



Monterey County

Real Estate Market Minute | July 2026

Monterey County - Residential - Single Family 2025 vs 2026

↓ 15

Median Days on Market
Compared to 21



\$960.0K

Median Price
Compared to \$947.5K

= 155

Closed Sales
Compared to 155

↑ 228

New Listings
Compared to 187

↑ 99%

Sale to List Price Ratio
Compared to 98%

Monterey County - Residential - Common Interest 2025 vs 2026

↓ 17

Median Days on Market
Compared to 48



\$675.0K

Median Price
Compared to \$888.5K

↑ 26

Closed Sales
Compared to 20

↓ 25

New Listings
Compared to 33

↑ 99%

Sale to List Price Ratio
Compared to 98%

June 2026 Market Trends

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

Market Trends – June 2026 in Monterey County

Pricing Trends

After median prices declined in both the single family and common interest markets, June saw slight increases across both segments. This indicates a modest rebound following the earlier downward movement in prices.

Transactional Trends

Transactional data was mixed. In the single family segment, new listings increased following a sharp decline in May, while closed sales declined. In the common interest market, new listings fell for a fourth consecutive month, while closed sales increased.

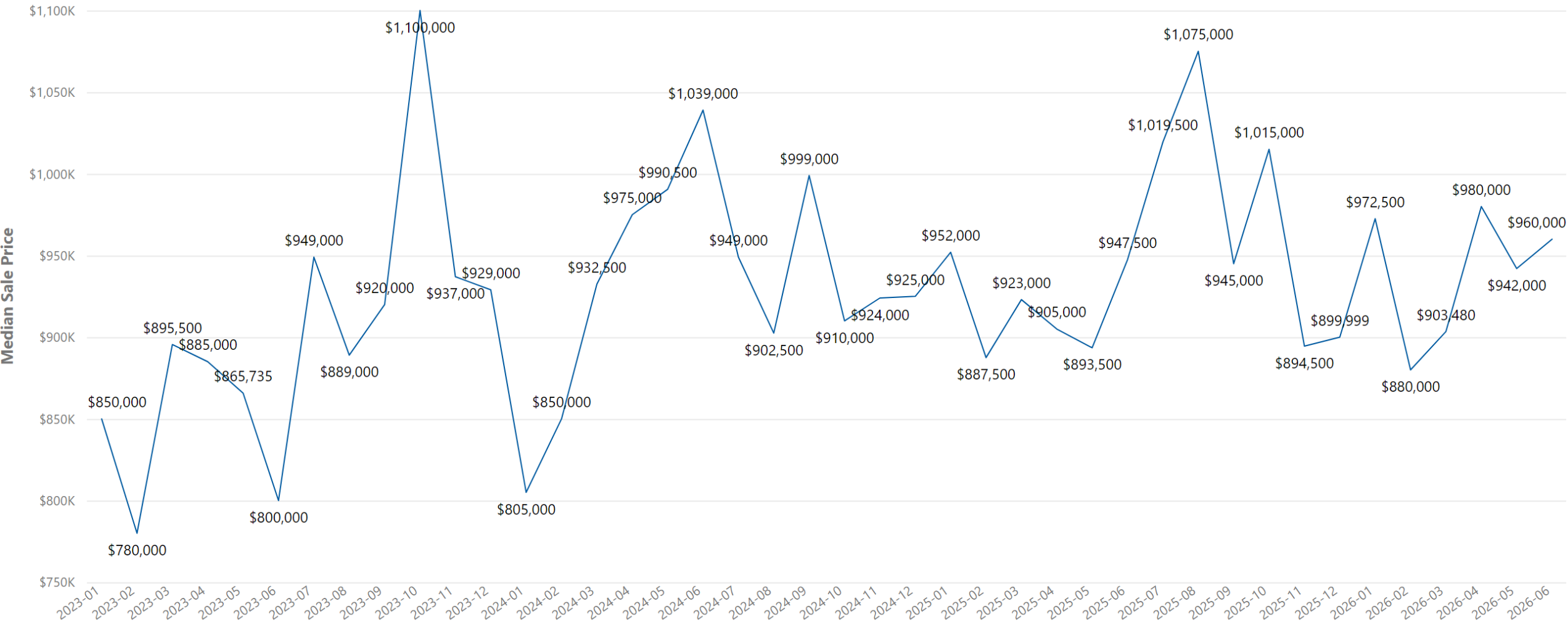
Market Competition

Median days on market continued to increase or remain elevated across both markets, while the sale to list price ratio held steady. This suggests that while homes are taking longer to sell, competitive pricing conditions and buyer activity remain relatively stable.

