



# Monterey County

Real Estate Market Minute | April 2026

# Monterey County - Residential - Single Family 2025 vs 2026

↓ 17

Median Days on Market  
Compared to 18

↑ 154

Closed Sales  
Compared to 131

↓

\$903.5K

Median Price  
Compared to \$923.0K

↓ 190

New Listings  
Compared to 192

= 98%

Sale to List Price Ratio  
Compared to 98%

# Monterey County - Residential - Common Interest 2025 vs 2026

↑ 35

Median Days on Market  
Compared to 23



\$662.0K

Median Price  
Compared to \$735.0K

↑ 32

Closed Sales  
Compared to 15

↑ 35

New Listings  
Compared to 29

= 98%

Sale to List Price Ratio  
Compared to 98%

# March 2026 Market Trends

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

# Market Trends – March 2026 in Monterey County

## Pricing Trends

Although there could be an expected seasonal uptick in median prices from February to March, Monterey does not always follow the trend. However, this year the median price increased for both single family and common interest markets.

## Transactional Trends

While transactions increased in many markets, gains were uneven and decreased year over year in a few coastal communities. Heading into the peak spring season, New Listings and inventory levels remain a key factor to keep an eye on.

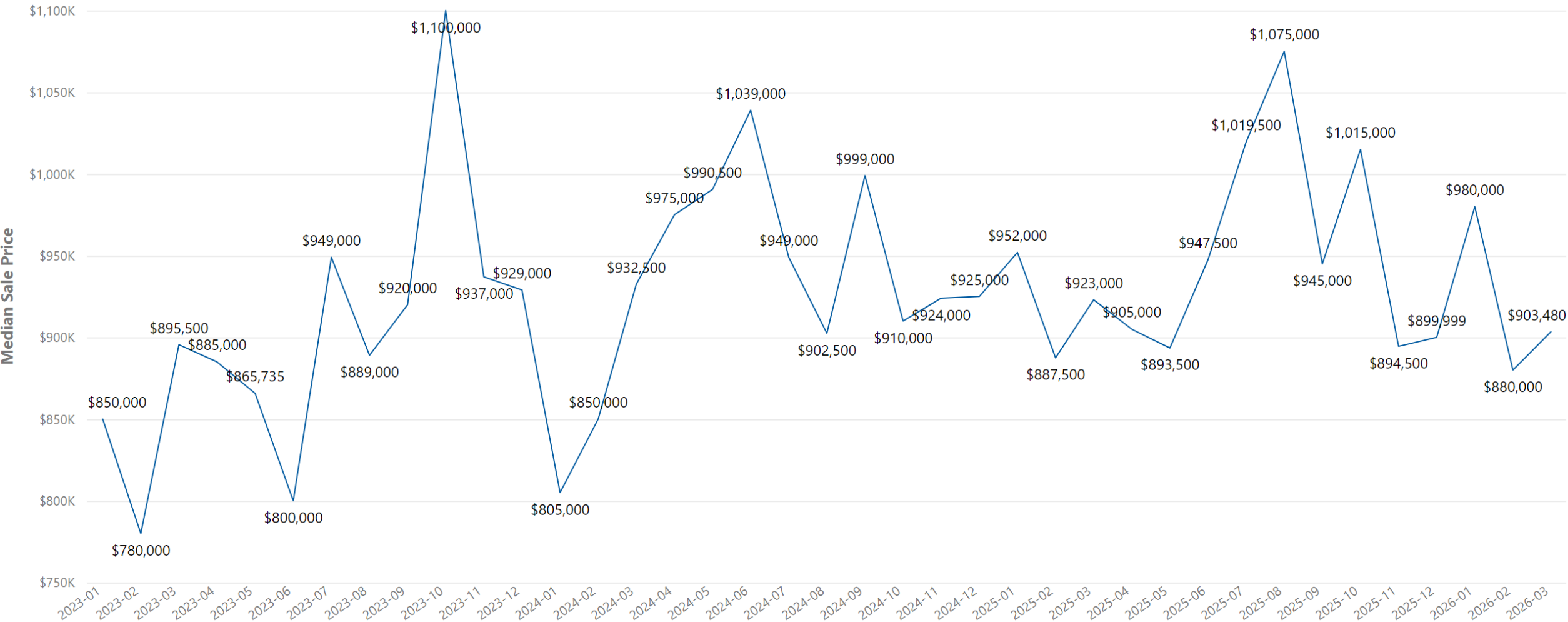
## Market Competition

Often one of the most competitive times of year, though not without exceptions, especially in such a diverse county. Days on Market (DOM) decreased as did sale to list in the single family market, in common interest there was a significant increase in DOM.

