



Monterey County

Real Estate Market Minute | July 2025

Monterey County -Residential - Single Family 2025 vs 2024

↑ 21

Median Days on Market
Compared to 10



\$962.0K

Median Price
Compared to \$1.0M

↑ 152

Closed Sales
Compared to 130

↓ 196

New Listings
Compared to 209

↓ 99%

Sale to List Price Ratio
Compared to 100%

Monterey County -Residential - Common Interest 2025 vs 2024

↑ 48

Median Days on Market
Compared to 32



\$888.5K

Median Price
Compared to \$845.0K

↓ 20

Closed Sales
Compared to 22

↓ 33

New Listings
Compared to 35

= 98%

Sale to List Price Ratio
Compared to 98%

June 2025 Market Trends

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

Market Trends – June 2025 in Monterey County

Market Trend 1

Both the single family and common interest markets saw significant increases in the median price from May to June – an occurrence that is not unusual for this time of year.

Market Trend 2

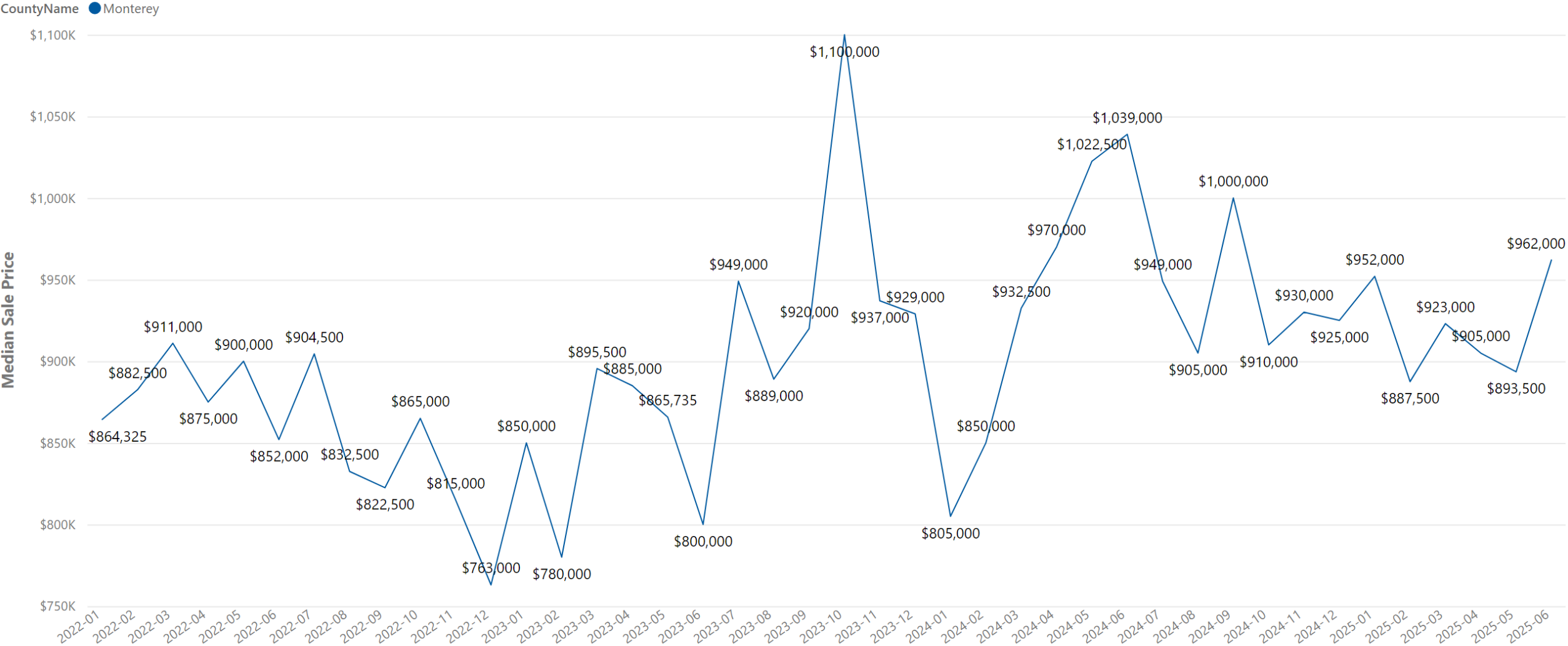
There were increases in closed sales for both markets in June. However, new listings are trending down in the single family market, but with sustained, record-high inventory levels.

