



# Monterey County

Real Estate Market Minute | October 2025

# Monterey County - Residential - Single Family 2025 vs 2024

**= 17**

Median Days on Market  
Compared to 17



**\$940.0K**

Median Price  
Compared to \$1.0M

**↓ 143**

Closed Sales  
Compared to 153

**↑ 203**

New Listings  
Compared to 175

**↓ 98%**

Sale to List Price Ratio  
Compared to 99%

# Monterey County -Residential - Common Interest 2025 vs 2024

↓ 36

Median Days on Market  
Compared to 40



**\$795.0K**

Median Price  
Compared to \$857.5K

↑ 23

Closed Sales  
Compared to 21

↑ 42

New Listings  
Compared to 34

= 98%

Sale to List Price Ratio  
Compared to 98%

# September 2025 Market Trends

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

# Market Trends – September 2025 in Monterey County

## Market Trend 1

Coming off a nearly two-year median price high in the single family market, we saw a significant decrease in September, directly contrasting a big increase in the common interest market.

## Market Trend 2

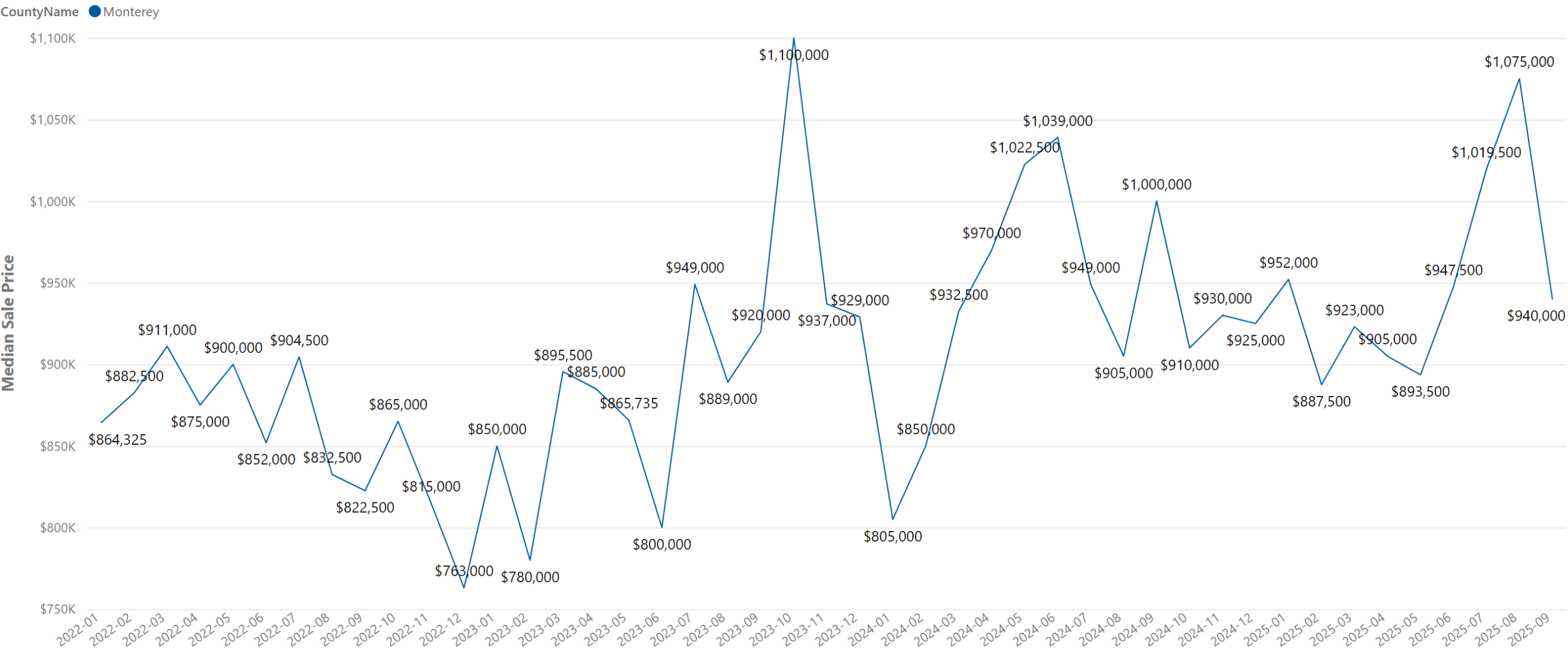
A decrease in the number of closed sales from August to September is commonplace, and this year was no different. An increased number of new listings in the common interest market was notable.

