

A scenic view of a coastal town in Monterey County, California. The foreground shows a harbor filled with numerous sailboats. In the middle ground, a row of colorful, multi-story houses is built on stilts over the water. The background shows a clear blue sky with some light clouds. The overall atmosphere is peaceful and picturesque.

Monterey County

Real Estate Market Minute | December 2025

Monterey County -Residential - Single Family 2025 vs 2024

=24

Median Days on Market
Compared to 24



\$899.5K

Median Price
Compared to \$930.0K

↓ 128

Closed Sales
Compared to 133

↓ 148

New Listings
Compared to 157

↓ 98%

Sale to List Price Ratio
Compared to 99%

Monterey County -Residential - Common Interest 2025 vs 2024

↑ 54

Median Days on Market
Compared to 41



\$785.0K

Median Price
Compared to \$690.0K

↑ 25

Closed Sales
Compared to 24

↑ 22

New Listings
Compared to 18

↓ 96%

Sale to List Price Ratio
Compared to 99%

November 2025 Market Trends

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

Market Trends – November 2025 in Monterey County

Market Trend 1

After increases in the median price from September to October, both single family and common interest markets decreased, with single family more volatile than the common interest market.

Market Trend 2

As expected, this time of year, the number of new listings closed sales declined in both markets but within range of the past couple of years – a sign of seasonal change.

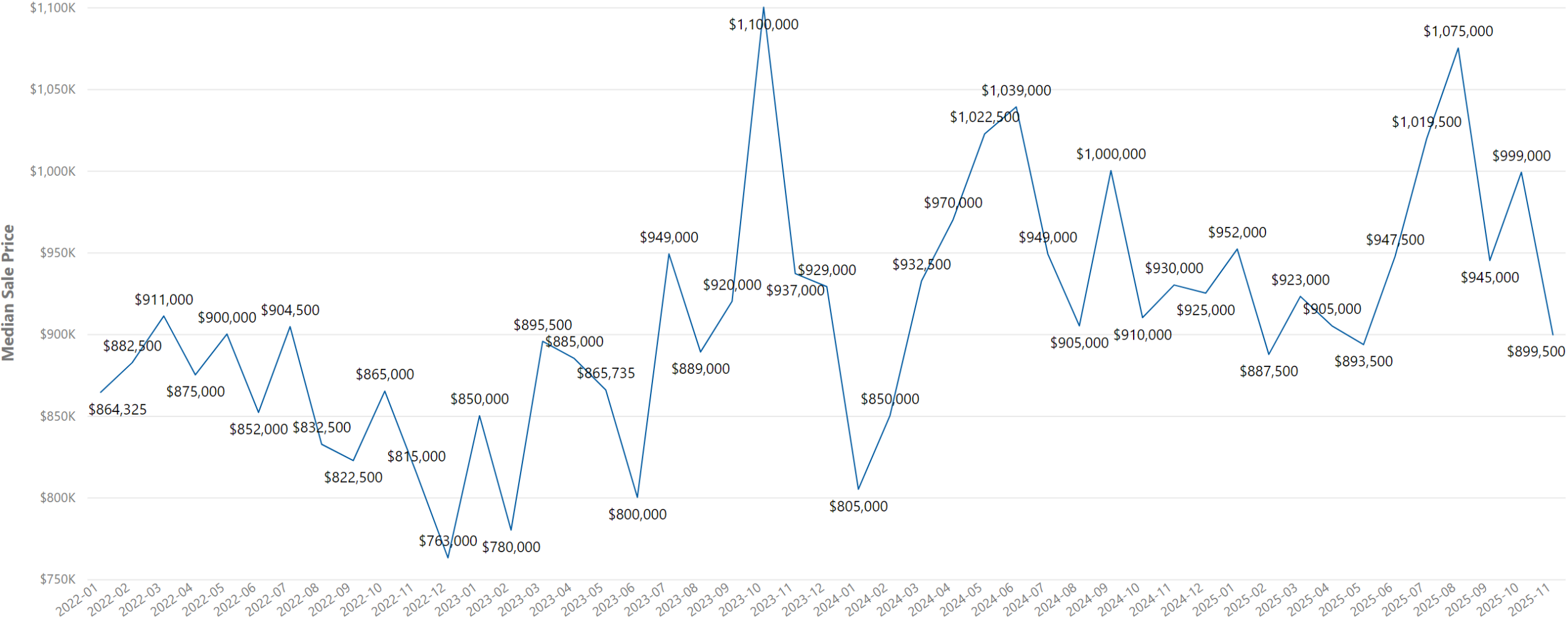
Market Trend 3

There was a decrease in the number of days on Market and a small increase in the sale to list price ratio in the single family market, whereas it decreased to a 3+ year low 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