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

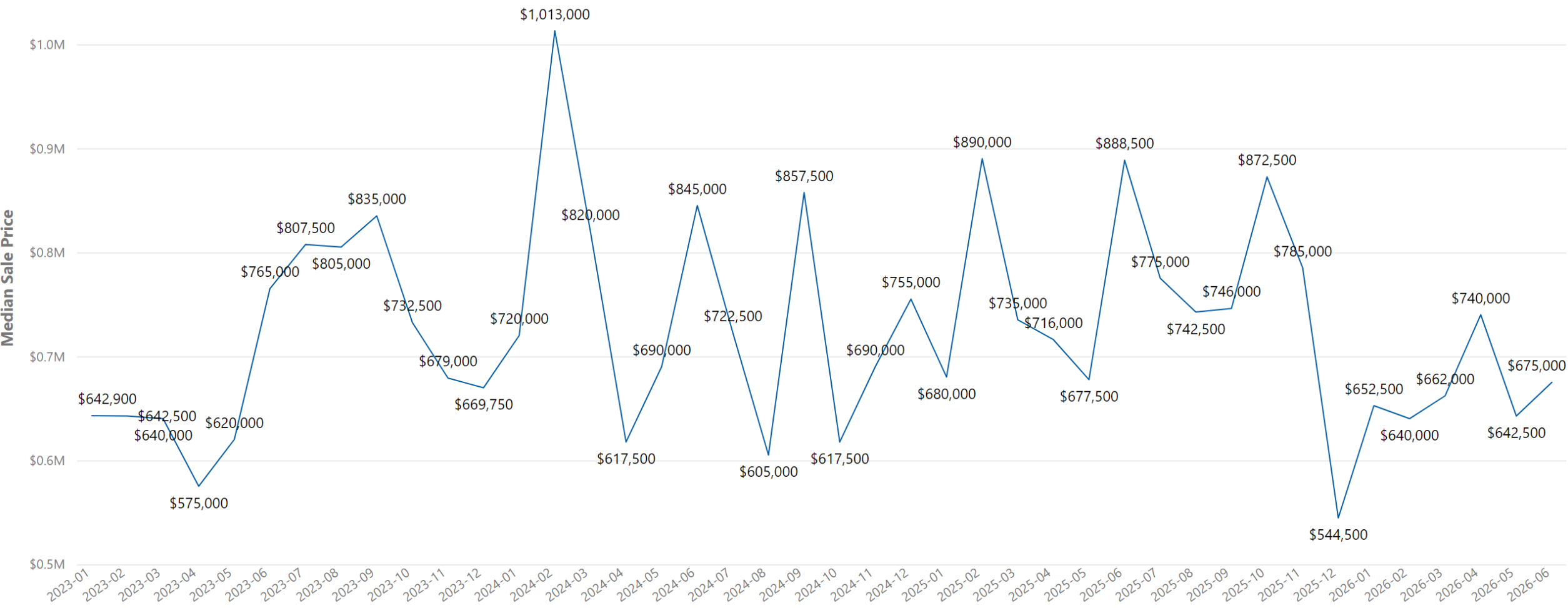
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Del Rey Oaks	\$971,500	\$0	N/A
Spreckels	\$850,000	\$0	N/A
Soledad	\$1,267,500	\$667,000	90%
Pebble Beach	\$5,850,000	\$3,917,500	49%
Greenfield	\$550,000	\$395,000	39%
Pacific Grove	\$1,506,500	\$1,175,000	28%
Marina	\$1,197,000	\$947,500	26%
Carmel	\$3,292,500	\$2,675,000	23%
King City	\$539,000	\$492,000	10%
Salinas	\$812,500	\$775,500	5%
Monterey	\$1,265,000	\$1,211,000	4%
Gonzales	\$662,000	\$651,000	2%
Prunedale	\$860,500	\$860,000	0%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Big Sur	\$0	\$1,579,000	-100%
Chualar	\$0	\$510,000	-100%
Corral De Tierra	\$0	\$1,150,000	-100%
Moss Landing	\$0	\$620,000	-100%
San Ardo	\$0	\$265,000	-100%
Royal Oaks	\$605,000	\$1,250,000	-52%
Carmel Valley	\$1,275,000	\$1,904,750	-33%
East Garrison	\$868,500	\$1,000,000	-13%
Seaside	\$784,500	\$845,000	-7%
Aromas	\$1,150,000	\$1,230,000	-7%

