

A scenic view of a waterfront in Monterey County, California. In the foreground, there are green bushes with pink flowers. The middle ground shows a row of colorful houses (yellow, blue, and white) built on stilts over the water. To the left, a large marina is filled with numerous sailboats. The sky is a clear, light blue with a few wispy clouds.

Monterey County

Real Estate Market Minute | November 2025

Monterey County -Residential - Single Family 2025 vs 2024

↑ 32

Median Days on Market
Compared to 18



\$993.0K

Median Price
Compared to \$910.0K

↑ 181

Closed Sales
Compared to 143

↓ 165

New Listings
Compared to 179

↓ 97%

Sale to List Price Ratio
Compared to 98%

Monterey County -Residential - Common Interest 2025 vs 2024

↓ 23

Median Days on Market
Compared to 41

↓ 26

Closed Sales
Compared to 34



\$931.5K

Median Price
Compared to \$617.5K

↑ 30

New Listings
Compared to 24

= 98%

Sale to List Price Ratio
Compared to 98%

October 2025 Market Trends

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

Market Trends – October 2025 in Monterey County

Market Trend 1

A significant increase in the median price for both the single family and common interest markets punctuated October performance, especially when coming off declines in September.

Market Trend 2

Decreased new listings and closed sales in October are not surprising, however, the lowest number in both markets in October going back to at least 2021 signals a serious drop in activity.

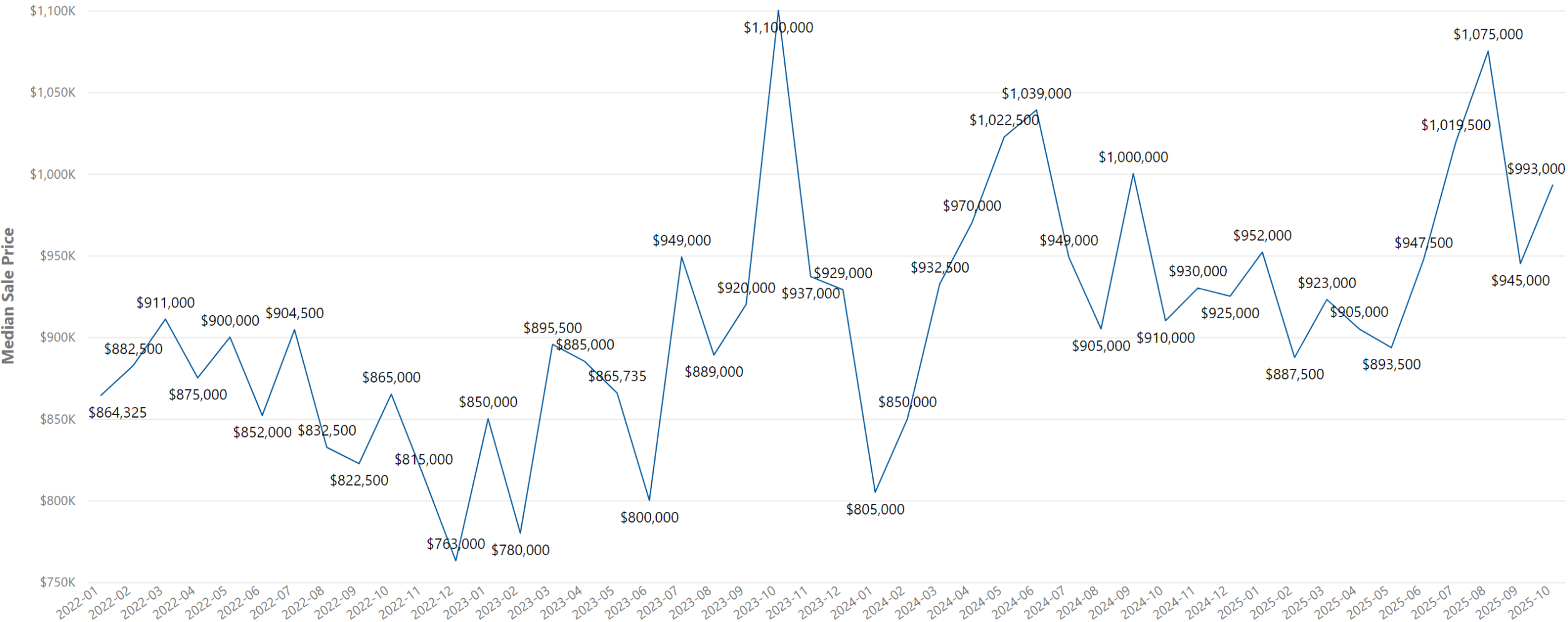
Market Trend 3

Demand for common interest properties seemingly rose with decreased DOM and an increased sale to list price ratio. The single family market experienced the opposite demand indicators.

