

A scenic view of a waterfront in Monterey County, California. In the foreground, there are green plants with pink flowers. The middle ground shows a row of colorful houses (yellow, blue, and white) built on stilts over the water. A wooden pier extends from the houses into the water. In the background, many sailboats are anchored in the harbor under a clear blue sky.

Monterey County

Real Estate Market Minute | February 2026

Monterey County - Residential - Single Family 2025 vs 2026

↑ 36

Median Days on Market
Compared to 23

↓ 100

Closed Sales
Compared to 130

↑

\$972.5K

Median Price
Compared to \$952.0K

↓ 152

New Listings
Compared to 185

↓ 97%

Sale to List Price Ratio
Compared to 99%

Monterey County - Residential - Common Interest 2025 vs 2026

↑ 22

Median Days on Market
Compared to 13

↓ 19

Closed Sales
Compared to 22

↑

\$725.0K

Median Price
Compared to \$680.0K

↑ 34

New Listings
Compared to 27

↑ 100%

Sale to List Price Ratio
Compared to 99%

January 2026 Market Trends

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

Market Trends – January 2026 in Monterey County

Pricing Trends

Sellers continue to be pleased with a second straight month of increased median price in the single family market, this time an 8% increase from December. Common interest also up 33% from December and nearly 7% year over year.

Transactional Trends

New listings were up in both markets in compared to December, with the common interest market shooting up significantly over the past two years. Closed sales, however, a bit lower than we have seen in 2024 and 2025.