Monterey County - Median Sale Price

CountyName ● Monterey



Monterey County - Increased Median Price

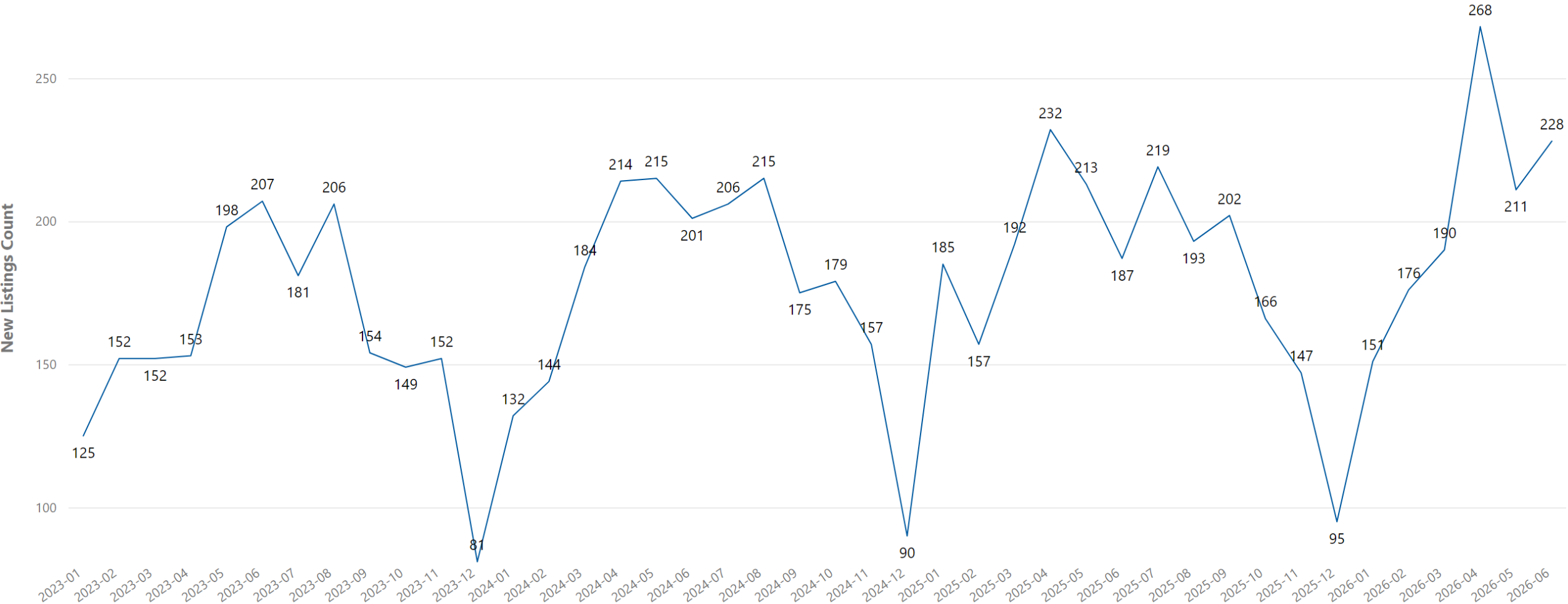
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Marina	\$585,000	\$0	N/A
Pacific Grove	\$1,050,000	\$0	N/A
Soledad	\$395,000	\$0	N/A
Pebble Beach	\$3,193,750	\$1,027,500	211%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Monterey	\$675,000	\$1,130,000	-40%
Seaside	\$547,000	\$710,000	-23%
Carmel	\$1,033,500	\$1,300,000	-21%
Salinas	\$432,000	\$467,500	-8%

