



# Monterey County

Real Estate Market Minute | June 2025

# Monterey County -Residential - Single Family 2025 vs 2024

↑ 17

Median Days on Market  
Compared to 11



**\$897.0K**

Median Price  
Compared to \$1.0M

↓ 137

Closed Sales  
Compared to 176

↓ 218

New Listings  
Compared to 226

↓ 99%

Sale to List Price Ratio  
Compared to 100%

# Monterey County -Residential - Common Interest 2025 vs 2024

↑ 24

Median Days on Market  
Compared to 14



**\$677.5K**

Median Price  
Compared to \$690.0K

↓ 14

Closed Sales  
Compared to 31

↓ 29

New Listings  
Compared to 34

↓ 98%

Sale to List Price Ratio  
Compared to 99%

# May 2025 Market Trends

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

# Market Trends – May 2025 in Monterey County

## Market Trend 1

Reviewing the past five years of median price movement from April to May, both the single family and common interest markets mostly, but do not always, increase during this time.

## Market Trend 2

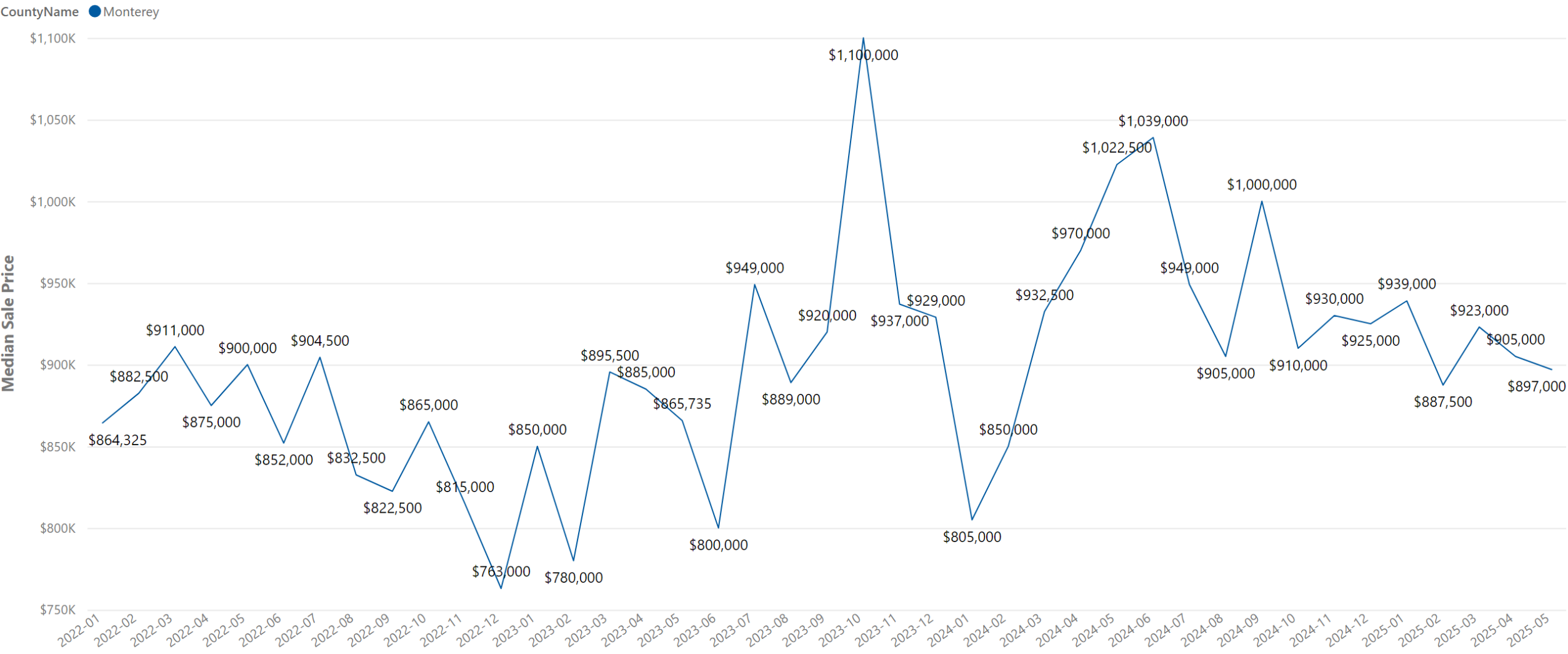
In 2025, transactional data, specifically new listings and closed sales for both classes, has not followed a consistent increase through the winter and spring cycle as might be expected.

## Market Trend 3

When evaluating Days on Market (DOM) and sale to list price ratios, increased market competition was signaled in common interest versus decreased competition in the single-family market.