CountyName ● Monterey



Monterey County - Increased Median Price

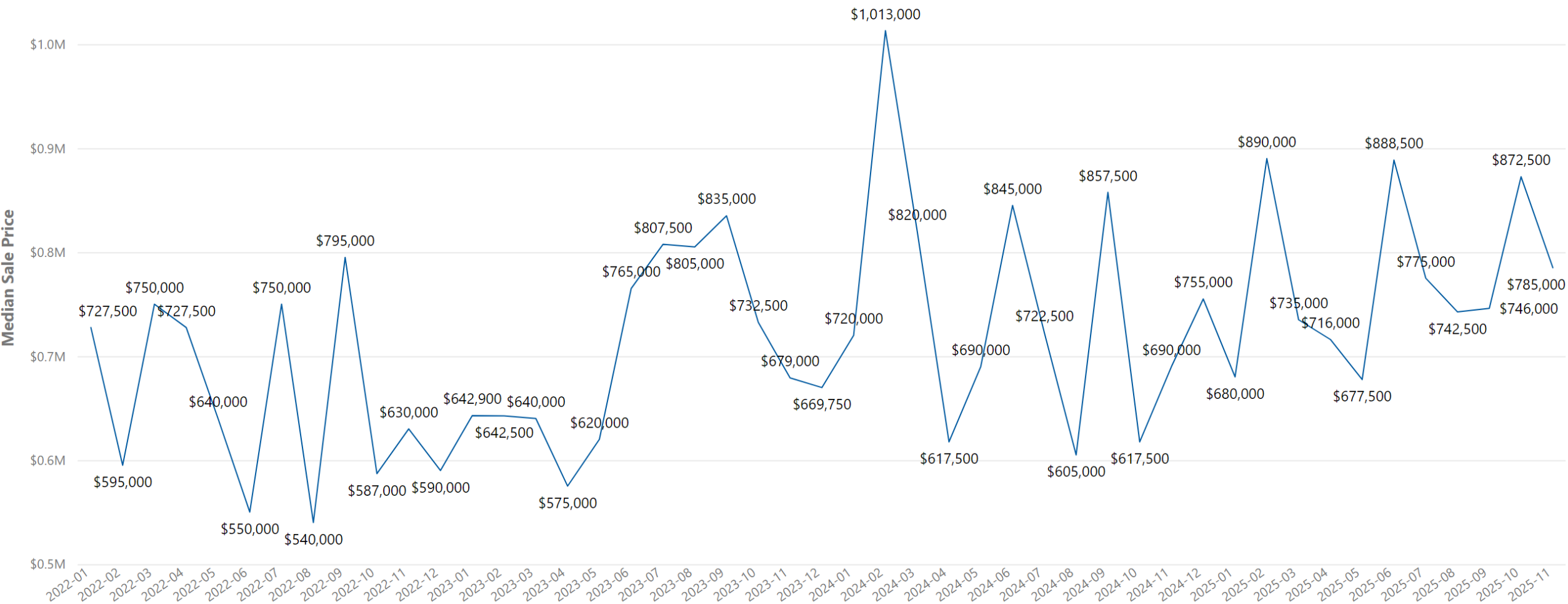
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Corral De Tierra	\$1,720,000	\$0	N/A
Moss Landing	\$850,000	\$0	N/A
San Lucas	\$245,000	\$0	N/A
Monterey	\$1,276,500	\$850,000	50%
Royal Oaks	\$1,275,000	\$882,500	44%
Gonzales	\$680,000	\$480,000	42%
Spreckels	\$995,000	\$855,000	16%
King City	\$629,900	\$575,000	10%
Greenfield	\$550,000	\$515,000	7%
Seaside	\$795,000	\$787,500	1%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Castroville	\$0	\$787,000	-100%
East Garrison	\$0	\$1,052,500	-100%
Watsonville	\$0	\$1,014,000	-100%
Aromas	\$925,000	\$1,815,000	-49%
Carmel Valley	\$1,125,000	\$2,012,500	-44%
Pebble Beach	\$2,140,000	\$3,825,000	-44%
Carmel	\$2,695,000	\$3,625,000	-26%
Prunedale	\$835,000	\$1,030,000	-19%
Pacific Grove	\$1,250,000	\$1,406,000	-11%
Bradley	\$400,000	\$430,000	-7%
Soledad	\$663,000	\$690,000	-4%
Marina	\$956,500	\$995,000	-4%
Salinas	\$762,000	\$772,500	-1%