Monterey County - New Listings

CountyName ● Monterey



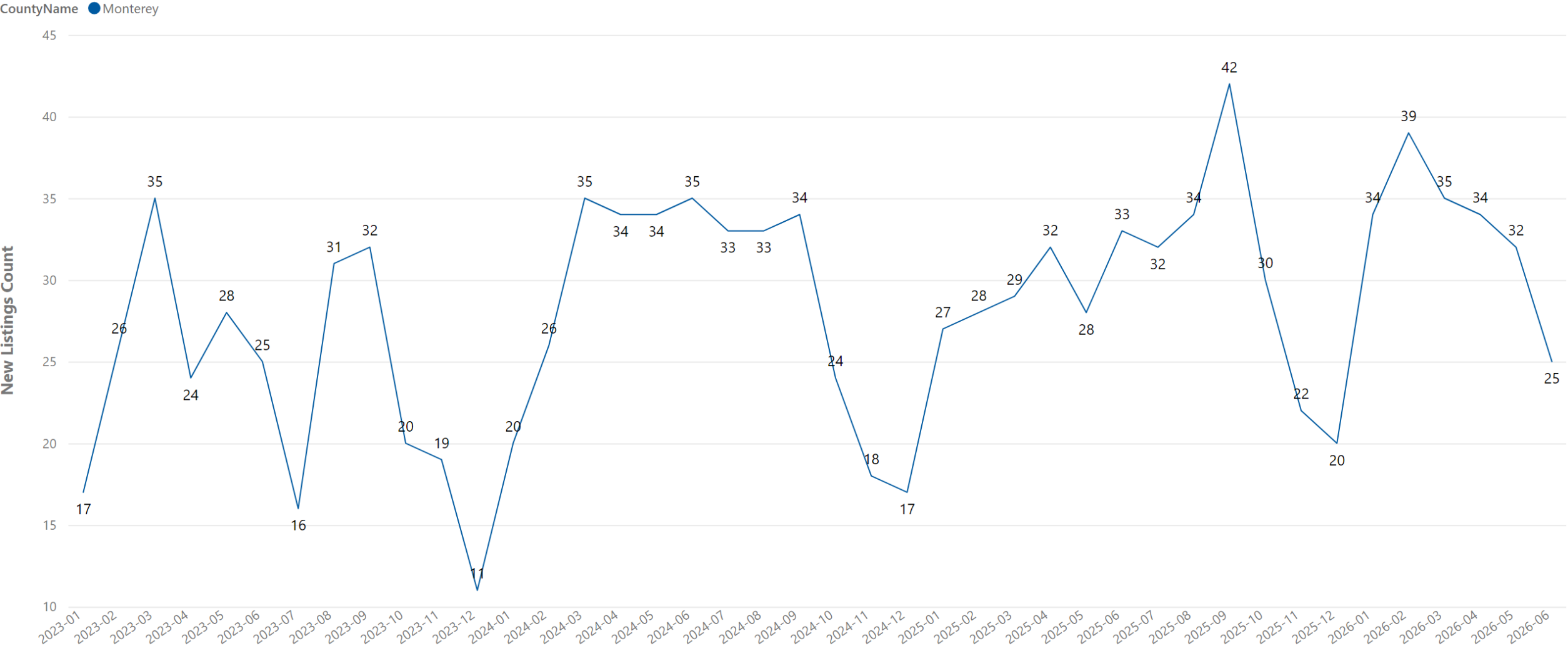
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Watsonville	1	0	N/A
East Garrison	4	1	300%
Seaside	13	6	117%
Gonzales	2	1	100%
Soledad	2	1	100%
Marina	23	13	77%
Salinas	68	50	36%
Carmel	25	19	32%
Pacific Grove	14	11	27%
Monterey	26	22	18%
Aromas	1	1	0%
Spreckels	1	1	0%
Del Rey Oaks	2	2	0%
Royal Oaks	3	3	0%
Carmel Valley	15	15	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Corral De Tierra	1	3	-67%
Castroville	1	2	-50%
Big Sur	2	3	-33%
Greenfield	4	6	-33%
King City	6	7	-14%
Pebble Beach	13	14	-7%

