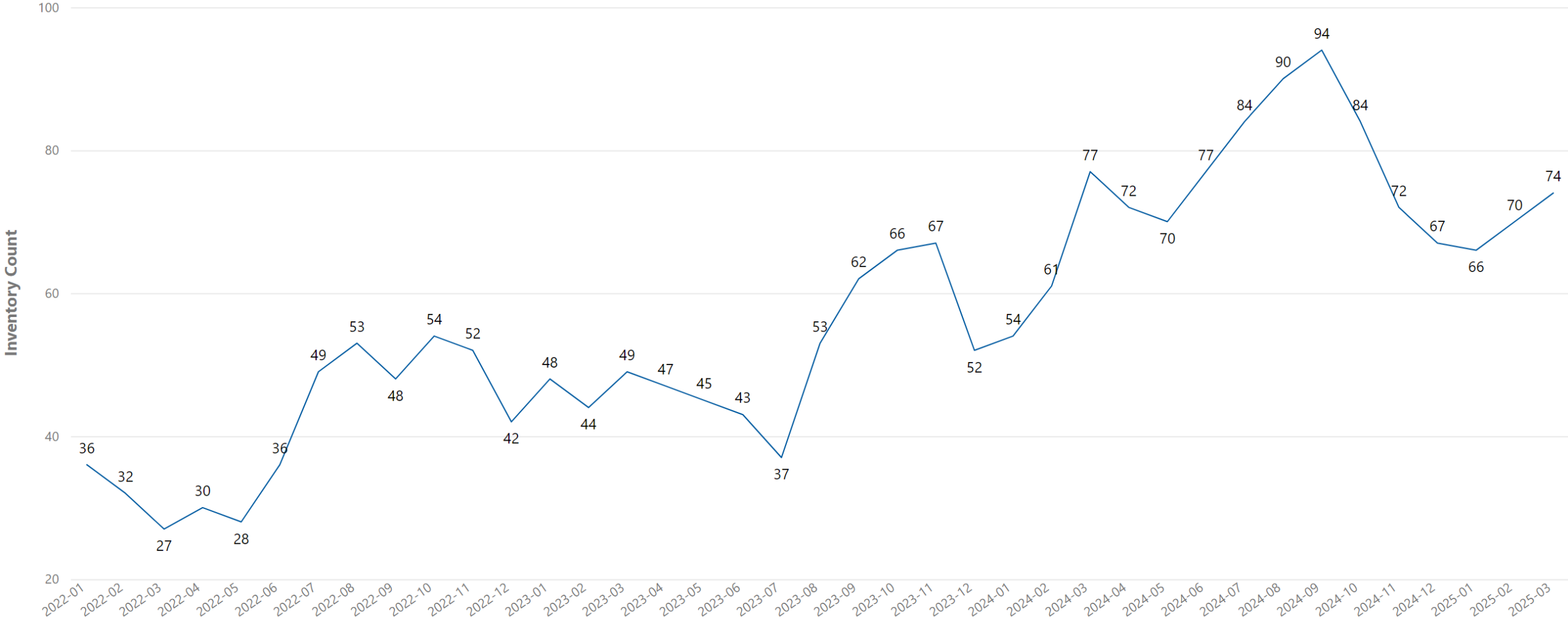
Monterey County - Inventory

CountyName ● Monterey



Monterey County - Inventory

CountyName ● Monterey



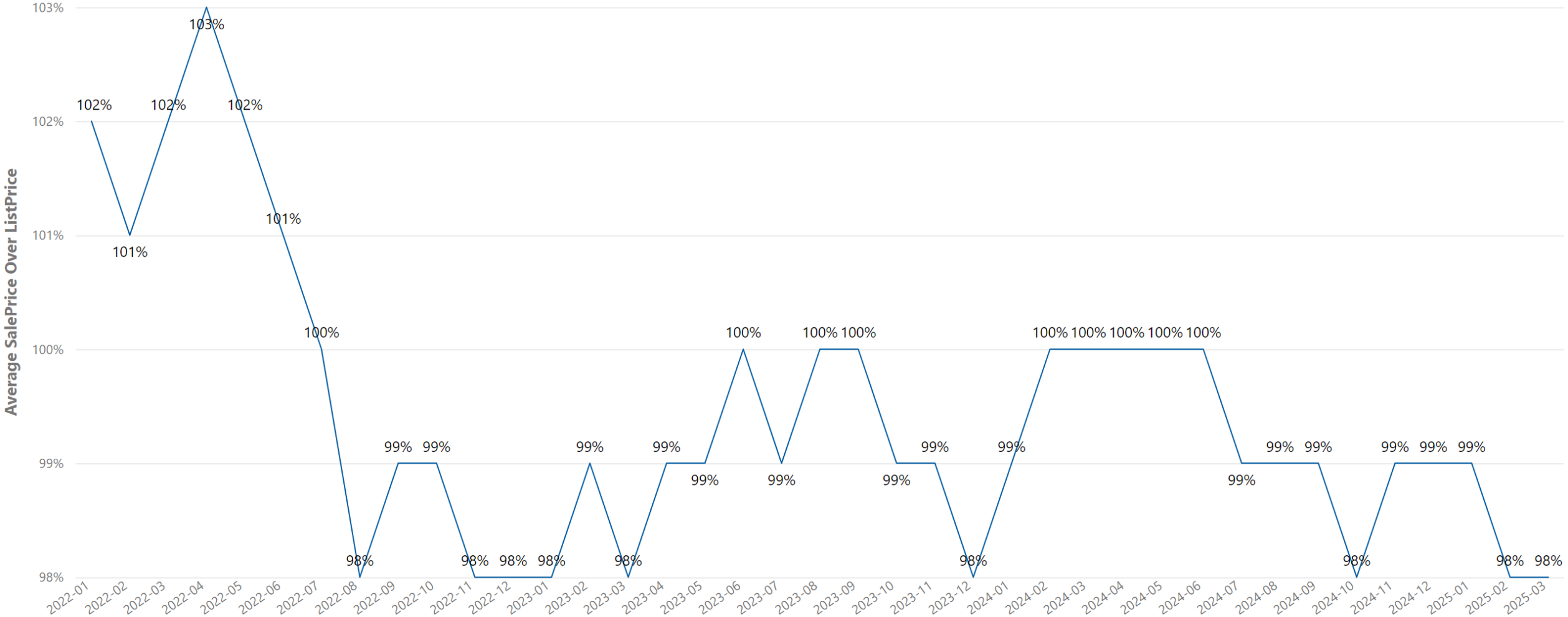
Data as of 4/7/2025

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Residential Common Interest: 2022-2025

Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Data as of 4/7/2025

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Residential Single Family: 2022-2025

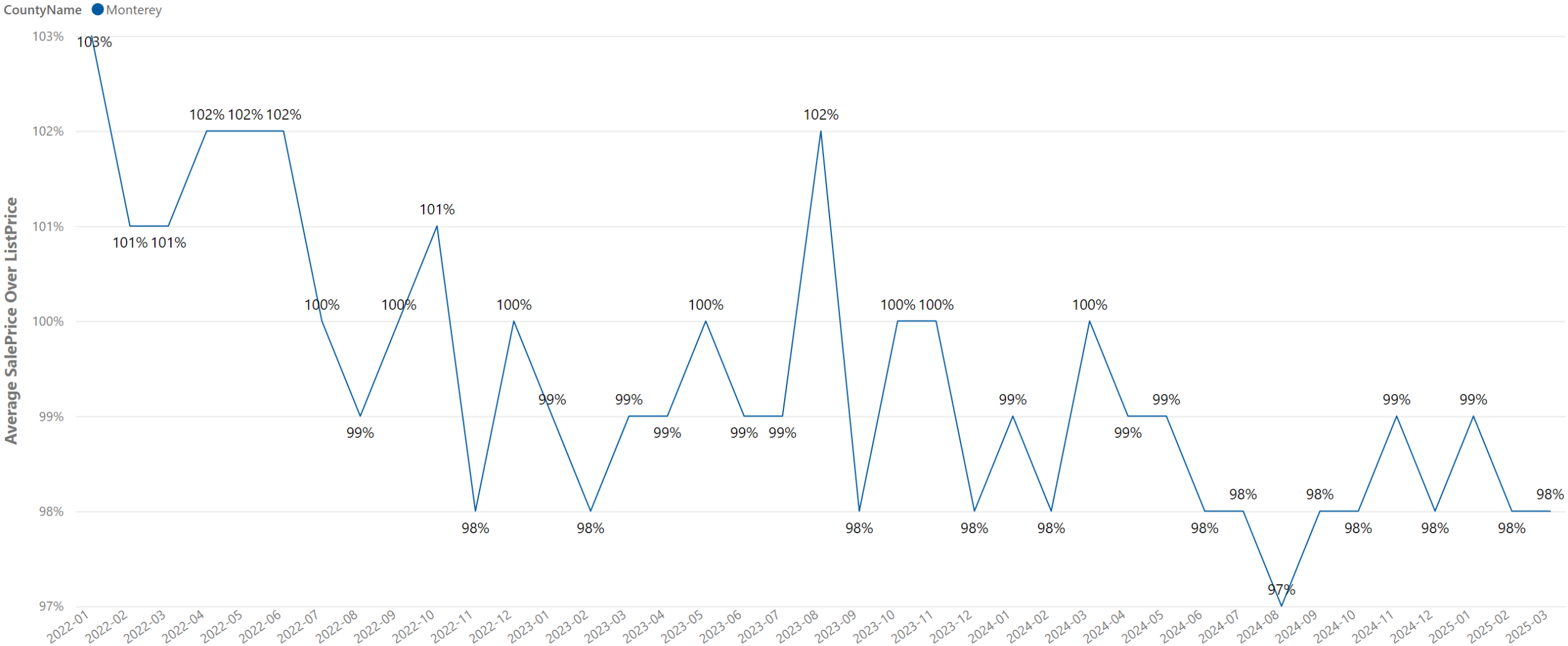
Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Aromas	95%	0%	N/A
Watsonville	93%	0%	N/A
Soledad	105%	101%	4%
Greenfield	100%	98%	2%
King City	99%	98%	1%
Royal Oaks	101%	100%	1%
Carmel Valley	96%	96%	0%

Monterey County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Seaside	96%	101%	-5%
Pebble Beach	97%	102%	-5%
Carmel	95%	97%	-2%
Pacific Grove	101%	103%	-2%
Monterey	97%	98%	-1%
Salinas	99%	100%	-1%
Marina	100%	101%	-1%

Monterey County - Average Sale Price Over List Price



Data as of 4/7/2025

Aculist@2025

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	98%	97%	1%
Carmel	100%	100%	0%
Salinas	100%	100%	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	87%	102%	-15%
Monterey	98%	99%	-1%
Soledad	100%	101%	-1%

Thank You

