



Monterey County

Market Minute Videos | February 2025

Monterey County – Single Family Market 2025 v. 2024

↓ 22

Median Days on Market
Compared to 26



\$939K

Median Price
Compared to \$805K

↑ 129

Closed Sales
Compared to 96

↑ 190

New Listings
Compared to 138

= 99%

Sale to List Price Ratio
Compared to 99%

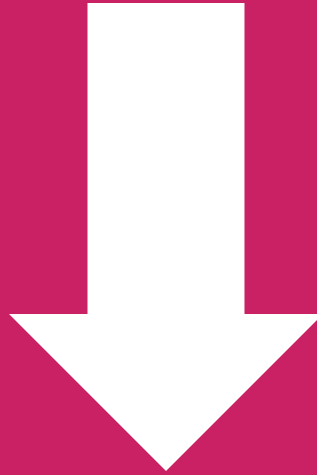
Monterey County – Common Interest Market 2025 v. 2024

↓ 12

Median Days on Market
Compared to 43

↑ 28

New Listings
Compared to 21



\$660K

Median Price
Compared to \$720K

↓ 21

Closed Sales
Compared to 19

= 99%

Sale to List Price Ratio
Compared to 99%



Monterey County

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

Monterey Real Estate Market Trends – January 2025

Market Trend 1

Compared to December, prices in the single family market increased, where common interest decreased.

Market Trend 2

Market activity is increasing with more new listings each week.

Market Trend 3

Competition is heating up in the common interest market, not as much in the single family market.

Data reliable but not guaranteed. MLSListings/Aculist cannot provide advice or make forward-looking statements about the real estate market.