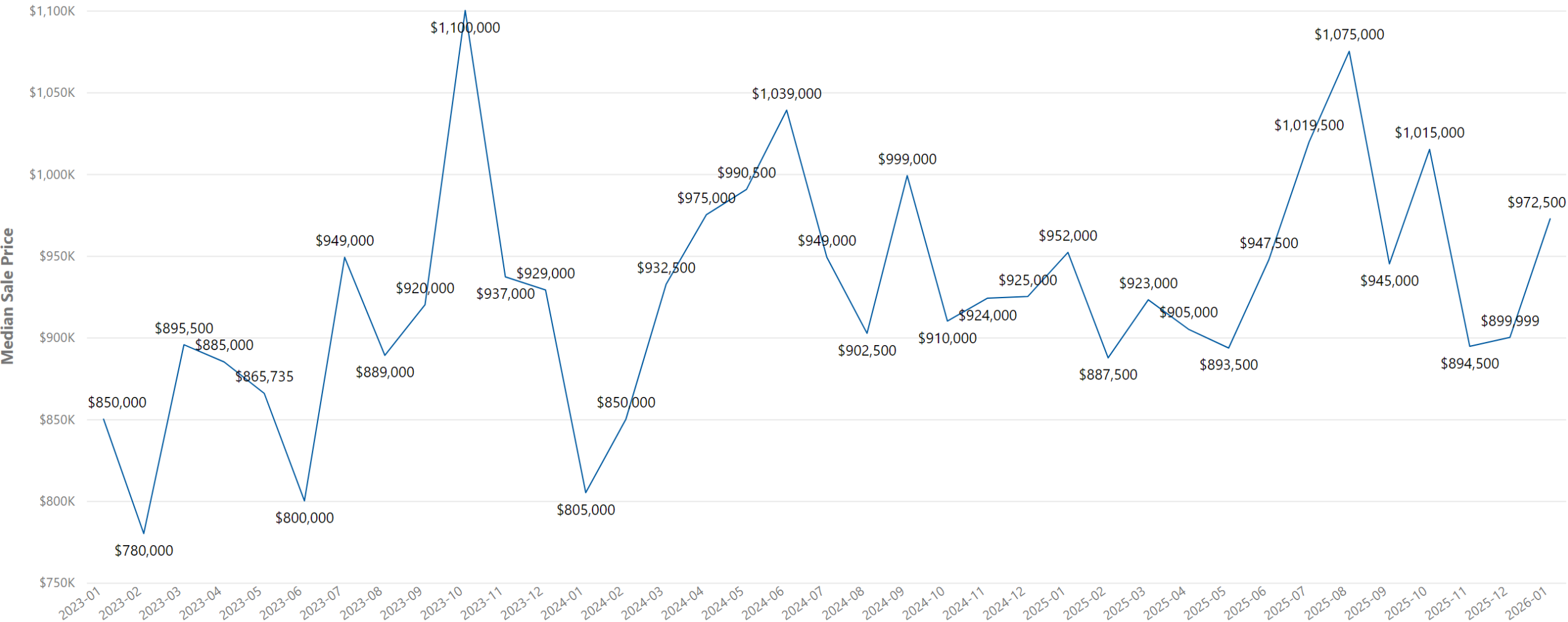
Market Competition

Competition is wildly different in the single family market with sale to list price ratios in decline and days on market increasing significantly, and the opposite in common interest with an increase in sale to list and a decline in the days on 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

CountyName ● Monterey



Monterey County - Increased Median Price

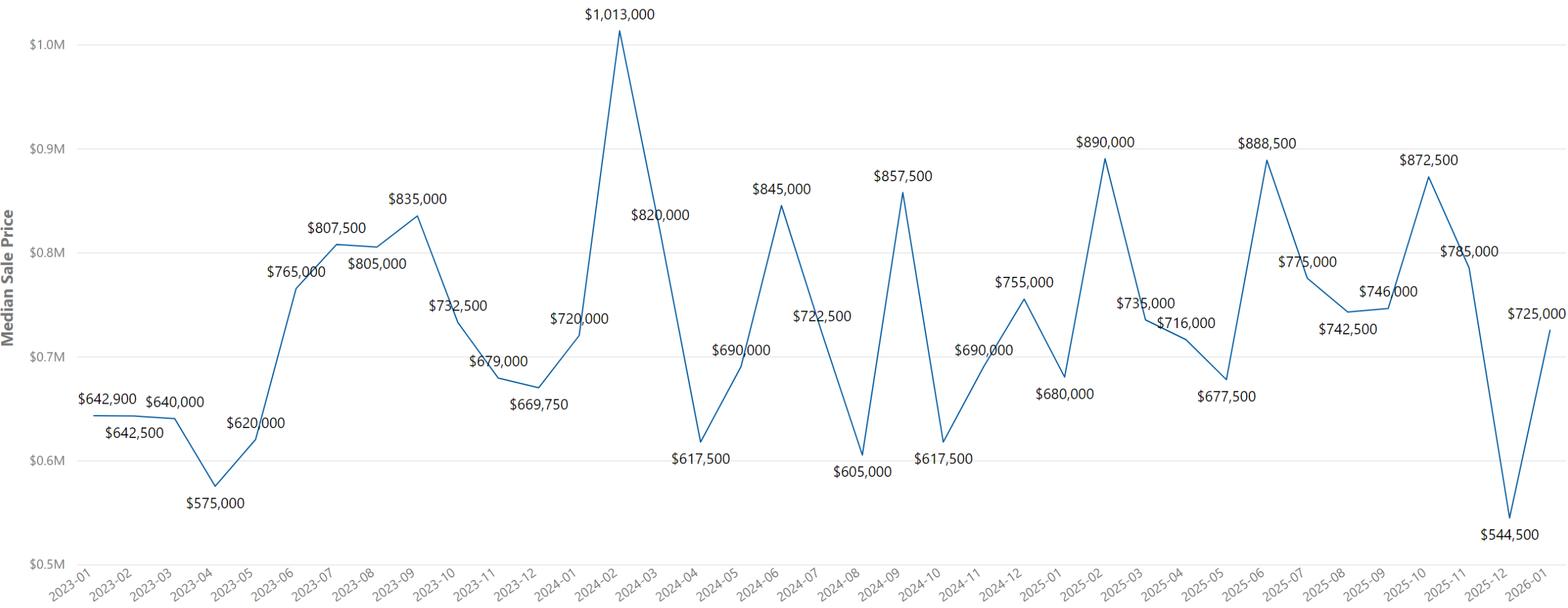
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Lockwood	\$1,280,000	\$0	N/A
Royal Oaks	\$1,124,475	\$814,000	38%
Monterey	\$1,655,000	\$1,299,000	27%
Aromas	\$1,187,500	\$937,500	27%
Pacific Grove	\$1,570,000	\$1,337,500	17%
Seaside	\$882,000	\$752,000	17%
Pebble Beach	\$3,950,000	\$3,650,000	8%
Marina	\$924,915	\$885,000	5%
Soledad	\$595,000	\$575,000	3%
King City	\$490,000	\$488,000	0%
Salinas	\$795,000	\$795,000	0%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Big Sur	\$0	\$3,500,000	-100%
Chualar	\$0	\$1,000,000	-100%
Corral De Tierra	\$0	\$3,100,000	-100%
East Garrison	\$0	\$1,240,000	-100%
Greenfield	\$0	\$529,000	-100%
Castroville	\$610,000	\$885,000	-31%
Carmel Valley	\$1,100,000	\$1,575,000	-30%
Carmel	\$2,315,000	\$2,814,733	-18%

