

A scenic view of a coastal town, likely Monterey, 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 wooden stilts over the water. To the left, a large number of sailboats are anchored in the harbor. The sky is a clear, pale blue.

Monterey County

Real Estate Market Minute | August 2026

Monterey County - Residential - Single Family 2025 vs 2026

↓ 19

Median Days on Market
Compared to 23



\$955.0K

Median Price
Compared to \$1.0M

↑ 167

Closed Sales
Compared to 150

↓ 199

New Listings
Compared to 219

↑ 99%

Sale to List Price Ratio
Compared to 98%

Monterey County - Residential - Common Interest 2025 vs 2026

↓ 47

Median Days on Market
Compared to 71



\$710.0K

Median Price
Compared to \$775.0K

↑ 24

Closed Sales
Compared to 19

↑ 35

New Listings
Compared to 32

= 97%

Sale to List Price Ratio
Compared to 97%

July 2026 Market Trends

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

Market Trends – July 2026 in Monterey County

Pricing Trends

The single-family market experienced a month-over-month median price decline as well as a year-over-year decrease. Where the common interest market had the second straight month of increased prices, albeit not enough to be year-over-year positive.

Transactional Trends

The single-family market saw declines in new listings but not in the number of closed sales. The common interest market experienced a decrease in closed sales but an increase in new listings, ending a four-month streak of declining inventory additions.

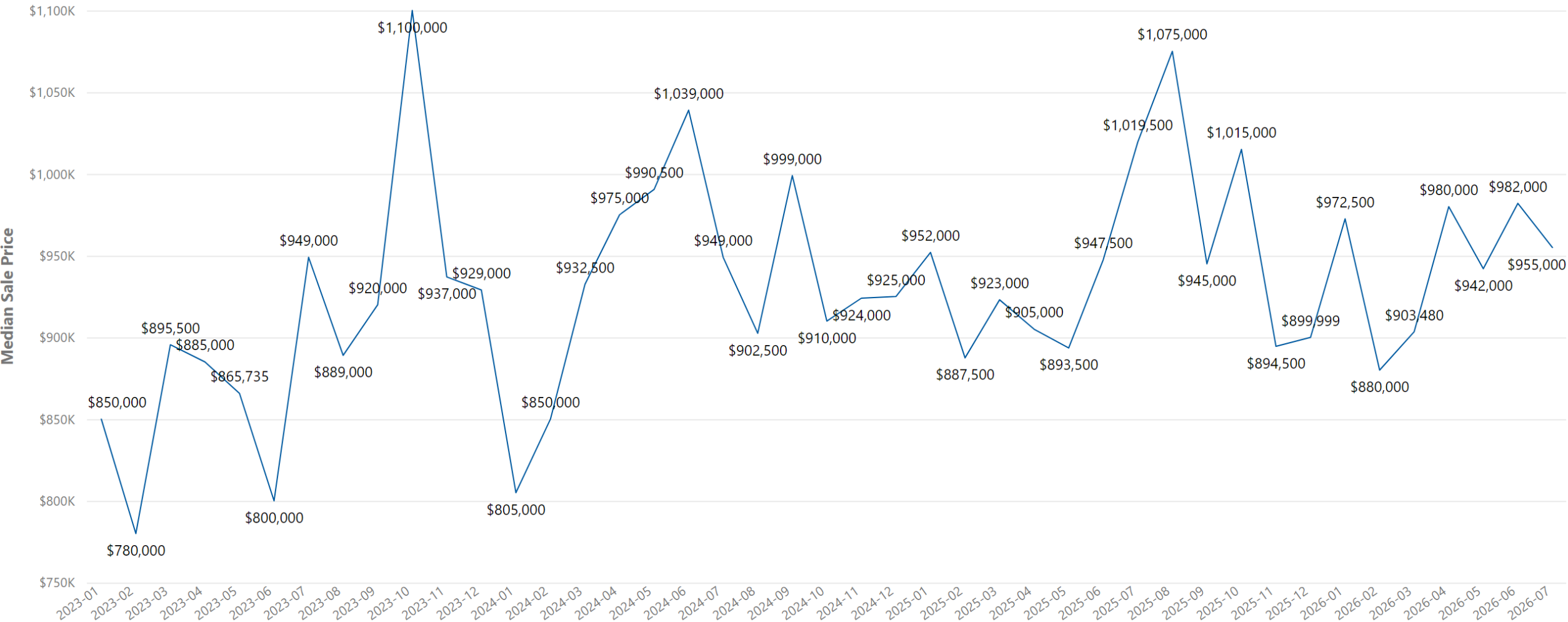
Market Competition

Like many neighboring counties, the single-family market saw median Days on Market (DOM) increase with stable sale-to-list price ratios. The common interest market had significantly increased DOM and a decreased 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