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

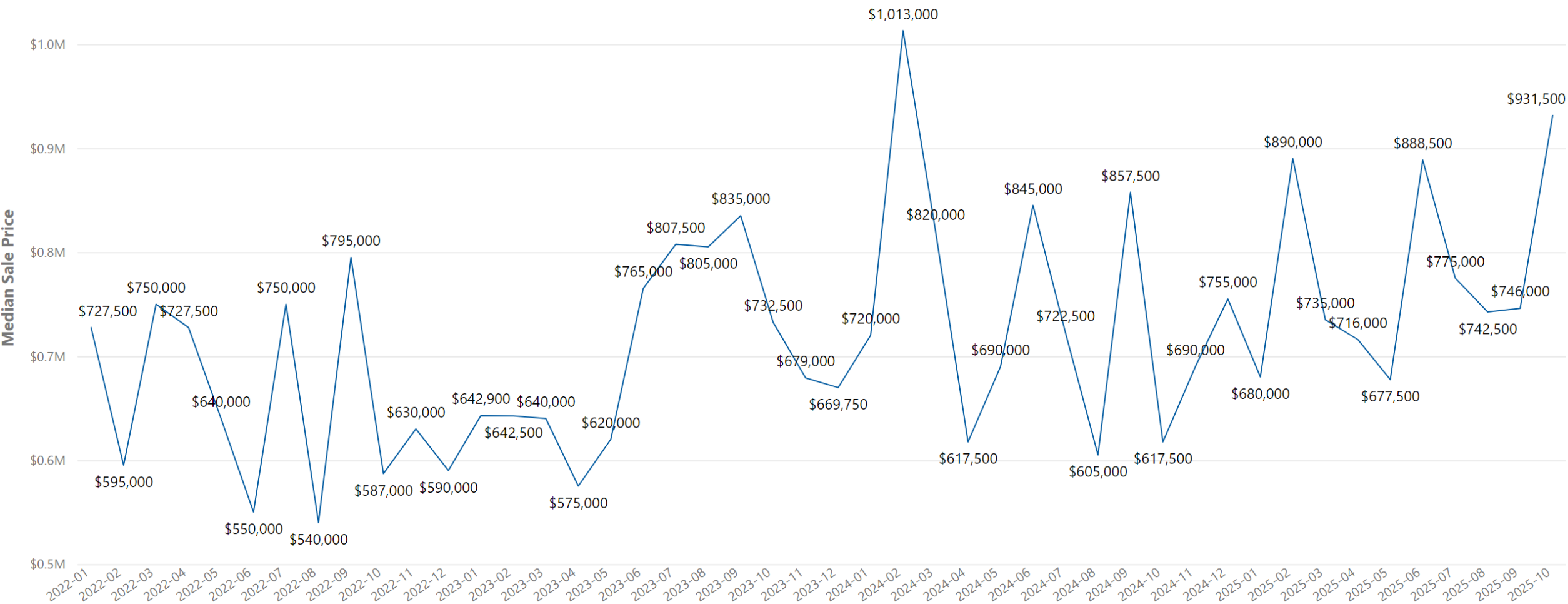
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Castroville	\$881,000	\$0	N/A
Chualar	\$684,000	\$0	N/A
King City	\$589,950	\$0	N/A
Gonzales	\$677,500	\$400,000	69%
Pebble Beach	\$2,970,000	\$2,100,000	41%
Marina	\$997,000	\$865,000	15%
Monterey	\$1,322,500	\$1,187,375	11%
Salinas	\$797,550	\$734,000	9%
Pacific Grove	\$1,332,213	\$1,242,500	7%
Royal Oaks	\$888,163	\$830,000	7%
Seaside	\$814,000	\$775,000	5%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Big Sur	\$0	\$18,000,000	-100%
East Garrison	\$0	\$965,000	-100%
Prunedale	\$0	\$989,000	-100%
Spreckels	\$0	\$960,000	-100%
Carmel Valley	\$1,100,000	\$1,717,500	-36%
Carmel	\$2,600,000	\$3,872,500	-33%
Soledad	\$635,000	\$769,000	-17%
Greenfield	\$500,000	\$514,000	-3%