Monterey Real Estate Market Trends – January 2025

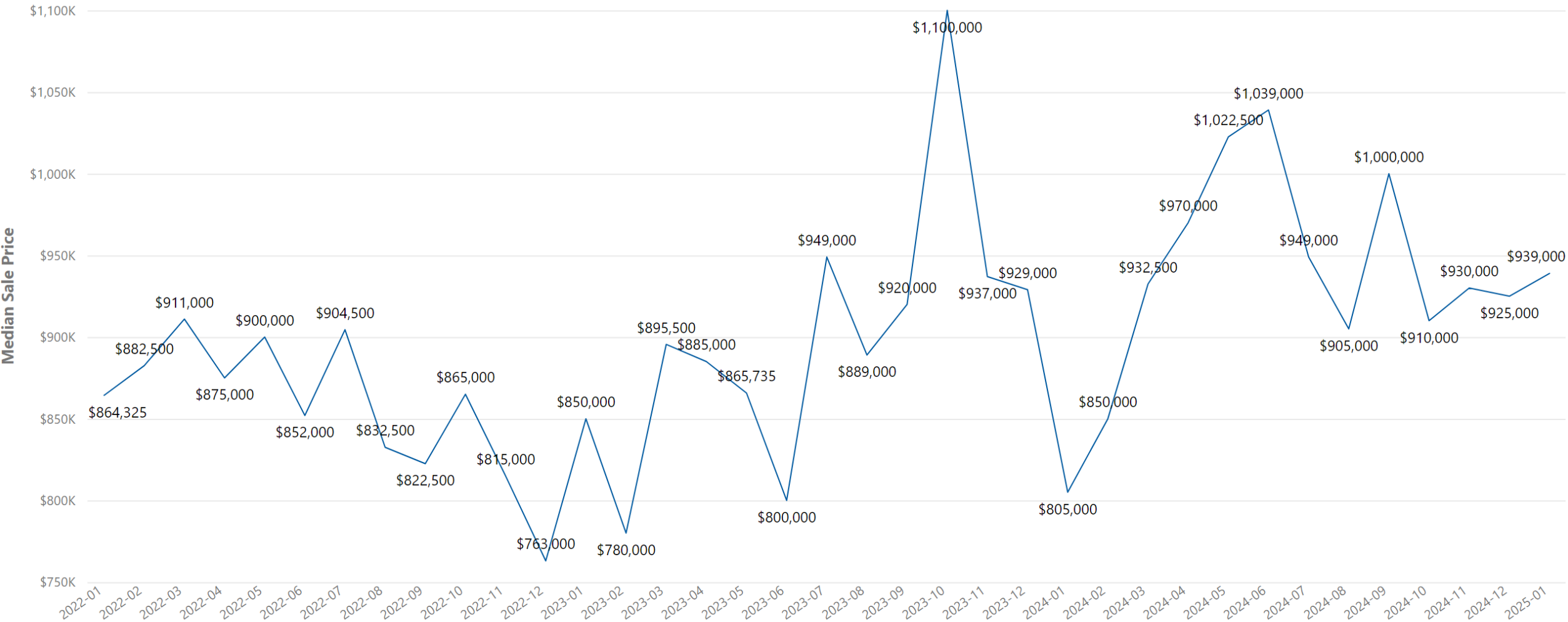
Market Trend 1

Compared to December, prices in the single family market increased, where common interest decreased.

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Monterey County - Median Sale Price

CountyName ● Monterey



Data as of 2/6/2025

Aculist@2025

Residential Single Family: 2022-2025

Monterey County - Increased Median Price

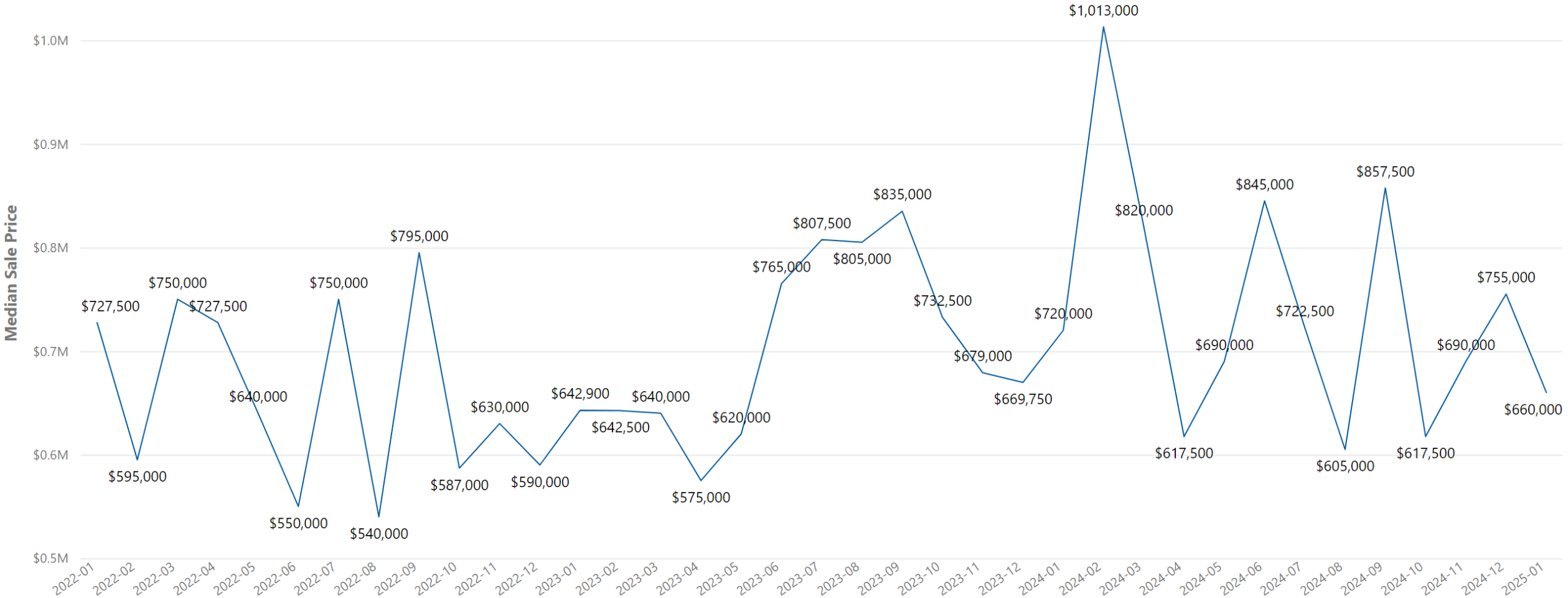
City	Median Sale Price	Median Sale Price Last Year	% Med Price Change
Aromas	\$937,500	\$0	N/A
Big Sur	\$3,500,000	\$0	N/A
Chualar	\$1,000,000	\$0	N/A
East Garrison	\$1,240,000	\$860,000	44%
Castroville	\$885,000	\$660,000	34%
Pebble Beach	\$3,650,000	\$2,800,000	30%
Corral De Tierra	\$3,100,000	\$2,379,000	30%
Greenfield	\$529,000	\$440,000	20%
Pacific Grove	\$1,337,500	\$1,150,000	16%
Salinas	\$795,000	\$701,000	13%
Carmel	\$2,879,465	\$2,550,000	13%
Monterey	\$1,299,000	\$1,287,500	1%
Seaside	\$752,000	\$750,000	0%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Gonzales	\$0	\$710,000	-100%
Spreckels	\$0	\$1,050,000	-100%
Carmel Valley	\$1,575,000	\$3,637,500	-57%
Royal Oaks	\$814,000	\$925,000	-12%
Marina	\$885,000	\$950,000	-7%
Soledad	\$575,000	\$587,500	-2%
King City	\$488,000	\$496,000	-2%

