



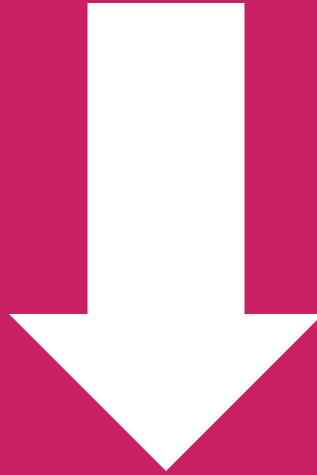
Monterey County

Real Estate Market Minute | May 2025

Monterey County – Single Family Market 2025 v. 2024

↑ 14

Median Days on Market
Compared to 10



\$909K

Median Price
Compared to \$970K

↑ 173

Closed Sales
Compared to 136

↑ 240

New Listings
Compared to 219

↓ 99%

Sale to List Price Ratio
Compared to 100%

Monterey County – Common Interest Market 2025 v. 2024

↑ 28

Median Days on Market
Compared to 11



\$716K

Median Price
Compared to \$618K

↓ 25

Closed Sales
Compared to 38

↓ 35

New Listings
Compared to 39

↓ 98%

Sale to List Price Ratio
Compared to 99%

April 2025 Market Trends

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

Market Trends – April 2025 in Monterey County

Market Trend 1

Both the single family and common interest markets saw marginal declines in the median sale price, punctuated by volatility in several cities in the county.

Market Trend 2

Seasonal increases in the number of new listings and closed sales was shared between classes, with new listings in the single family market at a three-year high.

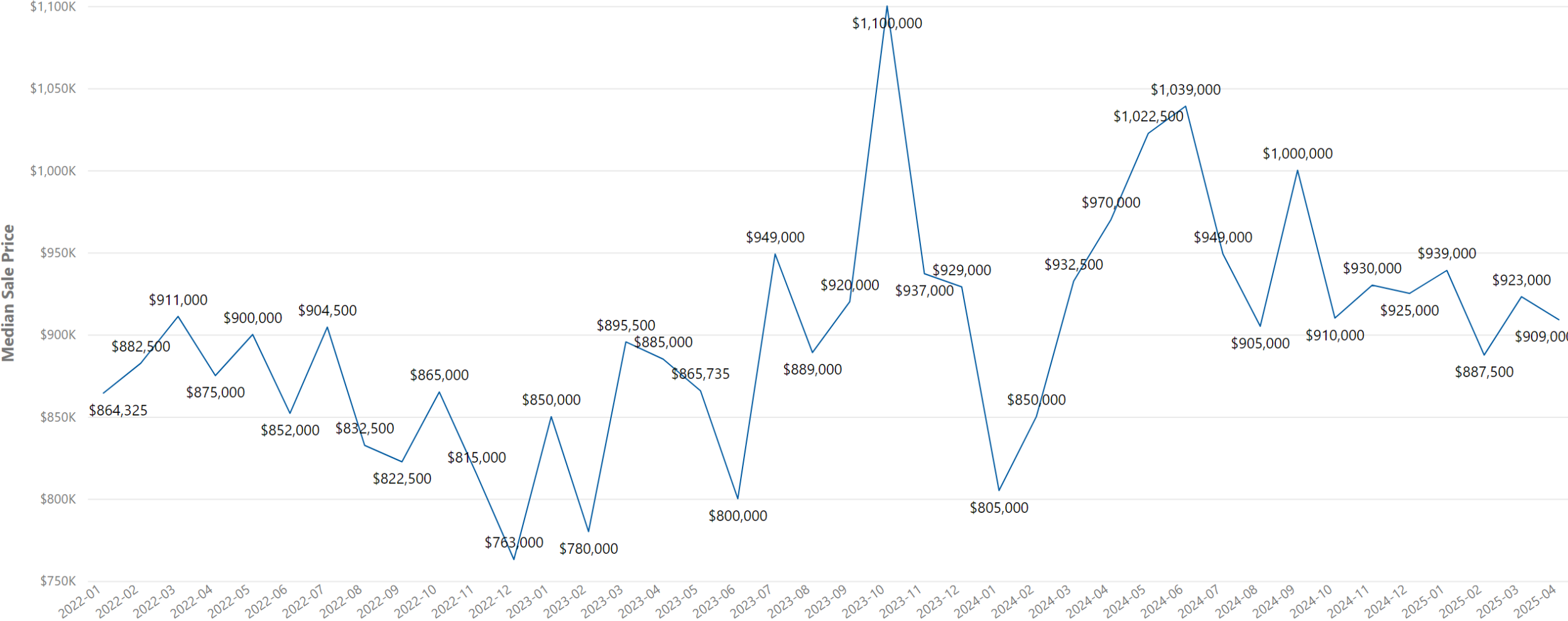
Market Trend 3

There was a significant deviation in DOM for both classes with the single family market speeding up and common interest slowing considerably. With sale to list consistent, the data is mixed.