Monterey County - Median Sale Price

CountyName ● Monterey



Monterey County - Increased Median Price

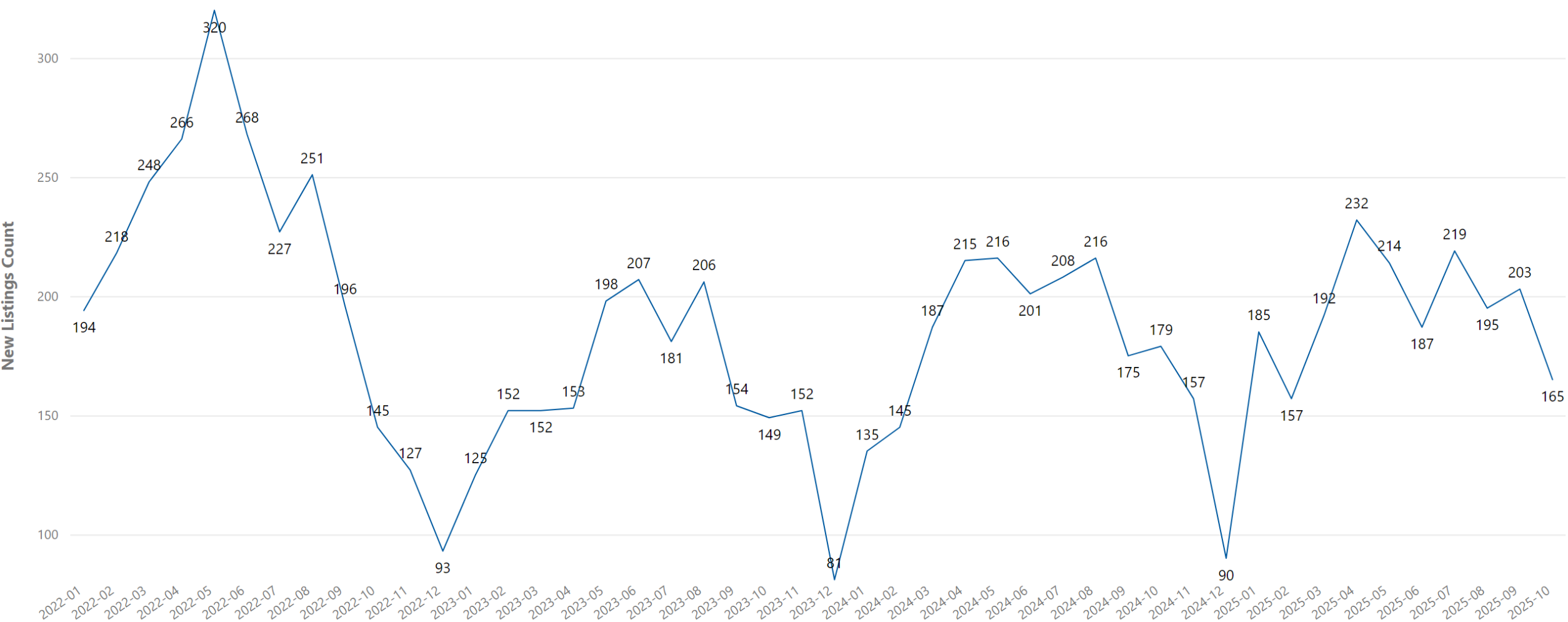
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Moss Landing	\$2,300,000	\$0	N/A
Pacific Grove	\$1,055,250	\$0	N/A
Monterey	\$875,000	\$545,000	61%
Carmel	\$931,500	\$867,000	7%
Pebble Beach	\$1,230,000	\$1,200,000	2%
Salinas	\$431,000	\$426,000	1%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Carmel Valley	\$0	\$1,700,000	-100%
Marina	\$0	\$560,000	-100%
Seaside	\$0	\$810,000	-100%