Monterey County - Median Sale Price

CountyName ● Monterey



Monterey County - Increased Median Price

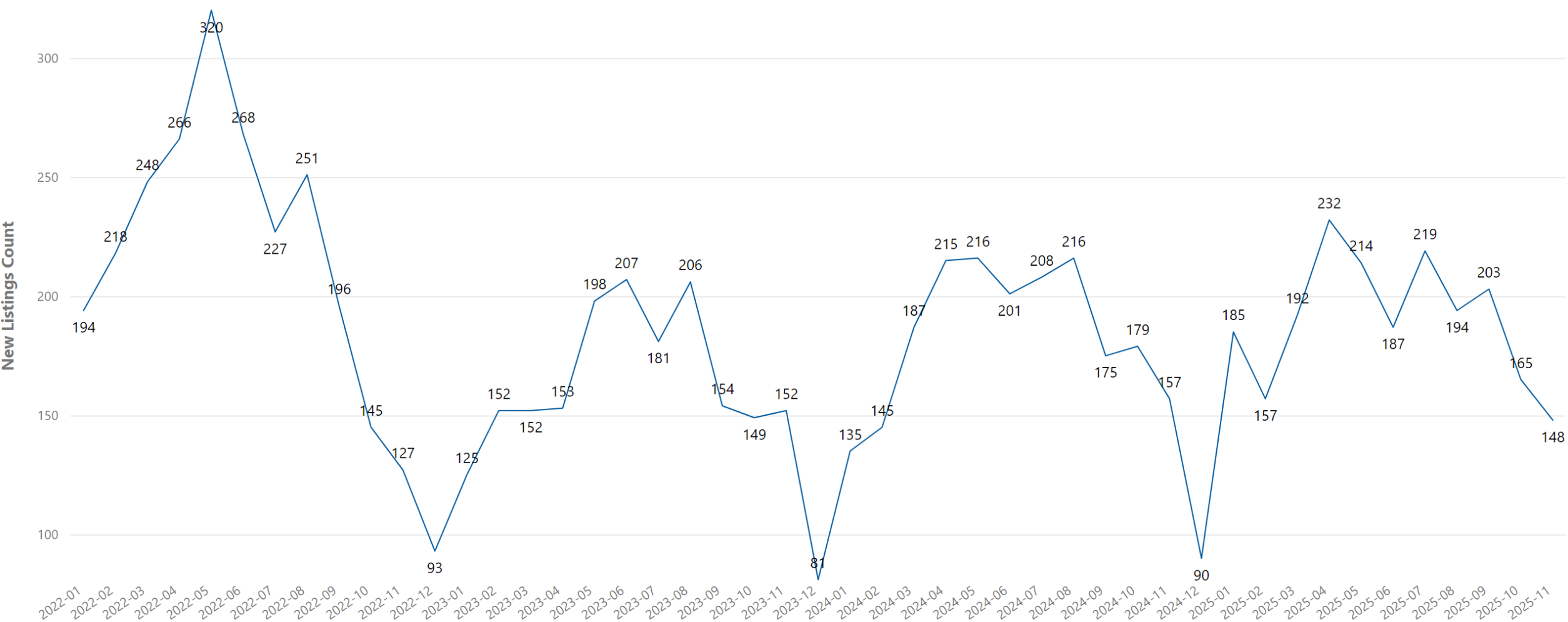
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Carmel Valley	\$1,152,000	\$0	N/A
East Garrison	\$785,000	\$0	N/A
Monterey	\$610,000	\$580,000	5%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Pebble Beach	\$0	\$3,750,000	-100%
Seaside	\$0	\$695,000	-100%
Pacific Grove	\$1,142,500	\$2,000,000	-43%
Salinas	\$398,250	\$420,000	-5%
Marina	\$585,000	\$615,000	-5%
Carmel	\$1,225,000	\$1,240,000	-1%