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



# Monterey County - Increased Median Price

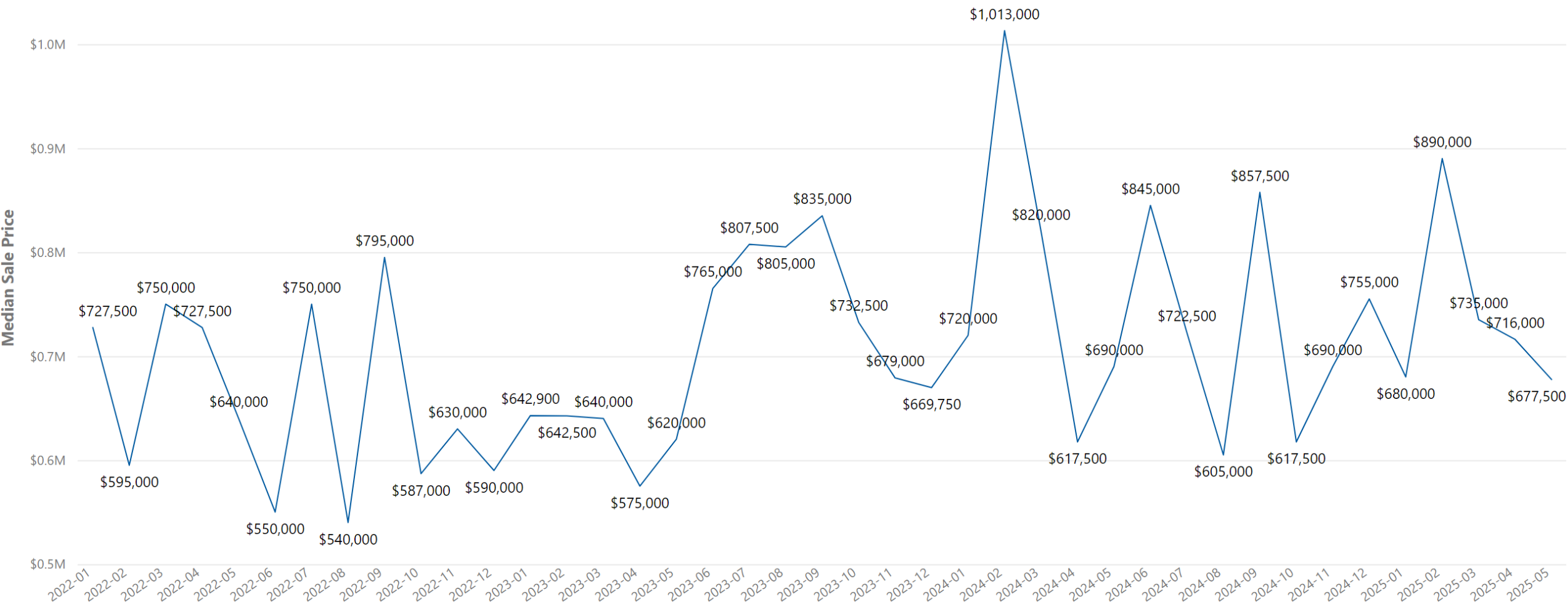
| City          | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|---------------|-------------------|-----------------------------|----------------------------|
| Chualar       | \$570,000         | \$0                         | N/A                        |
| Watsonville   | \$720,000         | \$0                         | N/A                        |
| Pacific Grove | \$2,510,000       | \$1,532,500                 | 64%                        |
| Carmel Valley | \$2,225,000       | \$1,707,500                 | 30%                        |
| King City     | \$590,000         | \$505,000                   | 17%                        |
| Soledad       | \$707,500         | \$613,000                   | 15%                        |
| Greenfield    | \$560,000         | \$512,500                   | 9%                         |
| Gonzales      | \$660,000         | \$605,000                   | 9%                         |
| Salinas       | \$814,500         | \$765,000                   | 6%                         |

# Monterey County - Decreased Median Price

| City             | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|------------------|-------------------|-----------------------------|----------------------------|
| Aromas           | \$0               | \$815,000                   | -100%                      |
| Corral De Tierra | \$0               | \$2,285,000                 | -100%                      |
| Del Rey Oaks     | \$0               | \$1,099,000                 | -100%                      |
| East Garrison    | \$0               | \$1,045,000                 | -100%                      |
| Prunedale        | \$0               | \$950,000                   | -100%                      |
| Monterey         | \$1,140,000       | \$1,537,500                 | -26%                       |
| Castroville      | \$785,000         | \$912,500                   | -14%                       |
| Carmel           | \$2,655,000       | \$2,990,000                 | -11%                       |
| Royal Oaks       | \$950,000         | \$1,000,000                 | -5%                        |
| Moss Landing     | \$2,750,000       | \$2,875,310                 | -4%                        |
| Pebble Beach     | \$2,563,000       | \$2,676,600                 | -4%                        |
| Seaside          | \$787,000         | \$800,000                   | -2%                        |
| Marina           | \$975,000         | \$981,000                   | -1%                        |

