

Monterey County

Real Estate Market Minute | November 2026

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Monterey County - Residential - Single Family 2025 vs 2026

↓ 18

Median Days on Market
Compared to 32

↓

$984.5K

Median Price
Compared to $1.0M

↓ 166

Closed Sales
Compared to 184

↑ 183

New Listings
Compared to 166

↑ 99%

Sale to List Price Ratio
Compared to 97%

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Data as of 11/5/2026

Monterey County - Residential - Common Interest 2025 vs 2026

↑ 34

Median Days on Market
Compared to 21

↓ 27

Closed Sales
Compared to 28

↓

$670.0K

Median Price
Compared to $872.5K

↓ 27

New Listings
Compared to 30

↑ 99%

Sale to List Price Ratio
Compared to 98%

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Data as of 11/5/2026

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October 2026 Market Trends

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Market Trends – October 2026 in Monterey County

Pricing Trends

Single family home prices bounced back in October, rising 8.5% from September to a $984,500 median, the highest since last October, though still 3% below last year's $1,015,000. Common interest rebounded from September's unusual $457,000 dip to $670,000, but remaining 23.2% below last year.

Transactional Trends

Inventory tightened across the board. Single family listings on the market slipped 4% to 548 as closed sales eased to 166, down 9.8% from last year. Common interest properties saw the bigger month-over-month shift, with inventory falling 11.2% to 87 while closed sales increased from September's 14 to 27 sales.

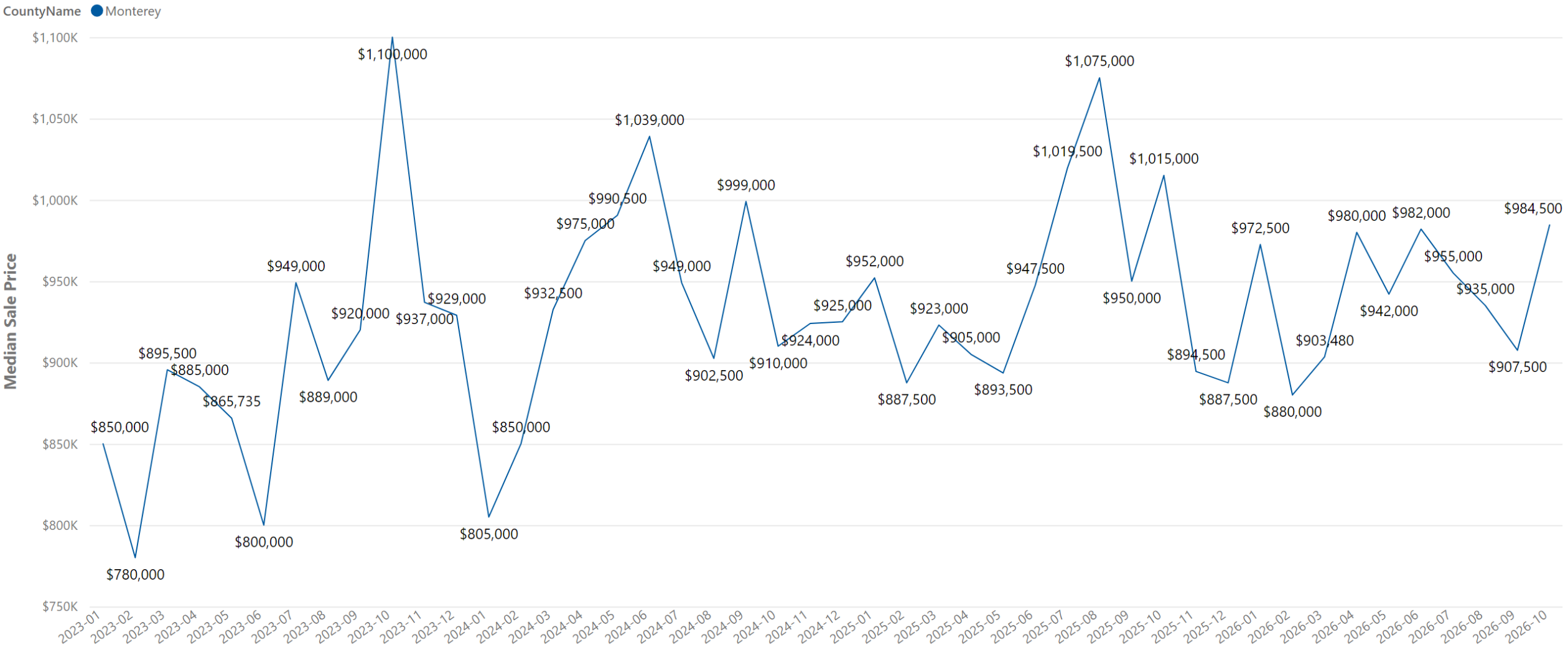
Market Competition

Single family homes moved much faster, with median days on market dropping to 18 from 26 in September and 32 a year ago, while selling at 99% of list price. Common interest properties also firmed up, climbing to 99% of asking from 96%, as median market time fell to 34 from 58.