Monterey County - Median Sale Price

CountyName ● Monterey



Data as of 2/7/2025

Aculist@2025

Residential Common Interest: 2022-2025

Monterey County - Increased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Med Price Change
Marina	\$580,000	\$0	N/A
Seaside	\$690,000	\$0	N/A
Monterey	\$643,000	\$560,000	15%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Soledad	\$0	\$348,670	-100%
Carmel Valley	\$880,000	\$1,650,000	-47%
Pebble Beach	\$700,000	\$959,250	-27%
Carmel	\$1,105,000	\$1,300,000	-15%
Salinas	\$565,000	\$620,000	-9%

Monterey Real Estate Market Trends – January 2025

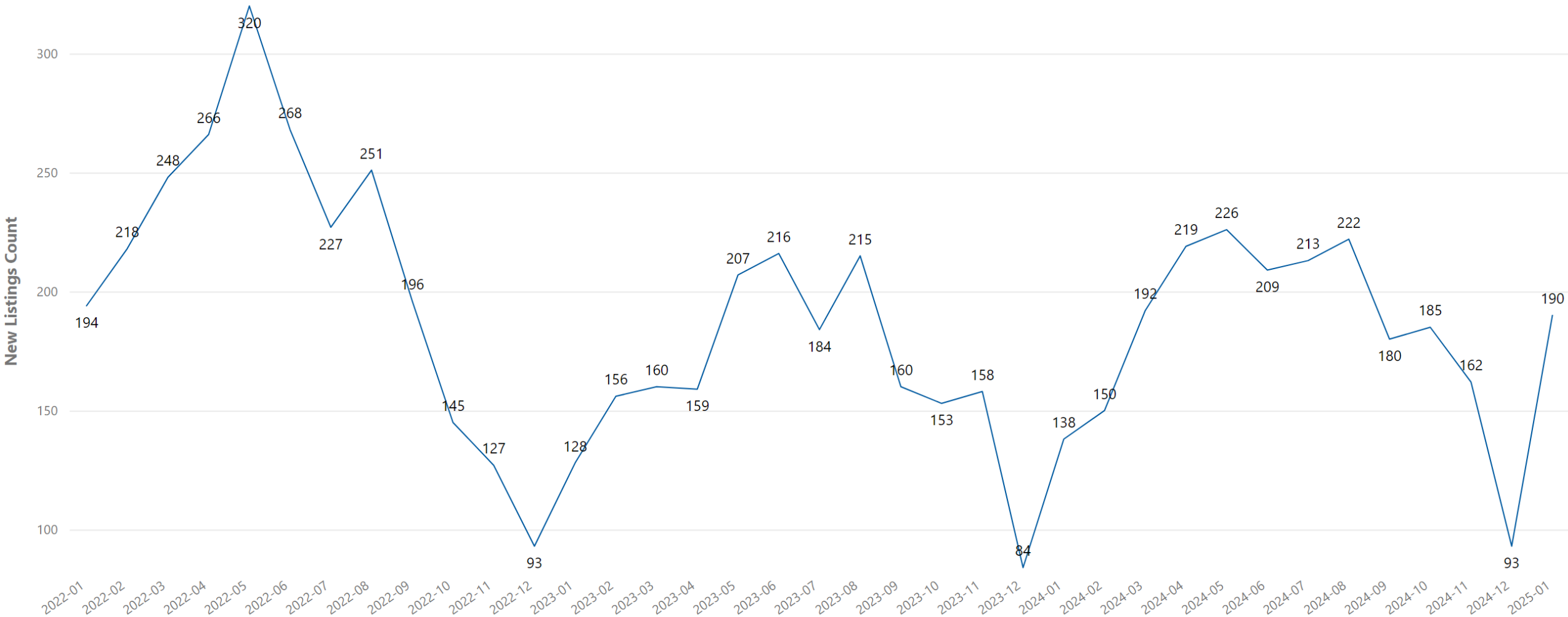
Market Trend 2

Market activity is increasing with more new listings each week.