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 5/6/2025

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Residential Single Family: 2022-2025

Monterey County - Increased Median Price

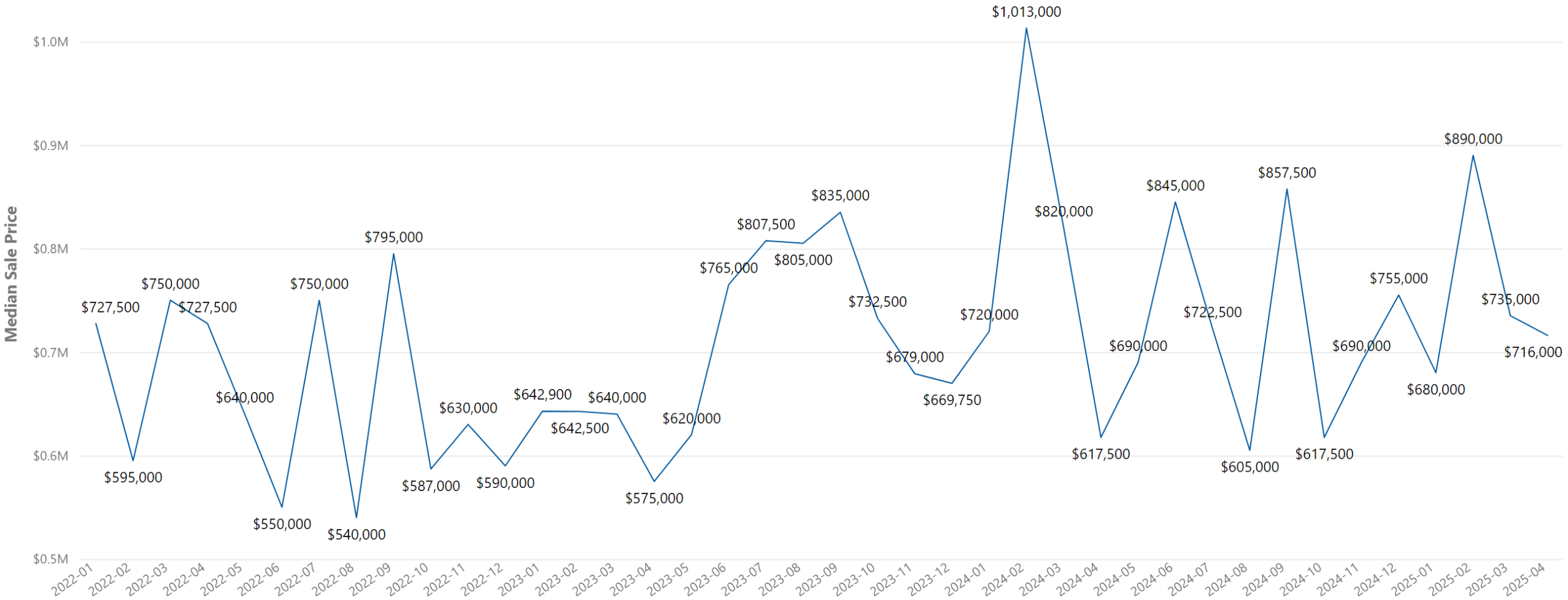
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Spreckels	\$860,000	\$0	N/A
Royal Oaks	\$1,080,000	\$767,500	41%
Soledad	\$640,000	\$500,000	28%
Carmel	\$2,920,000	\$2,500,000	17%
East Garrison	\$1,197,000	\$1,050,000	14%
King City	\$510,477	\$450,000	13%
Greenfield	\$580,000	\$522,500	11%
Salinas	\$799,500	\$779,000	3%
Monterey	\$1,270,000	\$1,262,500	1%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Castroville	\$0	\$925,000	-100%
Del Rey Oaks	\$0	\$931,500	-100%
Gonzales	\$0	\$620,000	-100%
Moss Landing	\$0	\$702,500	-100%
Watsonville	\$0	\$753,000	-100%
Carmel Valley	\$1,550,000	\$2,320,000	-33%
Pacific Grove	\$1,250,000	\$1,640,000	-24%
Seaside	\$814,500	\$1,040,000	-22%
Pebble Beach	\$2,790,000	\$3,454,100	-19%
Aromas	\$898,800	\$1,037,500	-13%
Marina	\$865,000	\$965,000	-10%