Market Trend 3

Increased median prices indicate lasting competition. However, sale to list price ratios are flat and Days on Market (DOM) is creeping up, notably to a three-year high in the common interest 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

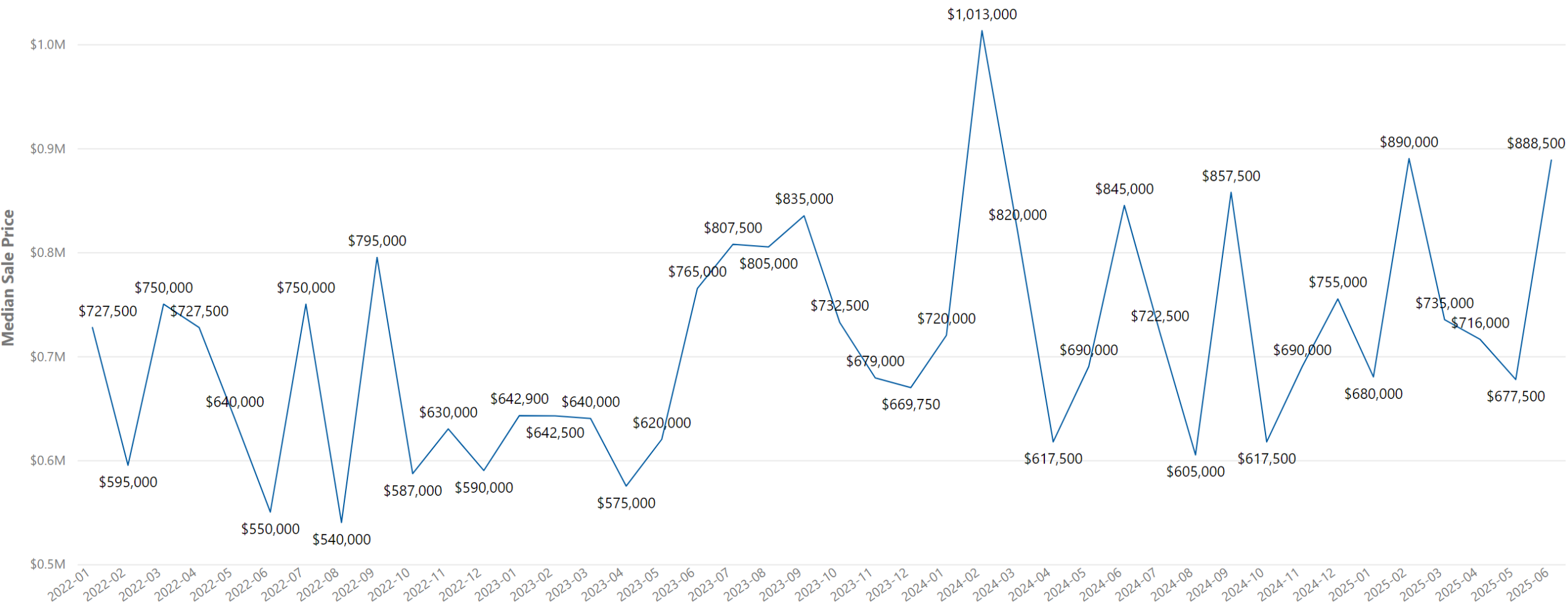
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Big Sur	\$1,579,000	\$0	N/A
East Garrison	\$1,000,000	\$0	N/A
Moss Landing	\$620,000	\$0	N/A
Prunedale	\$860,000	\$0	N/A
San Ardo	\$265,000	\$0	N/A
Royal Oaks	\$1,250,000	\$720,000	74%
Carmel Valley	\$1,904,750	\$1,330,000	43%
Soledad	\$667,000	\$512,500	30%
Aromas	\$1,230,000	\$1,100,000	12%
Gonzales	\$651,000	\$604,000	8%
Seaside	\$845,000	\$820,000	3%
Marina	\$1,024,500	\$1,000,000	2%
King City	\$492,000	\$491,953	0%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Del Rey Oaks	\$0	\$1,048,000	-100%
Greenfield	\$0	\$632,000	-100%
Sand City	\$0	\$1,925,000	-100%
Chualar	\$510,000	\$1,625,000	-69%
Pebble Beach	\$3,917,500	\$5,962,500	-34%
Corral De Tierra	\$1,150,000	\$1,650,000	-30%
Pacific Grove	\$1,175,000	\$1,675,000	-30%
Carmel	\$2,650,000	\$3,450,000	-23%
Monterey	\$1,211,000	\$1,285,000	-6%
Salinas	\$775,250	\$802,500	-3%