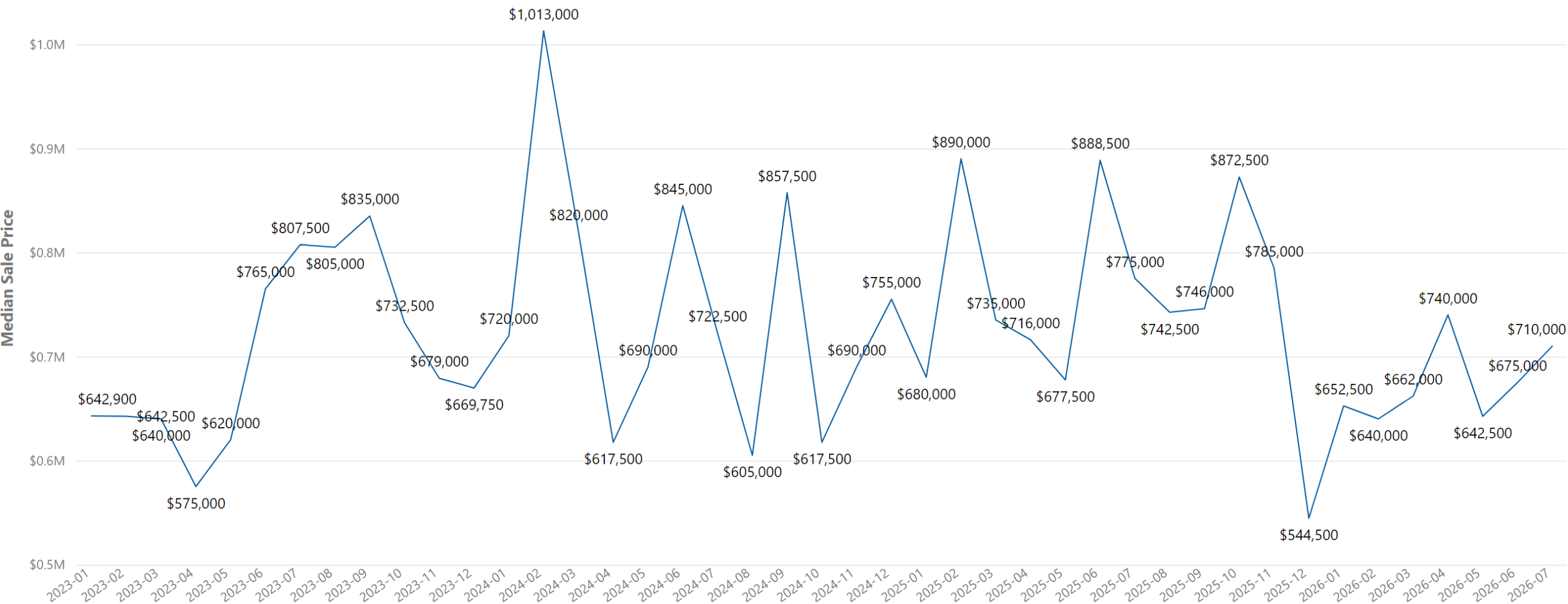
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Aromas	\$800,000	\$0	N/A
Castroville	\$670,000	\$0	N/A
Soledad	\$704,500	\$0	N/A
Spreckels	\$735,000	\$0	N/A
Carmel	\$3,650,000	\$2,200,000	66%
Pebble Beach	\$3,400,000	\$2,600,000	31%
Marina	\$1,079,000	\$860,000	25%
Corral De Tierra	\$1,499,000	\$1,249,625	20%
Gonzales	\$820,000	\$685,000	20%
Seaside	\$816,000	\$769,000	6%
Salinas	\$830,000	\$815,000	2%
Carmel Valley	\$1,790,000	\$1,772,500	1%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
East Garrison	\$0	\$1,040,000	-100%
Prunedale	\$0	\$1,327,000	-100%
Pacific Grove	\$1,287,500	\$2,000,000	-36%
Monterey	\$1,350,000	\$1,575,000	-14%
Del Rey Oaks	\$974,500	\$1,090,000	-11%
King City	\$510,000	\$549,000	-7%
Royal Oaks	\$972,500	\$1,019,000	-5%
Greenfield	\$585,000	\$594,500	-2%