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Monterey County - New Listings

CountyName ● Monterey



Data as of 2/6/2025

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Residential Single Family: 2022-2025

Monterey County - Increased New Listings

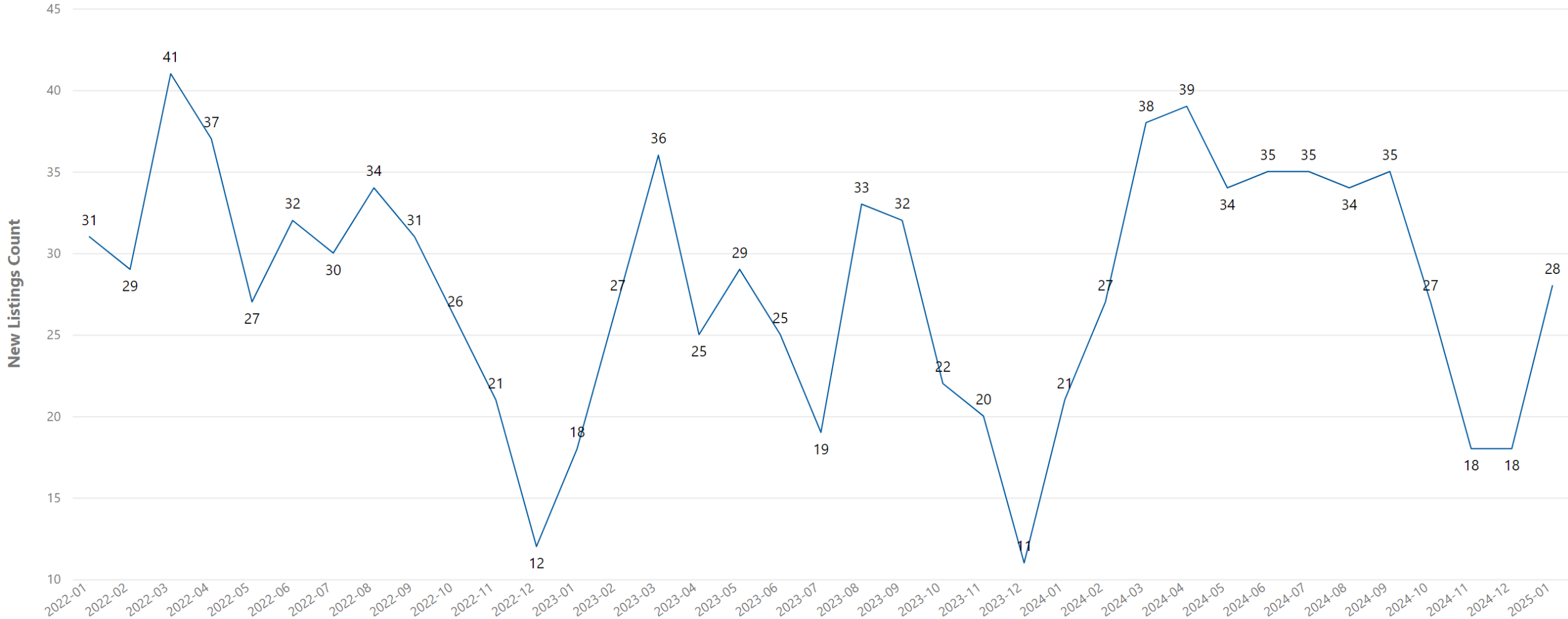
City	New Listings This Year	New Listings Last Year	% New Listings Change
Corral De Tierra	1	0	N/A
San Ardo	1	0	N/A
Pacific Grove	13	3	333%
Seaside	13	6	117%
Pebble Beach	13	7	86%
King City	9	5	80%
Marina	14	8	75%
Salinas	65	39	67%
Carmel	22	17	29%
Greenfield	7	6	17%
Carmel Valley	9	8	13%
Aromas	1	1	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Spreckels	1	2	-50%
Royal Oaks	3	6	-50%
Soledad	4	5	-20%
Monterey	14	15	-7%