## Market Trend 3

There are conflicting stats regarding demand with median prices down, but also consistent sale to list price ratios paid and a decrease in the number of days homes stayed on the 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	\$17,000,000	\$0	N/A
Prunedale	\$870,000	\$0	N/A
San Ardo	\$225,000	\$0	N/A
Moss Landing	\$2,250,000	\$1,000,000	125%
Pebble Beach	\$5,794,400	\$3,400,000	70%
Carmel	\$3,337,500	\$2,887,500	16%
Carmel Valley	\$1,801,500	\$1,575,000	14%
King City	\$554,500	\$510,000	9%
Aromas	\$850,000	\$785,000	8%
Greenfield	\$562,500	\$525,000	7%
Monterey	\$1,430,000	\$1,385,000	3%

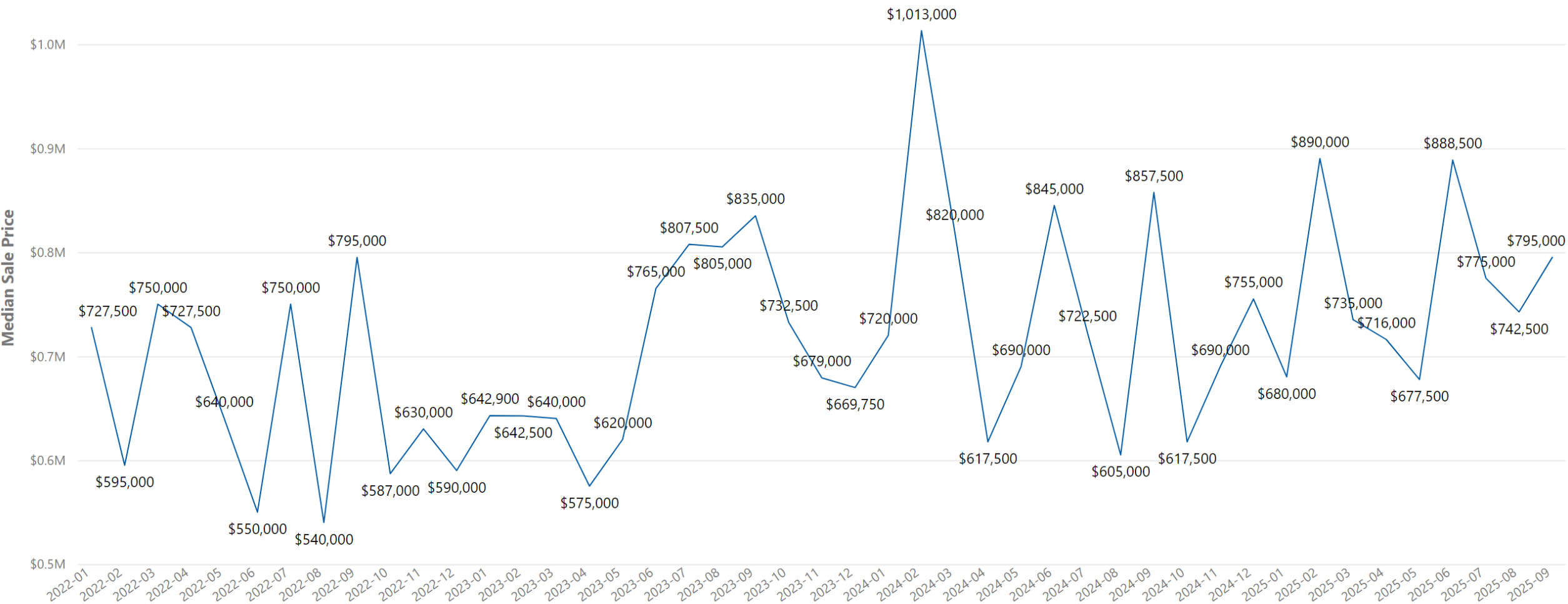
# Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Castroville	\$0	\$1,079,500	-100%
Chualar	\$0	\$1,450,000	-100%
Del Rey Oaks	\$0	\$980,000	-100%
Gonzales	\$0	\$618,000	-100%
Spreckels	\$0	\$850,000	-100%
Royal Oaks	\$932,500	\$1,175,000	-21%
Seaside	\$683,000	\$830,000	-18%
Pacific Grove	\$1,359,000	\$1,555,000	-13%
Salinas	\$780,000	\$815,000	-4%
Marina	\$792,000	\$816,000	-3%
Soledad	\$640,000	\$645,000	-1%