Monterey County - New Listings

CountyName ● Monterey



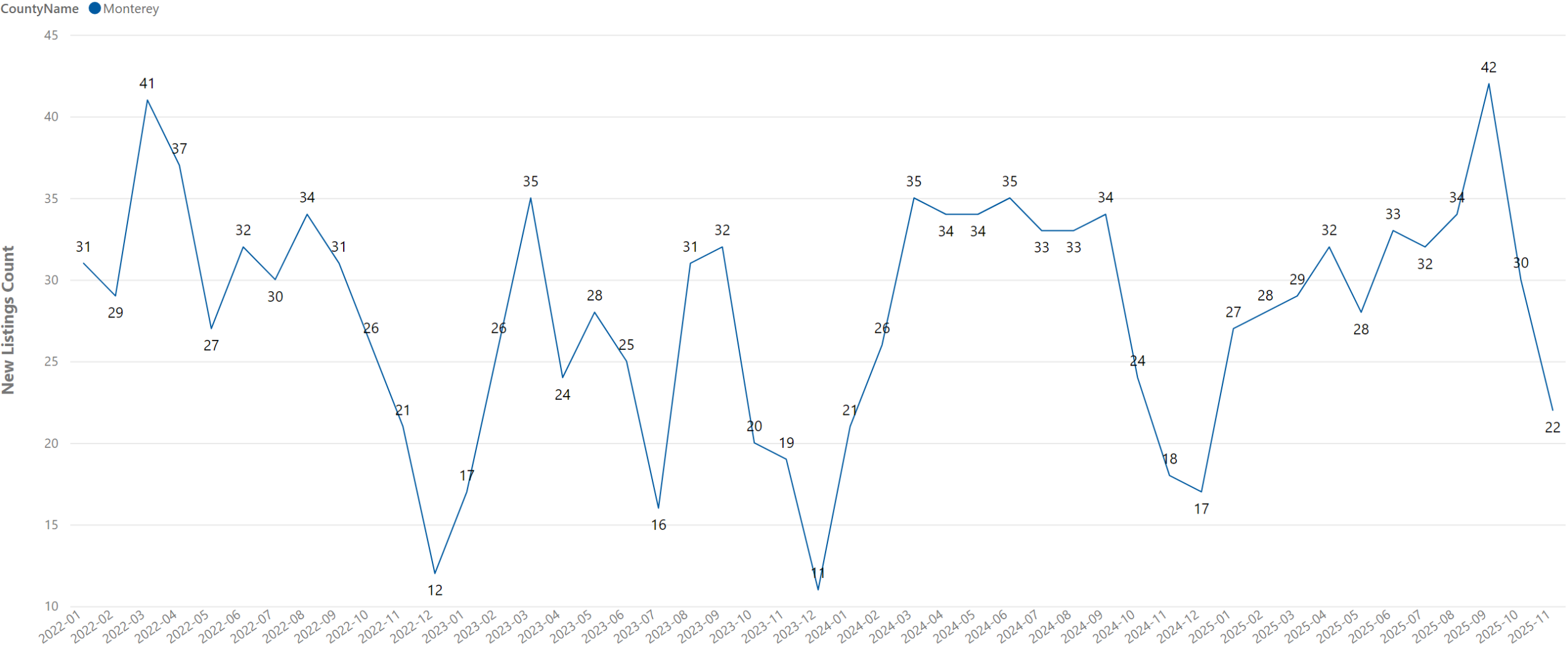
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
San Lucas	1	0	N/A
Spreckels	1	0	N/A
East Garrison	2	0	N/A
Seaside	15	5	200%
King City	7	5	40%
Monterey	12	10	20%
Salinas	52	50	4%
Aromas	1	1	0%
Prunedale	1	1	0%
Soledad	5	5	0%
Carmel Valley	9	9	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Greenfield	2	10	-80%
Pebble Beach	3	10	-70%
Royal Oaks	2	4	-50%
Marina	9	11	-18%
Pacific Grove	12	13	-8%
Carmel	14	15	-7%