Monterey County - New Listings

CountyName ● Monterey



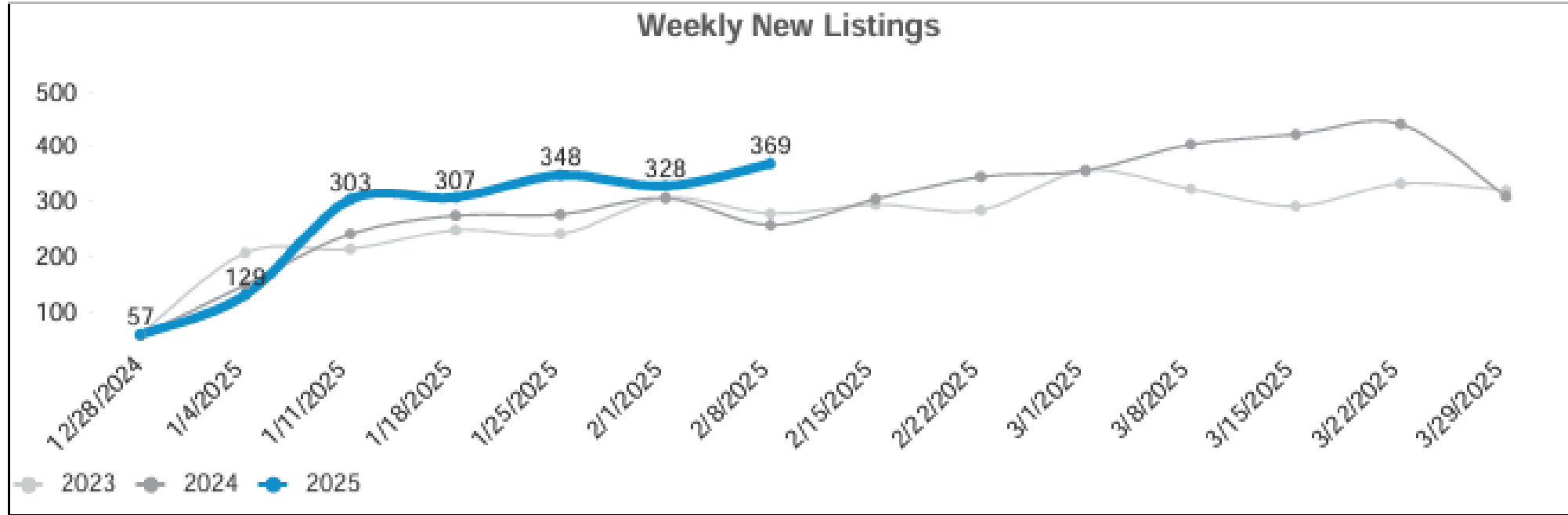
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Pacific Grove	5	2	150%
Marina	2	1	100%
Salinas	8	4	100%
Carmel	10	8	25%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Monterey	3	4	-25%

