



Monterey County

Real Estate Market Minute | September 2025

Monterey County -Residential - Single Family 2025 vs 2024

=18

Median Days on Market
Compared to 18



\$1.1M

Median Price
Compared to \$905.0K

↑ 151

Closed Sales
Compared to 145

↓ 195

New Listings
Compared to 216

↓ 97%

Sale to List Price Ratio
Compared to 99%

Monterey County -Residential - Common Interest 2025 vs 2024

↑ 43

Median Days on Market
Compared to 23



\$795.0K

Median Price
Compared to \$605.0K

↓ 23

Closed Sales
Compared to 24

↑ 34

New Listings
Compared to 33

↑ 99%

Sale to List Price Ratio
Compared to 97%

August 2025 Market Trends

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

Market Trends – August 2025 in Monterey County

Market Trend 1

Whereas median prices were mixed around the Bay Area, Monterey saw increases in the common interest and single family market in August with the latter up 20% since May.

Market Trend 2

Common interest inventory marked a three plus year high with new listings and closed sales also increasing. The single family market saw inventory increase, but declines in new listings and closed sales.

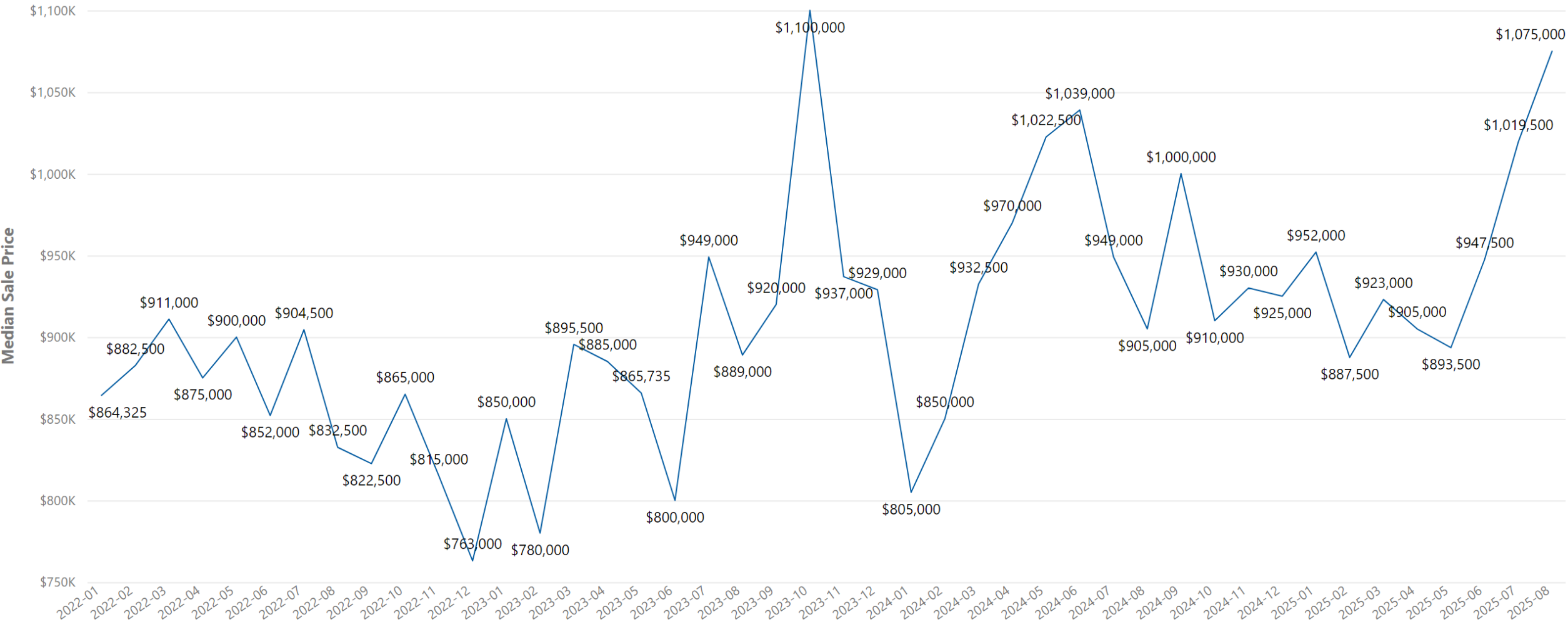
Market Trend 3

Common interest sellers were likely pleased with an increased sale to list price ratio and decreased DOM. Whereas the single family market data was capped by an unusually low sale to list price ratio.