# Monterey County - Median Sale Price

CountyName ● Monterey



# Monterey County - Increased Median Price

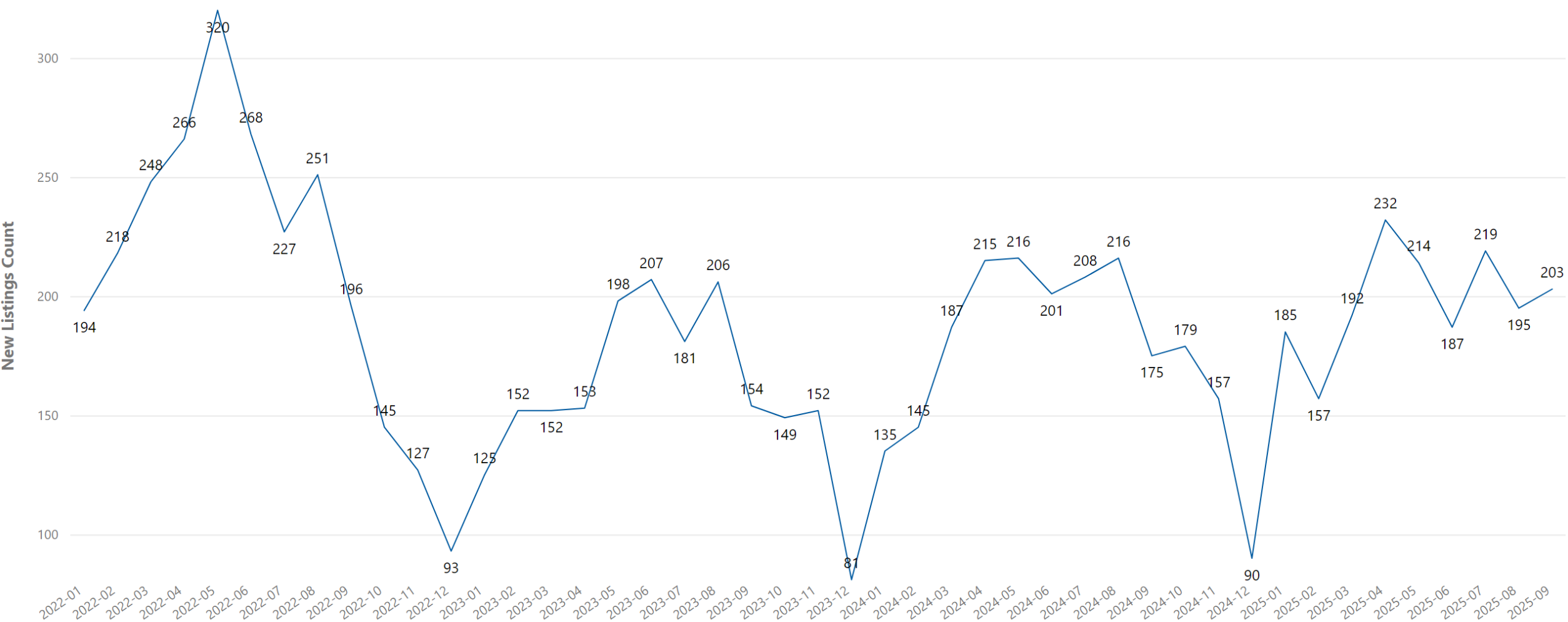
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Carmel Valley	\$900,000	\$0	N/A
East Garrison	\$850,000	\$0	N/A
Marina	\$409,000	\$0	N/A
Moss Landing	\$2,100,000	\$0	N/A
Pebble Beach	\$3,750,000	\$0	N/A
Seaside	\$625,000	\$0	N/A
Salinas	\$594,778	\$460,000	29%

## Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
King City	\$0	\$315,000	-100%
Soledad	\$0	\$297,377	-100%
Carmel	\$795,000	\$1,115,000	-29%
Pacific Grove	\$875,000	\$1,200,000	-27%
Monterey	\$865,000	\$954,000	-9%

# Monterey County - New Listings

CountyName ● Monterey



# Monterey County - Increased New Listings

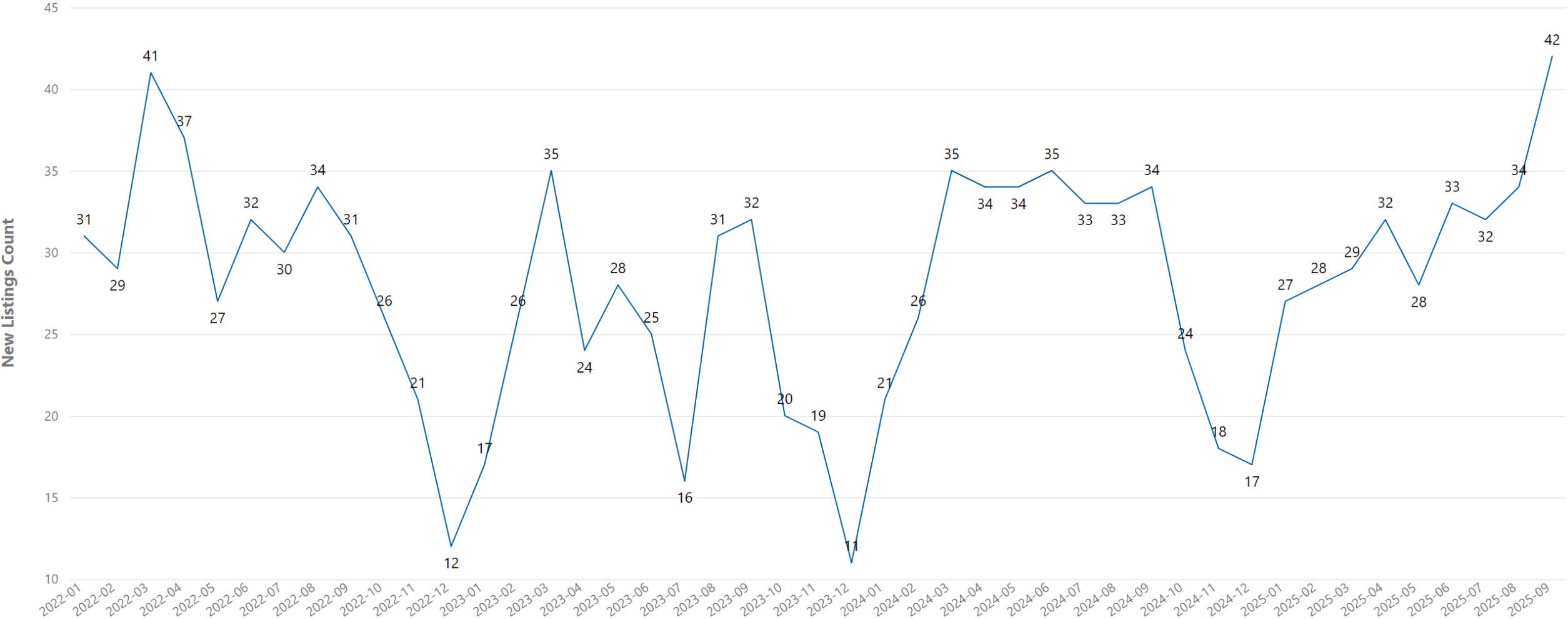
City	New Listings This Year	New Listings Last Year	% New Listings Change
Chualar	1	0	N/A
San Lucas	1	0	N/A
King City	6	2	200%
Big Sur	2	1	100%
Pacific Grove	15	9	67%
Gonzales	3	2	50%
Greenfield	6	4	50%
Royal Oaks	6	4	50%
Salinas	73	52	40%
Monterey	17	13	31%
Soledad	5	4	25%
Carmel	22	18	22%
Bradley	1	1	0%
Corral De Tierra	1	1	0%

# Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Aromas	1	2	-50%
Prunedale	1	2	-50%
Carmel Valley	11	15	-27%
Seaside	12	14	-14%
Marina	9	10	-10%
Pebble Beach	10	11	-9%