Monterey County - Median Sale Price

CountyName ● Monterey



Monterey County - Increased Median Price

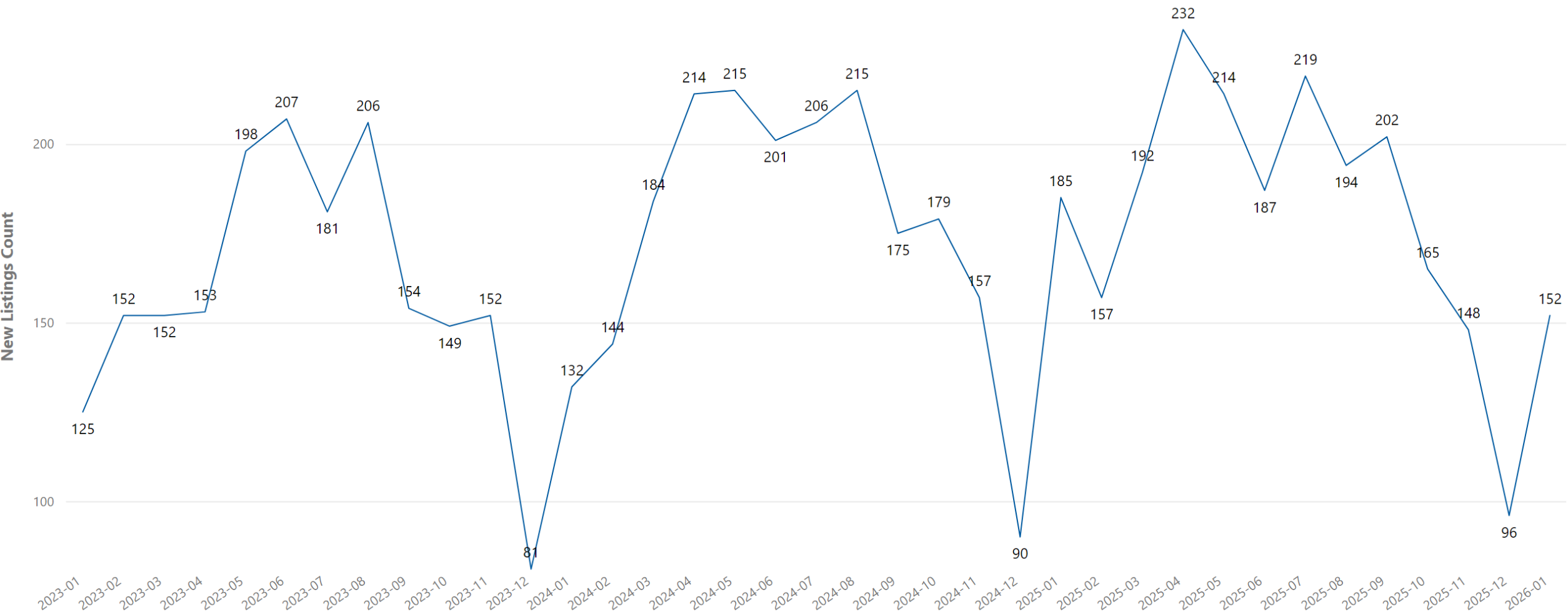
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Pacific Grove	\$1,200,000	\$0	N/A
Monterey	\$1,032,000	\$643,000	60%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Carmel Valley	\$0	\$880,000	-100%
Pebble Beach	\$0	\$700,000	-100%
Salinas	\$422,500	\$565,000	-25%
Seaside	\$530,000	\$690,000	-23%
Carmel	\$992,500	\$1,105,000	-10%
Marina	\$549,000	\$580,000	-5%