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Monterey County - Median Sale Price



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Data as of 11/6/2026

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Residential Single Family: 2023-2026

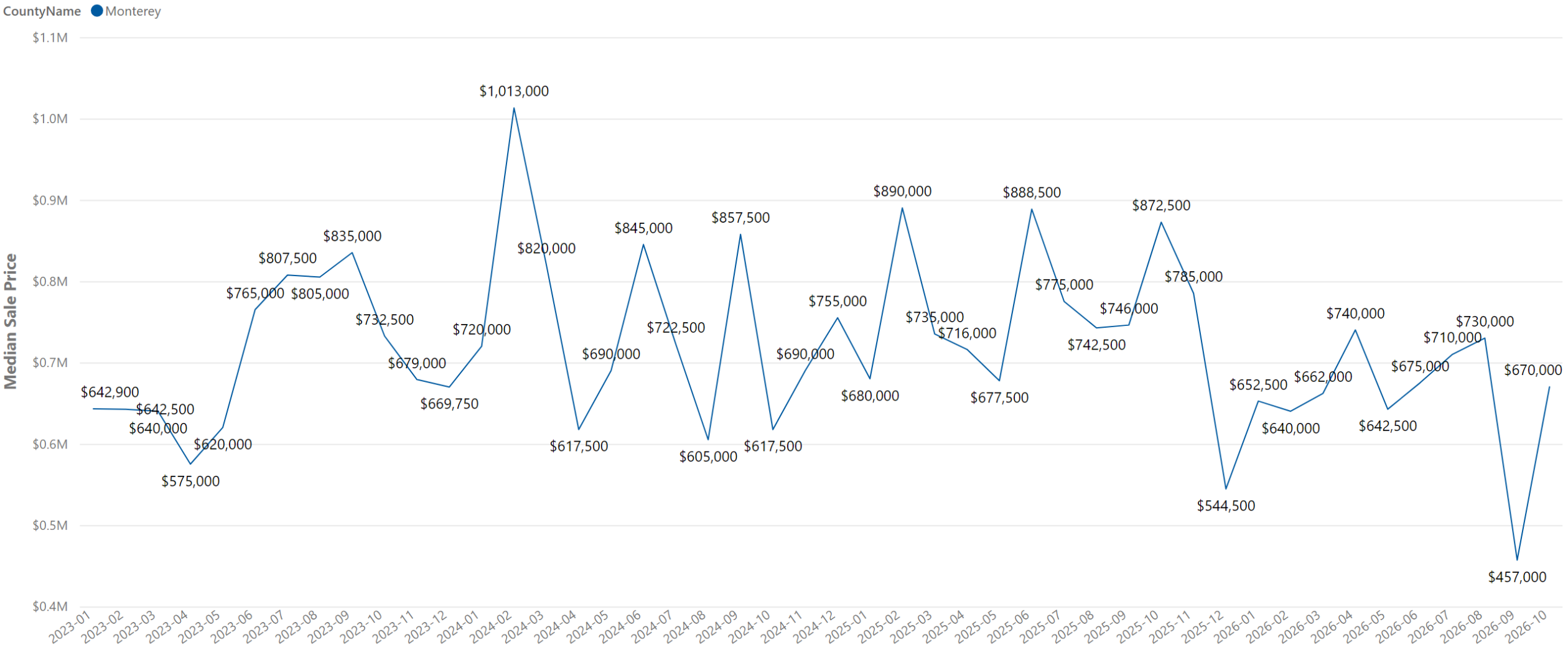
Monterey County - Increased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Aromas	$1,120,000	$0	N/A
Del Rey Oaks	$1,110,000	$0	N/A
Moss Landing	$2,180,000	$0	N/A
Watsonville	$1,350,000	$0	N/A
Chualar	$1,975,000	$684,000	189%
Carmel Valley	$1,500,000	$1,100,000	36%
Royal Oaks	$1,070,000	$888,163	20%
Greenfield	$600,000	$500,000	20%
Pacific Grove	$1,537,250	$1,332,213	15%
Marina	$1,103,565	$997,000	11%
Carmel	$2,757,500	$2,600,000	6%
Soledad	$663,000	$635,000	4%
Pebble Beach	$3,025,000	$2,970,000	2%
King City	$600,000	$589,950	2%
Salinas	$800,000	$800,000	0%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Gonzales	$0	$677,500	-100%
East Garrison	$860,000	$1,095,000	-21%
Castroville	$767,500	$881,000	-13%
Seaside	$785,000	$832,000	-6%
Monterey	$1,295,000	$1,322,500	-2%