Monterey County - Median Sale Price

CountyName ● Monterey



Monterey County - Increased Median Price

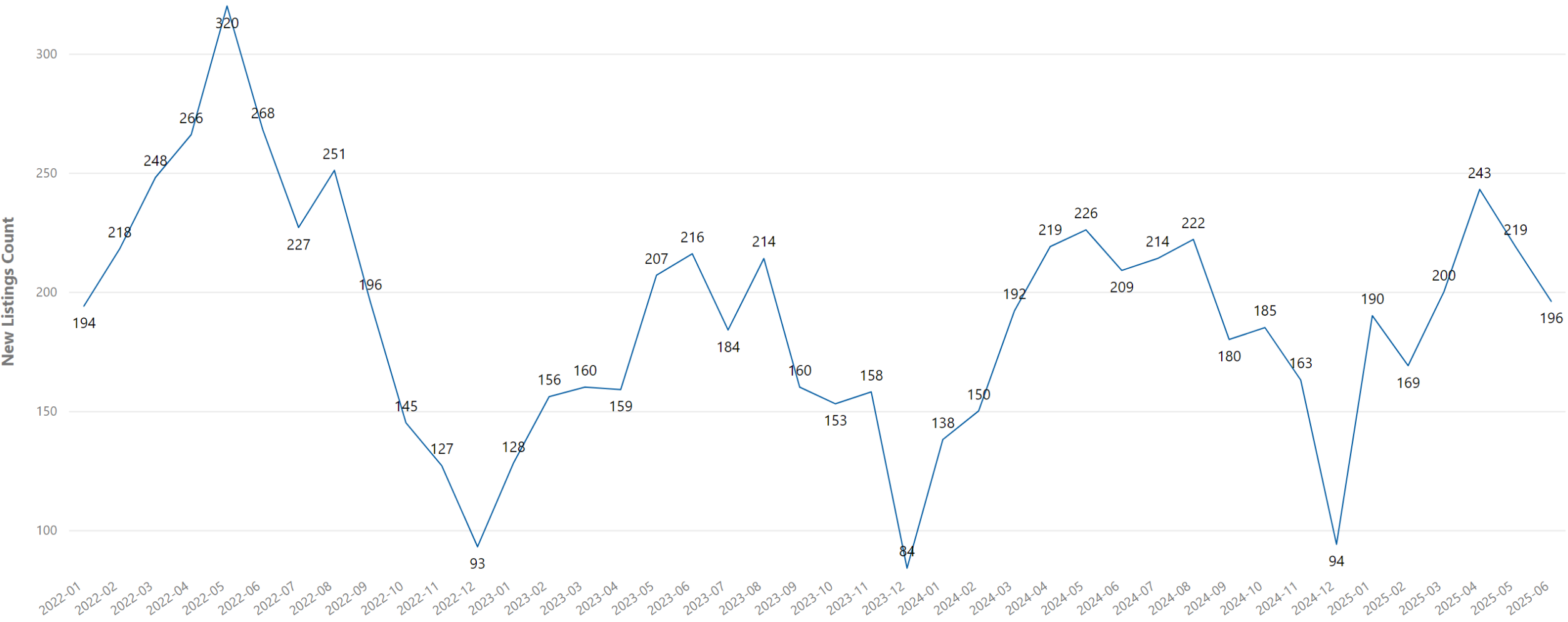
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Seaside	\$710,000	\$0	N/A
Monterey	\$1,130,000	\$853,750	32%
Pebble Beach	\$1,027,500	\$820,000	25%
Carmel	\$1,300,000	\$1,100,000	18%
Salinas	\$467,500	\$409,500	14%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Marina	\$0	\$700,000	-100%
Pacific Grove	\$0	\$1,675,000	-100%
Soledad	\$0	\$305,990	-100%