Monterey County - New Listings

CountyName ● Monterey



Monterey County - Increased New Listings

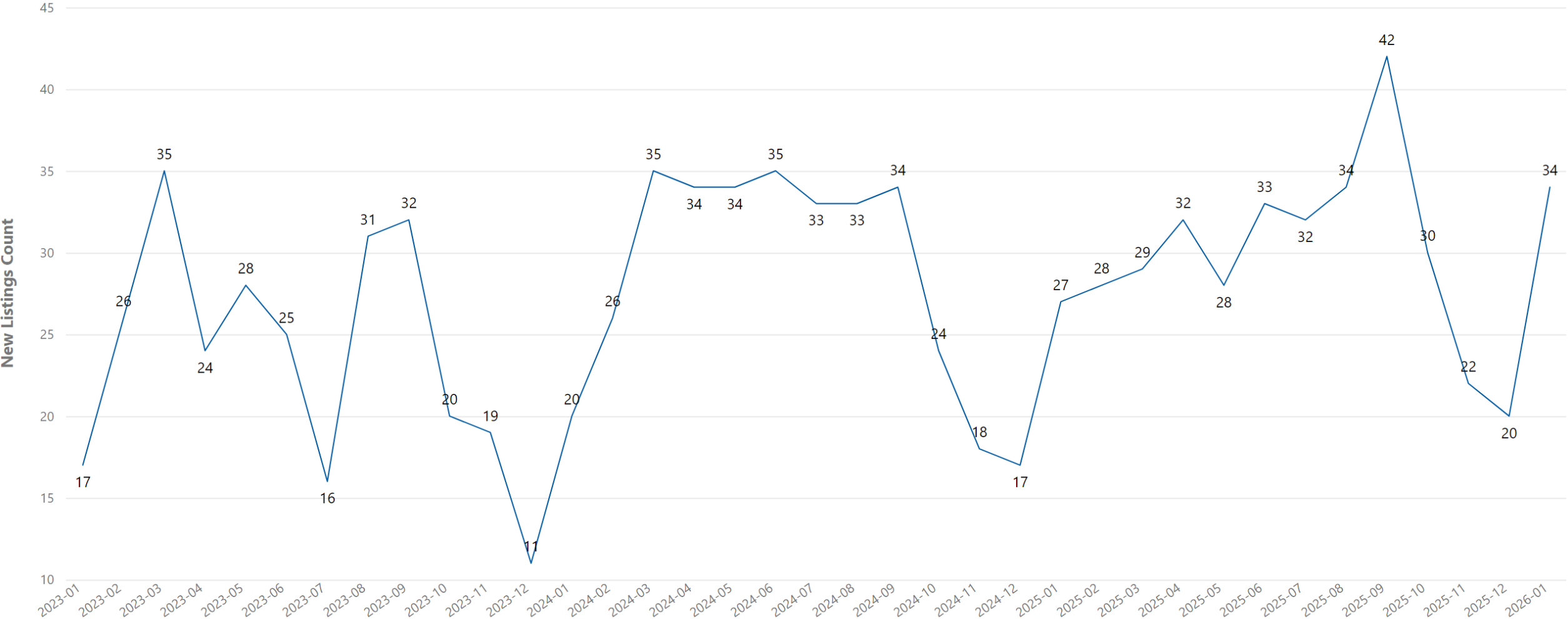
City	New Listings This Year	New Listings Last Year	% New Listings Change
Del Rey Oaks	1	0	N/A
East Garrison	1	0	N/A
Gonzales	1	0	N/A
Moss Landing	2	0	N/A
Soledad	5	4	25%
Pacific Grove	11	10	10%
Seaside	14	13	8%
Aromas	1	1	0%
Royal Oaks	3	3	0%
Marina	14	14	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Carmel Valley	4	9	-56%
King City	4	9	-56%
Pebble Beach	7	12	-42%
Monterey	9	14	-36%
Carmel	16	22	-27%
Salinas	53	64	-17%
Greenfield	6	7	-14%