Monterey County - Median Sale Price

CountyName ● Monterey



Monterey County - Increased Median Price

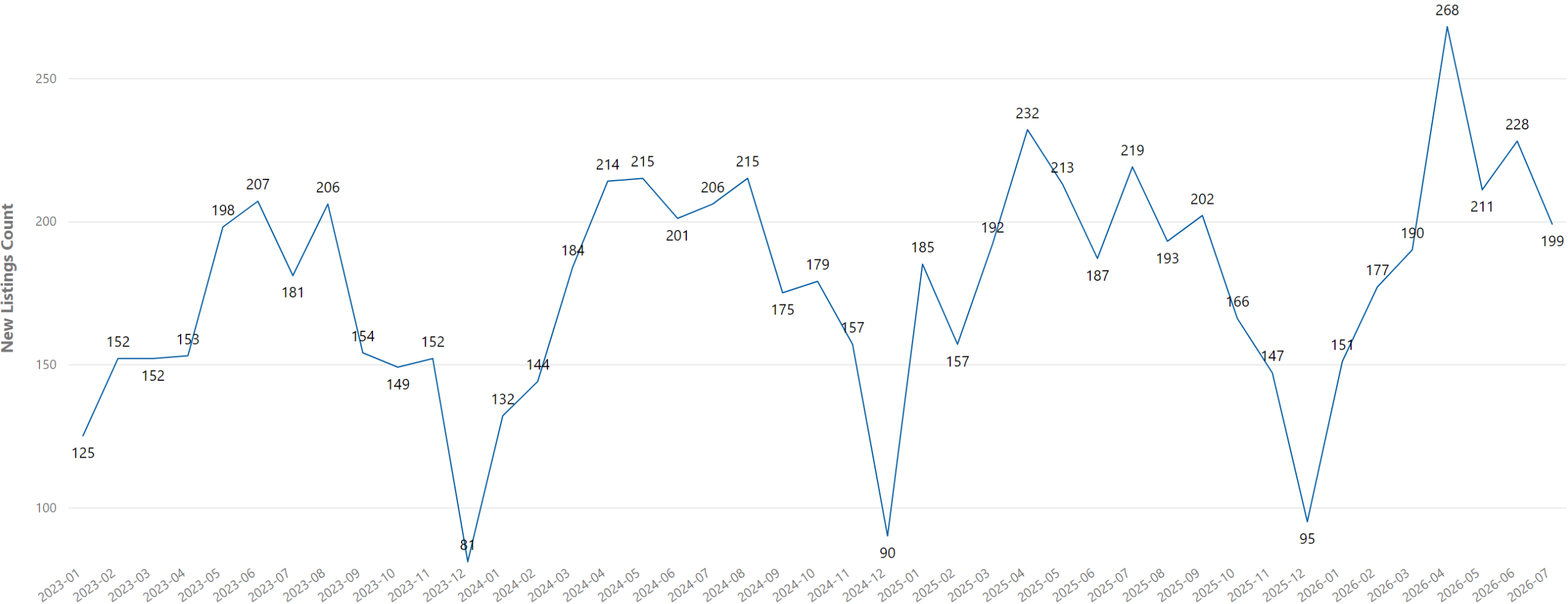
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Marina	\$935,000	\$0	N/A
Pacific Grove	\$925,000	\$0	N/A
Soledad	\$250,000	\$0	N/A
Carmel	\$1,255,000	\$1,135,000	11%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Seaside	\$0	\$552,000	-100%
Monterey	\$600,000	\$1,023,713	-41%
Salinas	\$380,250	\$400,000	-5%