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

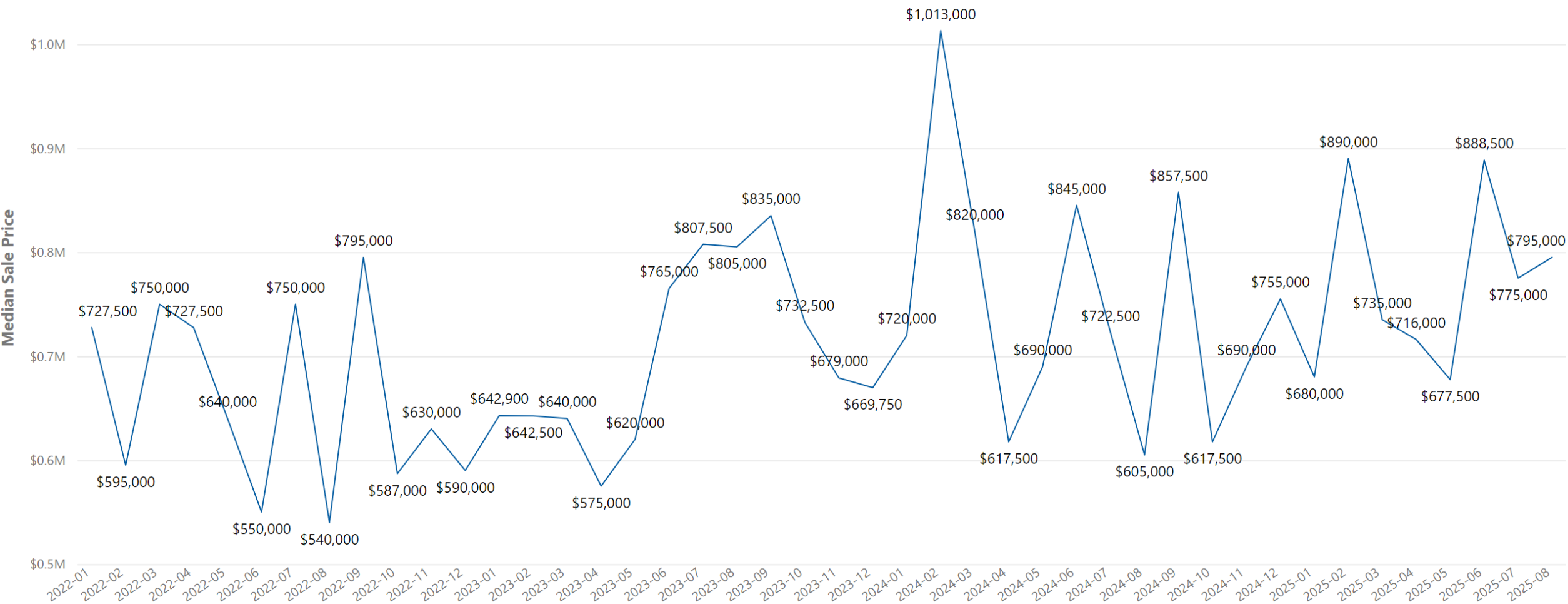
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Chualar	\$575,000	\$0	N/A
Del Rey Oaks	\$882,000	\$0	N/A
Corral De Tierra	\$1,615,000	\$1,075,000	50%
Castroville	\$945,000	\$647,500	46%
Marina	\$1,225,000	\$857,500	43%
King City	\$839,500	\$615,000	37%
Royal Oaks	\$850,000	\$750,000	13%
Monterey	\$1,425,000	\$1,260,000	13%
Carmel	\$2,400,000	\$2,237,650	7%
Gonzales	\$675,000	\$630,000	7%
Seaside	\$910,000	\$862,500	6%
East Garrison	\$932,500	\$925,000	1%
Salinas	\$755,000	\$749,500	1%
Soledad	\$650,000	\$646,000	1%
Greenfield	\$557,000	\$554,500	0%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Spreckels	\$0	\$765,000	-100%
Watsonville	\$0	\$935,000	-100%
Prunedale	\$750,000	\$1,095,000	-32%
Pebble Beach	\$2,690,000	\$3,575,000	-25%
Pacific Grove	\$1,397,500	\$1,800,000	-22%
Big Sur	\$3,300,000	\$3,999,000	-17%
Carmel Valley	\$1,585,000	\$1,905,000	-17%