# Monterey County - Median Sale Price

CountyName ● Monterey



# Monterey County - Increased Median Price

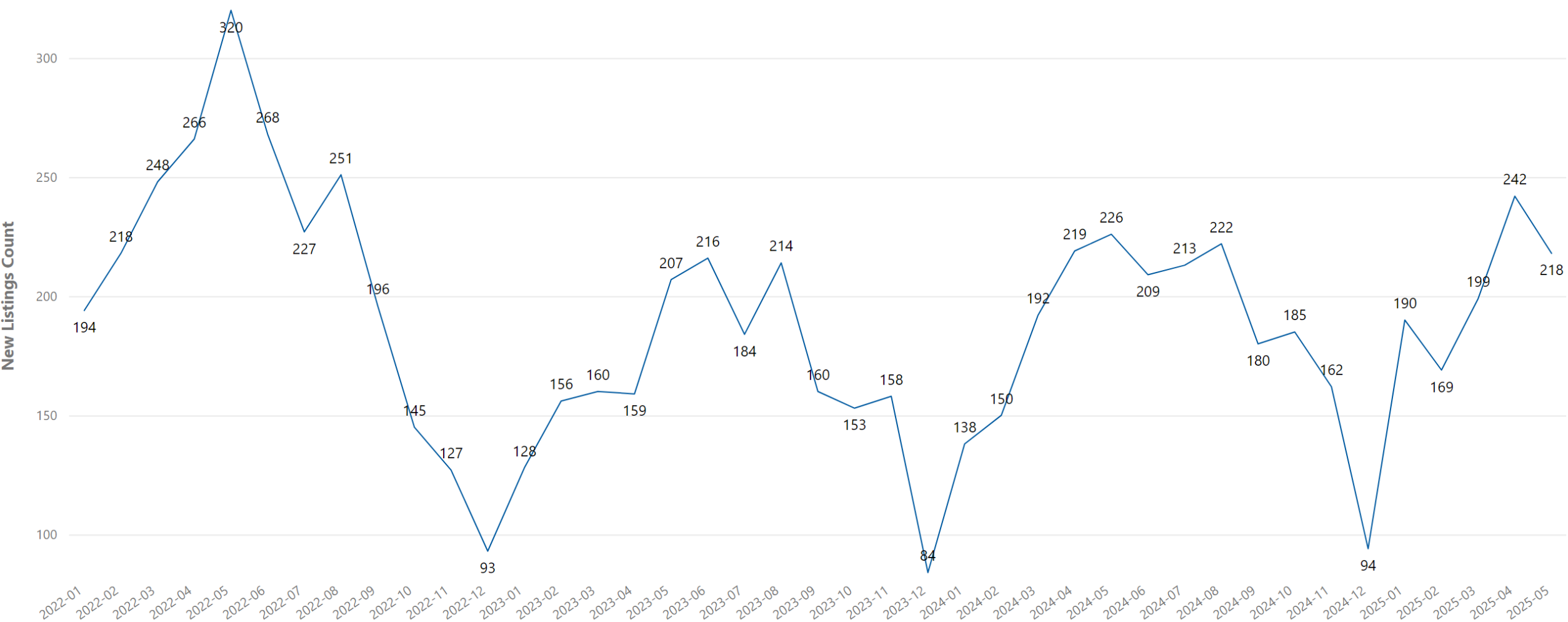
| City          | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|---------------|-------------------|-----------------------------|----------------------------|
| Carmel        | \$1,295,000       | \$605,000                   | 114%                       |
| Monterey      | \$884,000         | \$735,000                   | 20%                        |
| East Garrison | \$795,000         | \$742,500                   | 7%                         |

## Monterey County - Decreased Median Price

| City          | Median Sale Price | Median Sale Price Last Year | % Median Sale Price Change |
|---------------|-------------------|-----------------------------|----------------------------|
| Carmel Valley | \$0               | \$1,500,000                 | -100%                      |
| Del Rey Oaks  | \$0               | \$690,000                   | -100%                      |
| King City     | \$0               | \$379,550                   | -100%                      |
| Marina        | \$0               | \$609,000                   | -100%                      |
| Pacific Grove | \$0               | \$2,775,250                 | -100%                      |
| Pebble Beach  | \$0               | \$1,350,000                 | -100%                      |
| Salinas       | \$397,500         | \$500,000                   | -21%                       |