Monterey County - New Listings



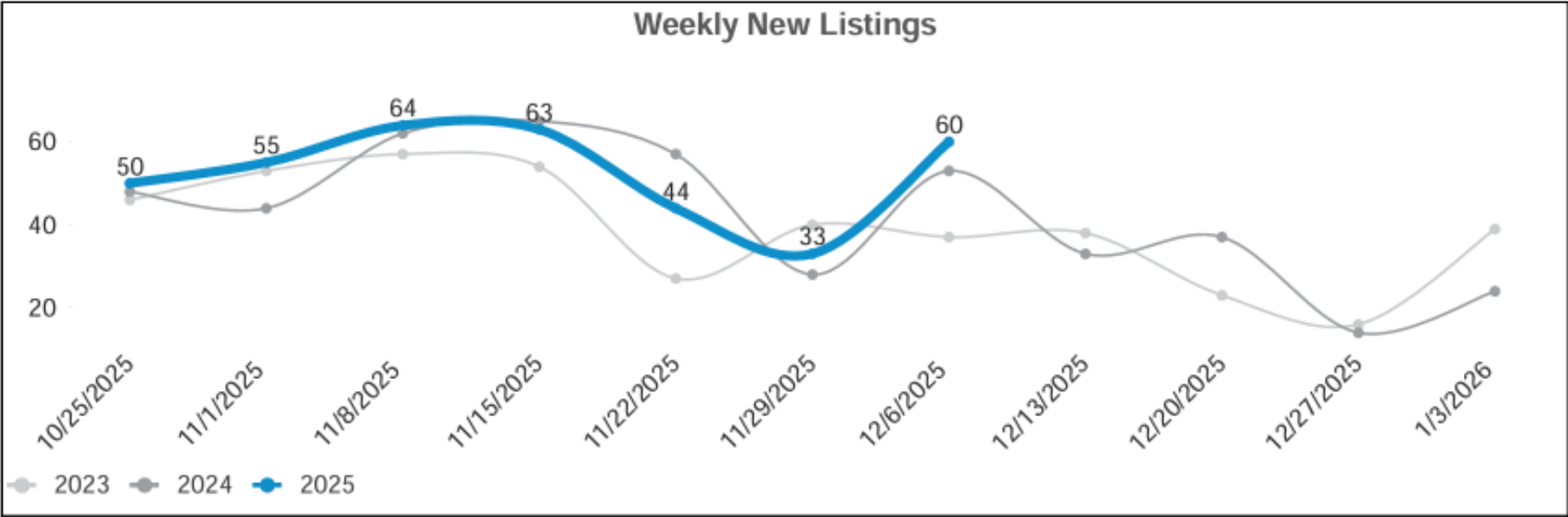
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Carmel Valley	1	0	N/A
Seaside	1	0	N/A
Pacific Grove	2	0	N/A
Marina	3	0	N/A
Salinas	9	7	29%
King City	1	1	0%