Monterey County - Median Sale Price

CountyName ● Monterey



Monterey County - Increased Median Price

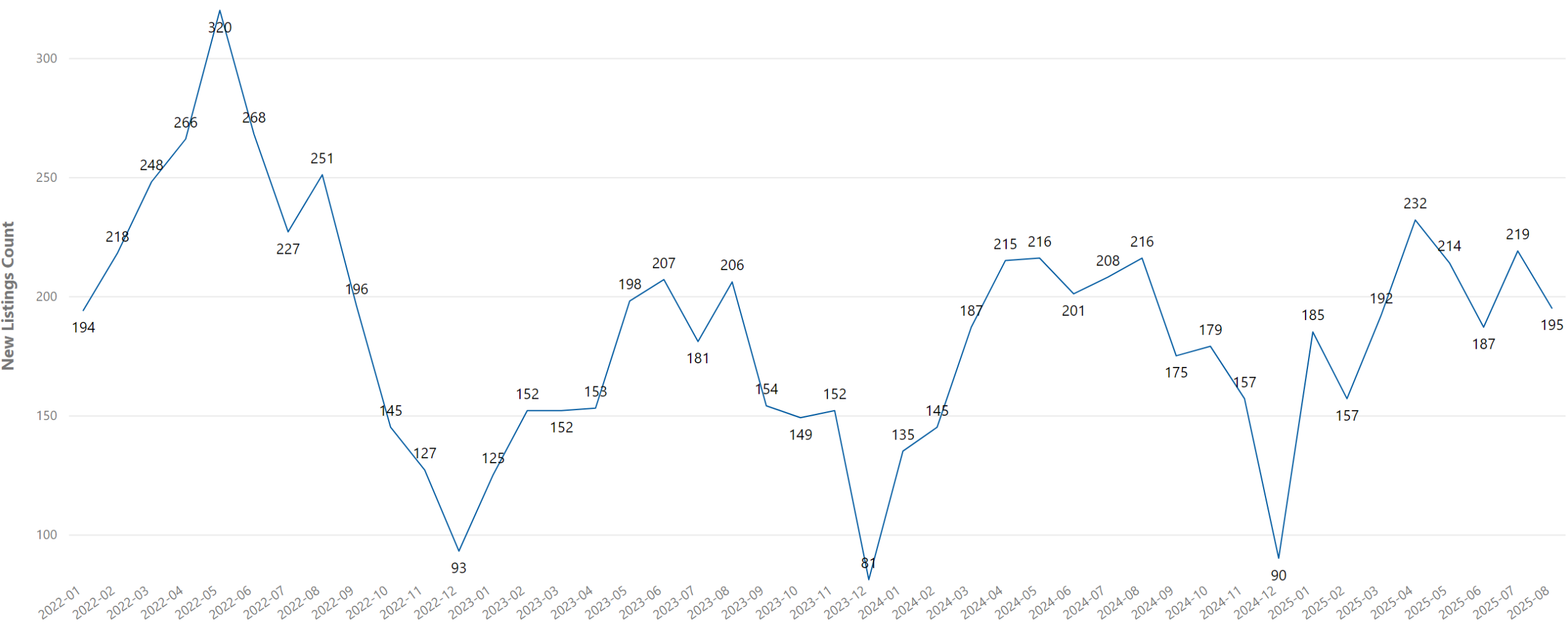
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Carmel Valley	\$1,251,000	\$0	N/A
Pacific Grove	\$950,000	\$0	N/A
Salinas	\$550,000	\$375,000	47%
Monterey	\$795,000	\$549,000	45%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Del Rey Oaks	\$0	\$685,000	-100%
King City	\$0	\$345,000	-100%
Carmel	\$950,000	\$1,025,000	-7%
Pebble Beach	\$1,205,000	\$1,225,000	-2%