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



Data as of 4/7/2026

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Residential Single Family: 2023-2026

# Monterey County - Increased Median Price

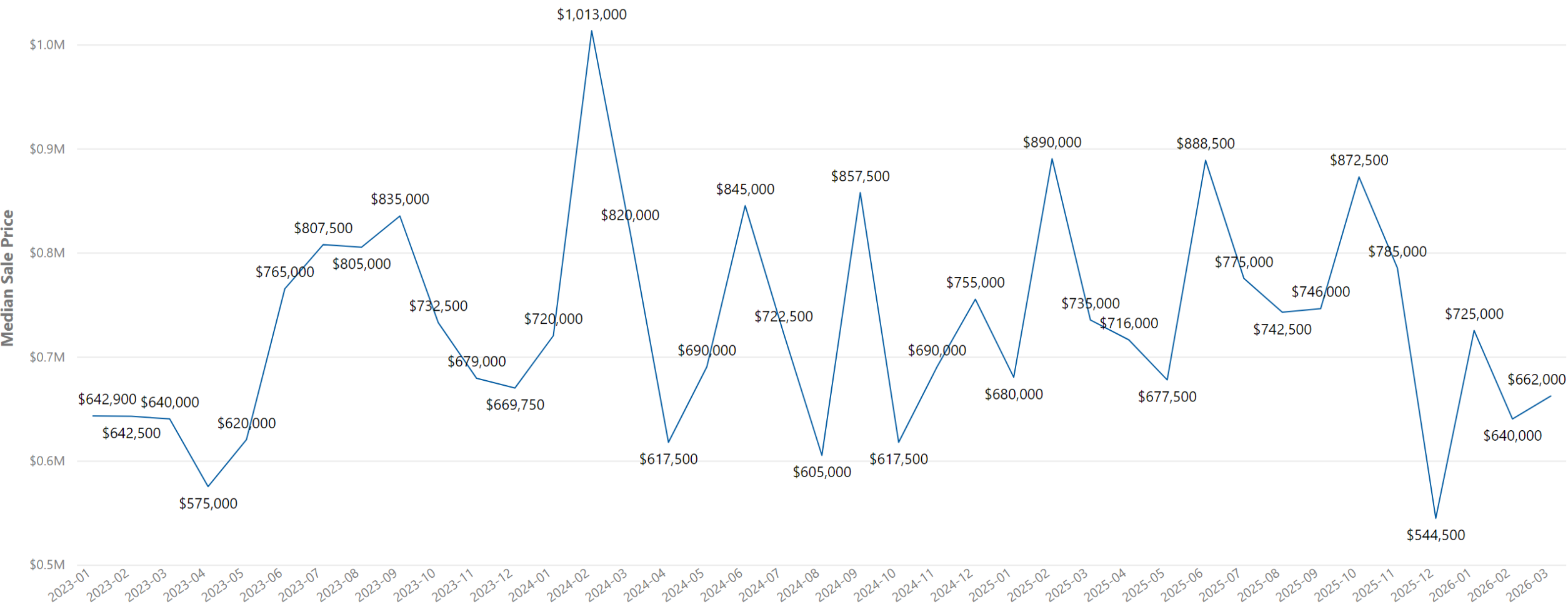
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Big Sur	\$5,150,000	\$0	N/A
East Garrison	\$967,500	\$0	N/A
Prunedale	\$850,000	\$0	N/A
Watsonville	\$2,200,000	\$625,000	252%
Carmel	\$3,347,500	\$2,500,000	34%
Soledad	\$730,000	\$645,500	13%
Greenfield	\$589,000	\$555,500	6%
King City	\$530,477	\$507,000	5%
Seaside	\$851,500	\$820,000	4%
Salinas	\$809,500	\$807,000	0%
Pebble Beach	\$2,660,000	\$2,660,000	0%

# Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Aromas	\$0	\$1,900,000	-100%
Carmel Valley	\$1,600,000	\$2,566,500	-38%
Monterey	\$1,150,000	\$1,492,500	-23%
Royal Oaks	\$999,000	\$1,224,150	-18%
Pacific Grove	\$1,447,500	\$1,548,000	-6%
Marina	\$905,000	\$950,000	-5%

# Monterey County - Median Sale Price

CountyName ● Monterey



# Monterey County - Increased Median Price

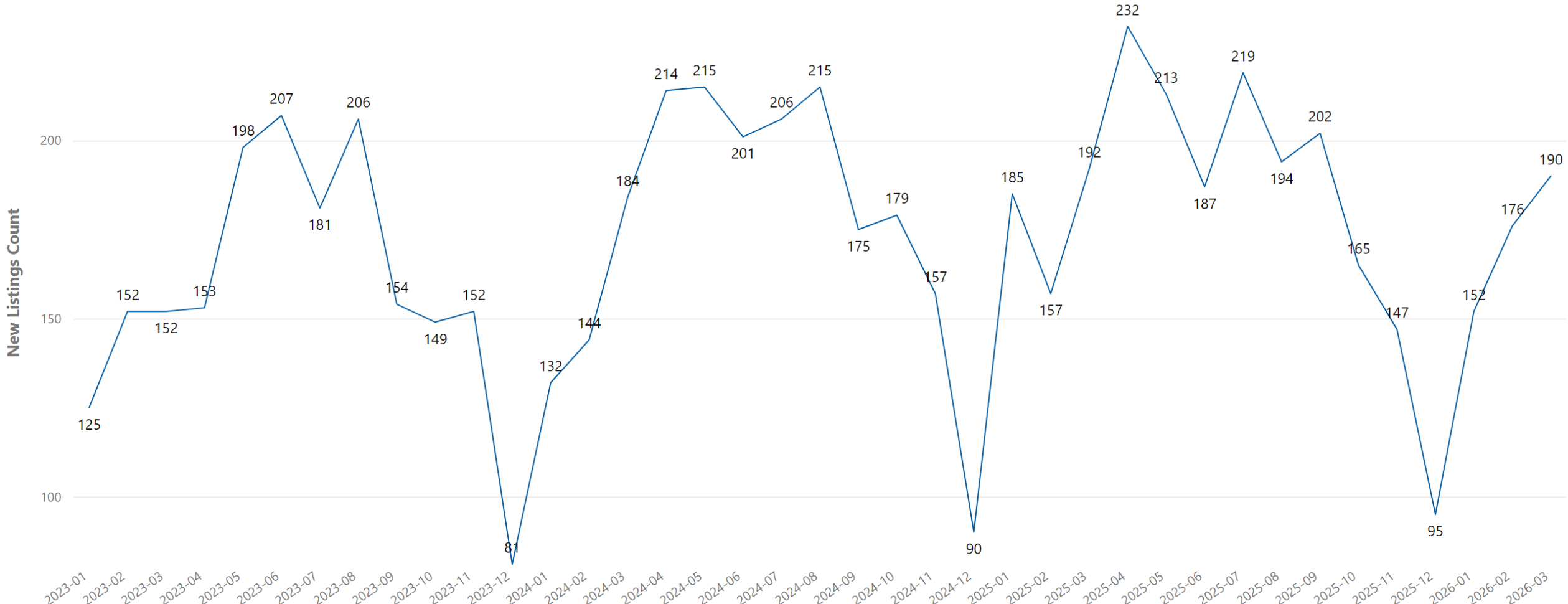
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Pacific Grove	\$1,320,000	\$0	N/A
Soledad	\$540,000	\$259,990	108%
Carmel	\$1,290,000	\$1,014,500	27%
Marina	\$579,500	\$523,250	11%
Salinas	\$475,000	\$440,000	8%

# Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Monterey	\$483,000	\$735,000	-34%
Pebble Beach	\$1,140,000	\$1,300,000	-12%

# Monterey County - New Listings

CountyName ● Monterey



Data as of 4/7/2026

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Residential Single Family: 2023-2026