Monterey County - New Listings



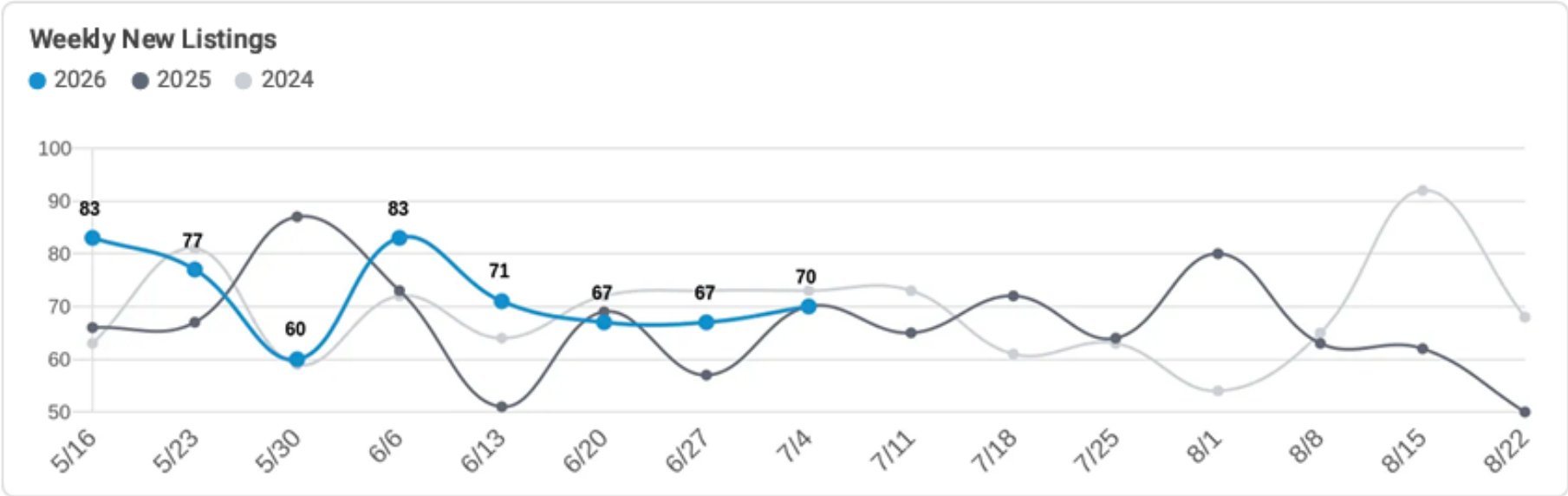
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Pacific Grove	2	0	N/A
Soledad	2	0	N/A
Carmel Valley	2	1	100%
Monterey	8	7	14%
Marina	1	1	0%
Seaside	1	1	0%