Monterey County - New Listings

CountyName ● Monterey



Monterey County - Increased New Listings

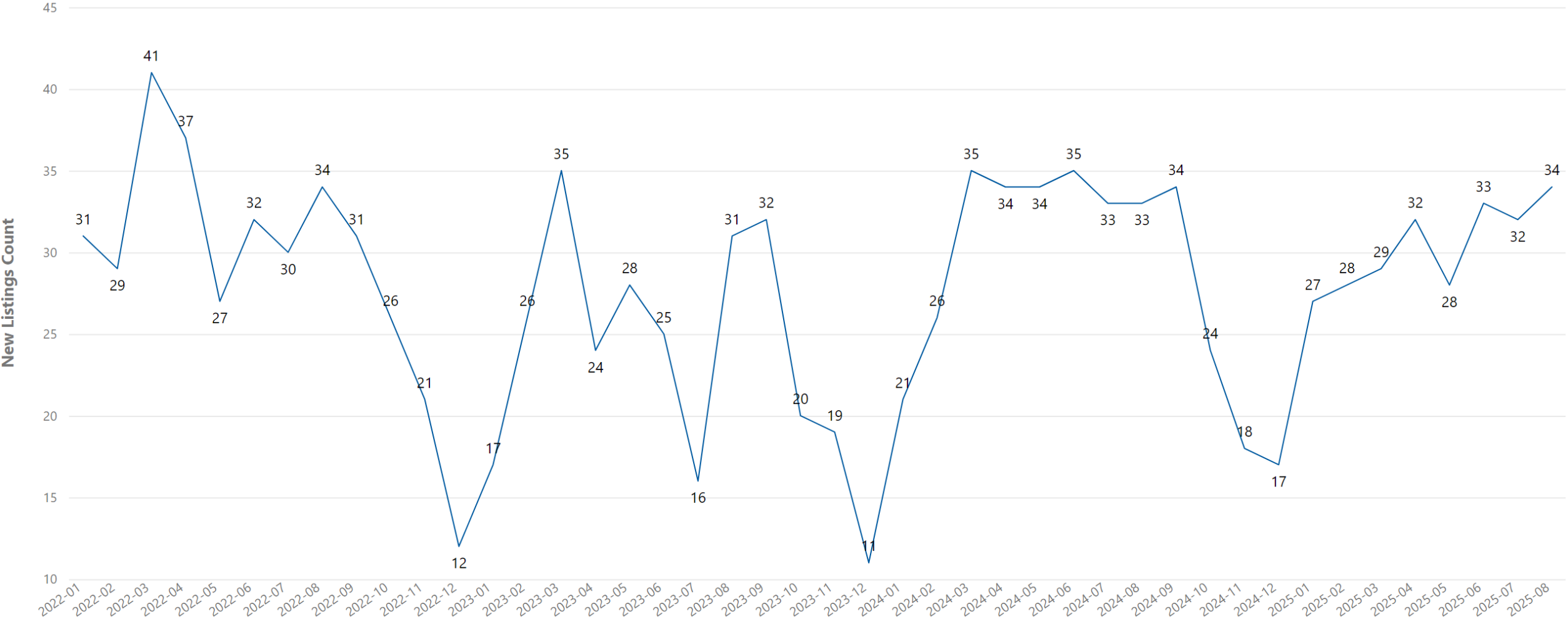
City	New Listings This Year	New Listings Last Year	% New Listings Change
Castroville	2	0	N/A
Moss Landing	2	0	N/A
Carmel Valley	11	6	83%
King City	8	5	60%
Soledad	8	5	60%
Seaside	17	12	42%
Big Sur	1	1	0%
Chualar	1	1	0%
Prunedale	1	1	0%
Monterey	15	15	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Marina	5	15	-67%
East Garrison	1	2	-50%
Gonzales	1	2	-50%
Pebble Beach	11	16	-31%
Greenfield	4	5	-20%
Pacific Grove	17	21	-19%
Carmel	24	29	-17%
Royal Oaks	5	6	-17%
Salinas	61	69	-12%