Monterey County - New Listings

CountyName ● Monterey



Monterey County - Increased New Listings

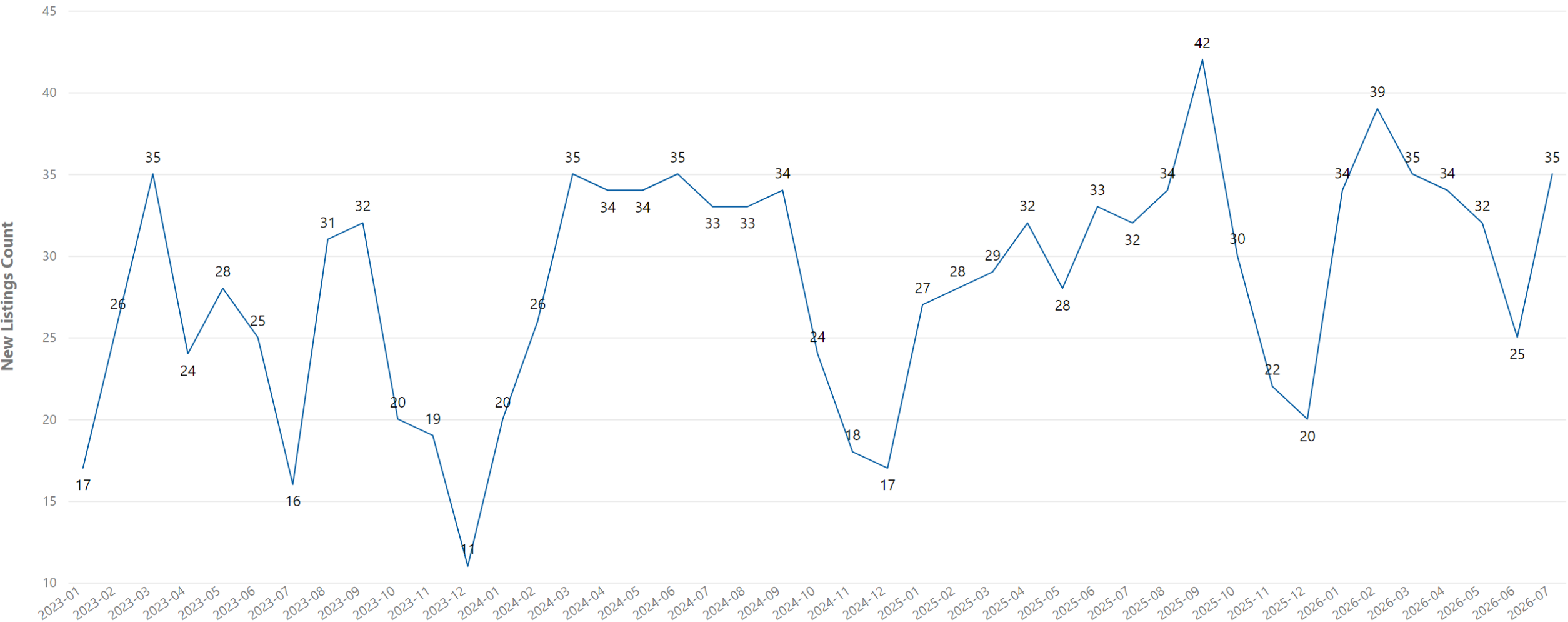
City	New Listings This Year	New Listings Last Year	% New Listings Change
Lockwood	1	0	N/A
Moss Landing	1	0	N/A
San Ardo	1	0	N/A
Spreckels	1	0	N/A
Big Sur	2	0	N/A
Bradley	2	0	N/A
Castroville	2	0	N/A
East Garrison	3	1	200%
Soledad	6	2	200%
Marina	19	12	58%
Corral De Tierra	1	1	0%
Salinas	64	64	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Prunedale	1	2	-50%
Del Rey Oaks	2	4	-50%
Royal Oaks	2	4	-50%
Greenfield	6	12	-50%
Pacific Grove	11	20	-45%
Pebble Beach	8	14	-43%
King City	3	5	-40%
Carmel Valley	10	13	-23%
Seaside	12	15	-20%
Carmel	22	26	-15%
Monterey	19	22	-14%