Monterey County - New Listings

CountyName ● Monterey



Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Chualar	1	0	N/A
Lockwood	1	0	N/A
Moss Landing	1	0	N/A
San Ardo	1	0	N/A
Corral De Tierra	3	1	200%
Castroville	2	1	100%
Del Rey Oaks	2	1	100%
Prunedale	2	1	100%
Greenfield	6	3	100%
King City	7	5	40%
Pebble Beach	14	10	40%
Marina	14	12	17%
Monterey	23	21	10%
Carmel Valley	15	14	7%
East Garrison	1	1	0%

Monterey County - Increased New Listings

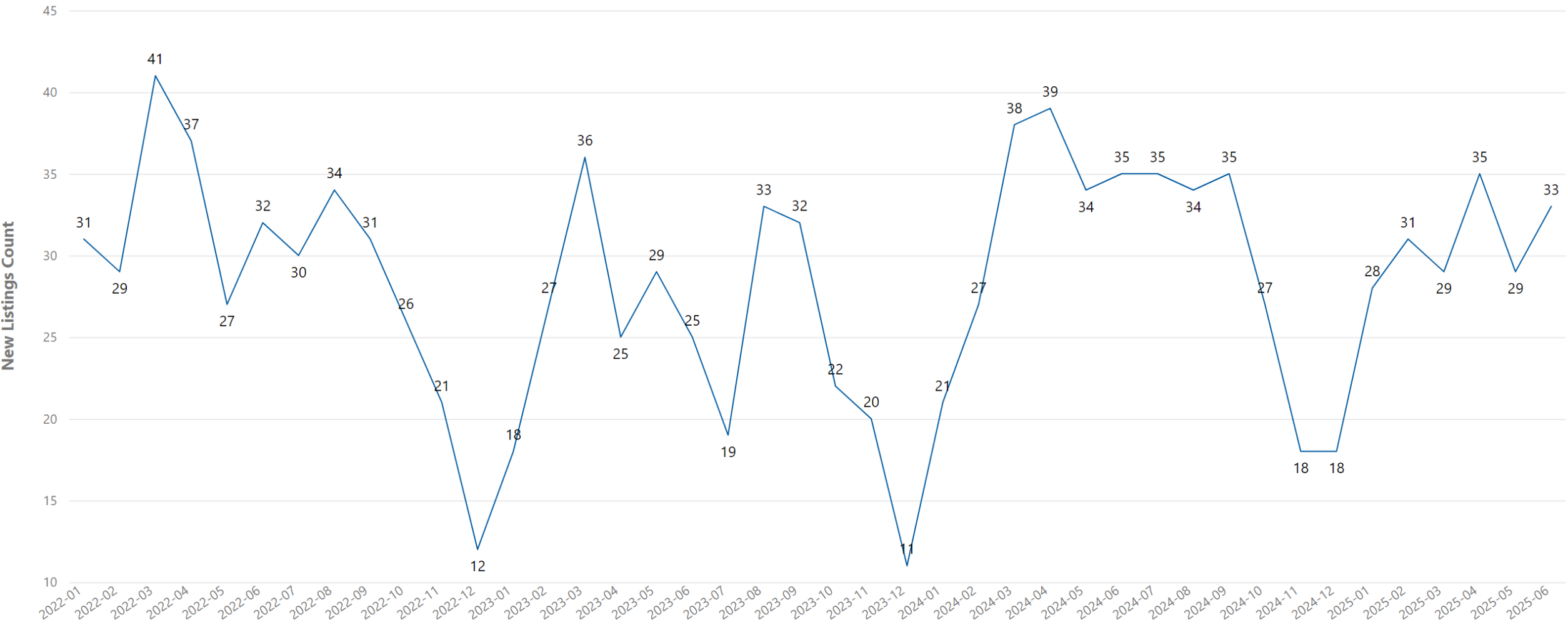
City	New Listings This Year	New Listings Last Year	% New Listings Change
Monterey	7	7	0%
Pacific Grove	11	11	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Soledad	1	5	-80%
Aromas	1	3	-67%
Gonzales	1	2	-50%
Spreckels	1	2	-50%
Big Sur	3	6	-50%
Seaside	6	12	-50%
Royal Oaks	3	4	-25%
Salinas	54	67	-19%
Carmel	22	25	-12%