Monterey County - Median Sale Price



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Data as of 11/6/2026

Residential Common Interest: 2023-2026

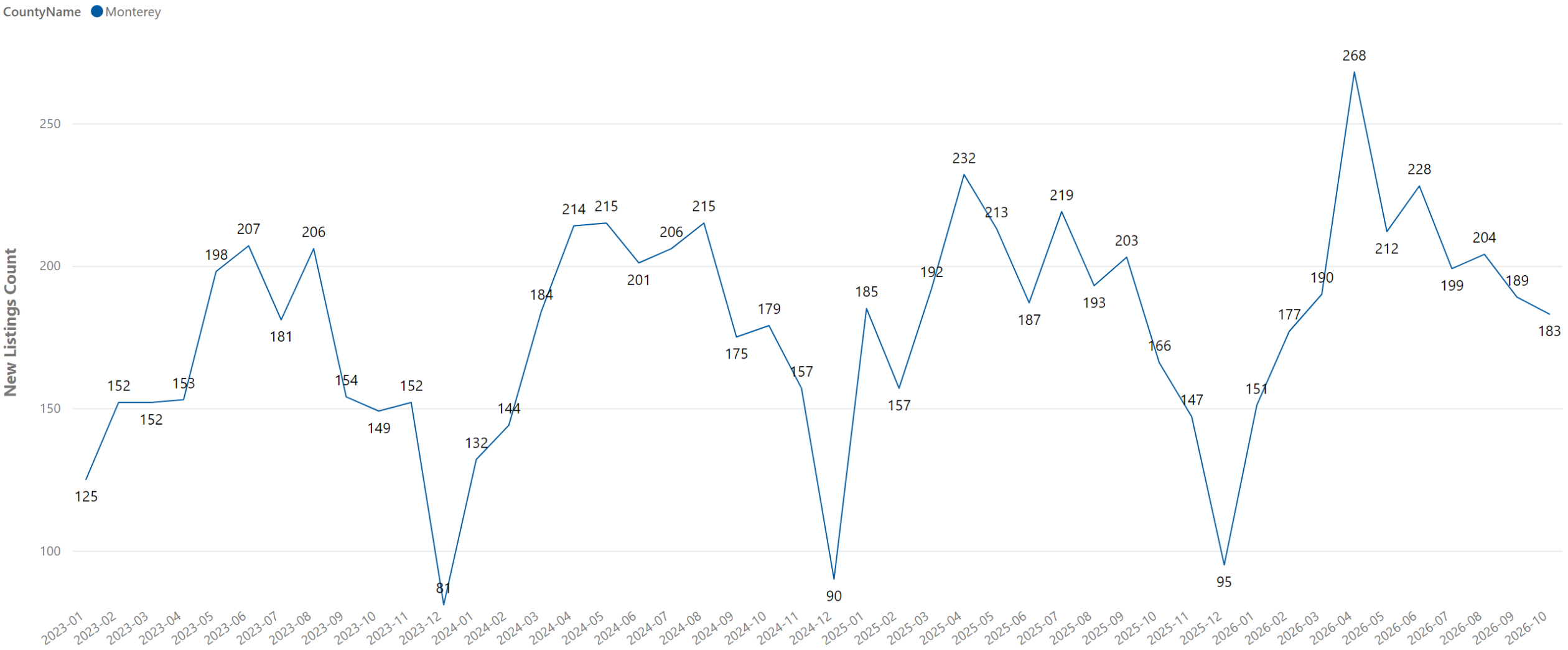
Monterey County - Increased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Del Rey Oaks	$700,000	$0	N/A
Marina	$498,500	$0	N/A
Seaside	$692,000	$0	N/A
Soledad	$388,800	$0	N/A
Pacific Grove	$2,506,250	$1,055,250	138%
Salinas	$483,500	$417,000	16%
Carmel	$975,000	$915,000	7%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Moss Landing	$0	$2,300,000	-100%
Pebble Beach	$0	$1,230,000	-100%
Monterey	$535,000	$875,000	-39%