Monterey County - New Listings

CountyName ● Monterey



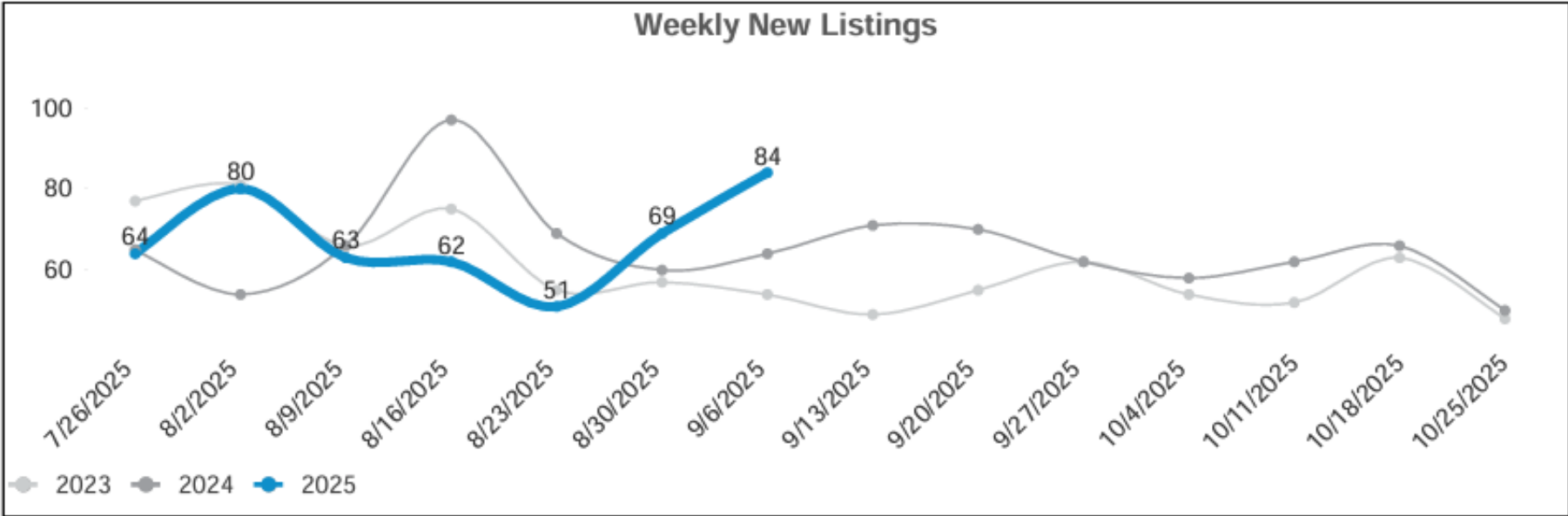
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
King City	1	0	N/A
Marina	1	0	N/A
Pebble Beach	3	0	N/A
Carmel Valley	2	1	100%
Salinas	12	7	71%
Pacific Grove	5	3	67%