# Monterey County - New Listings

CountyName ● Monterey





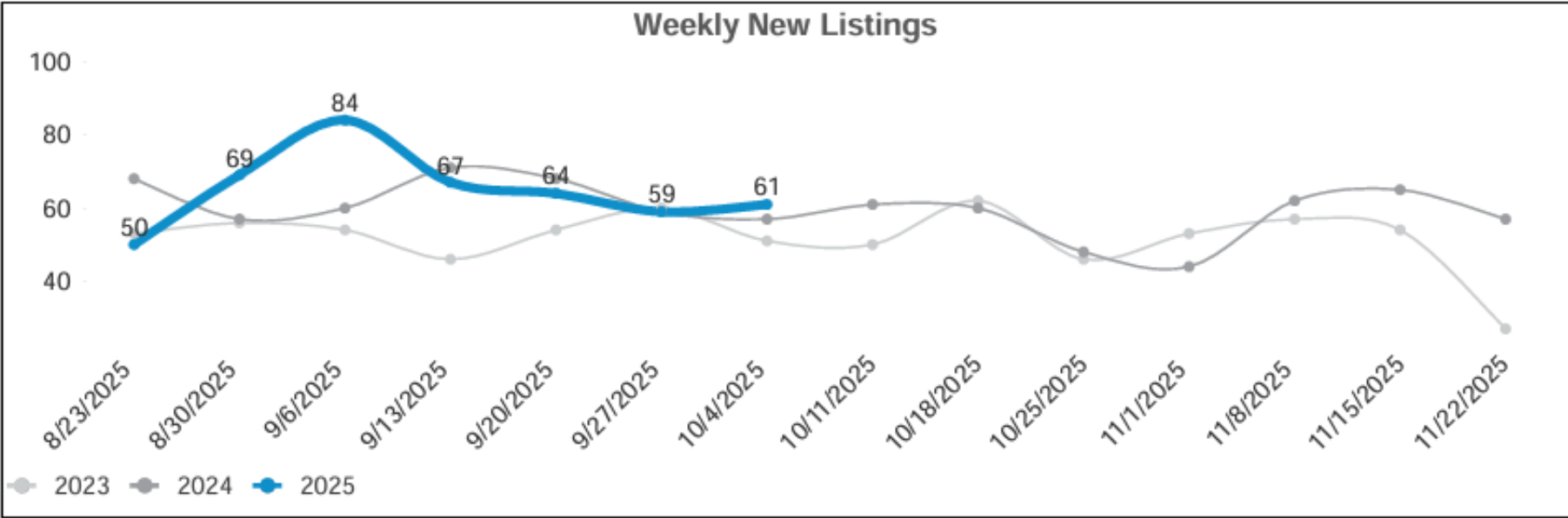
# Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Carmel Valley	1	0	N/A
East Garrison	1	0	N/A
Moss Landing	1	0	N/A
Soledad	2	0	N/A
Carmel	10	6	67%
Monterey	13	9	44%
Pacific Grove	2	2	0%
Salinas	9	9	0%