# Monterey County - Increased New Listings

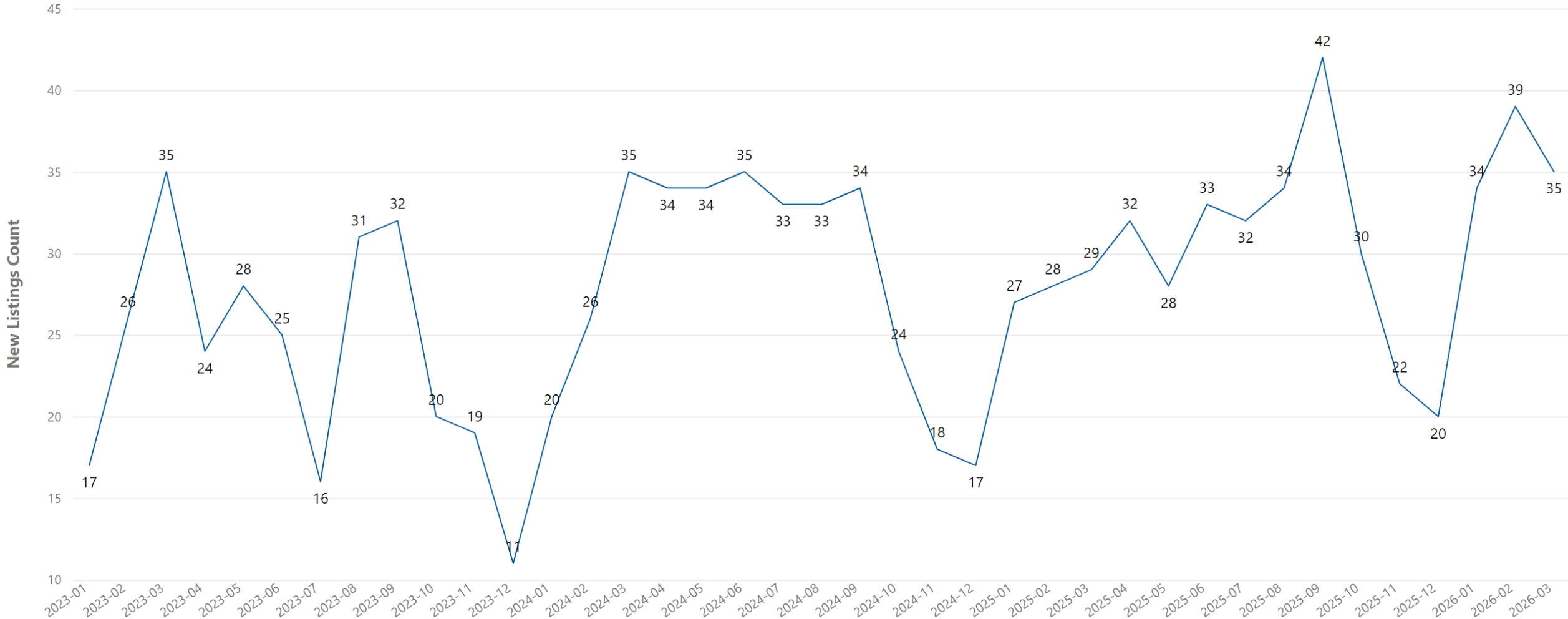
City	New Listings This Year	New Listings Last Year	% New Listings Change
Del Rey Oaks	1	0	N/A
Gonzales	2	0	N/A
Moss Landing	2	0	N/A
Aromas	4	0	N/A
Corral De Tierra	4	1	300%
East Garrison	6	2	200%
Carmel Valley	13	8	63%
Royal Oaks	3	2	50%
Marina	15	10	50%
Pacific Grove	15	11	36%
Seaside	14	12	17%
Monterey	17	15	13%
Watsonville	1	1	0%
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%
Big Sur	1	3	-67%
Carmel	13	25	-48%
Pebble Beach	9	14	-36%
Soledad	6	8	-25%
Salinas	58	67	-13%