Monterey County - Median Sale Price

CountyName ● Monterey



Data as of 5/6/2025

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Residential Common Interest: 2022-2025

Monterey County - Increased Median Price

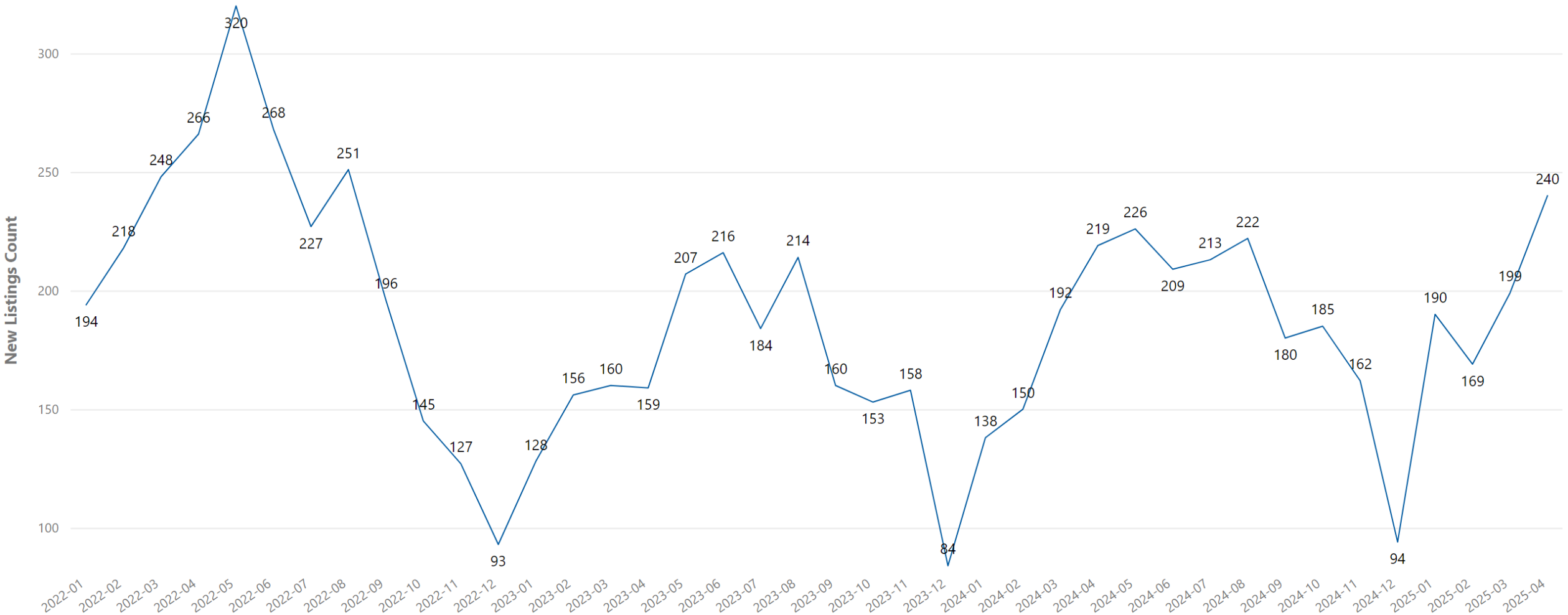
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Carmel Valley	\$935,000	\$0	N/A
Monterey	\$759,000	\$650,000	17%
Pacific Grove	\$1,152,500	\$994,500	16%
Salinas	\$400,000	\$397,500	1%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Del Rey Oaks	\$0	\$621,500	-100%
King City	\$0	\$337,450	-100%
Seaside	\$0	\$585,000	-100%
Carmel	\$825,000	\$1,125,000	-27%