# Monterey County - New Listings

CountyName ● Monterey



# Monterey County - Increased New Listings

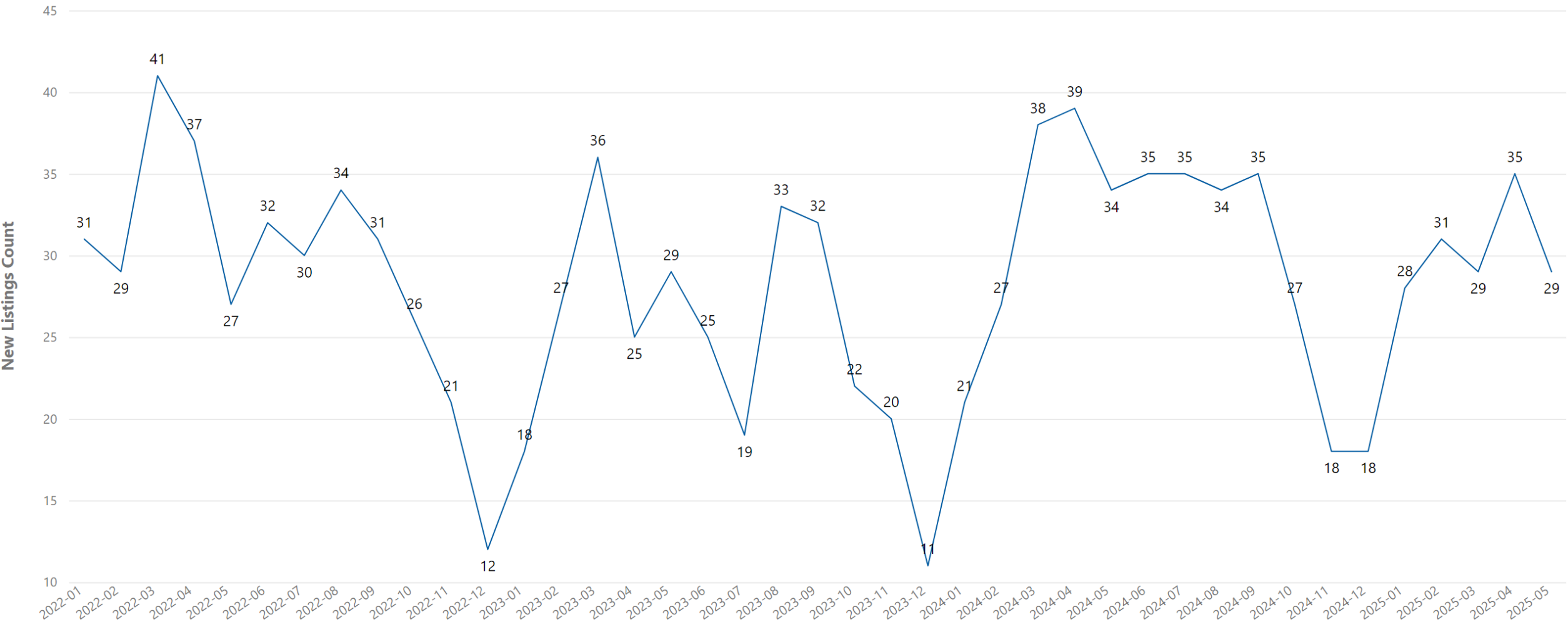
| City          | New Listings This Year | New Listings Last Year | % New Listings Change |
|---------------|------------------------|------------------------|-----------------------|
| Prunedale     | 2                      | 0                      | N/A                   |
| King City     | 14                     | 3                      | 367%                  |
| Gonzales      | 3                      | 1                      | 200%                  |
| Moss Landing  | 3                      | 1                      | 200%                  |
| Pebble Beach  | 11                     | 7                      | 57%                   |
| Pacific Grove | 17                     | 12                     | 42%                   |
| Soledad       | 4                      | 3                      | 33%                   |
| Monterey      | 23                     | 18                     | 28%                   |
| Big Sur       | 1                      | 1                      | 0%                    |
| Aromas        | 2                      | 2                      | 0%                    |

# Monterey County - Decreased New Listings

| City             | New Listings This Year | New Listings Last Year | % New Listings Change |
|------------------|------------------------|------------------------|-----------------------|
| Greenfield       | 1                      | 7                      | -86%                  |
| Corral De Tierra | 1                      | 4                      | -75%                  |
| Spreckels        | 1                      | 3                      | -67%                  |
| Royal Oaks       | 2                      | 5                      | -60%                  |
| East Garrison    | 3                      | 7                      | -57%                  |
| Seaside          | 13                     | 19                     | -32%                  |
| Carmel           | 31                     | 38                     | -18%                  |
| Marina           | 15                     | 16                     | -6%                   |
| Carmel Valley    | 16                     | 17                     | -6%                   |
| Salinas          | 54                     | 56                     | -4%                   |