# Monterey County - New Listings

CountyName ● Monterey



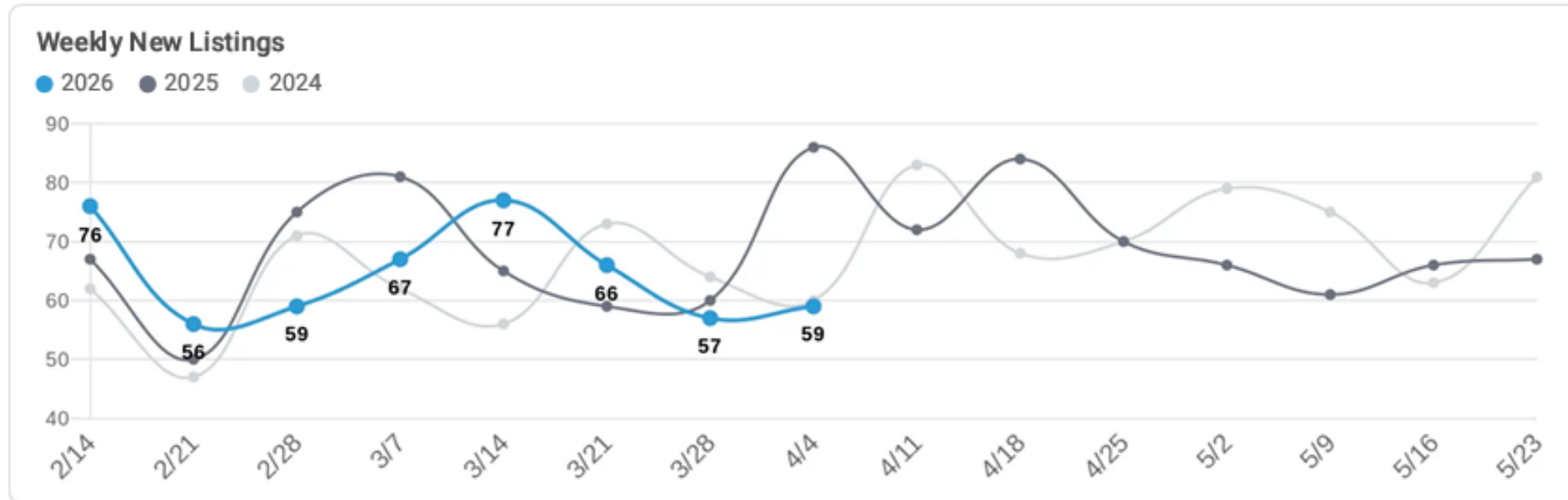
# Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Del Rey Oaks	1	0	N/A
Soledad	1	0	N/A
Marina	8	1	700%
Salinas	7	5	40%
Pebble Beach	1	1	0%
Monterey	5	5	0%
Carmel	11	11	0%

# Monterey County - Decreased New Listings

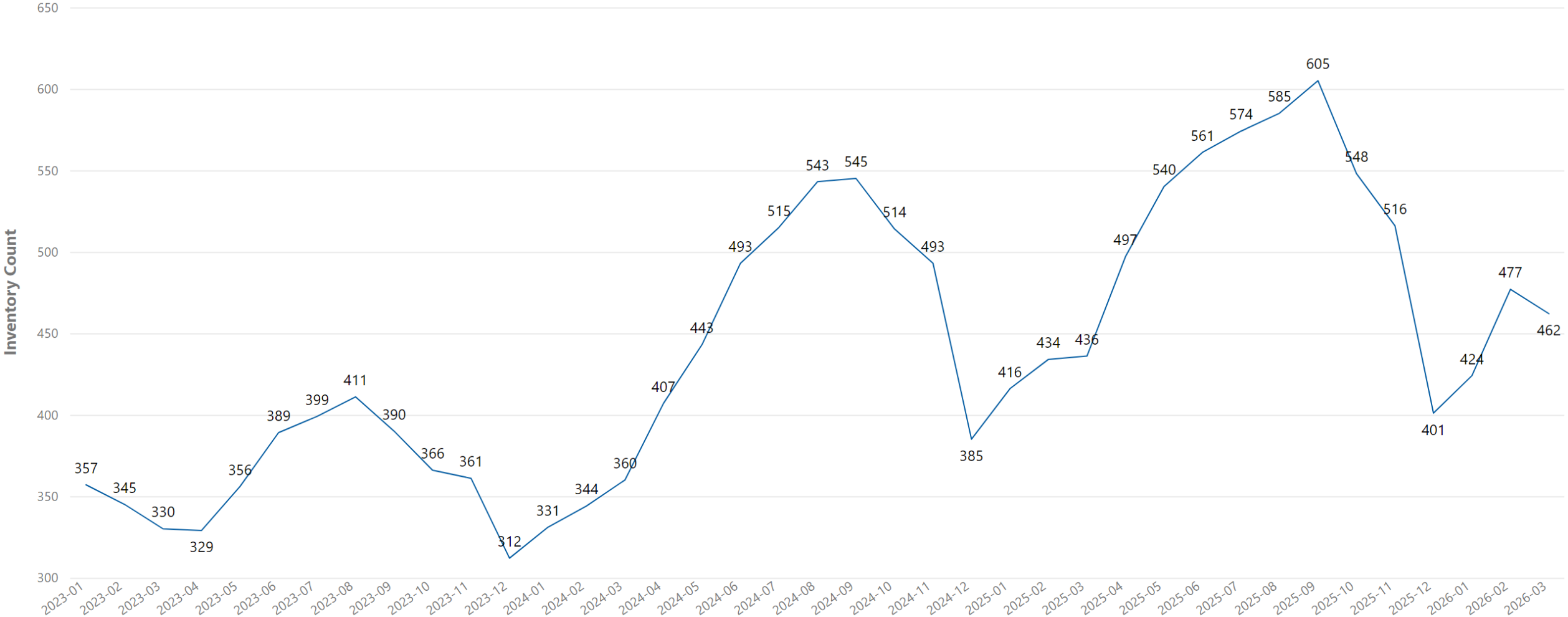
City	New Listings This Year	New Listings Last Year	% New Listings Change
Seaside	1	3	-67%