Monterey County - New Listings

CountyName ● Monterey



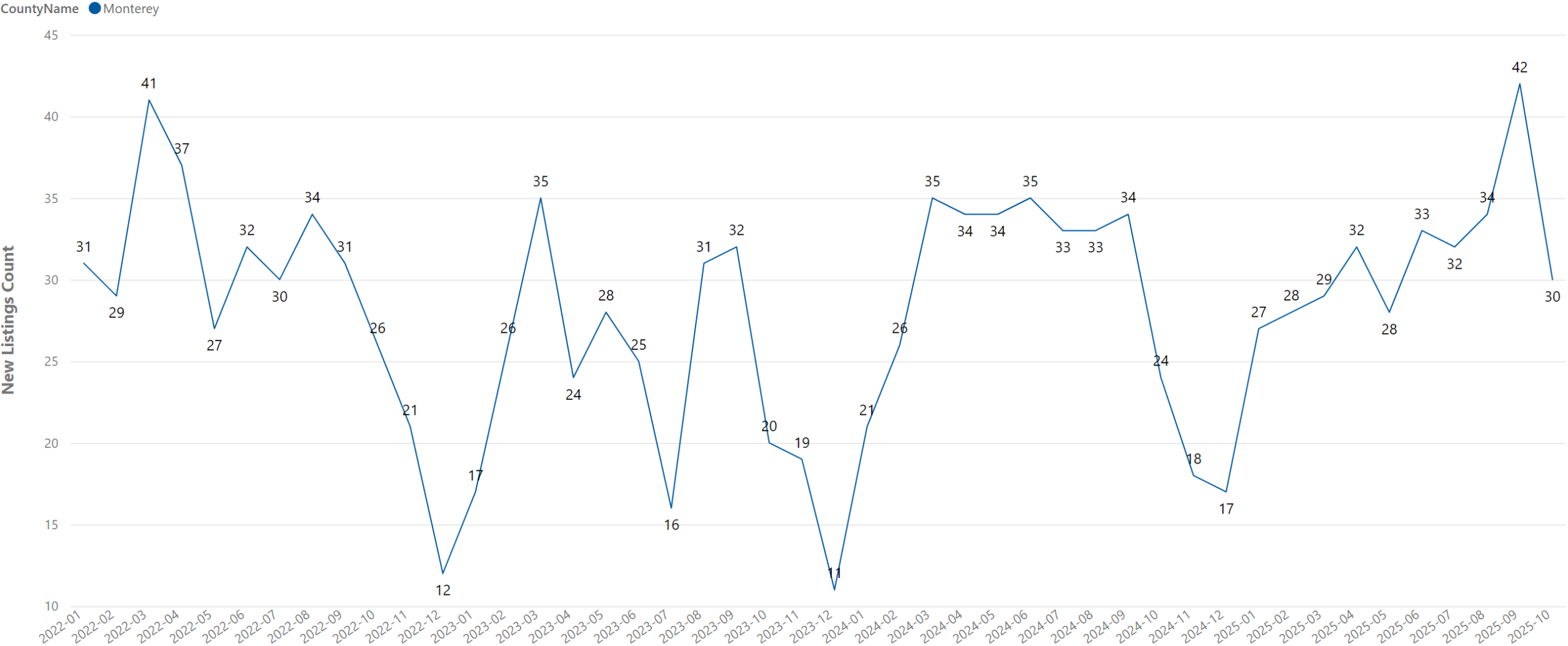
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Big Sur	1	0	N/A
Corral De Tierra	1	0	N/A
Del Rey Oaks	1	0	N/A
Prunedale	1	0	N/A
Castroville	2	0	N/A
Spreckels	2	0	N/A
Gonzales	3	0	N/A
Moss Landing	2	1	100%
Monterey	16	10	60%
Soledad	6	4	50%
Pebble Beach	8	6	33%
Marina	18	15	20%
King City	5	5	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Greenfield	1	6	-83%
Aromas	2	6	-67%
Royal Oaks	3	6	-50%
Pacific Grove	6	12	-50%
Seaside	9	18	-50%
Carmel Valley	5	7	-29%
Carmel	21	26	-19%
Salinas	52	53	-2%