# Monterey County - Decreased New Listings

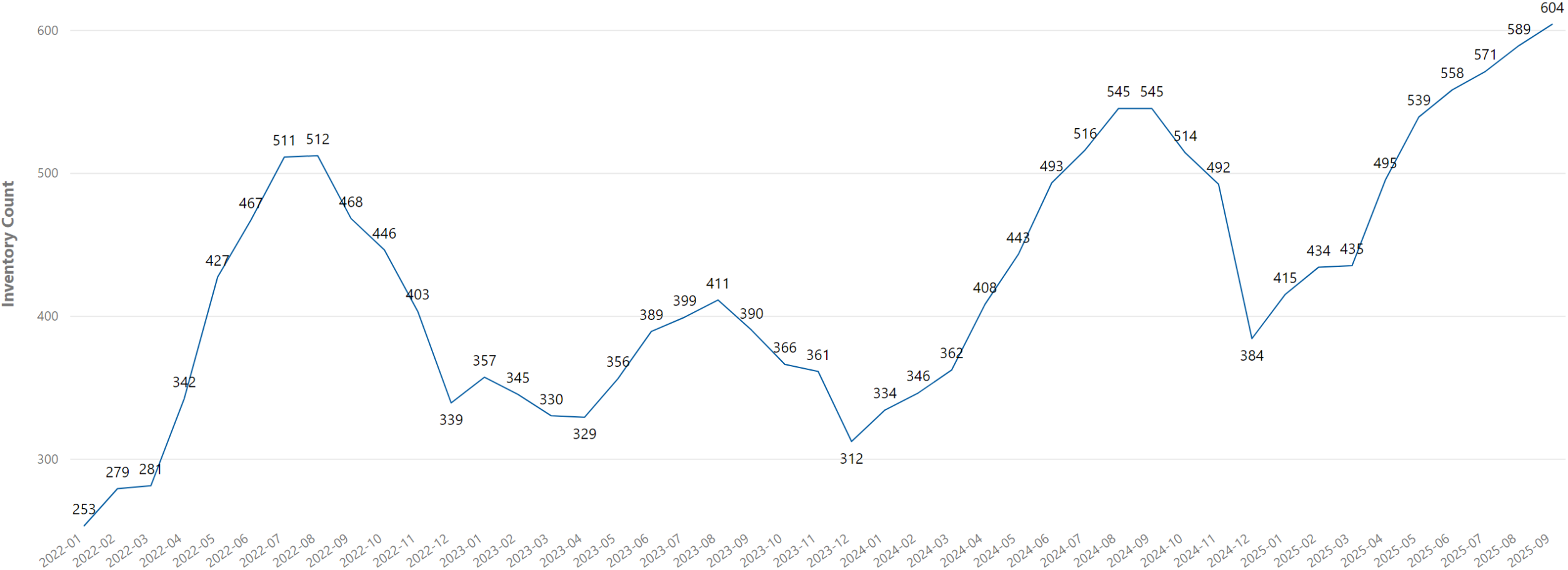
City	New Listings This Year	New Listings Last Year	% New Listings Change
Marina	1	4	-75%
Seaside	2	3	-33%