# Monterey County - New Listings

CountyName ● Monterey



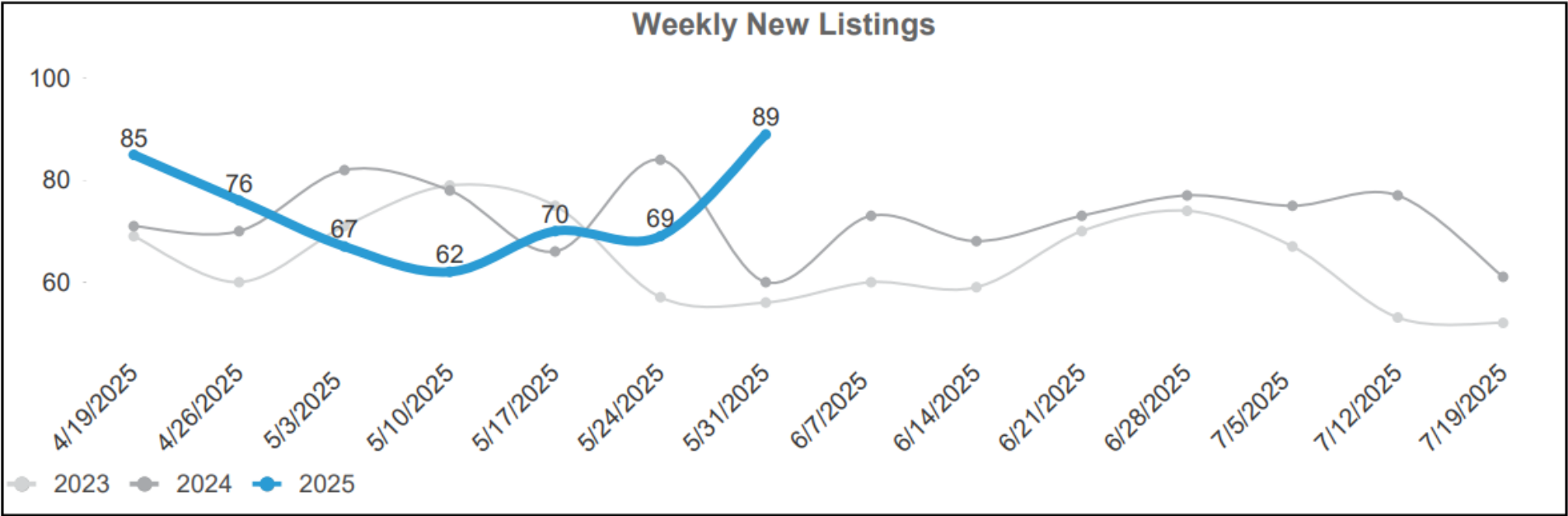
# Monterey County - Increased New Listings

| City          | New Listings This Year | New Listings Last Year | % New Listings Change |
|---------------|------------------------|------------------------|-----------------------|
| King City     | 1                      | 0                      | N/A                   |
| Moss Landing  | 1                      | 0                      | N/A                   |
| Seaside       | 1                      | 0                      | N/A                   |
| Salinas       | 7                      | 5                      | 40%                   |
| Carmel        | 9                      | 7                      | 29%                   |
| Carmel Valley | 1                      | 1                      | 0%                    |
| Pacific Grove | 1                      | 1                      | 0%                    |
| Marina        | 2                      | 2                      | 0%                    |