Monterey County - Decreased New Listings

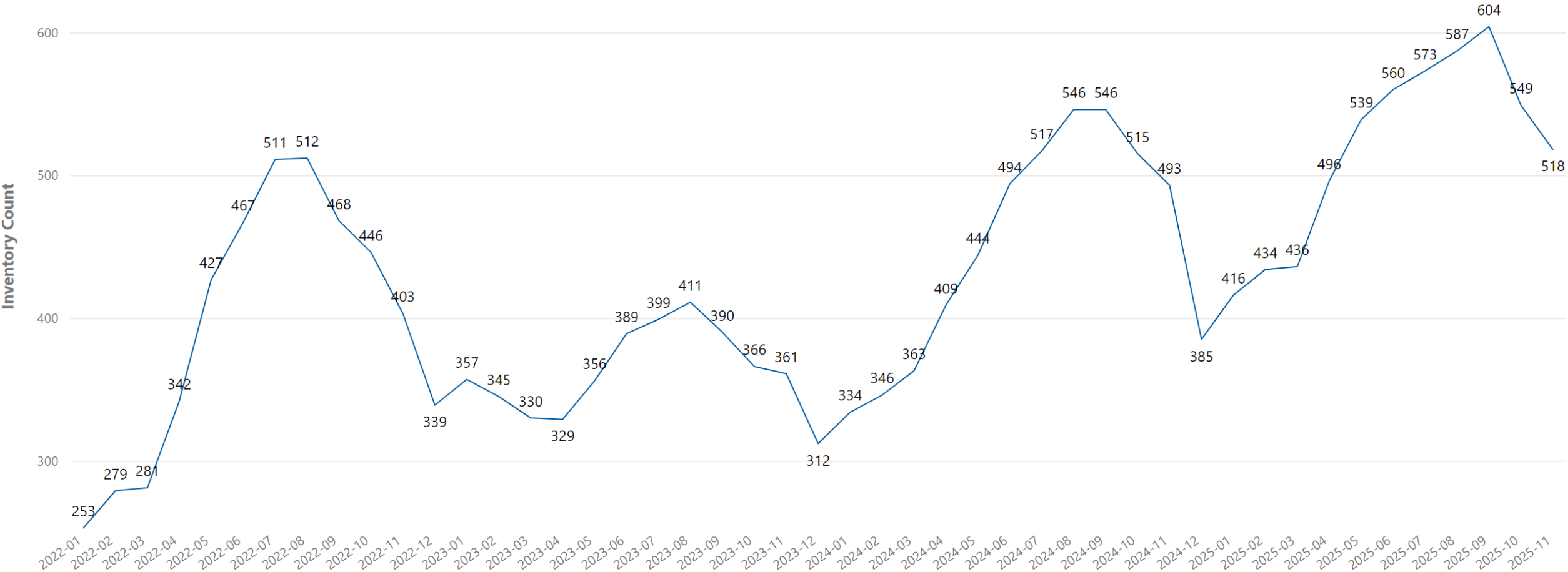
City	New Listings This Year	New Listings Last Year	% New Listings Change
Carmel	2	4	-50%
Monterey	3	5	-40%