# Monterey County – New Listings Week Ending 04/04/2026



# Monterey County - Inventory

CountyName ● Monterey



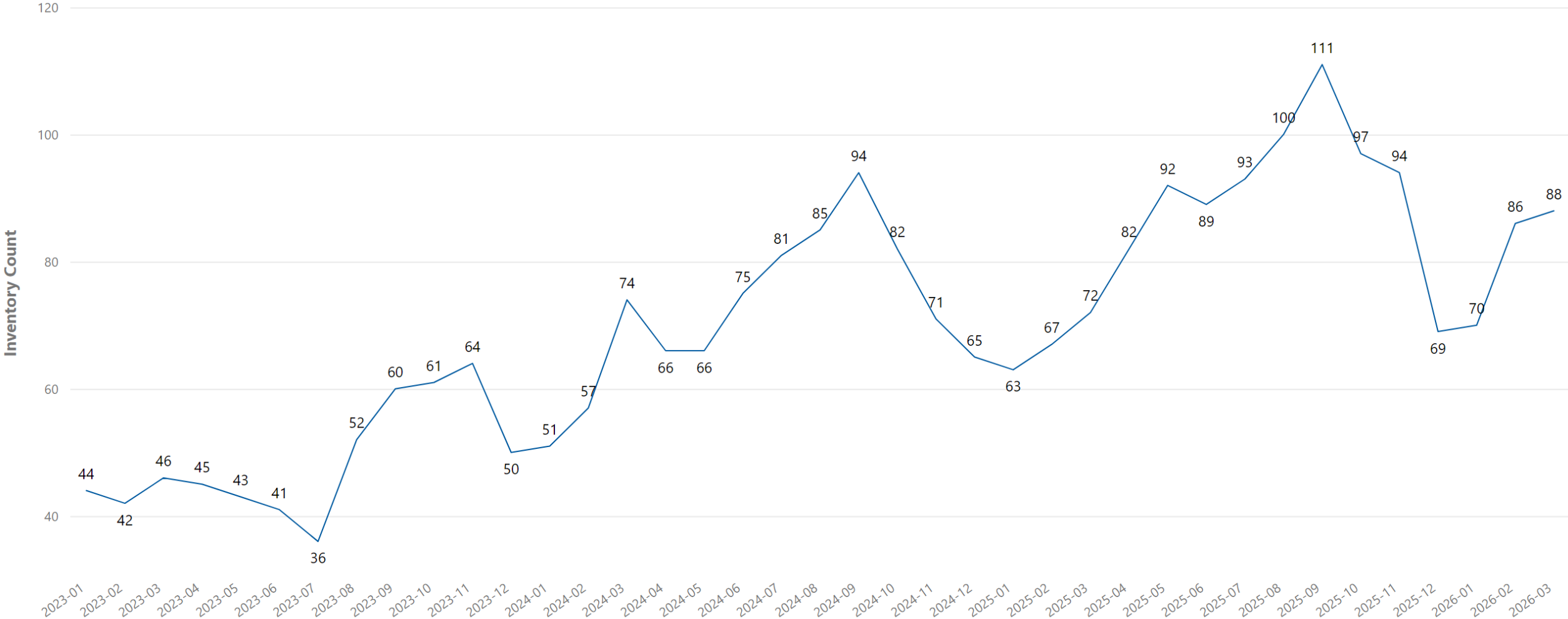
Data as of 4/7/2026

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Residential Single Family: 2023-2026

# Monterey County - Inventory

CountyName ● Monterey