Monterey County - New Listings

CountyName ● Monterey



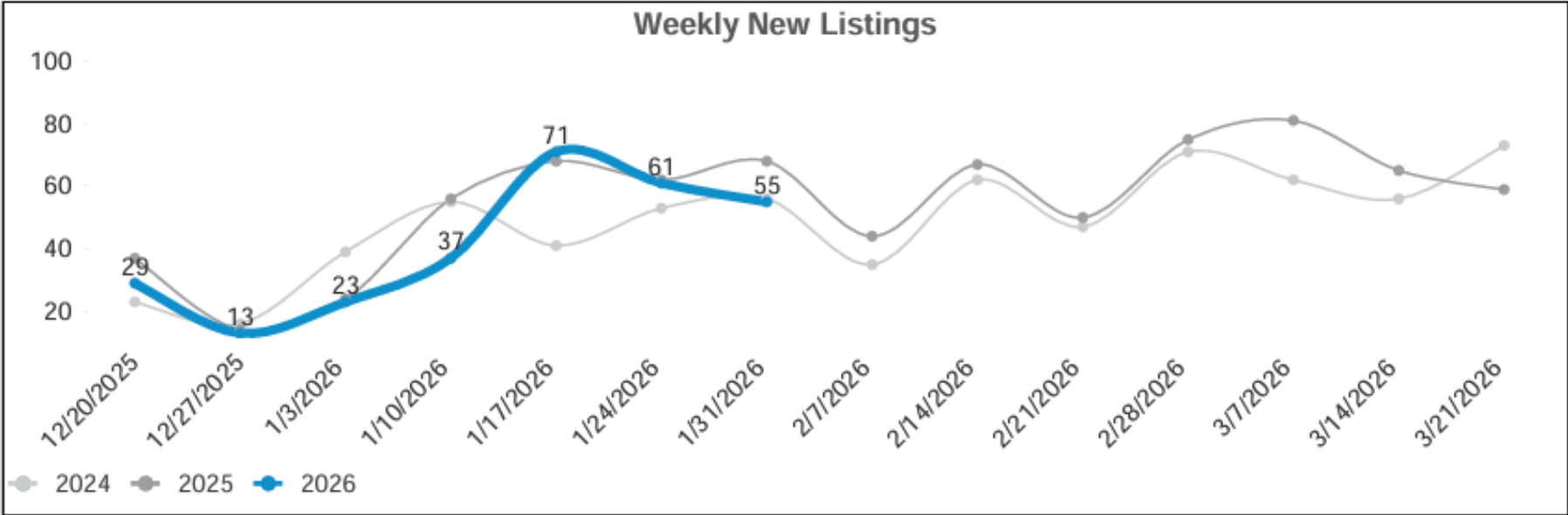
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Carmel Valley	1	0	N/A
King City	1	0	N/A
Pebble Beach	1	0	N/A
Seaside	1	0	N/A
Soledad	1	0	N/A
Monterey	9	3	200%
Salinas	9	8	13%
Marina	1	1	0%