Monterey County - New Listings

CountyName ● Monterey



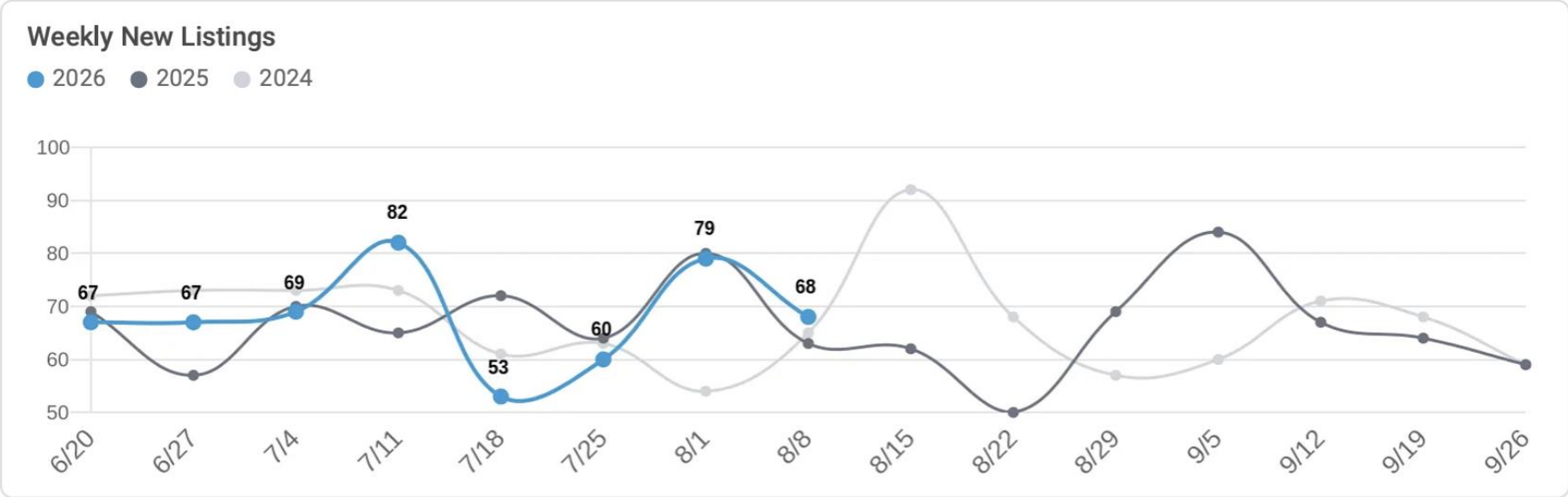
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Seaside	1	0	N/A
Soledad	1	0	N/A
Marina	2	1	100%
Pebble Beach	2	1	100%
Salinas	6	4	50%
Carmel	10	8	25%