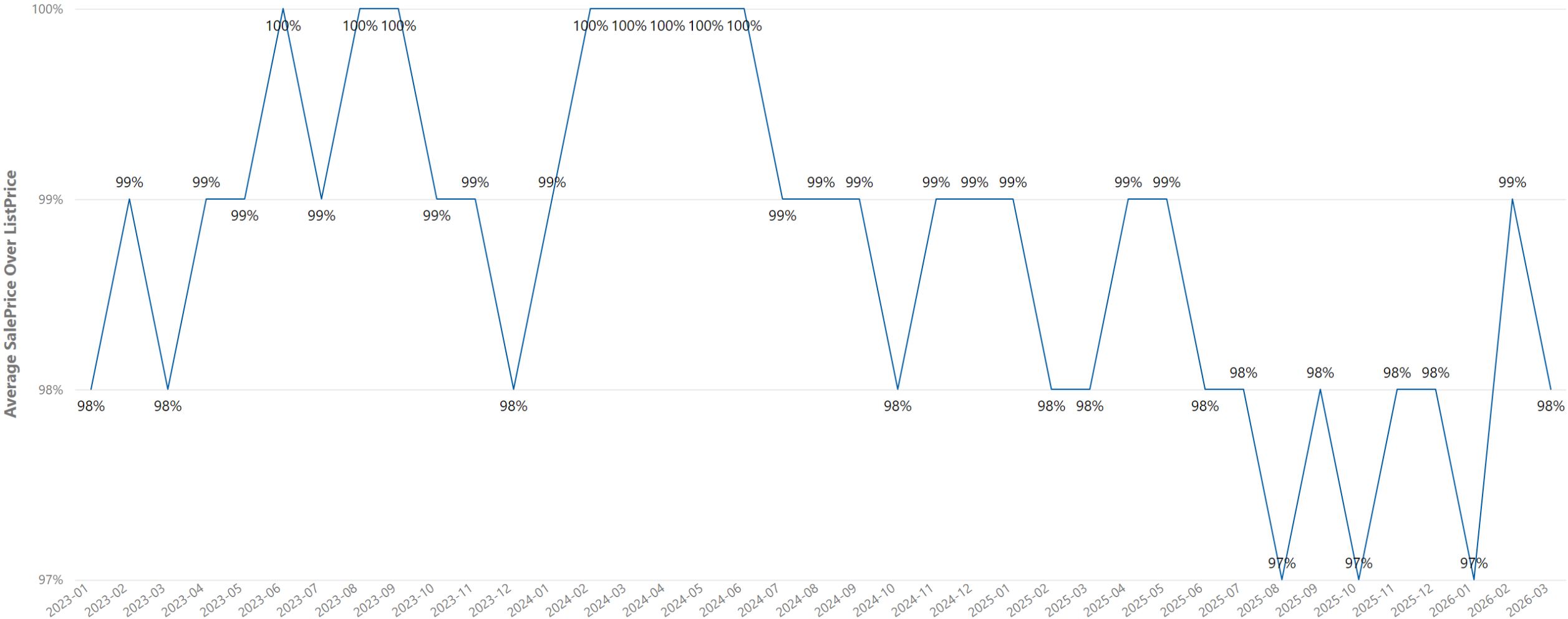
Data as of 4/7/2026

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Residential Common Interest: 2023-2026

# Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Data as of 4/7/2026

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Residential Single Family: 2023-2026