# Monterey County – New Listings Week Ending 10/04/2025



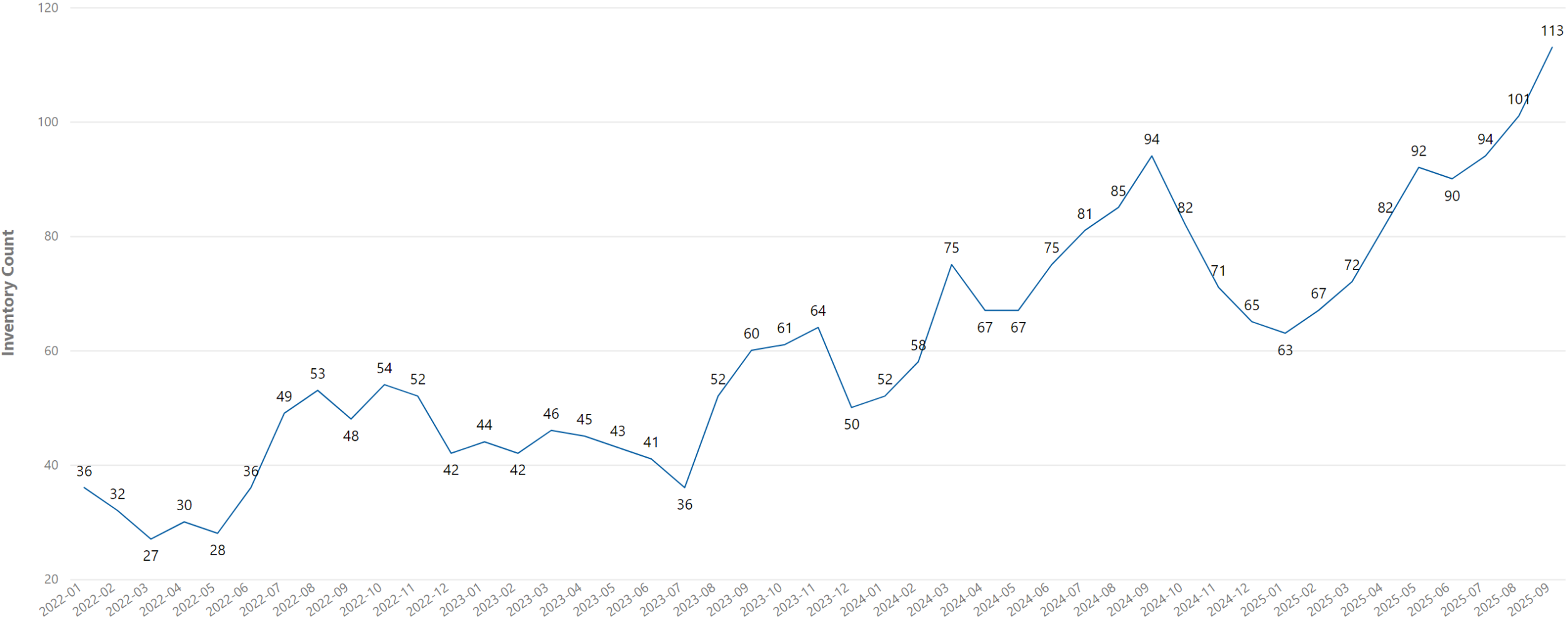
# Monterey County - Inventory

CountyName ● Monterey

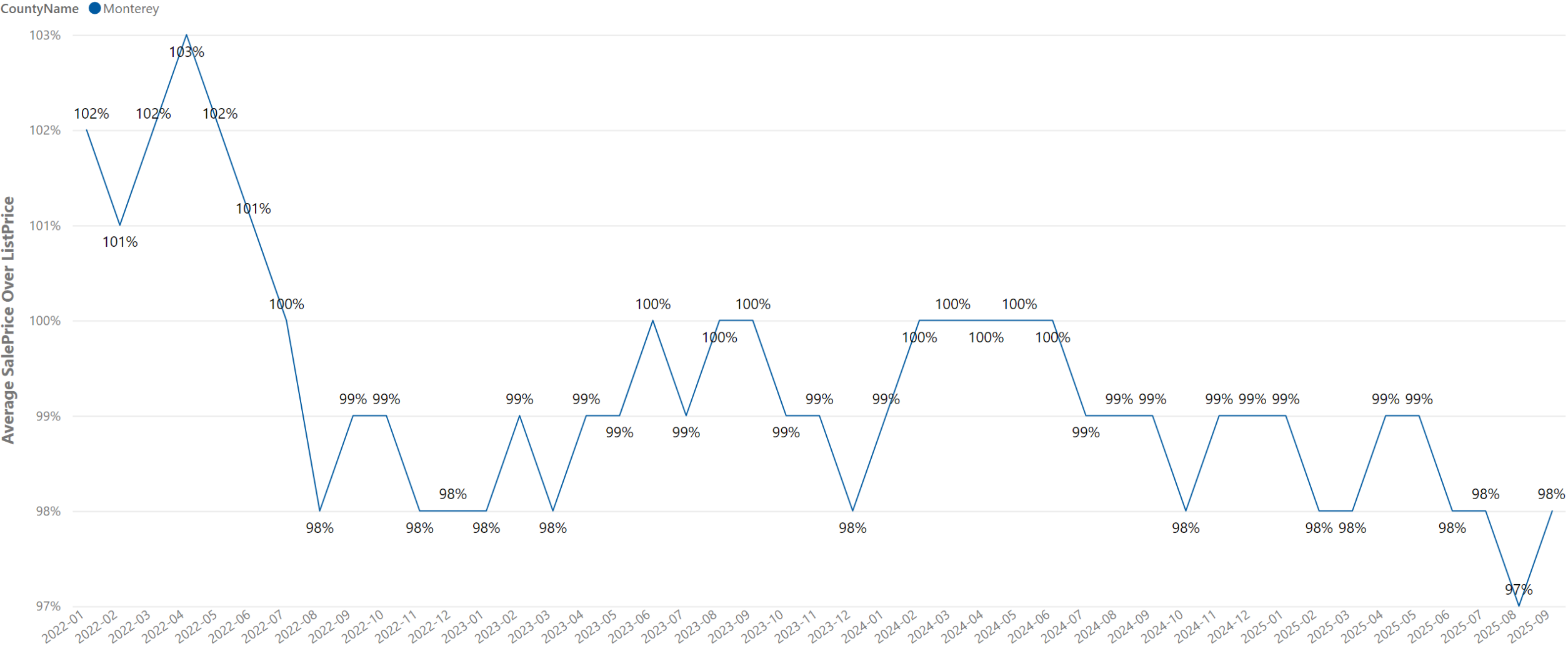


# Monterey County - Inventory

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
Big Sur	79%	0%	N/A
Prunedale	99%	0%	N/A
San Ardo	76%	0%	N/A
Moss Landing	96%	84%	14%
Royal Oaks	100%	94%	6%
Greenfield	104%	100%	4%
Carmel	96%	94%	2%
Pacific Grove	102%	100%	2%
Salinas	100%	99%	1%
Aromas	102%	101%	1%
Soledad	102%	101%	1%