Monterey County - New Listings



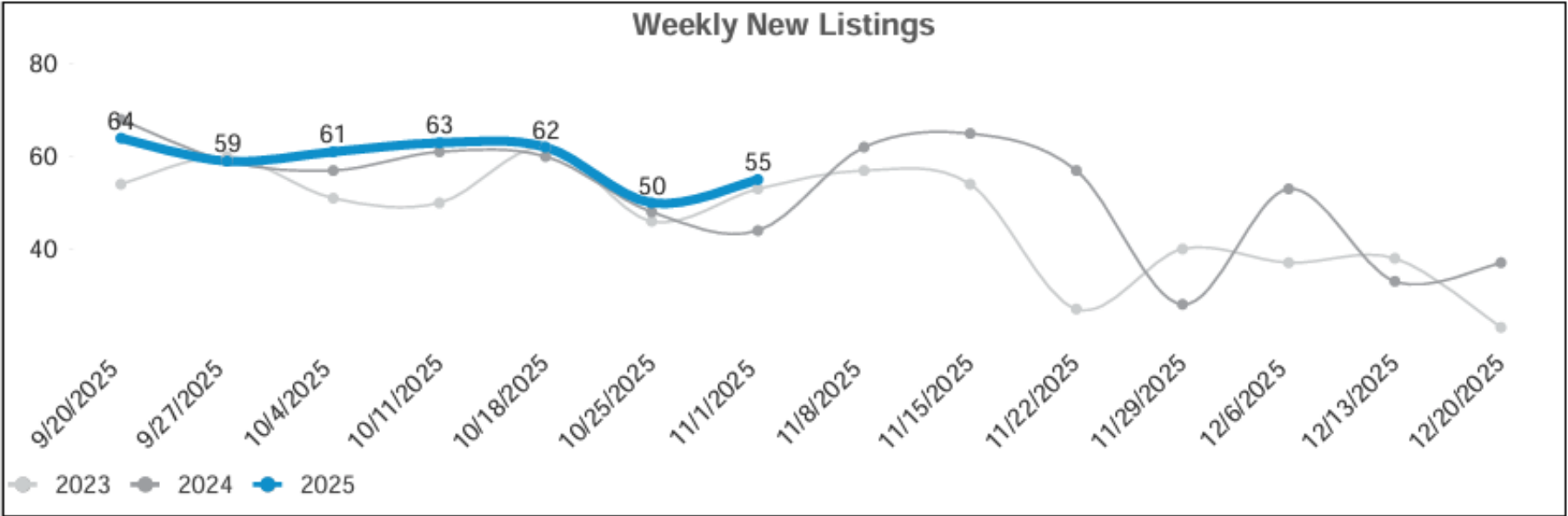
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Pebble Beach	4	0	N/A
Pacific Grove	4	1	300%
Monterey	8	6	33%
Marina	1	1	0%
Carmel Valley	2	2	0%
Salinas	5	5	0%