Monterey County - New Listings

CountyName ● Monterey



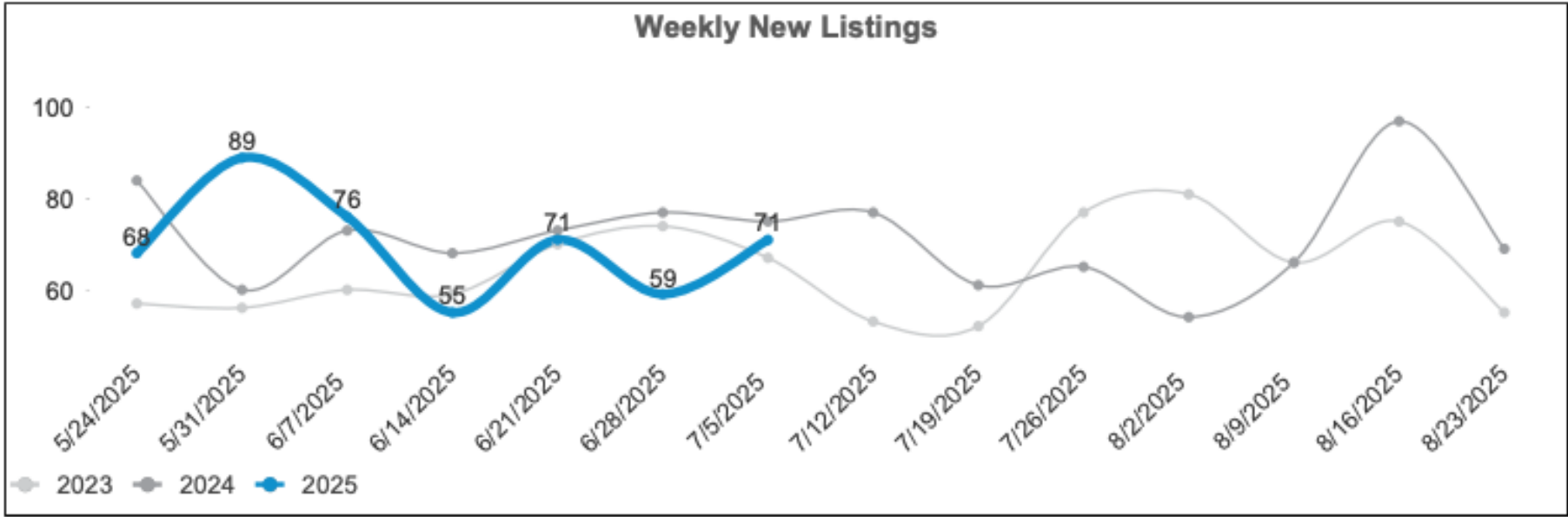
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Carmel Valley	1	0	N/A
East Garrison	1	0	N/A
Marina	1	0	N/A
Seaside	1	0	N/A
Monterey	7	7	0%