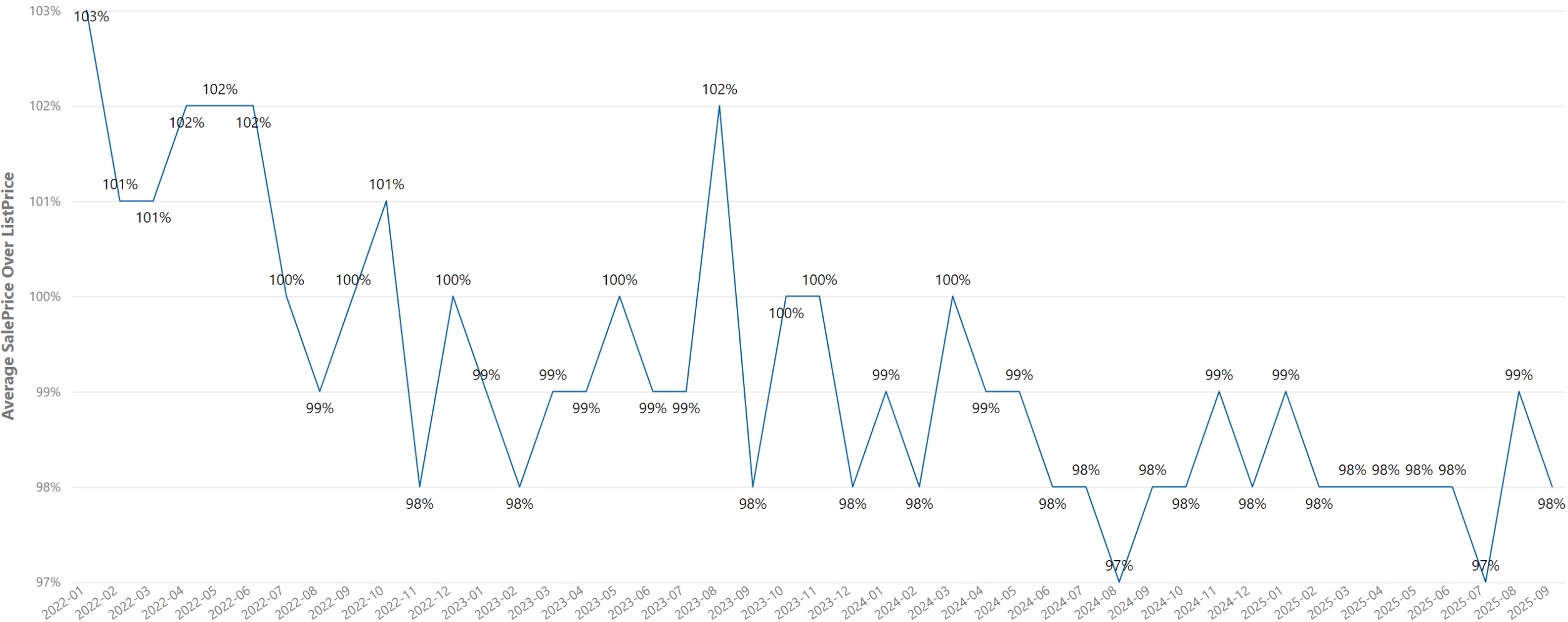


# Monterey County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Seaside	97%	103%	-6%
Carmel Valley	91%	95%	-4%
Monterey	95%	99%	-4%
Pebble Beach	94%	96%	-2%
King City	99%	100%	-1%
Marina	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
Carmel Valley	92%	0%	N/A
East Garrison	95%	0%	N/A
Marina	100%	0%	N/A
Moss Landing	95%	0%	N/A
Pebble Beach	98%	0%	N/A
Seaside	99%	0%	N/A
Pacific Grove	100%	97%	3%
Carmel	98%	98%	0%
Salinas	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%	98%	-1%

# Thank You