Monterey County - Decreased New Listings

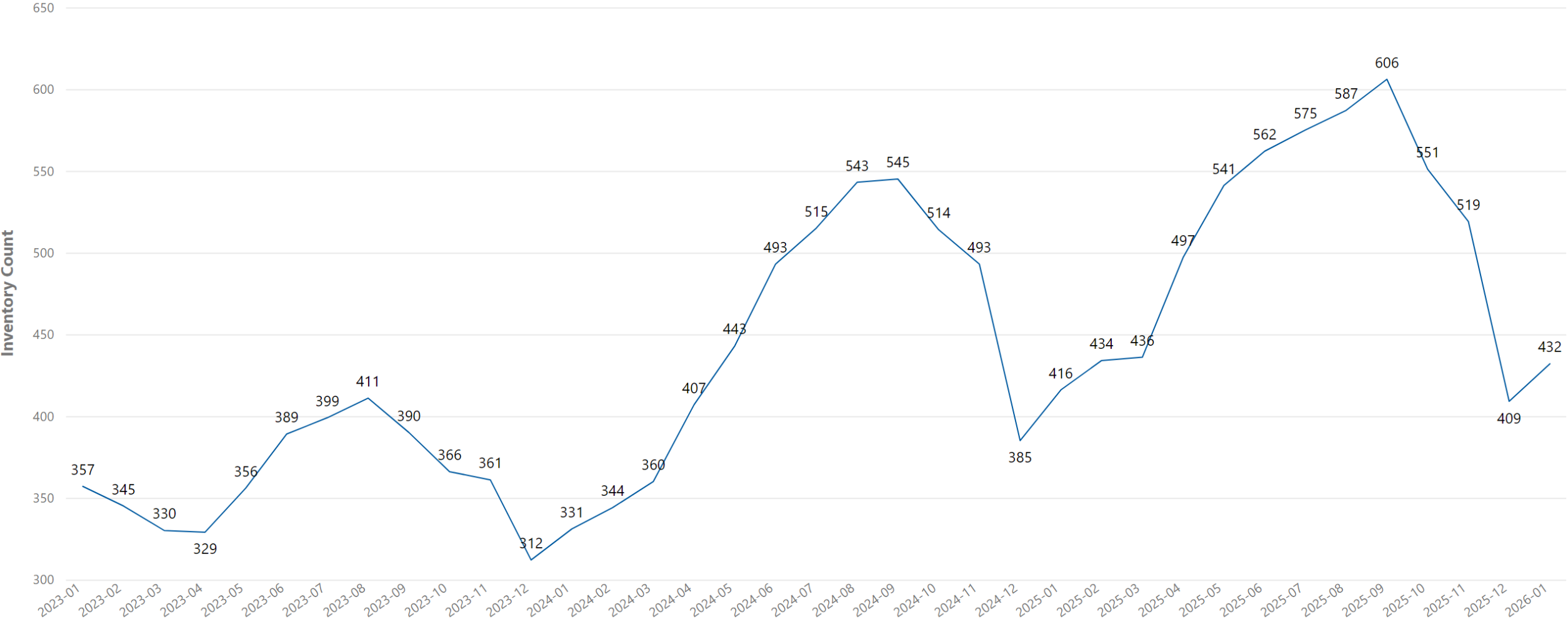
City	New Listings This Year	New Listings Last Year	% New Listings Change
Pacific Grove	2	5	-60%
Carmel	8	10	-20%