# Monterey County - Increased Sale To List Price

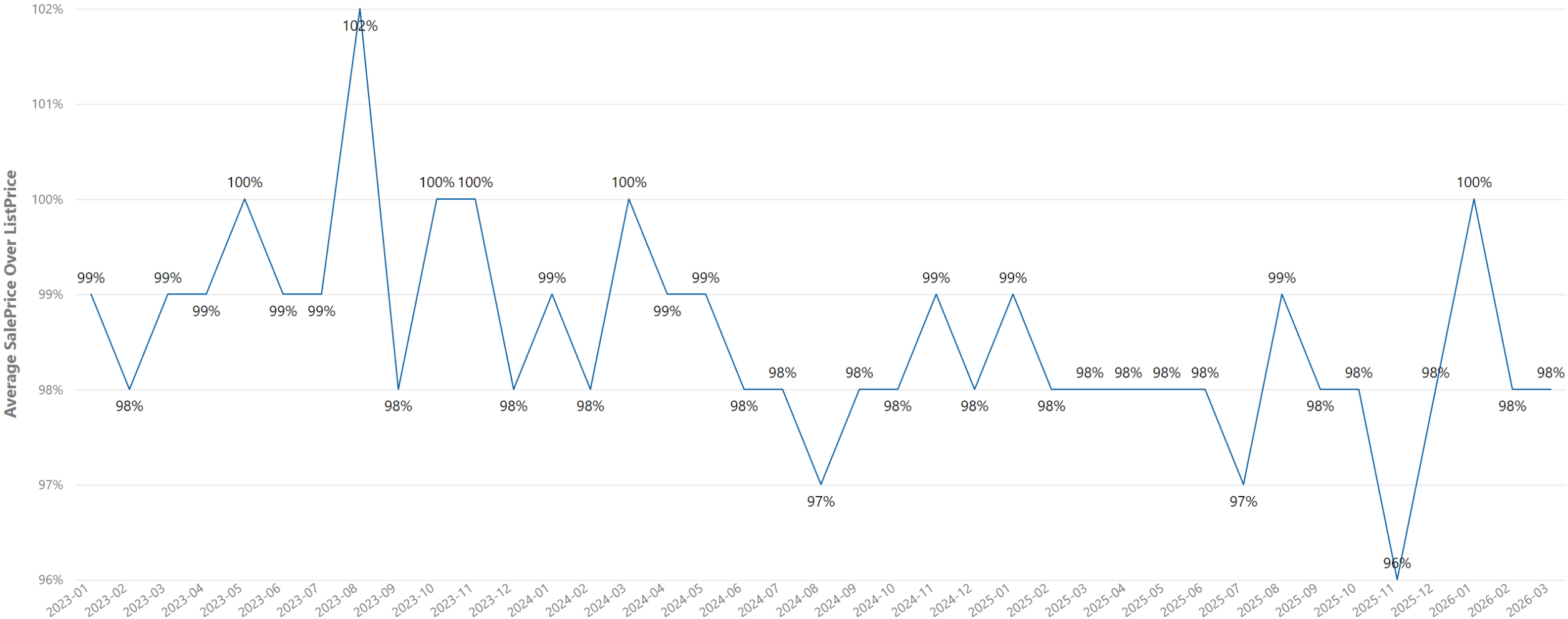
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Big Sur	92%	0%	N/A
East Garrison	98%	0%	N/A
Prunedale	100%	0%	N/A
Watsonville	100%	93%	8%
Carmel	98%	94%	4%
Seaside	98%	96%	2%
Carmel Valley	97%	96%	1%
Salinas	100%	99%	1%
Monterey	97%	97%	0%
Pebble Beach	97%	97%	0%

# Monterey County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
King City	93%	99%	-6%
Soledad	100%	105%	-5%
Pacific Grove	98%	101%	-3%
Greenfield	99%	100%	-1%
Marina	99%	100%	-1%
Royal Oaks	100%	101%	-1%

# Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Data as of 4/7/2026

Aculist@2026

Residential Common Interest: 2023-2026

# Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Pacific Grove	98%	0%	N/A
Pebble Beach	99%	87%	14%
Soledad	108%	100%	8%
Monterey	99%	98%	1%
Marina	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
Carmel	94%	100%	-6%
Salinas	98%	100%	-2%

# Thank You