Monterey County – New Listings Week Ending 2/8/2025



Monterey Real Estate Market Trends – January 2025

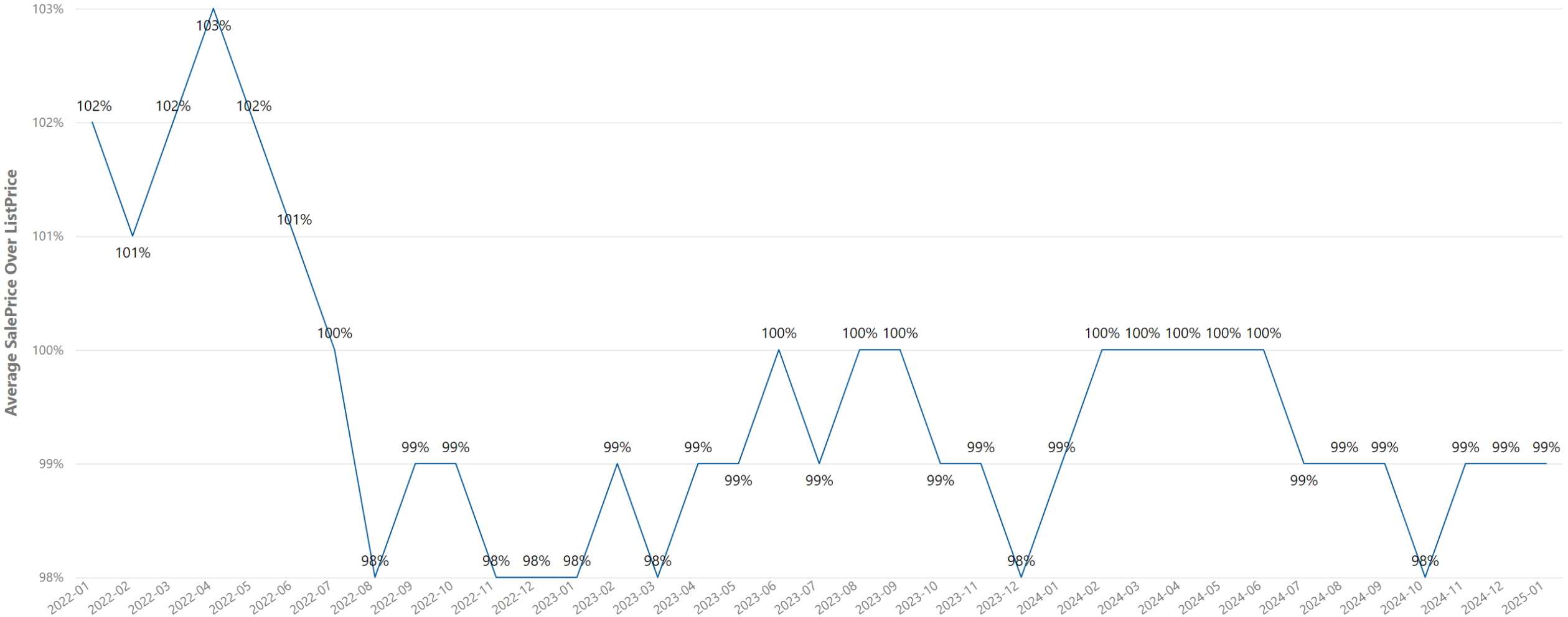
Market Trend 3

Competition is heating up in the common interest market, not as much in the single family market.