Monterey County – New Listings Week Ending 01/31/2026



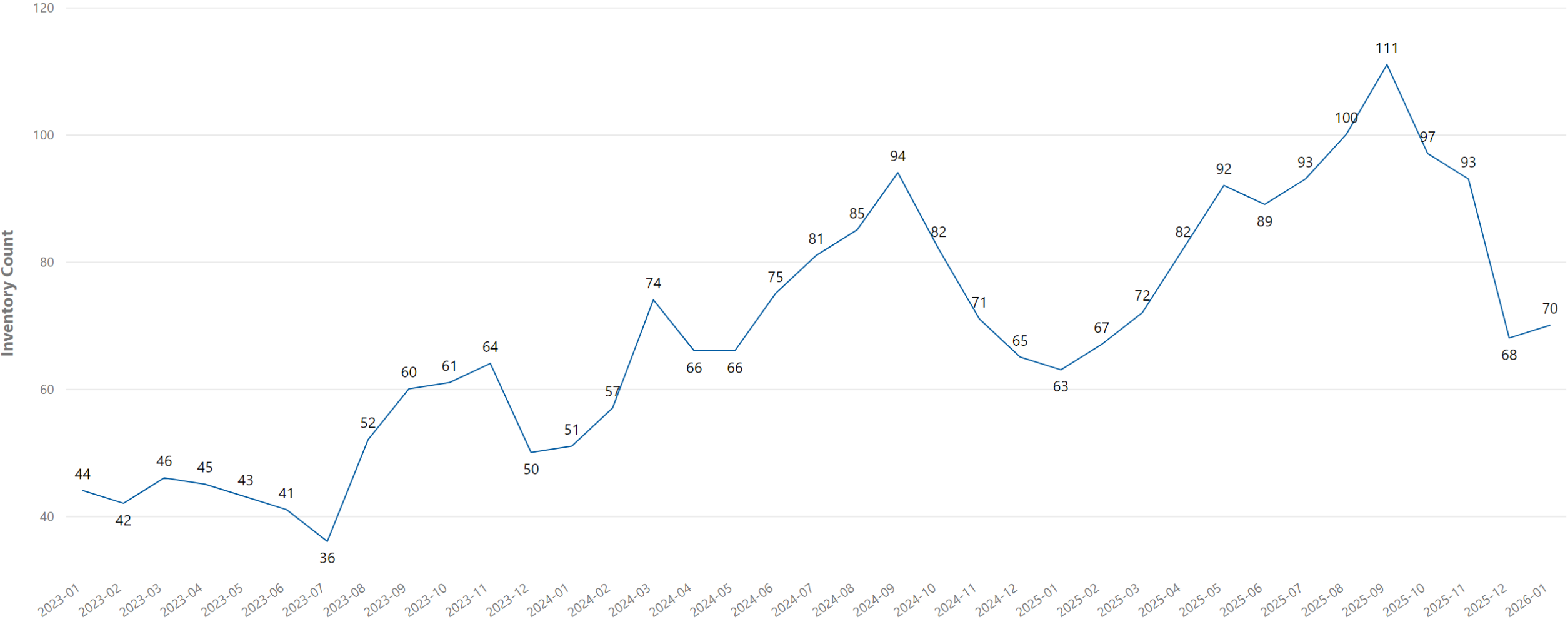
Monterey County - Inventory

CountyName ● Monterey



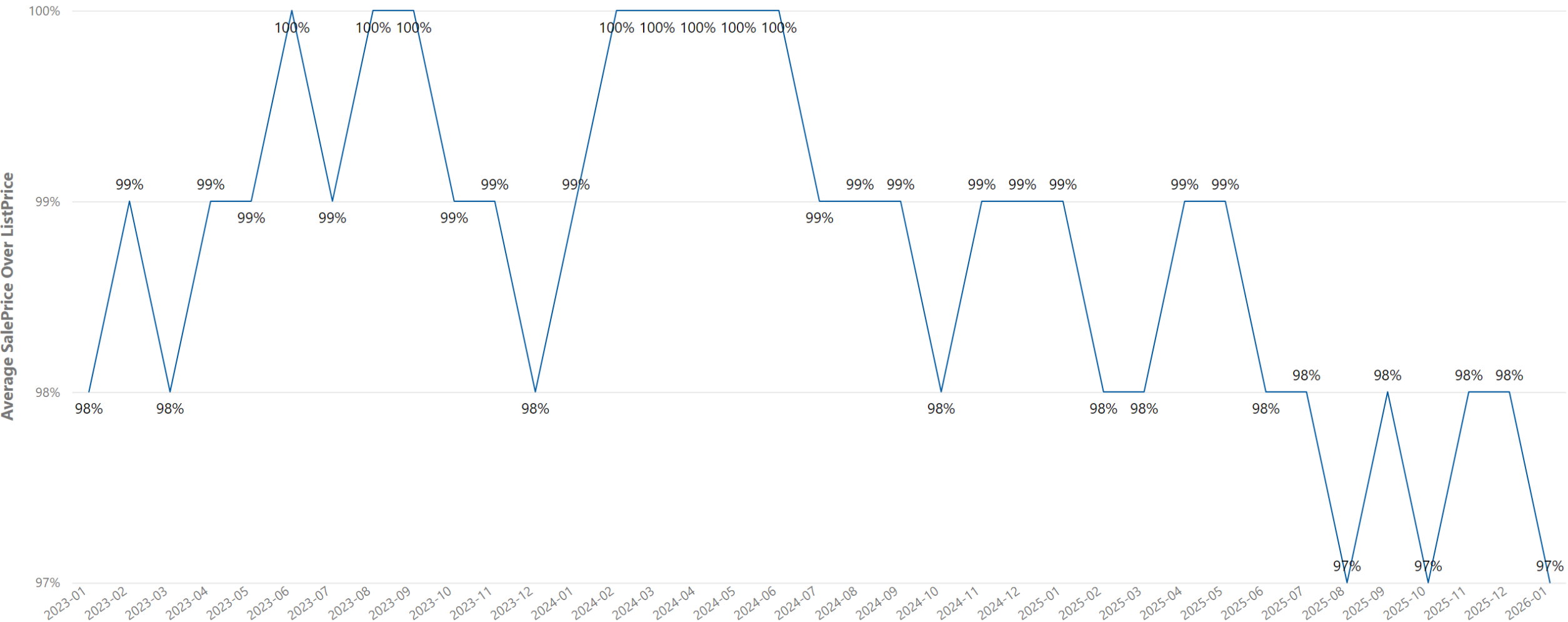
Monterey County - Inventory

CountyName ● Monterey



Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Monterey County - Increased Sale To List Price