Monterey County - Decreased New Listings

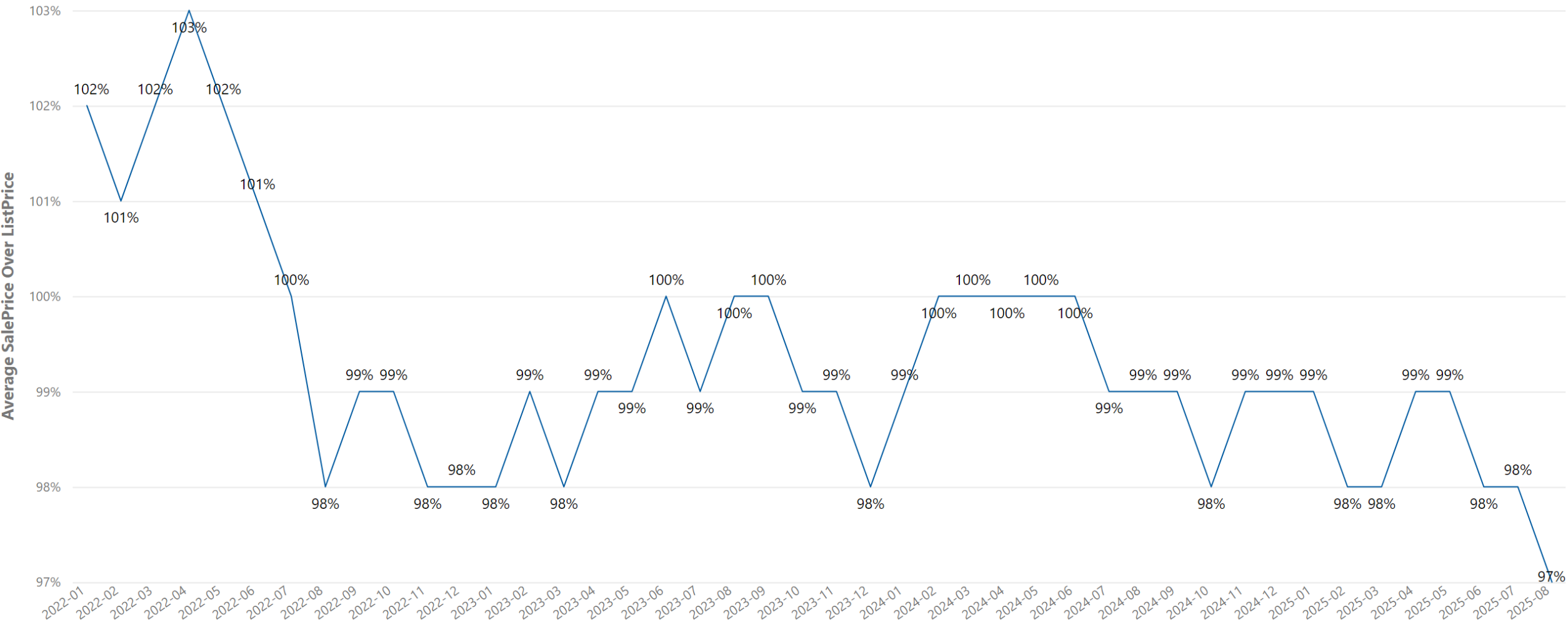
City	New Listings This Year	New Listings Last Year	% New Listings Change
Seaside	1	3	-67%
Carmel	4	10	-60%
Monterey	5	9	-44%