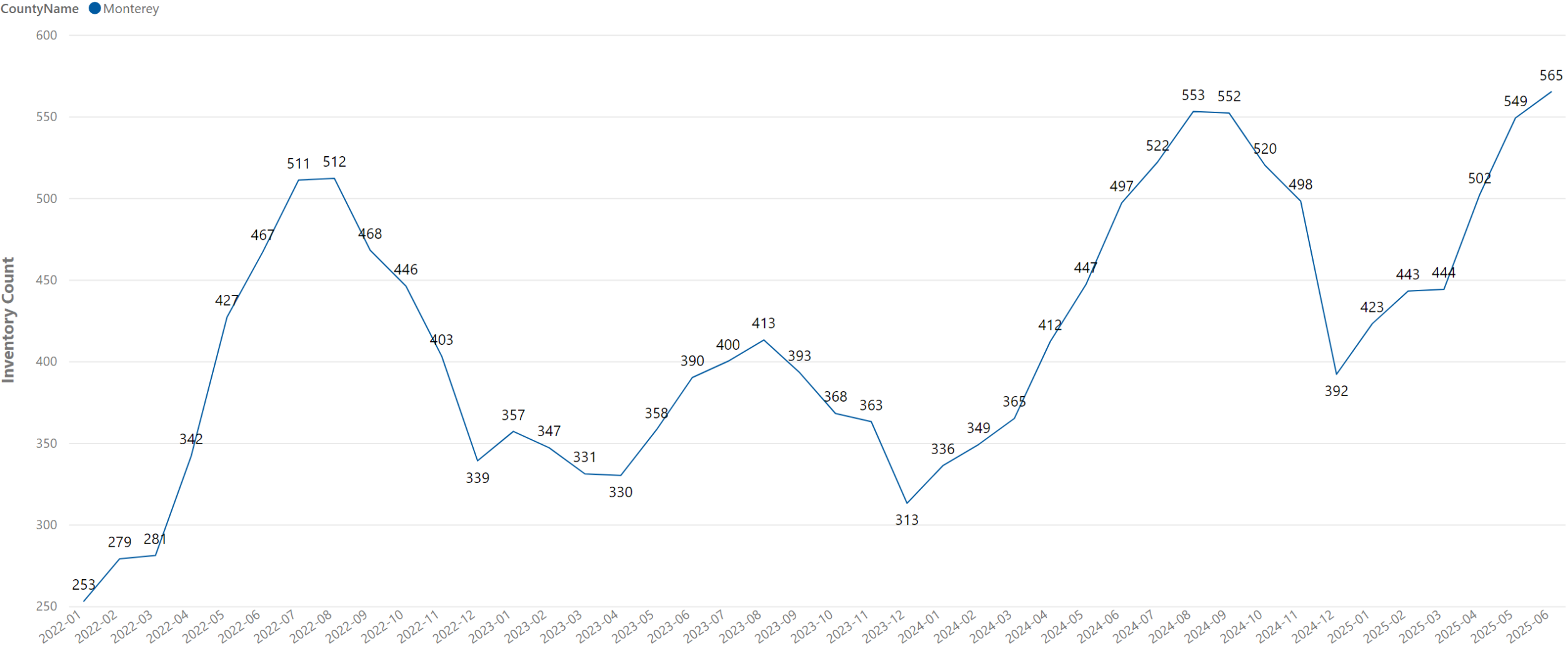
Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Pebble Beach	1	2	-50%
Salinas	10	11	-9%
Carmel	11	12	-8%