Monterey County - New Listings

CountyName ● Monterey



Monterey County - Increased New Listings

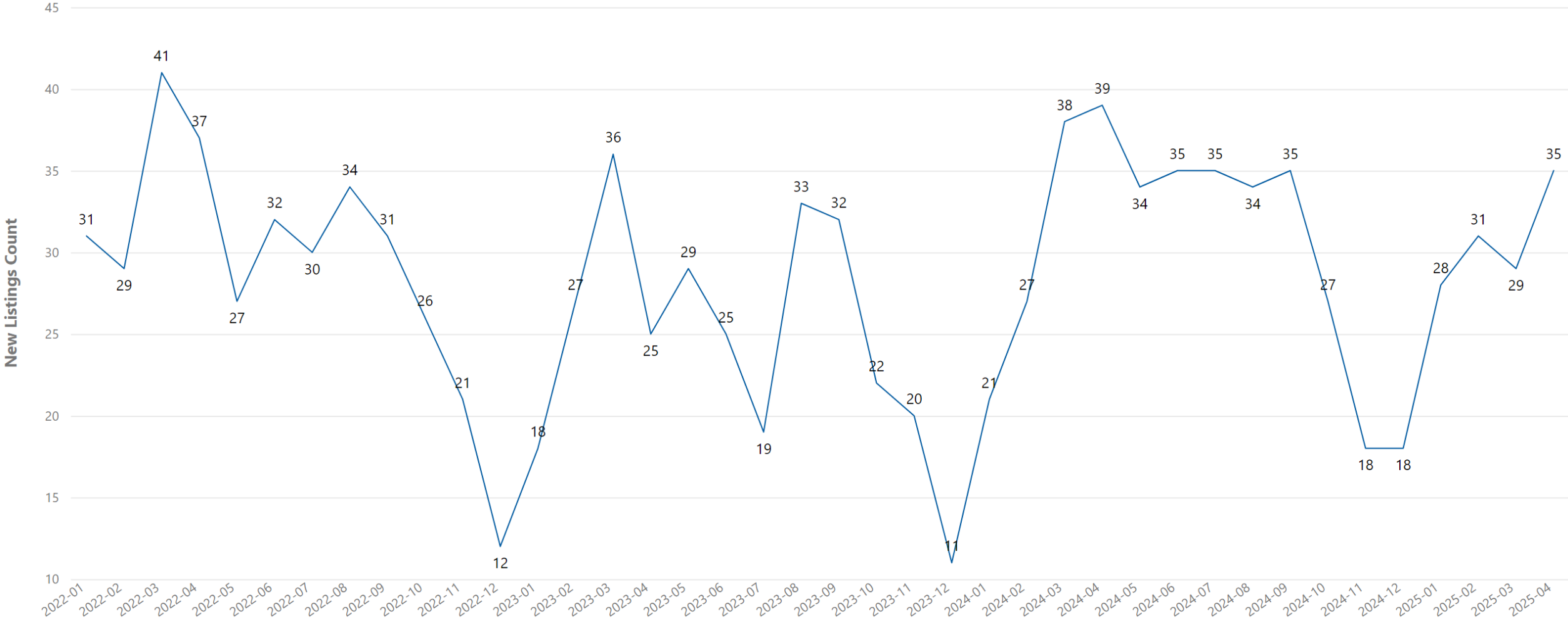
City	New Listings This Year	New Listings Last Year	% New Listings Change
Del Rey Oaks	1	0	N/A
Big Sur	3	0	N/A
Soledad	8	2	300%
Pebble Beach	12	7	71%
Seaside	20	15	33%
Pacific Grove	17	13	31%
Salinas	72	58	24%
Carmel Valley	13	12	8%
Moss Landing	1	1	0%
Greenfield	5	5	0%
King City	6	6	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Gonzales	1	3	-67%
Castroville	1	2	-50%
East Garrison	1	2	-50%
Prunedale	1	2	-50%
Royal Oaks	5	7	-29%
Carmel	31	36	-14%
Monterey	25	28	-11%
Marina	16	17	-6%