Monterey County – New Listings Week Ending 9/6/2025



Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



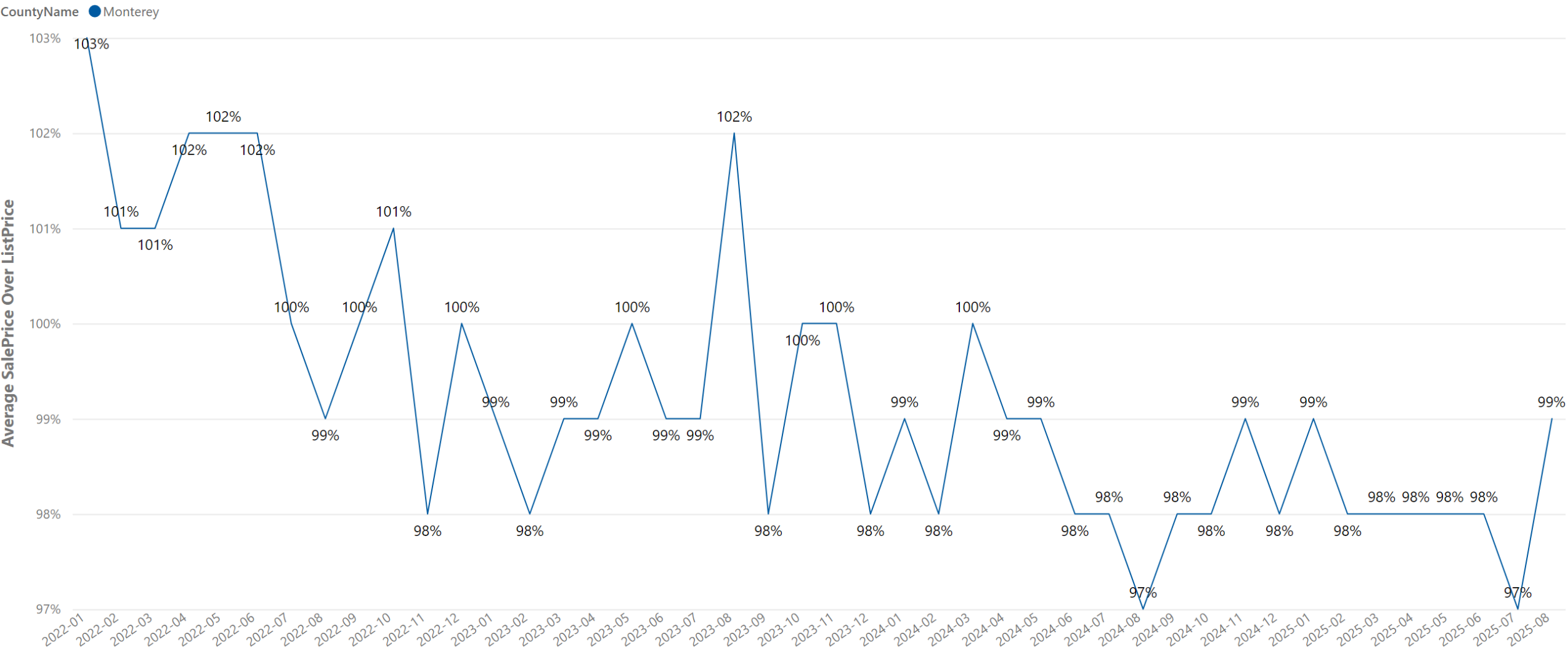
Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Chualar	100%	0%	N/A
Del Rey Oaks	98%	0%	N/A
Castroville	97%	89%	9%
Corral De Tierra	98%	91%	8%
Pebble Beach	95%	93%	2%
Greenfield	101%	99%	2%
Gonzales	102%	100%	2%
East Garrison	99%	99%	0%
Prunedale	100%	100%	0%
Soledad	101%	101%	0%

Monterey County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Big Sur	92%	100%	-8%
King City	95%	100%	-5%
Royal Oaks	97%	102%	-5%
Pacific Grove	99%	104%	-5%
Carmel	93%	96%	-3%
Seaside	96%	99%	-3%
Marina	97%	99%	-2%
Monterey	97%	99%	-2%
Salinas	98%	100%	-2%
Carmel Valley	96%	97%	-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	104%	0%	N/A
Pacific Grove	95%	0%	N/A
Pebble Beach	100%	96%	4%
Salinas	99%	96%	3%
Monterey	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
Carmel	97%	98%	-1%

Thank You