Monterey County - Decreased New Listings

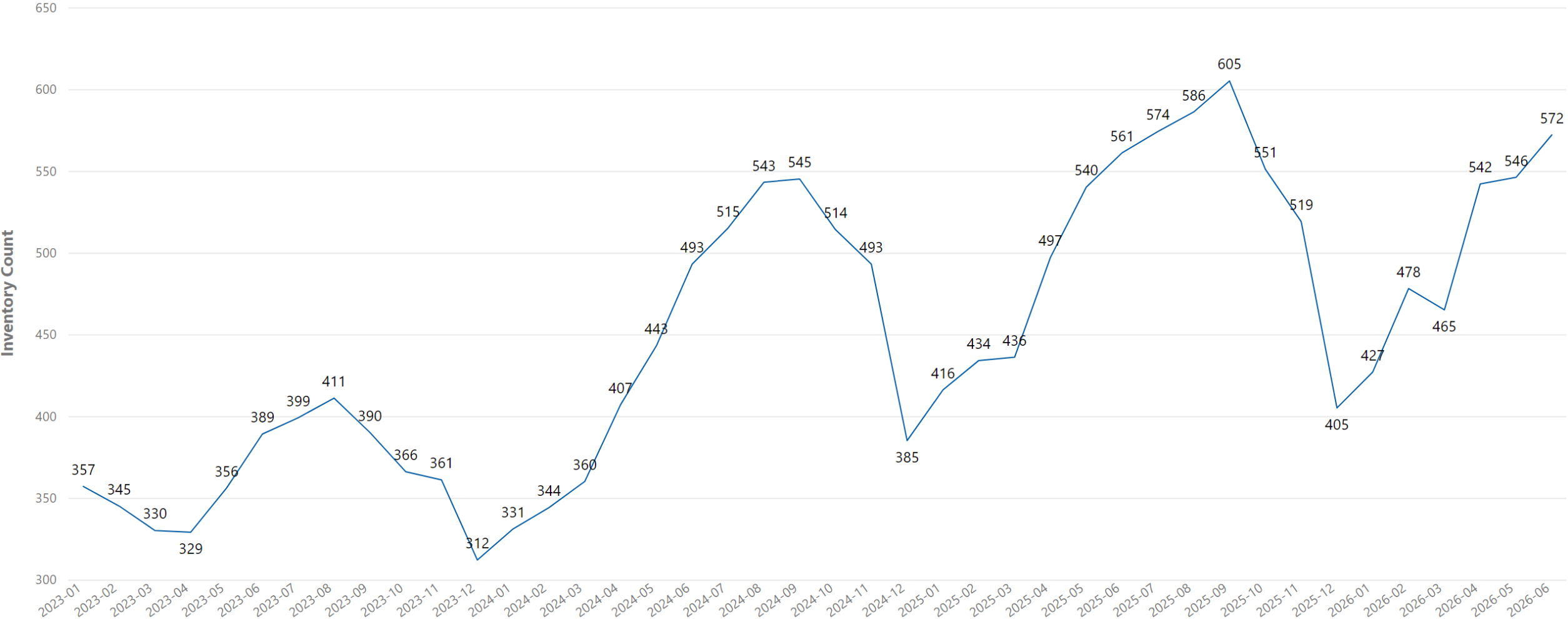
City	New Listings This Year	New Listings Last Year	% New Listings Change
Salinas	3	10	-70%
Carmel	6	11	-45%