# Monterey County - Decreased New Listings

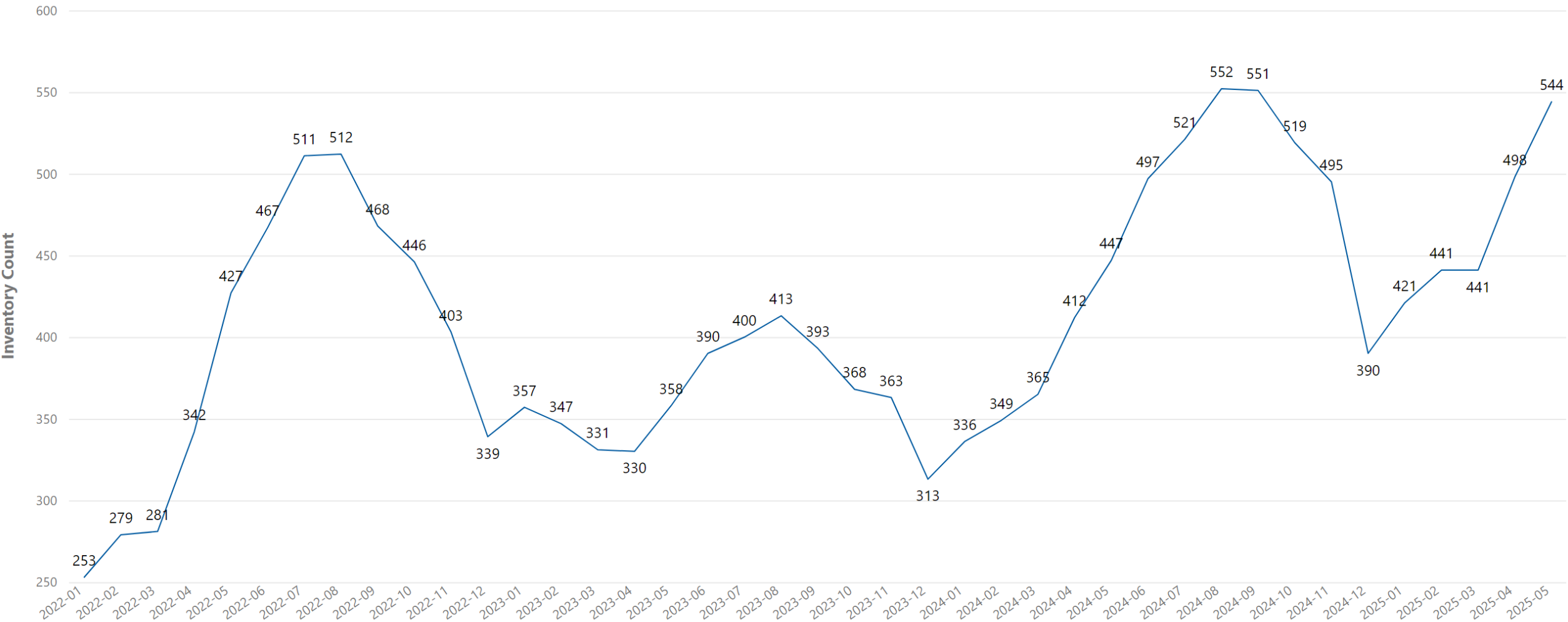
| City         | New Listings This Year | New Listings Last Year | % New Listings Change |
|--------------|------------------------|------------------------|-----------------------|
| Pebble Beach | 1                      | 3                      | -67%                  |
| Monterey     | 5                      | 13                     | -62%                  |