Monterey County - Decreased New Listings

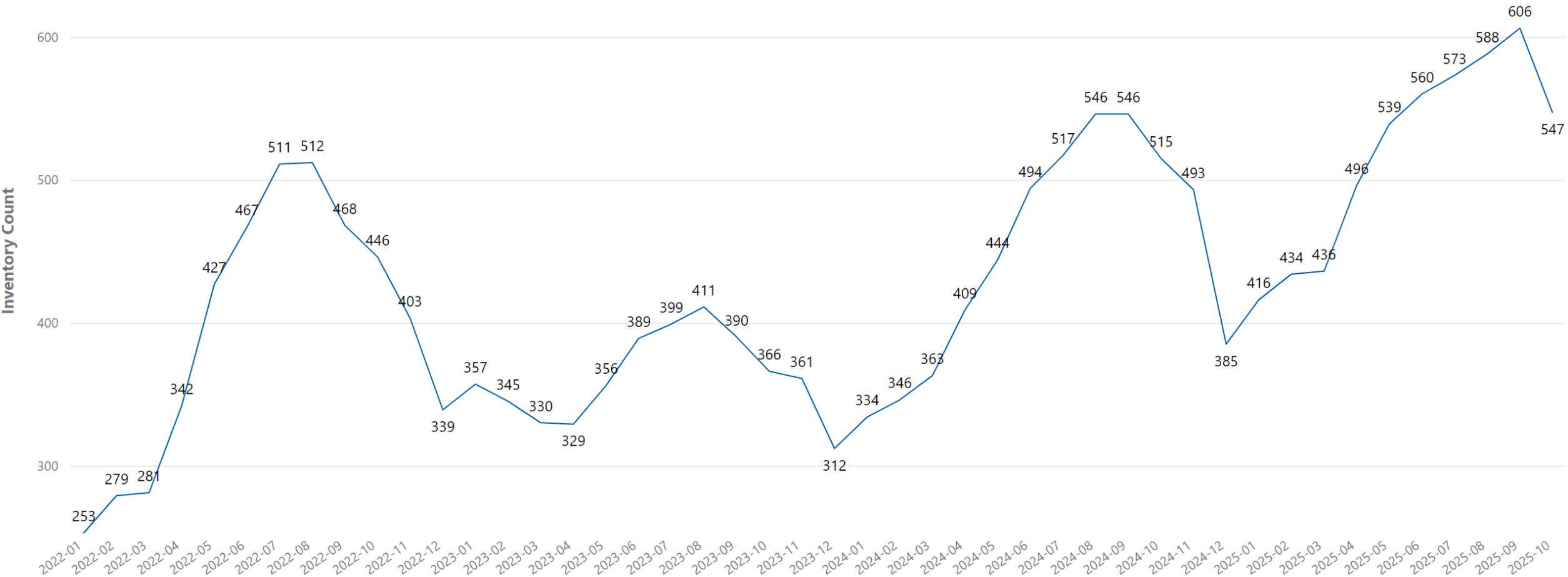
City	New Listings This Year	New Listings Last Year	% New Listings Change
Carmel	6	8	-25%