Monterey County – New Listings Week Ending 07/04/2026



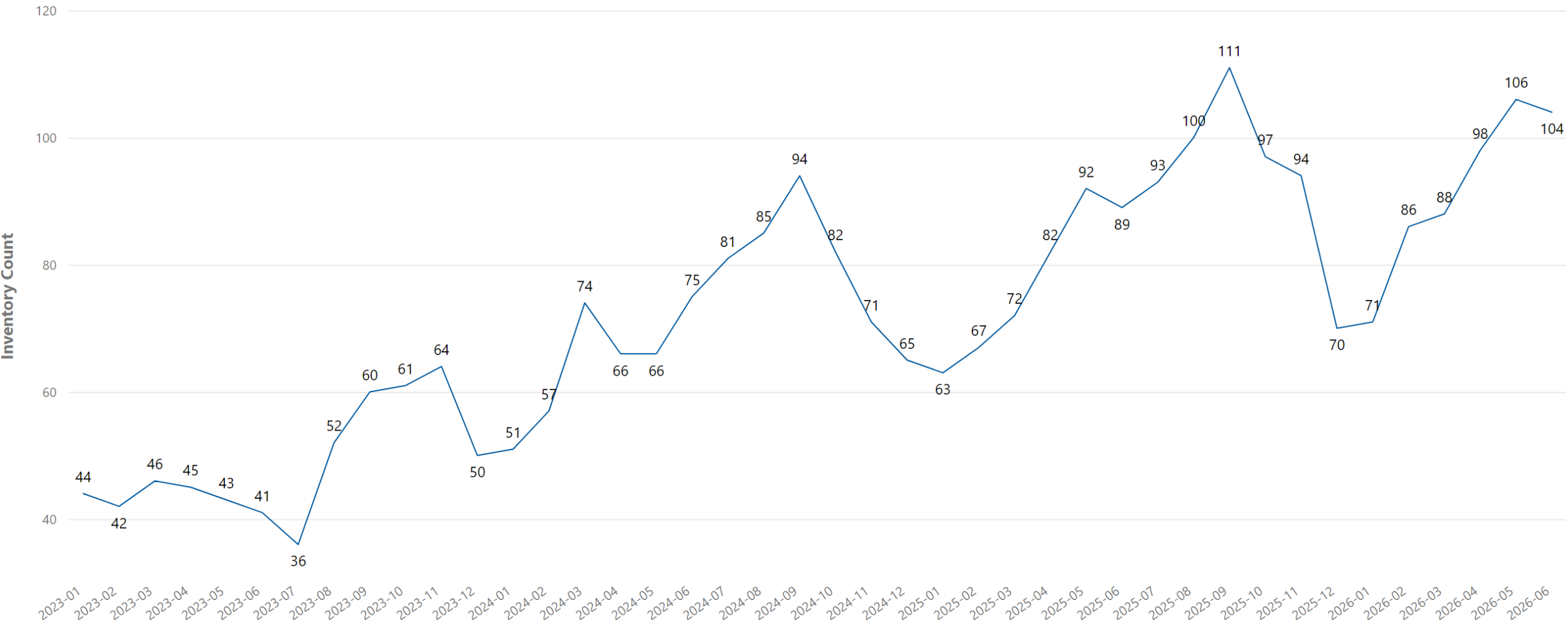
Monterey County - Inventory

CountyName ● Monterey



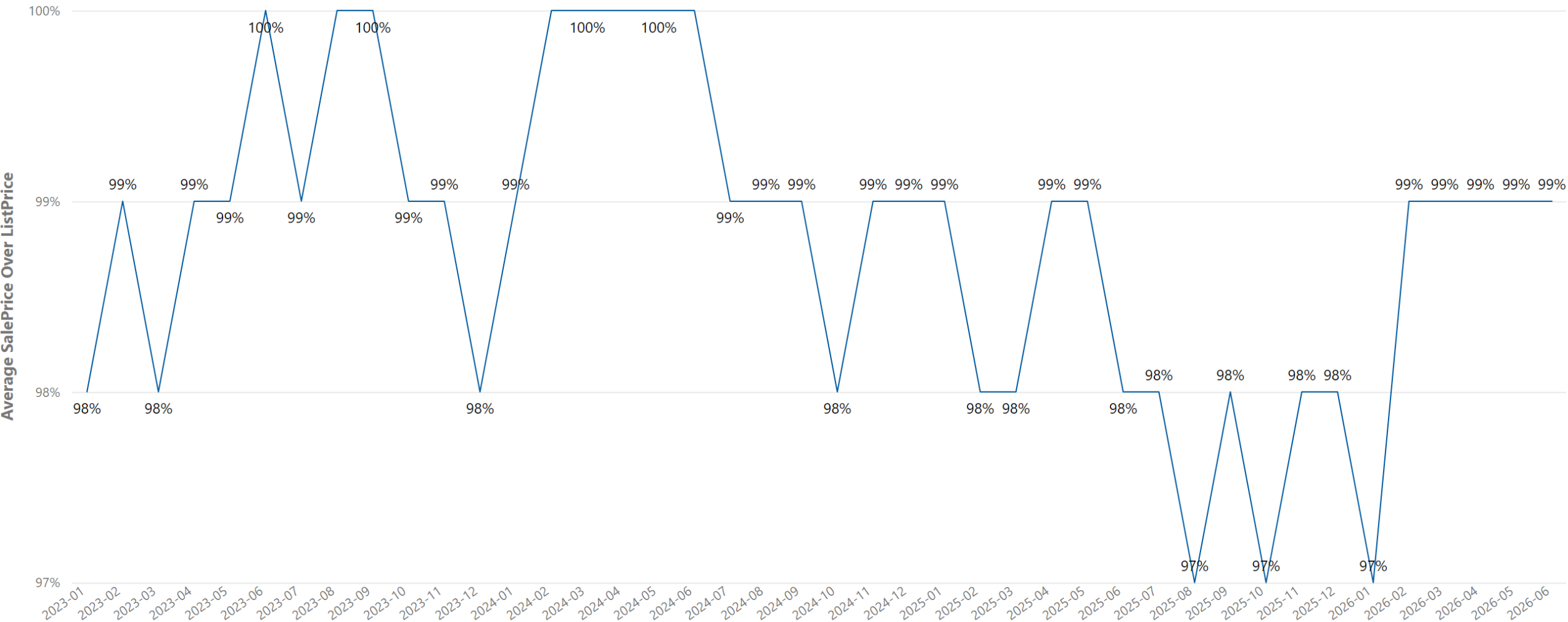
Monterey County - Inventory

CountyName ● Monterey



Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Monterey County - Increased Sale To List Price