# Monterey County – New Listings Week Ending 5/31/2025



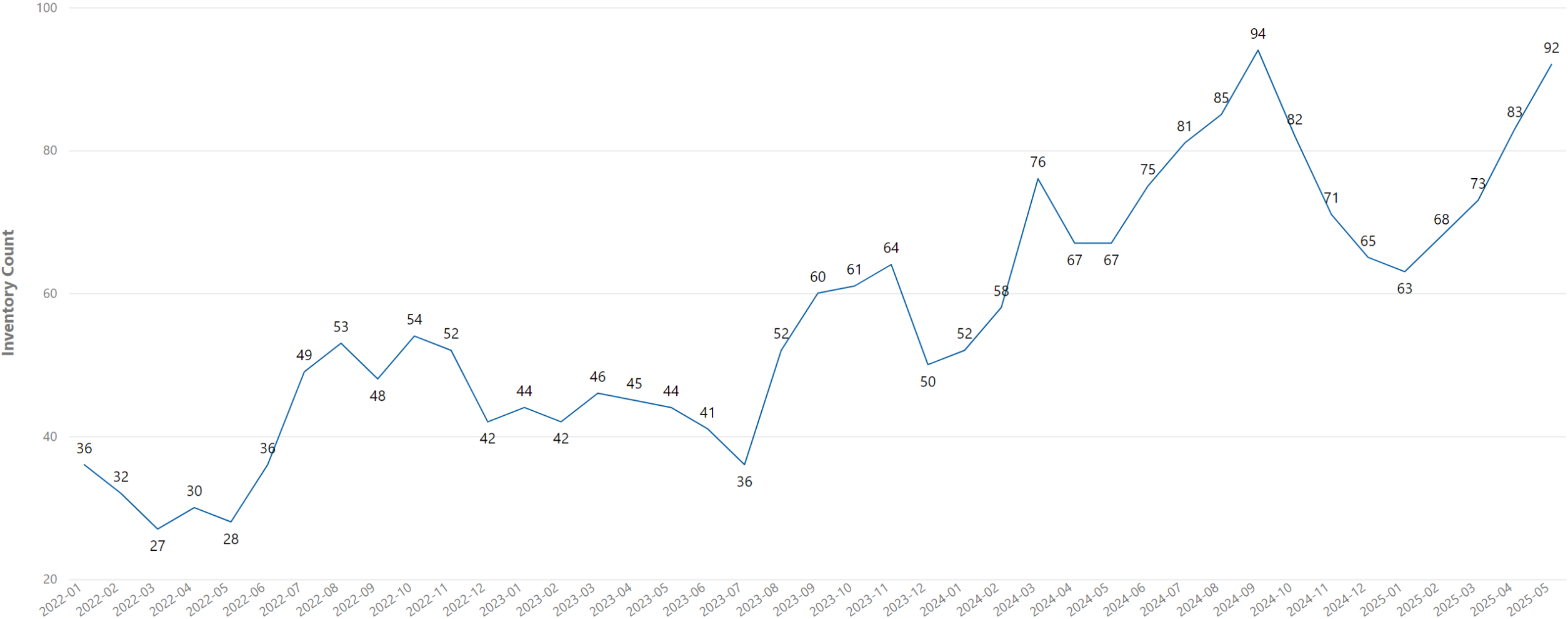
# Monterey County - Inventory

CountyName ● Monterey

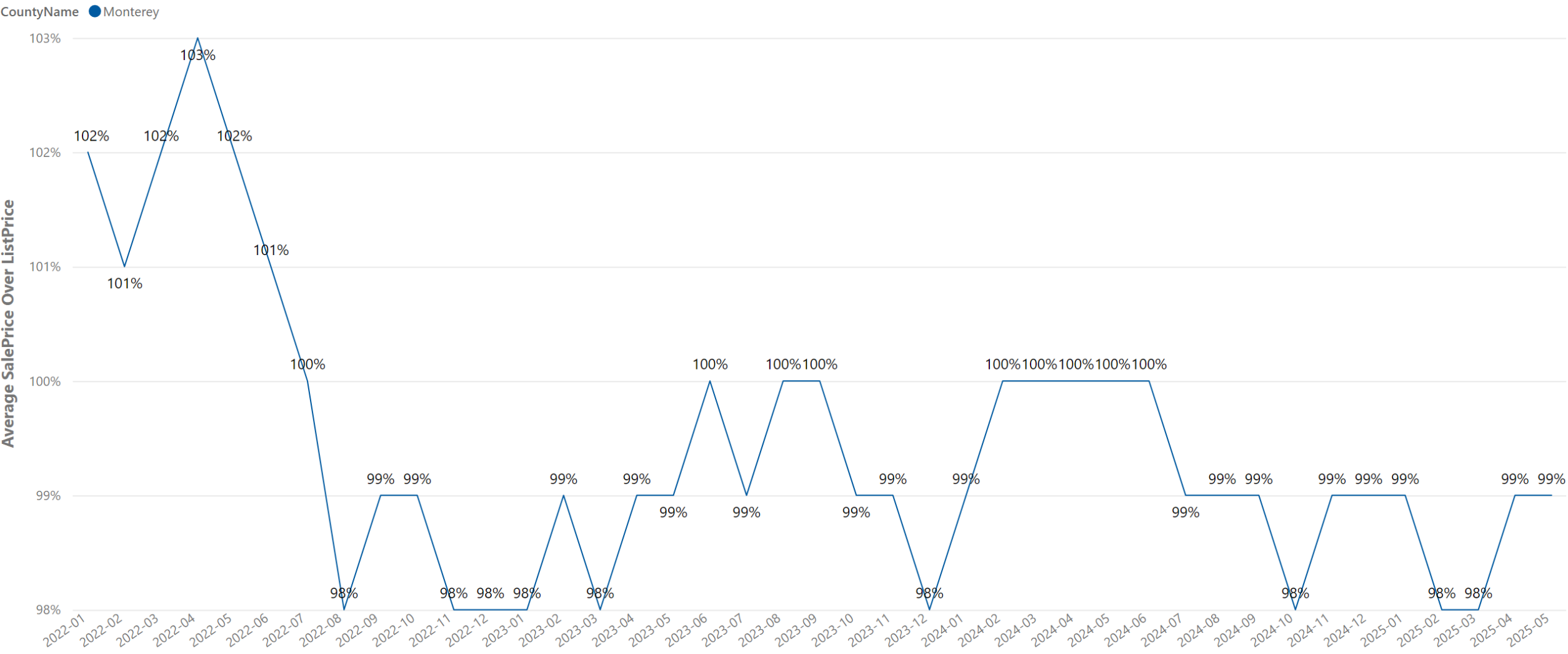


# Monterey County - Inventory

CountyName ● Monterey



# Monterey County - Average Sale Price Over List Price



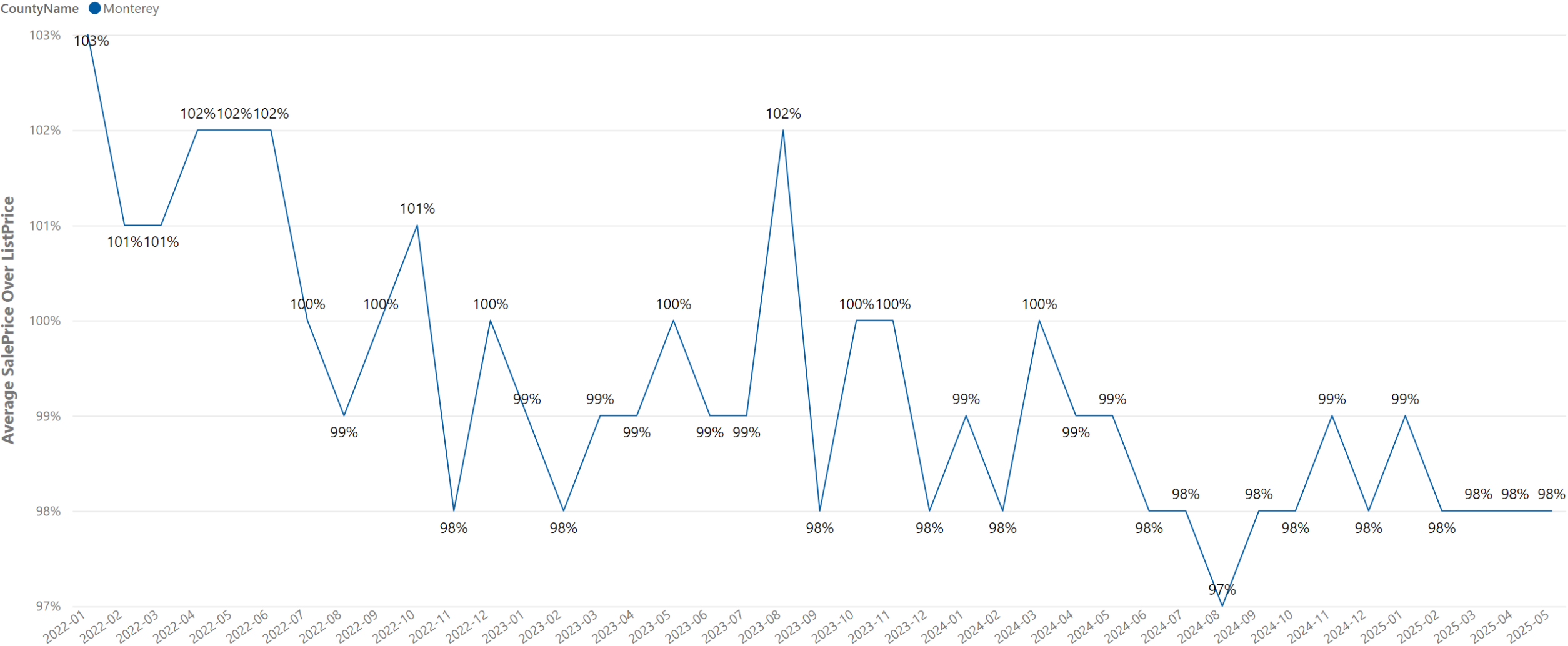
# Monterey County - Increased Sale To List Price

| City          | Sale Over List Price | Sale Over List Price Last Year | % Sale Over List Price Change |
|---------------|----------------------|--------------------------------|-------------------------------|
| Chualar       | 97%                  | 0%                             | N/A                           |
| Watsonville   | 103%                 | 0%                             | N/A                           |
| Soledad       | 99%                  | 98%                            | 1%                            |
| King City     | 100%                 | 99%                            | 1%                            |
| Greenfield    | 101%                 | 100%                           | 1%                            |
| Pacific Grove | 101%                 | 101%                           | 0%                            |
| Salinas       | 100%                 | 100%                           | 0%                            |
| Seaside       | 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 |
|---------------|----------------------|--------------------------------|-------------------------------|
| Moss Landing  | 98%                  | 107%                           | -8%                           |
| Royal Oaks    | 92%                  | 97%                            | -5%                           |
| Carmel Valley | 95%                  | 100%                           | -5%                           |
| Pebble Beach  | 96%                  | 101%                           | -5%                           |
| Carmel        | 94%                  | 96%                            | -2%                           |
| Gonzales      | 97%                  | 99%                            | -2%                           |
| Monterey      | 98%                  | 100%                           | -2%                           |
| Marina        | 100%                 | 102%                           | -2%                           |
| Castroville   | 99%                  | 100%                           | -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 |
|---------------|----------------------|--------------------------------|-------------------------------|
| East Garrison | 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 |
|----------|----------------------|--------------------------------|-------------------------------|
| Salinas  | 96%                  | 99%                            | -3%                           |
| Carmel   | 97%                  | 98%                            | -1%                           |
| Monterey | 99%                  | 100%                           | -1%                           |

# Thank You