Monterey County - Decreased New Listings

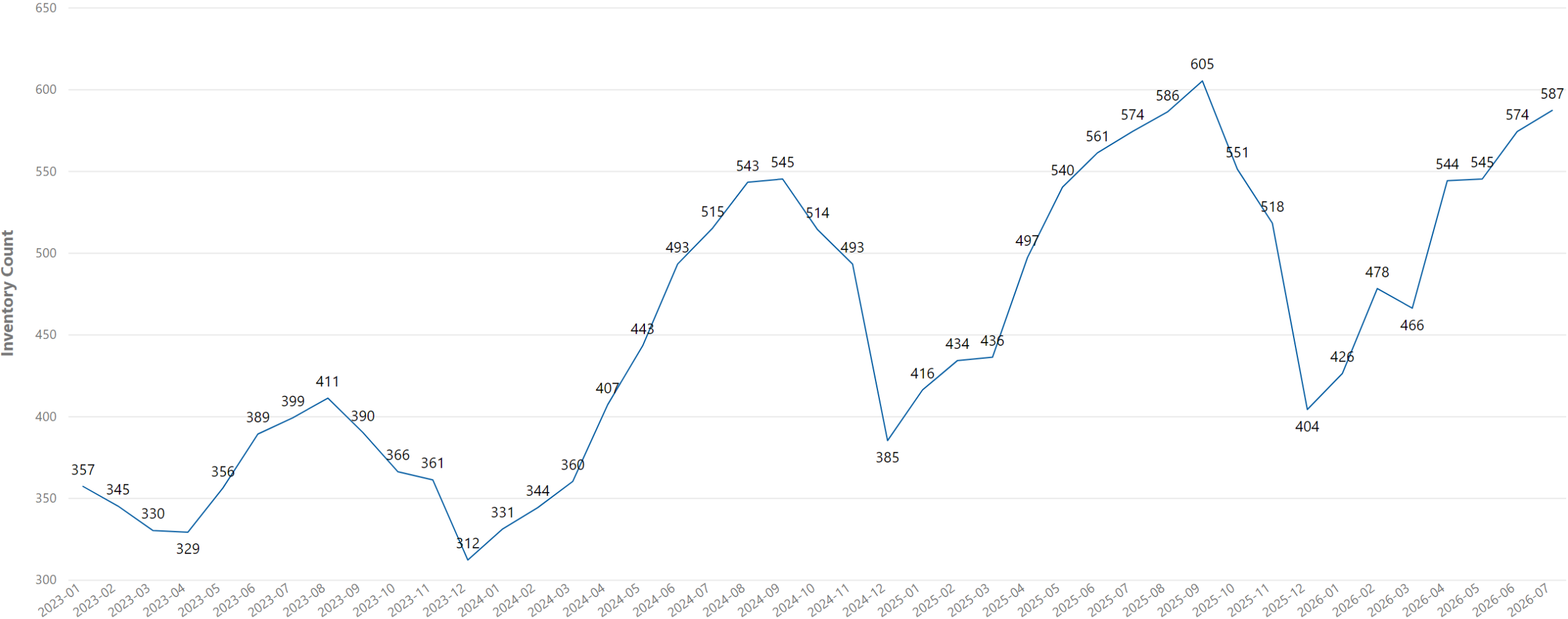
City	New Listings This Year	New Listings Last Year	% New Listings Change
Pacific Grove	2	4	-50%
Monterey	11	12	-8%