Monterey County - New Listings

CountyName ● Monterey



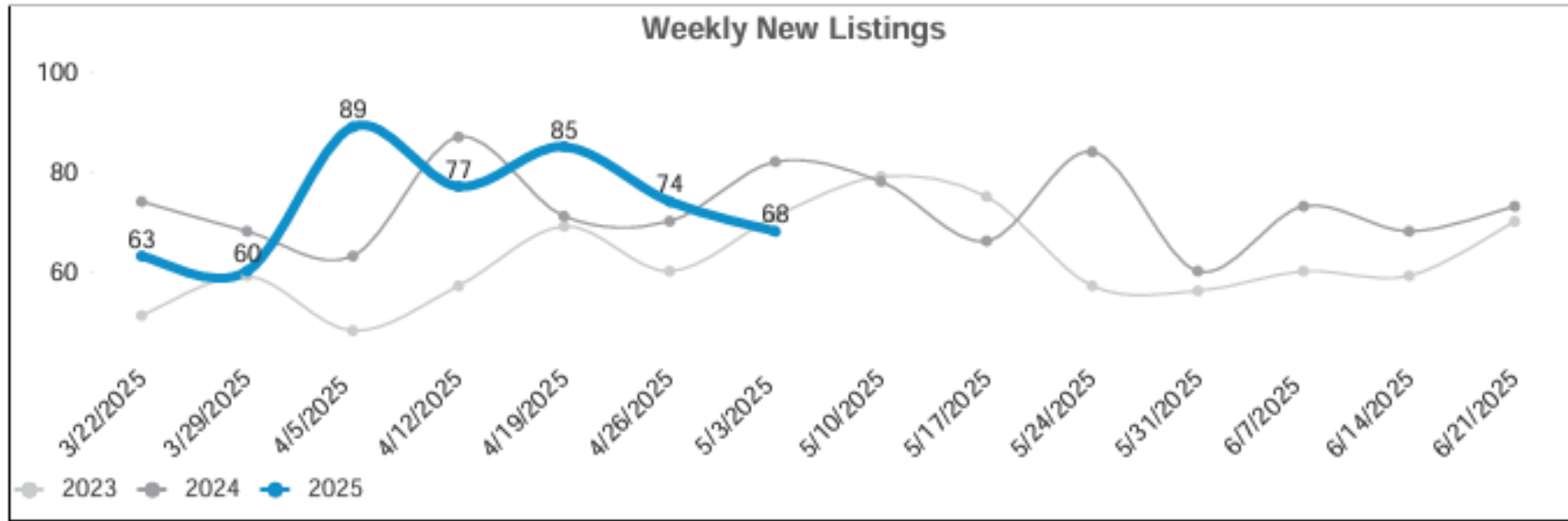
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
East Garrison	1	0	N/A
Marina	4	0	N/A
Carmel Valley	1	1	0%
Del Rey Oaks	1	1	0%
Monterey	12	12	0%