Monterey County – New Listings Week Ending 11/01/2025



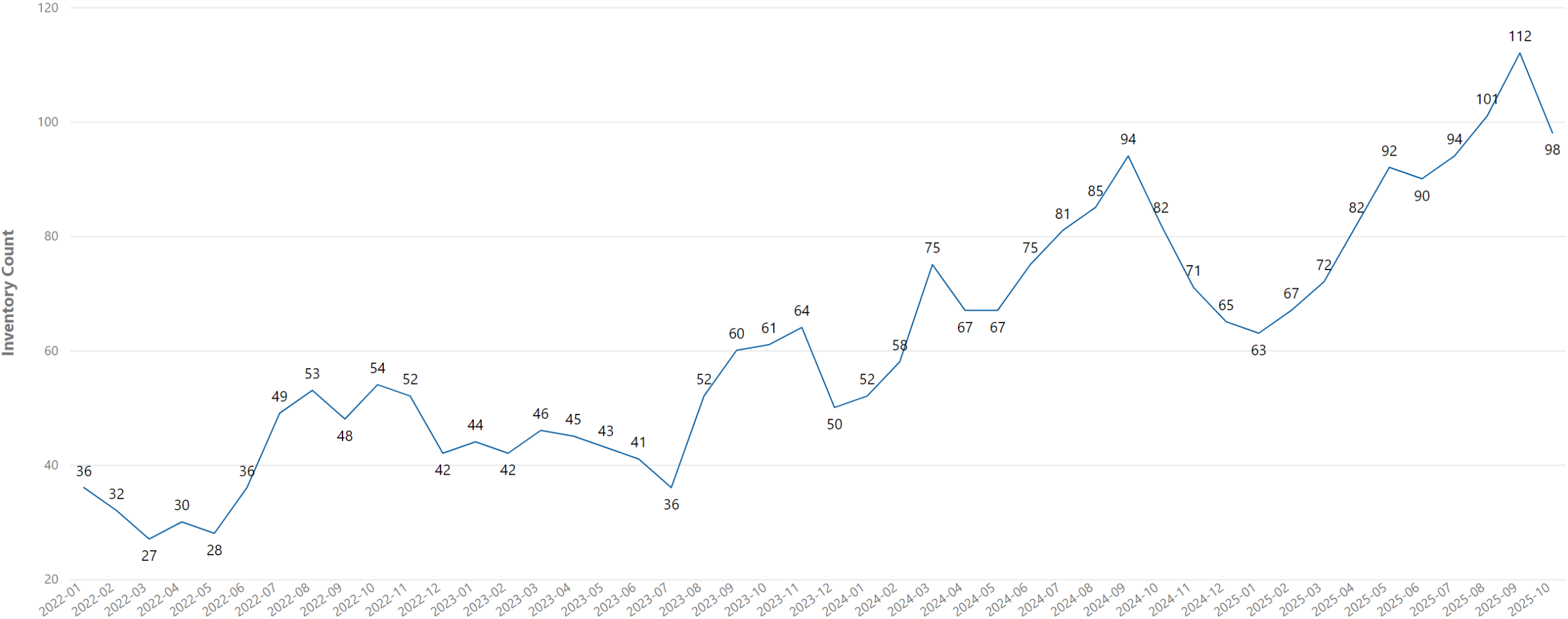
Monterey County - Inventory

CountyName ● Monterey

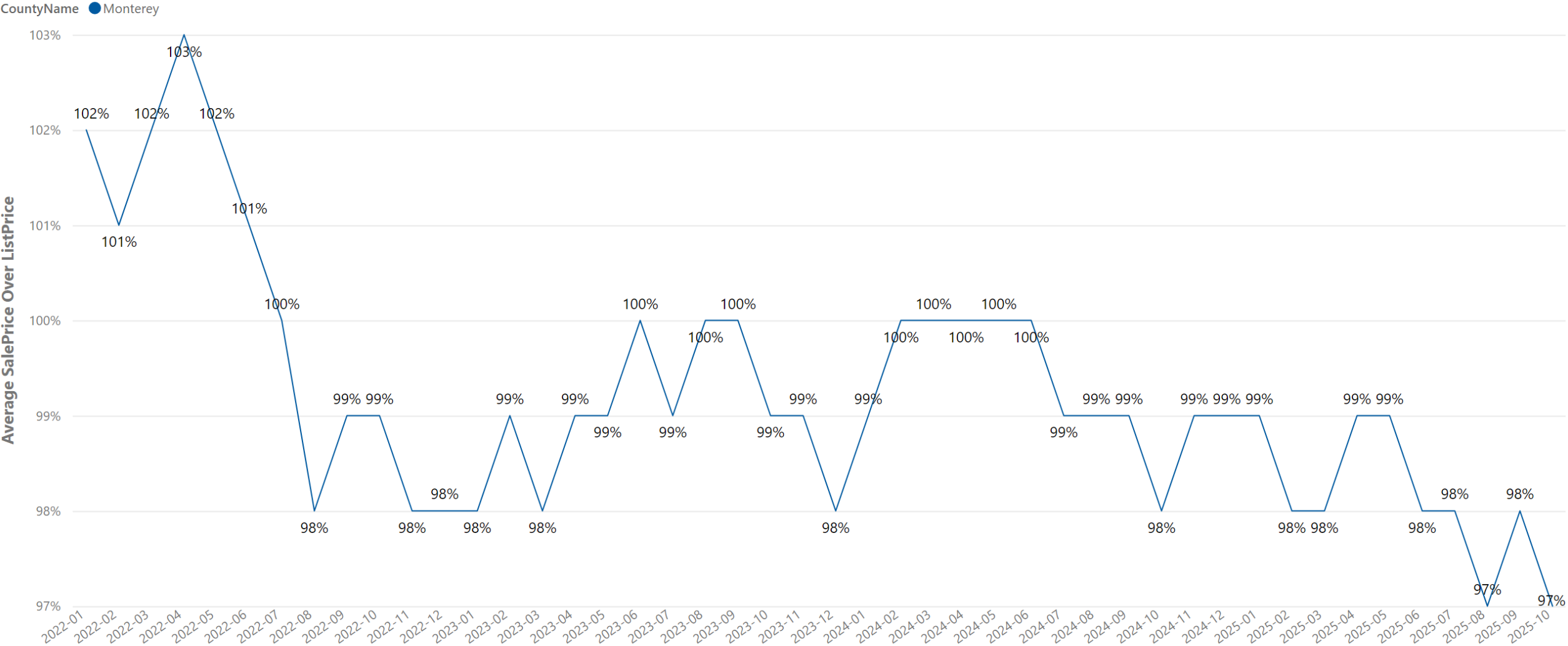


Monterey County - Inventory

CountyName ● Monterey



Monterey County - Average Sale Price Over List Price



Monterey County - Increased Sale To List Price

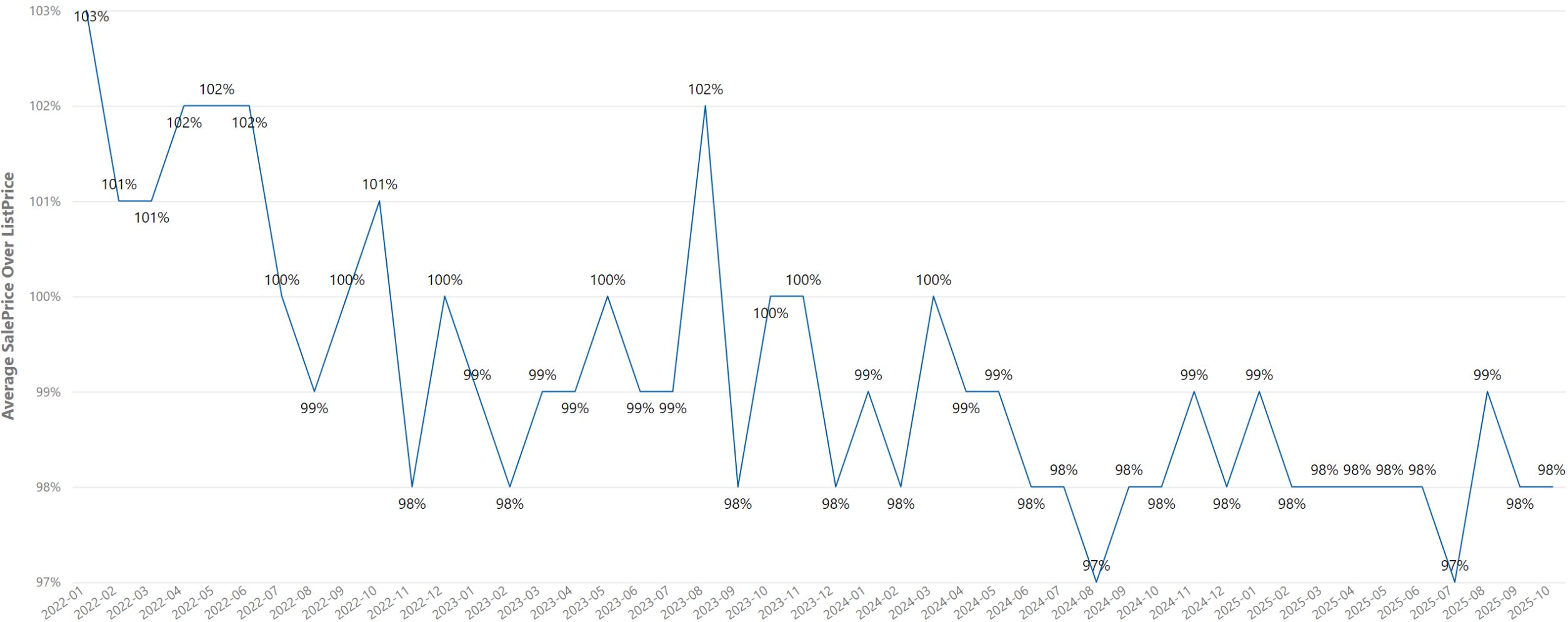
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Castroville	97%	0%	N/A
Chualar	99%	0%	N/A
King City	101%	0%	N/A
Greenfield	102%	97%	5%
Gonzales	104%	100%	4%
Royal Oaks	98%	96%	2%
Marina	98%	98%	0%
Pacific Grove	97%	97%	0%
Pebble Beach	93%	93%	0%

Monterey County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Soledad	94%	99%	-5%
Seaside	96%	101%	-5%
Carmel Valley	94%	98%	-4%
Monterey	96%	98%	-2%
Carmel	93%	94%	-1%
Salinas	99%	100%	-1%

Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Moss Landing	96%	0%	N/A
Pacific Grove	99%	0%	N/A
Monterey	98%	97%	1%
Carmel	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	98%	101%	-3%
Pebble Beach	98%	100%	-2%

Thank You