Monterey County – New Listings Week Ending 7/5/2025

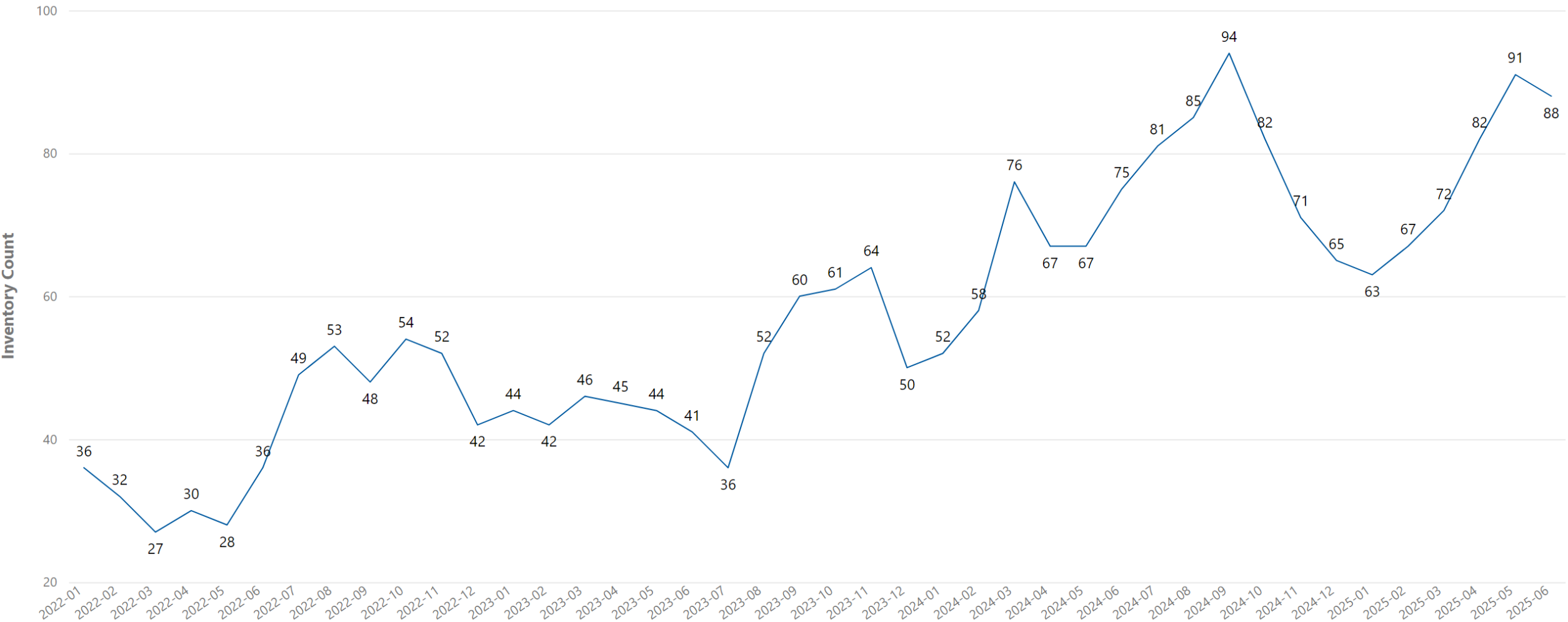


Monterey County - Inventory

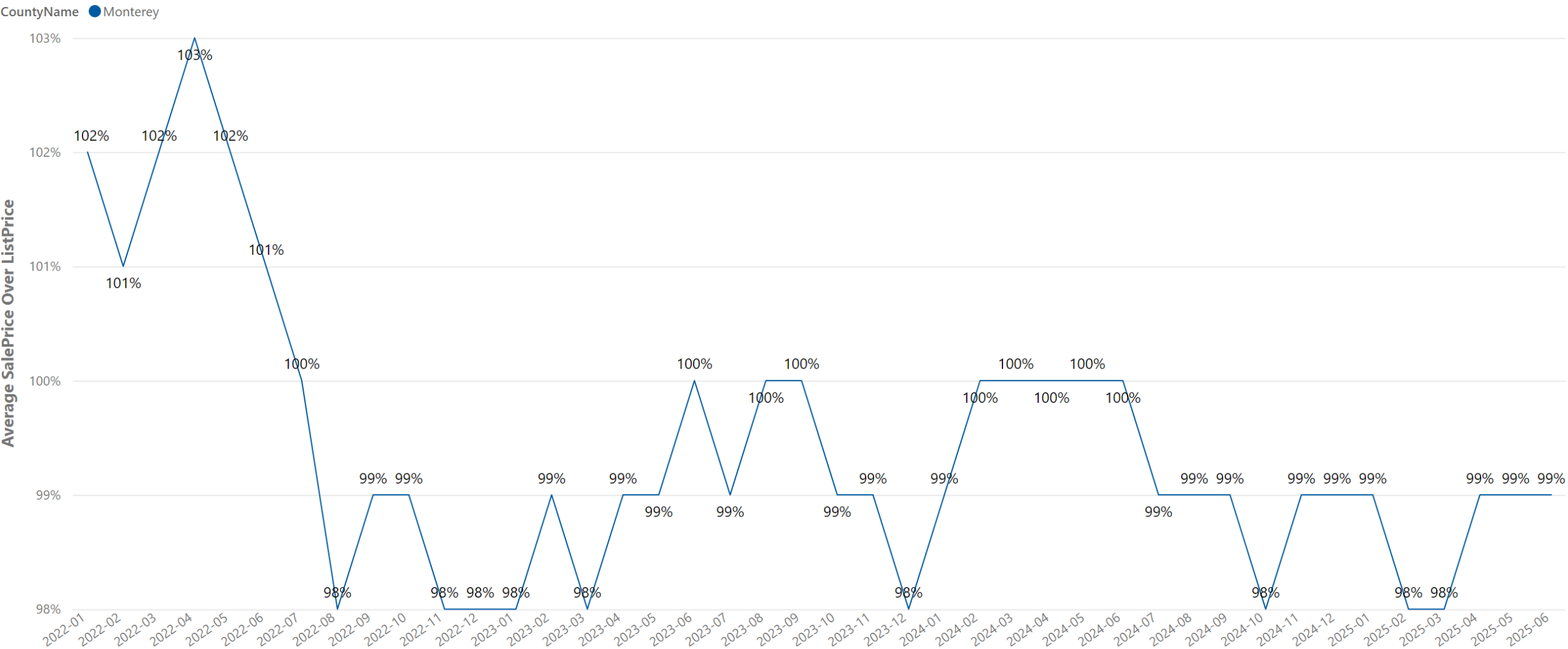


Monterey County - Inventory

CountyName ● Monterey



Monterey County - Average Sale Price Over List Price



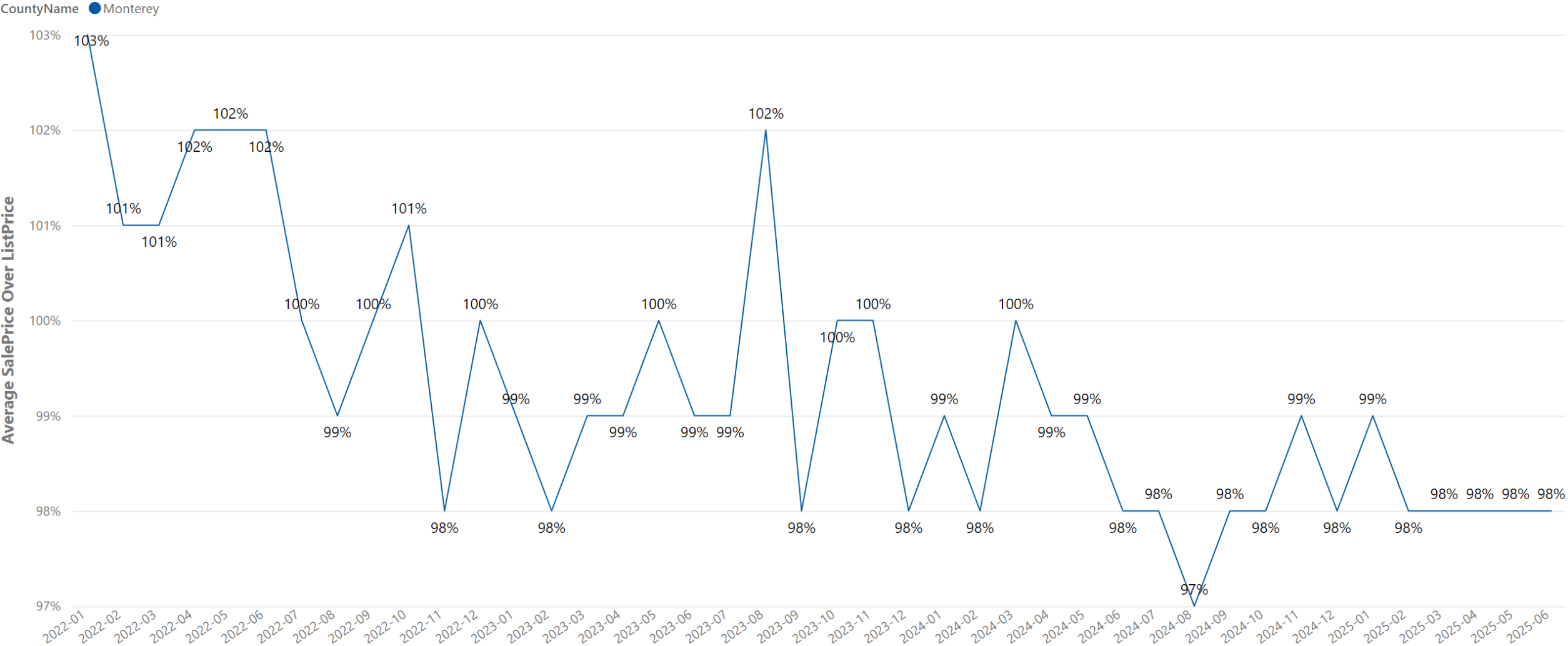
Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Big Sur	100%	0%	N/A
East Garrison	100%	0%	N/A
Moss Landing	100%	0%	N/A
Prunedale	100%	0%	N/A
San Ardo	98%	0%	N/A
Aromas	112%	88%	27%
Marina	106%	101%	5%
Chualar	106%	102%	4%
Soledad	100%	97%	3%
Pebble Beach	101%	99%	2%
King City	101%	100%	1%
Carmel	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
Corral De Tierra	89%	118%	-25%
Royal Oaks	83%	94%	-12%
Pacific Grove	95%	100%	-5%
Carmel Valley	93%	97%	-4%
Salinas	99%	102%	-3%
Monterey	97%	99%	-2%
Seaside	98%	99%	-1%
Gonzales	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
Seaside	97%	0%	N/A
Salinas	100%	97%	3%
Monterey	101%	99%	2%
Carmel	97%	96%	1%

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	90%	97%	-7%

Thank You