Monterey County - Decreased New Listings

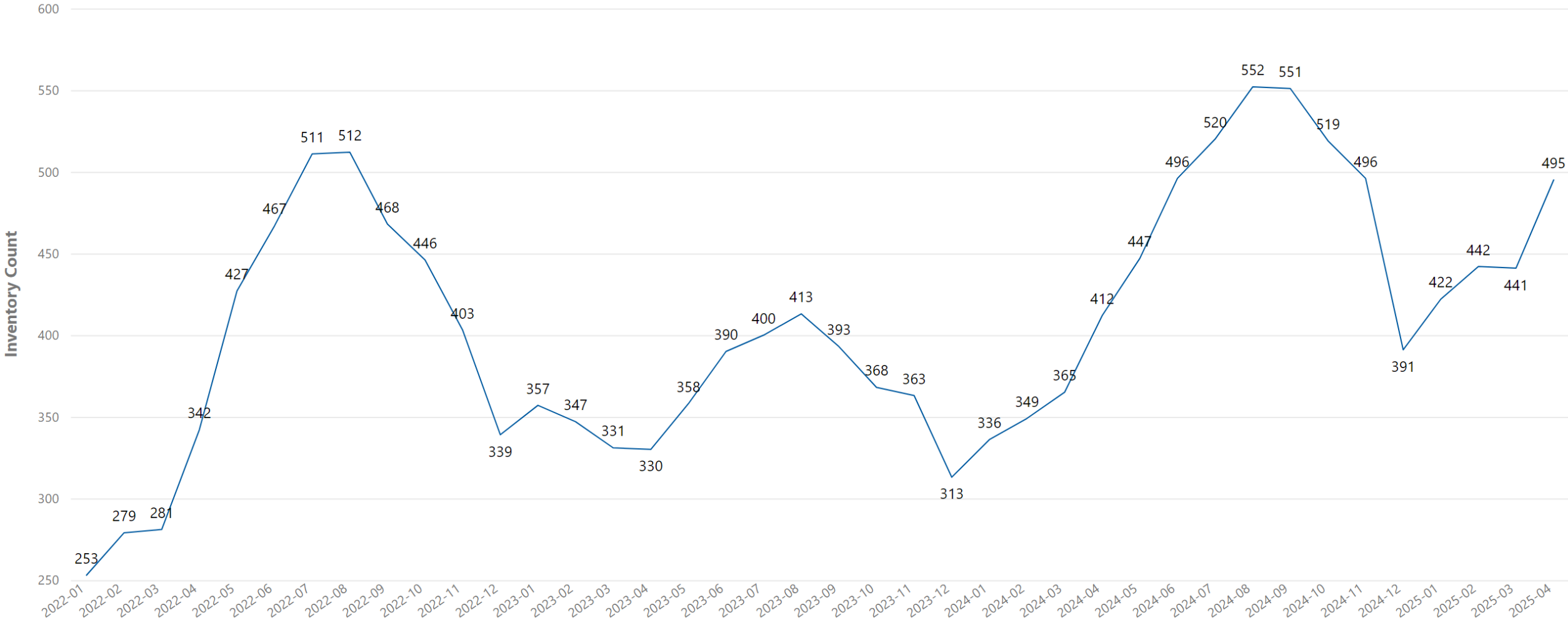
City	New Listings This Year	New Listings Last Year	% New Listings Change
Pebble Beach	1	4	-75%
Salinas	5	8	-38%
Carmel	10	12	-17%