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Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Data as of 2/6/2025

Aculist@2025

Residential Single Family: 2022-2025

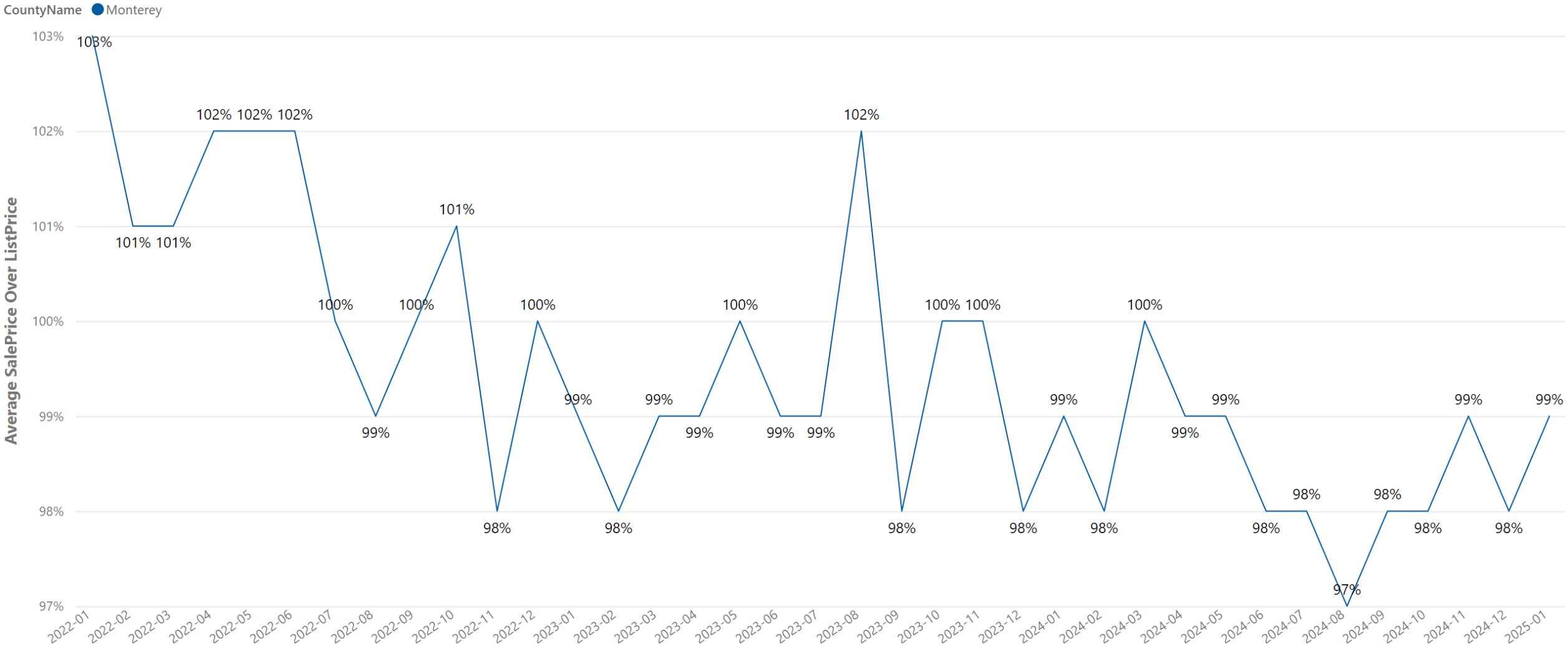
Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last year	% Sale Over List Price Change
Aromas	98%	0%	N/A
Big Sur	88%	0%	N/A
Chualar	91%	0%	N/A
Monterey	105%	99%	6%
Corral De Tierra	100%	95%	5%
Greenfield	103%	99%	4%
Pacific Grove	96%	93%	3%
Pebble Beach	100%	97%	3%
Carmel	96%	95%	1%
Salinas	100%	99%	1%
Castroville	101%	101%	0%
East Garrison	99%	99%	0%
Marina	99%	99%	0%
Soledad	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
Carmel Valley	93%	101%	-8%
Royal Oaks	97%	100%	-3%
King City	98%	101%	-3%
Seaside	98%	101%	-3%

Monterey County - Average Sale Price Over List Price



Data as of 2/7/2025

Aculist@2025

Residential Common Interest: 2022-2025

Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last year	% Sale Over List Price Change
Marina	100%	0%	N/A
Seaside	100%	0%	N/A
Monterey	100%	99%	1%
Salinas	100%	99%	1%
Carmel Valley	98%	97%	1%
Carmel	98%	98%	0%

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	92%	100%	-8%

Thank You