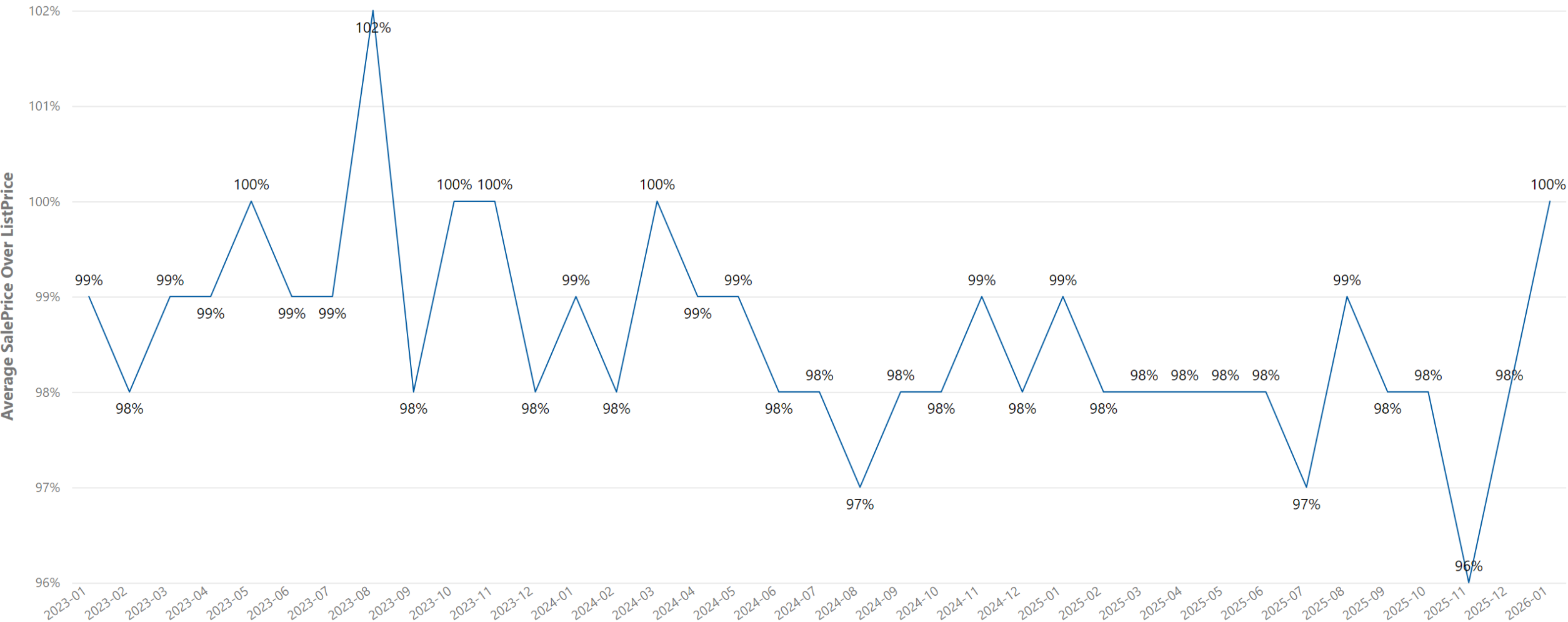
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Lockwood	91%	0%	N/A
Royal Oaks	100%	97%	3%
Pacific Grove	98%	96%	2%
Aromas	100%	98%	2%
King City	99%	98%	1%
Marina	99%	99%	0%
Seaside	98%	98%	0%

Monterey County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Monterey	95%	105%	-10%
Castroville	94%	101%	-7%
Pebble Beach	94%	100%	-6%
Carmel Valley	89%	93%	-4%
Carmel	94%	95%	-1%
Salinas	99%	100%	-1%
Soledad	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
Pacific Grove	127%	0%	N/A
Salinas	101%	100%	1%
Marina	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
Monterey	97%	100%	-3%
Seaside	98%	100%	-2%
Carmel	97%	98%	-1%

Thank You