Monterey County – New Listings Week Ending 5/3/2025



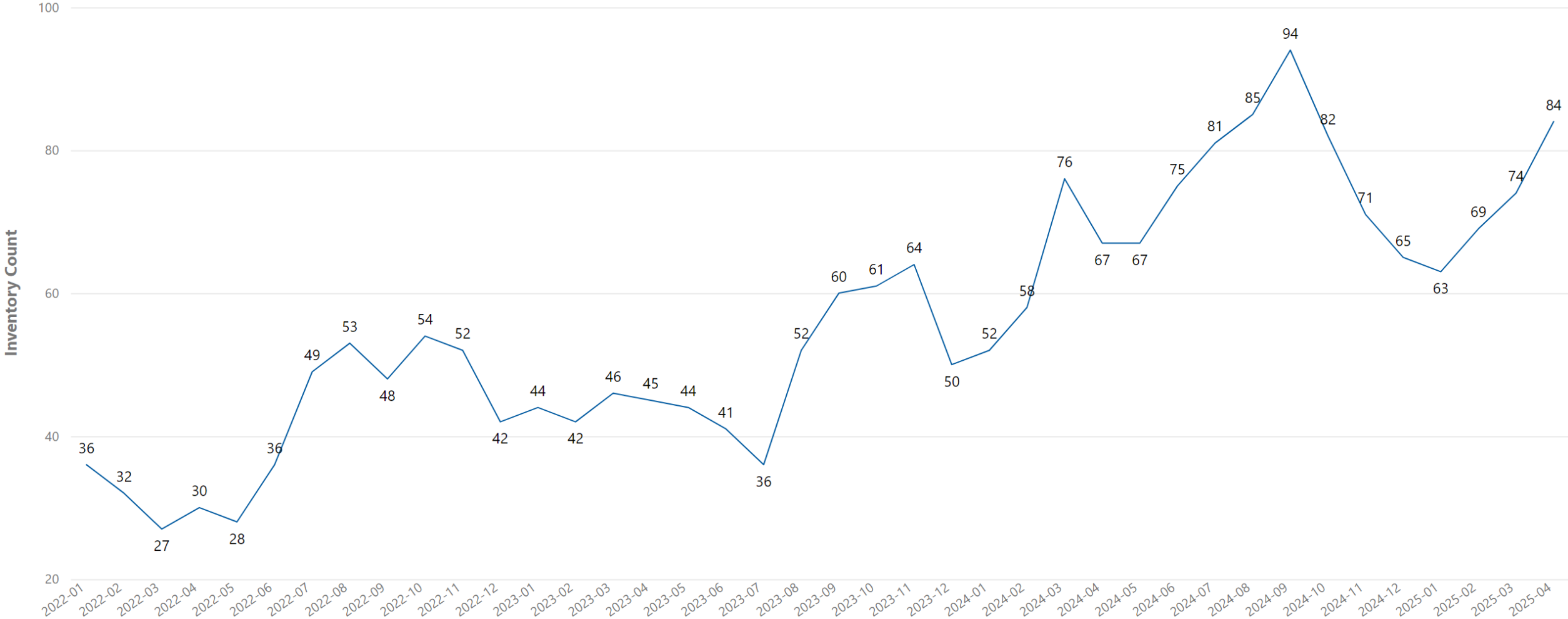
Monterey County - Inventory

CountyName ● Monterey



Monterey County - Inventory

CountyName ● Monterey



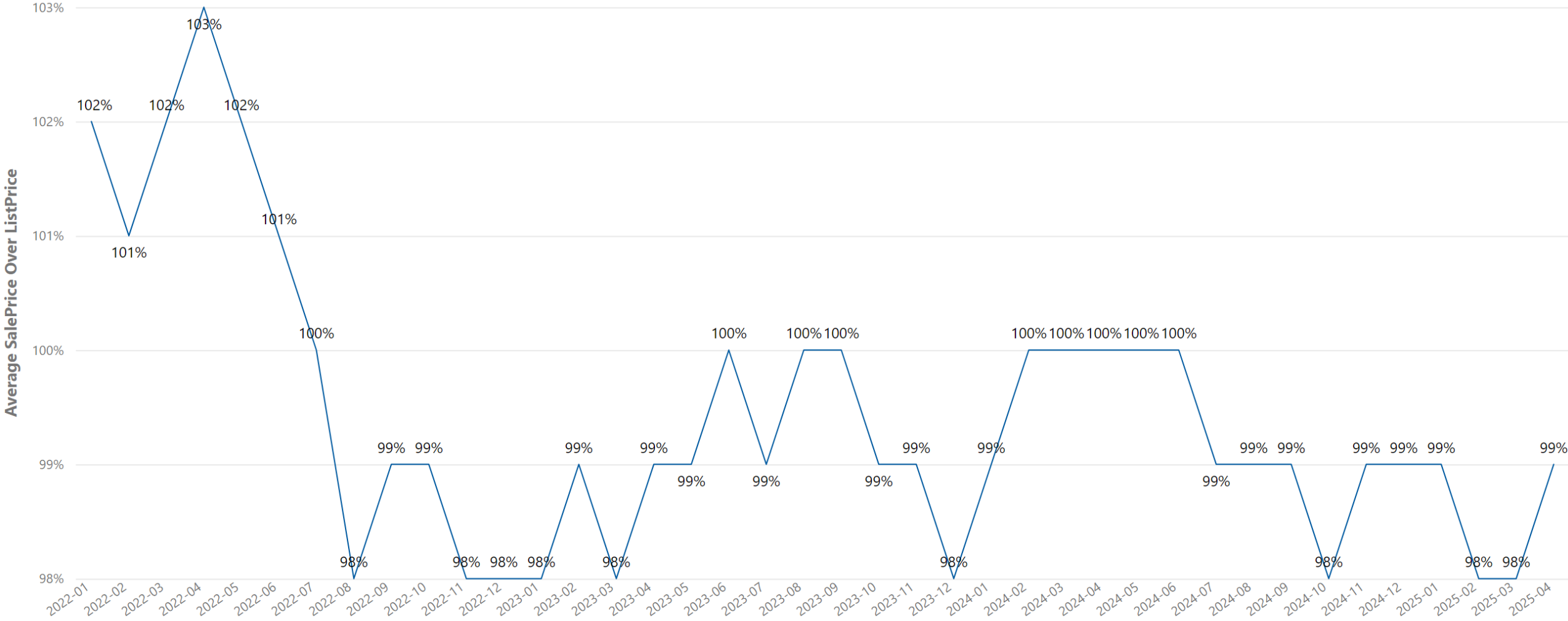
Data as of 5/6/2025

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Residential Common Interest: 2022-2025

Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Data as of 5/6/2025

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Residential Single Family: 2022-2025

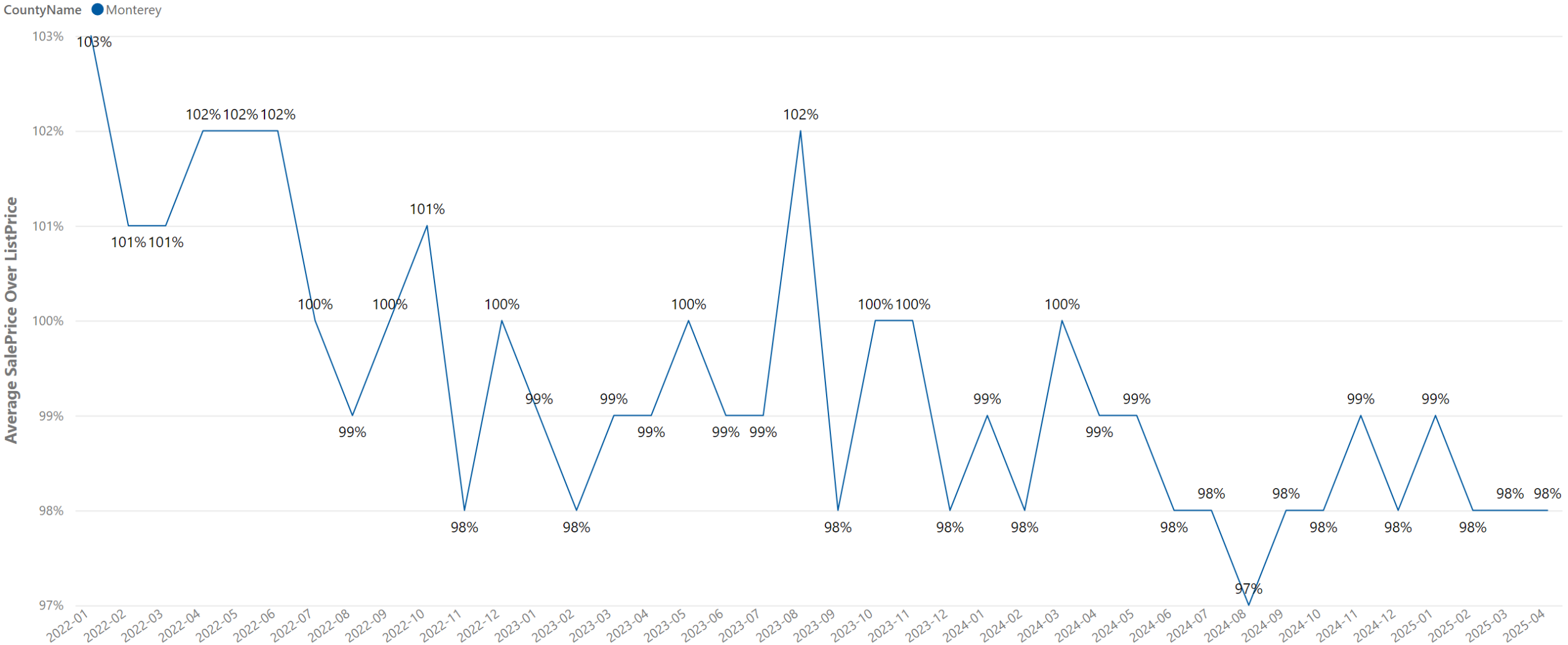
Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Spreckels	97%	0%	N/A
Greenfield	101%	86%	17%
Aromas	103%	94%	10%
King City	100%	95%	5%
Pebble Beach	100%	97%	3%
East Garrison	100%	99%	1%
Salinas	100%	99%	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	95%	101%	-6%
Monterey	98%	103%	-5%
Royal Oaks	96%	99%	-3%
Seaside	99%	102%	-3%
Soledad	100%	102%	-2%
Carmel Valley	97%	98%	-1%
Marina	99%	100%	-1%
Pacific Grove	101%	102%	-1%

Monterey County - Average Sale Price Over List Price



Data as of 5/6/2025

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
Carmel Valley	94%	0%	N/A
Carmel	99%	99%	0%

Monterey County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Monterey	97%	99%	-2%
Pacific Grove	99%	100%	-1%
Salinas	99%	100%	-1%

Thank You