Monterey County – New Listings Week Ending 12/06/2025



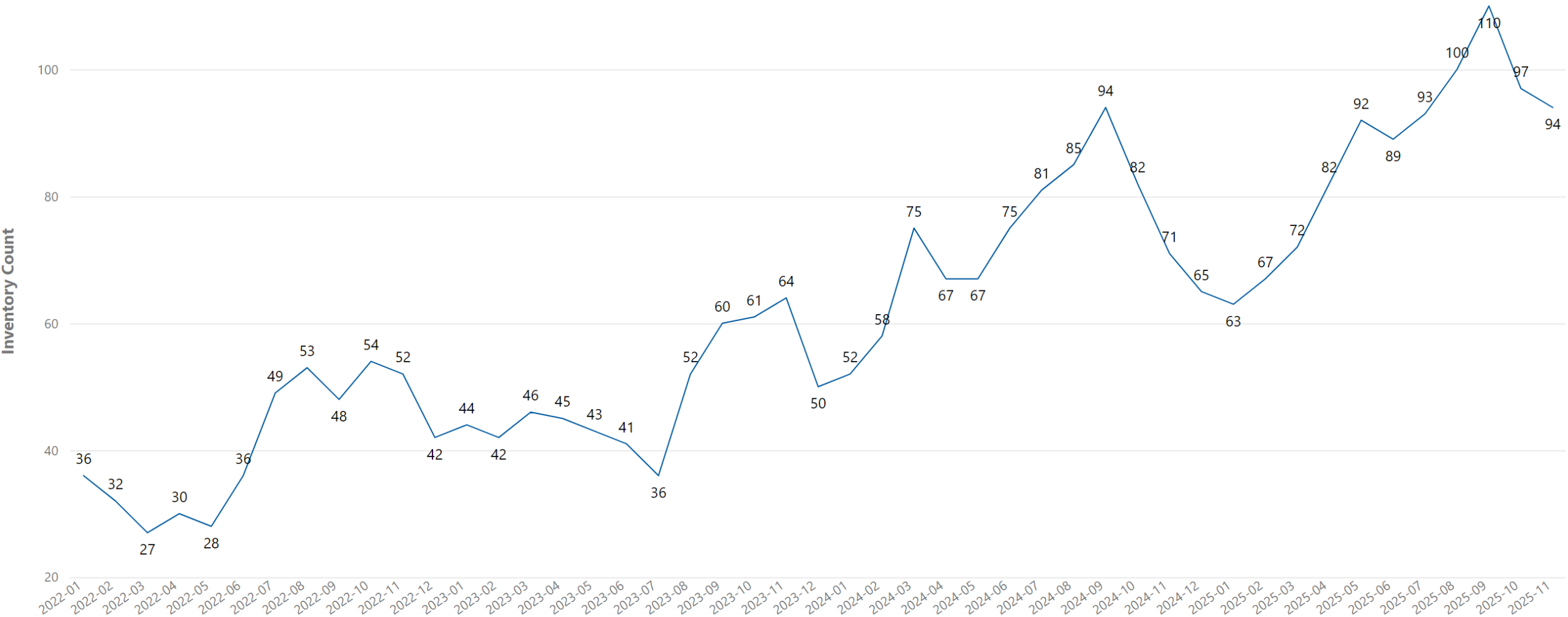
Monterey County - Inventory

CountyName ● Monterey

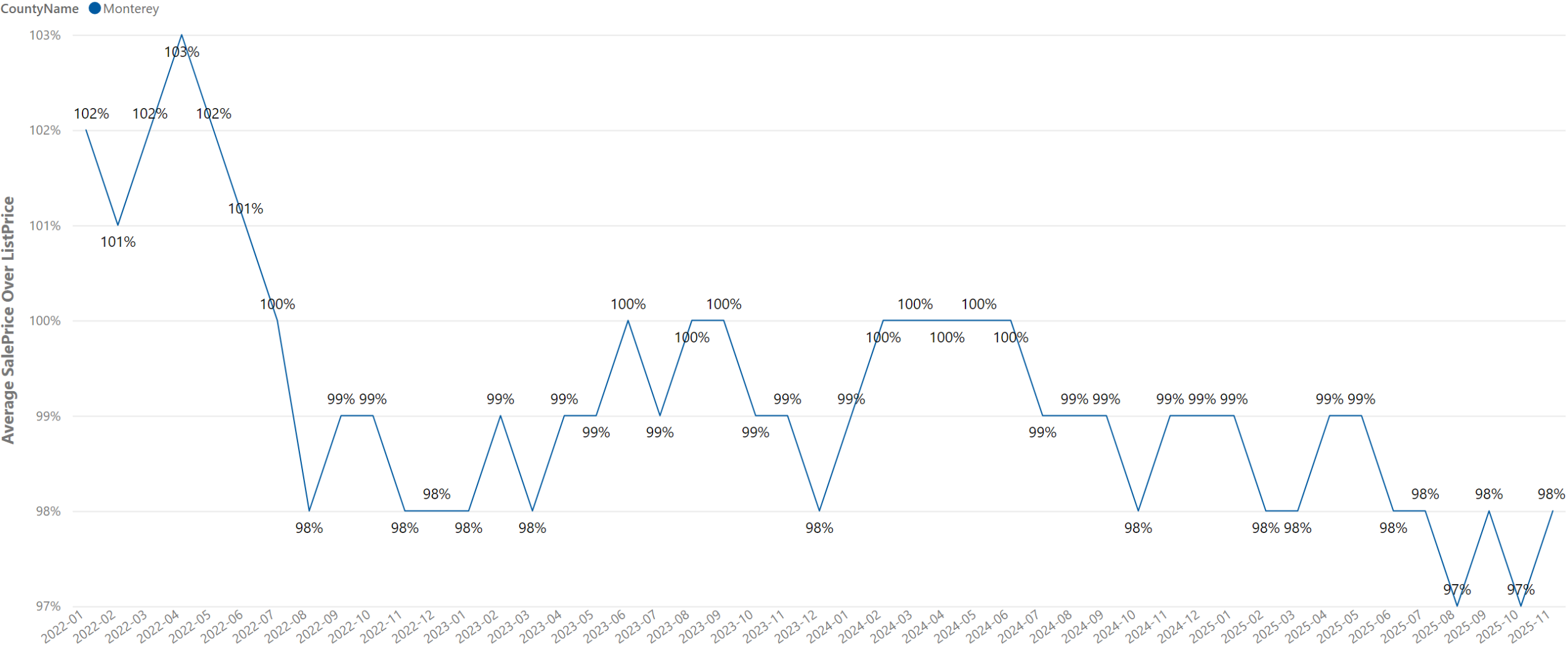


Monterey County - Inventory

CountyName ● Monterey



Monterey County - Average Sale Price Over List Price



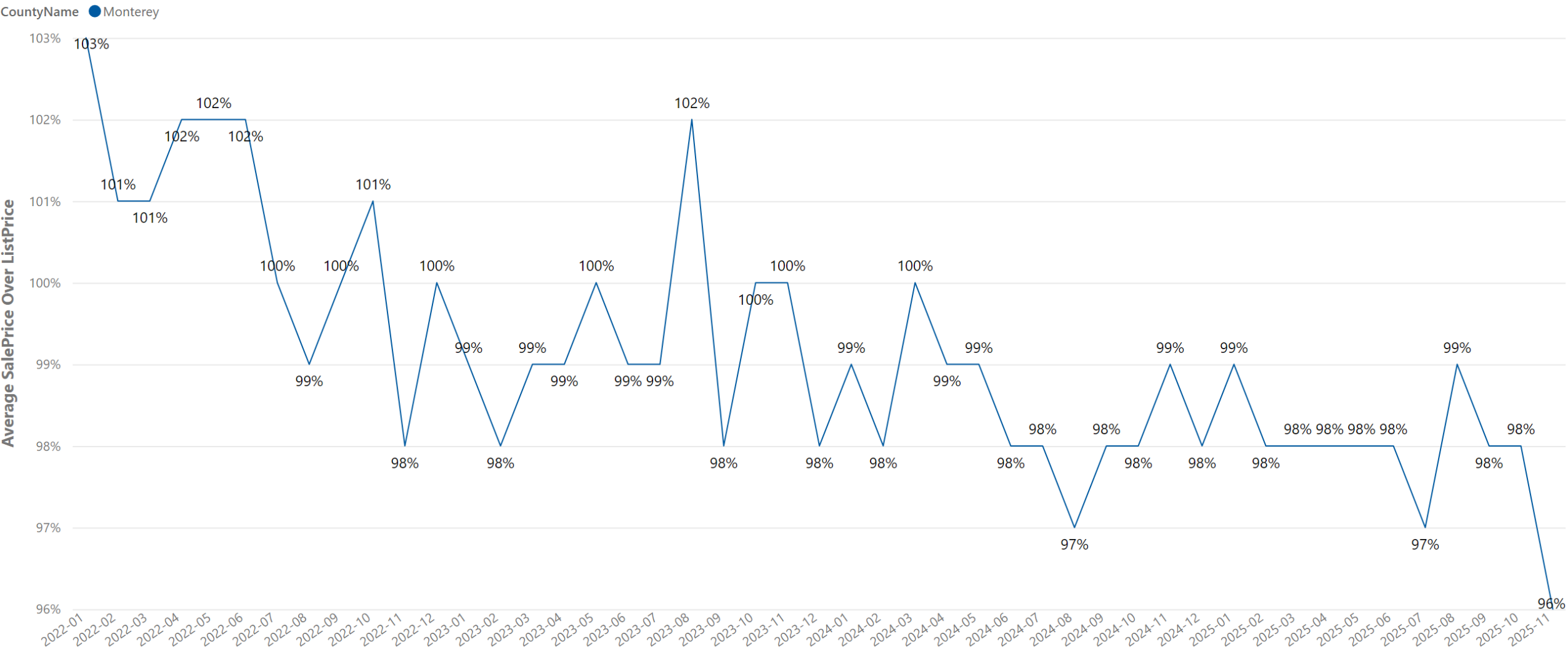
Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Corral De Tierra	93%	0%	N/A
Moss Landing	100%	0%	N/A
San Lucas	100%	0%	N/A
Carmel Valley	97%	91%	7%
Spreckels	101%	95%	6%
Marina	104%	98%	6%
Carmel	97%	96%	1%
Monterey	97%	96%	1%
Greenfield	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
Gonzales	99%	107%	-7%
Soledad	101%	107%	-6%
Prunedale	98%	103%	-5%
King City	97%	101%	-4%
Pebble Beach	95%	98%	-3%
Aromas	97%	100%	-3%
Bradley	94%	96%	-2%
Seaside	98%	100%	-2%
Pacific Grove	96%	97%	-1%
Salinas	98%	99%	-1%
Royal Oaks	107%	108%	-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
Carmel Valley	89%	0%	N/A
East Garrison	100%	0%	N/A
Marina	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
Pacific Grove	93%	99%	-6%
Salinas	97%	100%	-3%
Monterey	95%	97%	-2%
Carmel	96%	98%	-2%

Thank You