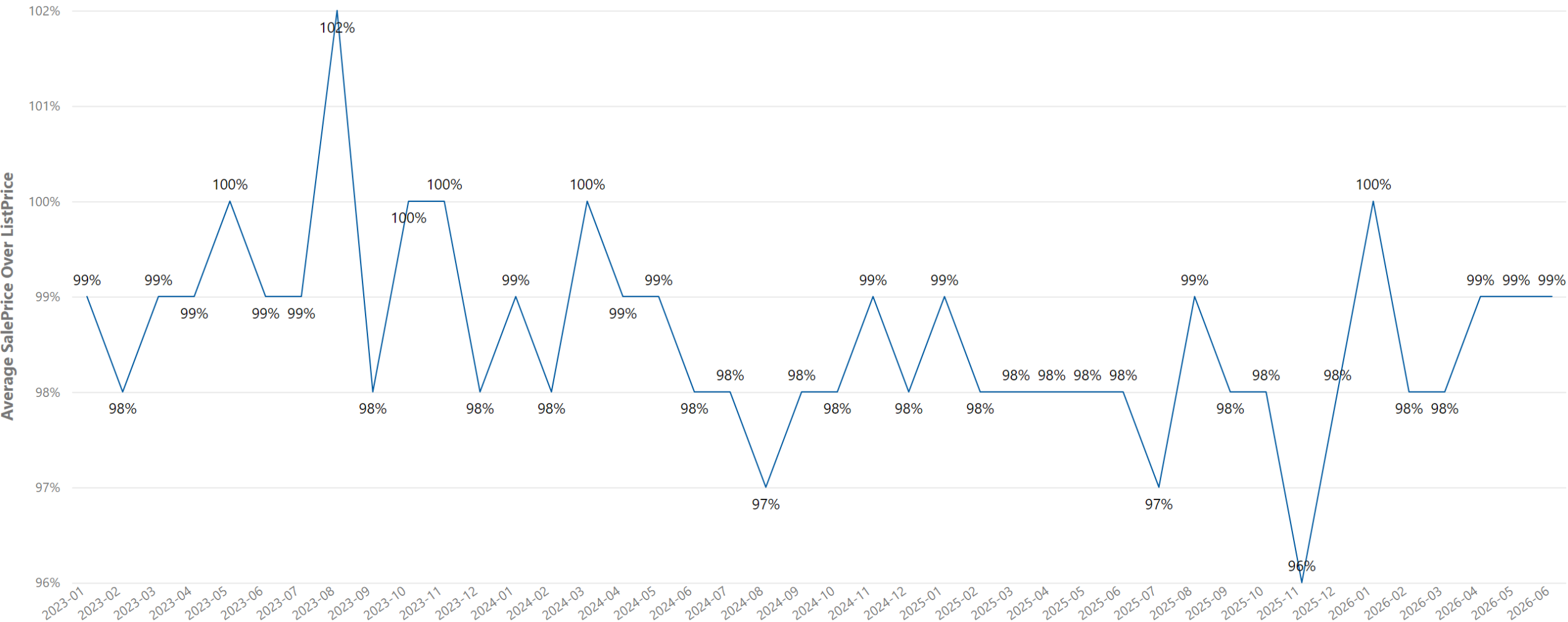
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Del Rey Oaks	98%	0%	N/A
Spreckels	100%	0%	N/A
Royal Oaks	97%	83%	17%
Pacific Grove	97%	95%	2%
Monterey	99%	97%	2%
Seaside	100%	98%	2%
Salinas	101%	99%	2%
Marina	99%	98%	1%
Greenfield	100%	99%	1%
East Garrison	101%	100%	1%
Prunedale	101%	100%	1%
King City	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
Aromas	98%	112%	-13%
Pebble Beach	93%	101%	-8%
Carmel Valley	90%	93%	-3%
Gonzales	98%	100%	-2%
Soledad	98%	100%	-2%
Carmel	96%	97%	-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
Marina	100%	0%	N/A
Pacific Grove	100%	0%	N/A
Soledad	99%	0%	N/A
Carmel	100%	97%	3%
Pebble Beach	91%	90%	1%

Monterey County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Seaside	91%	97%	-6%
Salinas	99%	100%	-1%
Monterey	100%	101%	-1%

Thank You