Monterey County – New Listings Week Ending 08/08/2026



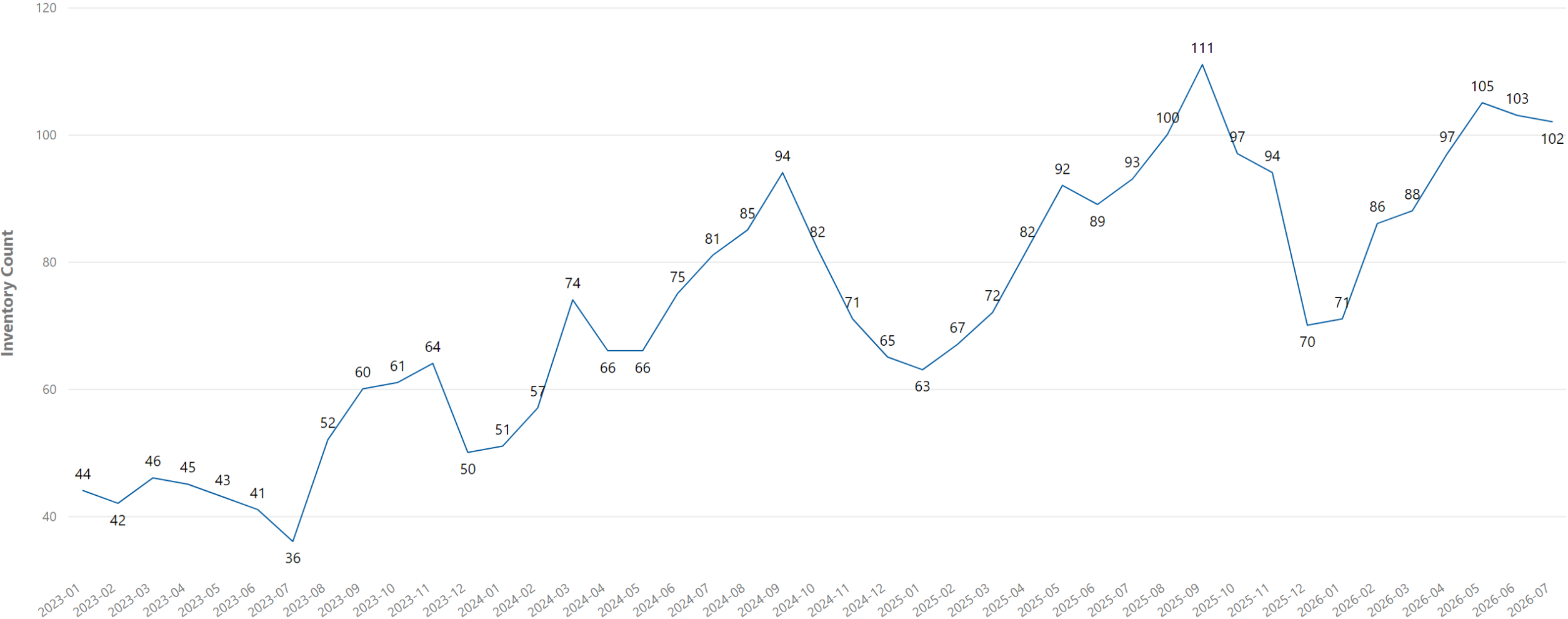
Monterey County - Inventory

CountyName ● Monterey



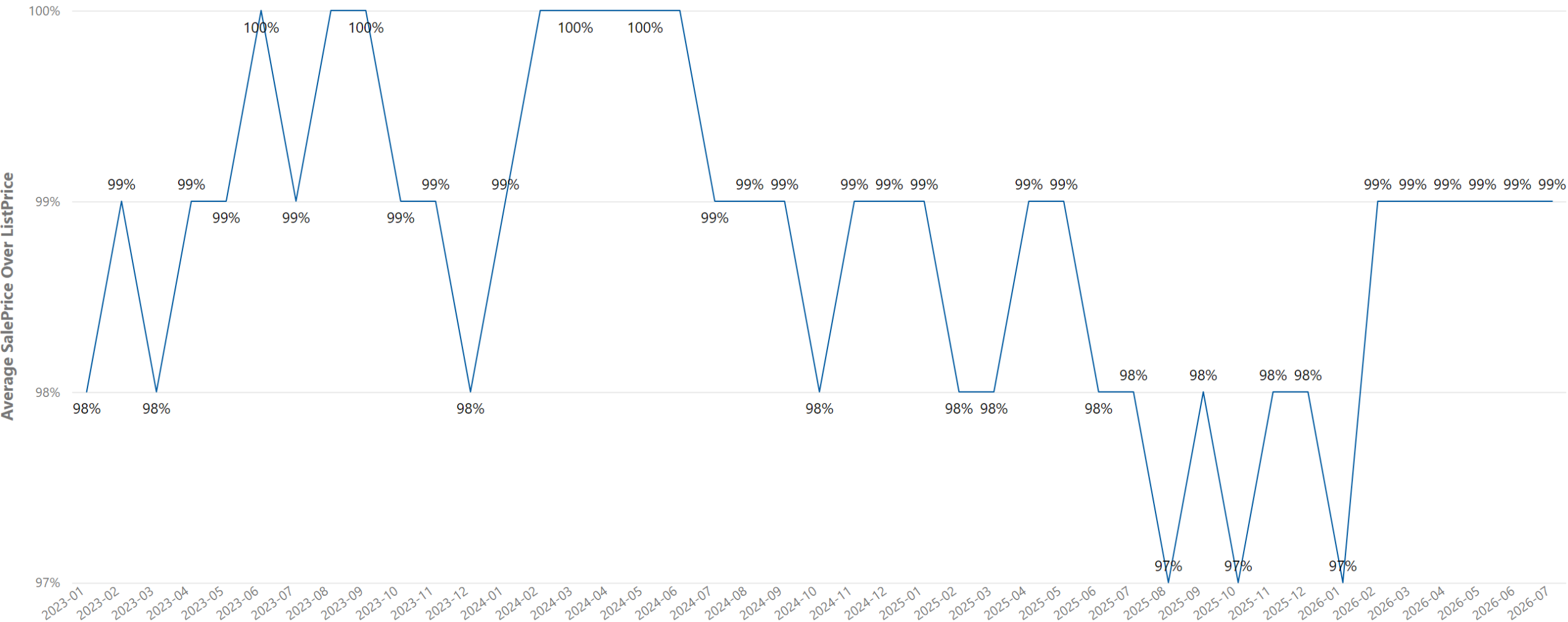
Monterey County - Inventory

CountyName ● Monterey



Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



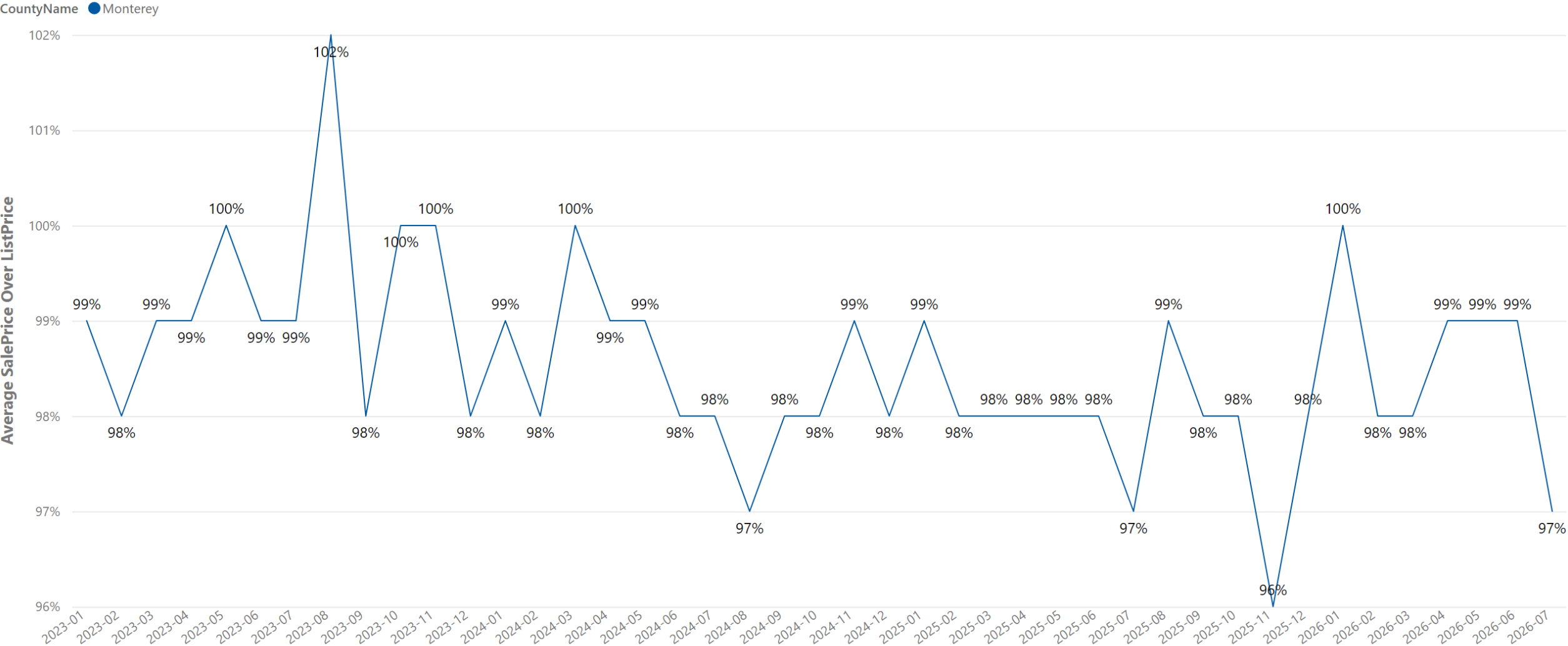
Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Aromas	100%	0%	N/A
Castroville	100%	0%	N/A
Soledad	100%	0%	N/A
Spreckels	104%	0%	N/A
Corral De Tierra	100%	94%	6%
Royal Oaks	102%	97%	5%
Carmel	96%	94%	2%
Gonzales	100%	98%	2%
Monterey	100%	98%	2%
Greenfield	99%	98%	1%
Salinas	99%	98%	1%
Seaside	99%	98%	1%
King City	101%	100%	1%
Carmel Valley	97%	97%	0%
Marina	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
Pebble Beach	97%	114%	-15%
Pacific Grove	96%	99%	-3%
Del Rey Oaks	98%	100%	-2%

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
Marina	100%	0%	N/A
Pacific Grove	97%	0%	N/A
Soledad	73%	0%	N/A
Carmel	99%	96%	3%
Monterey	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
Salinas	94%	99%	-5%

Thank You