Monterey County - New Listings



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Data as of 11/6/2026

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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
Sand City	1	0	N/A
Watsonville	1	0	N/A
East Garrison	2	0	N/A
Greenfield	4	1	300%
Pacific Grove	15	6	150%
Royal Oaks	4	3	33%
Soledad	7	6	17%
Marina	21	18	17%
Monterey	18	16	13%
Carmel	23	21	10%
Salinas	54	53	2%
Big Sur	1	1	0%
Del Rey Oaks	1	1	0%
Aromas	2	2	0%
Prunedale	2	2	0%

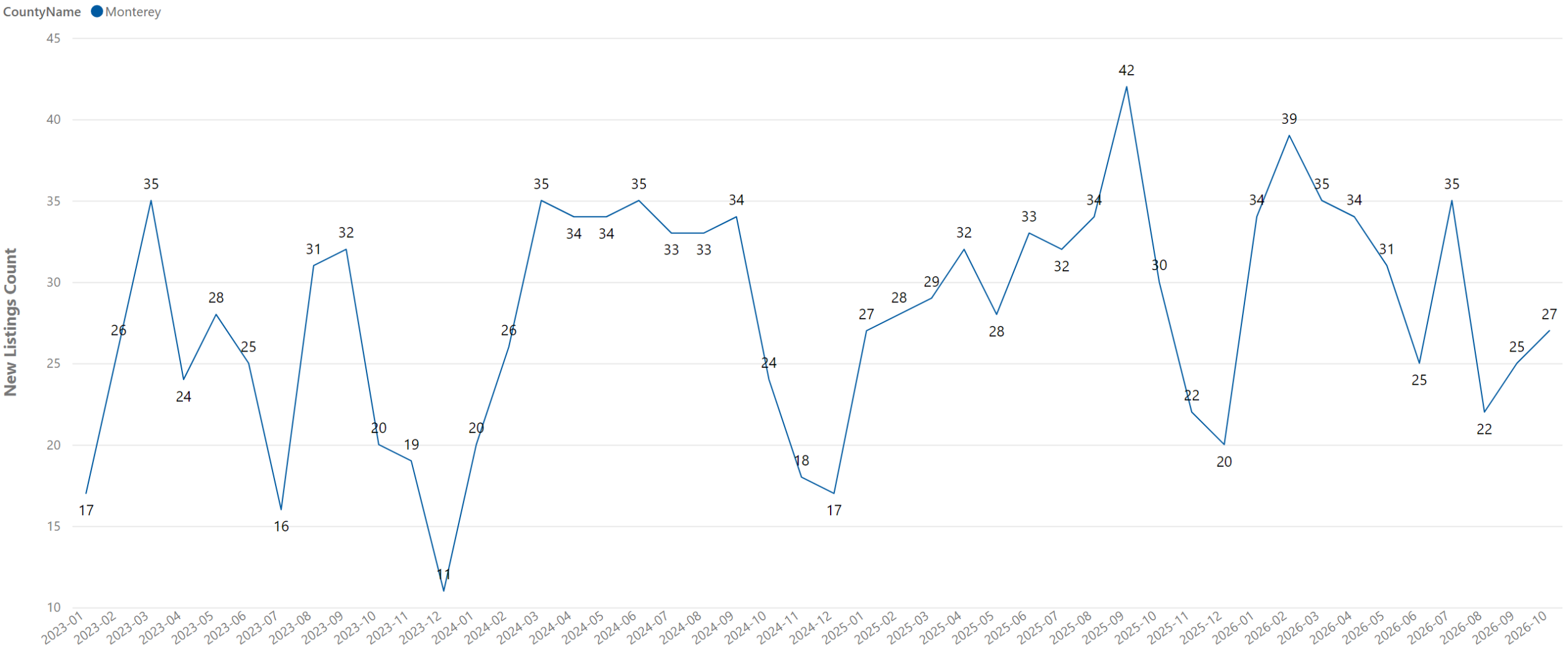
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Spreckels	2	2	0%
Carmel Valley	5	5	0%
King City	5	5	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Castroville	1	2	-50%
Pebble Beach	6	8	-25%
Seaside	8	9	-11%

Monterey County - New Listings



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Data as of 11/6/2026

Residential Common Interest: 2023-2026

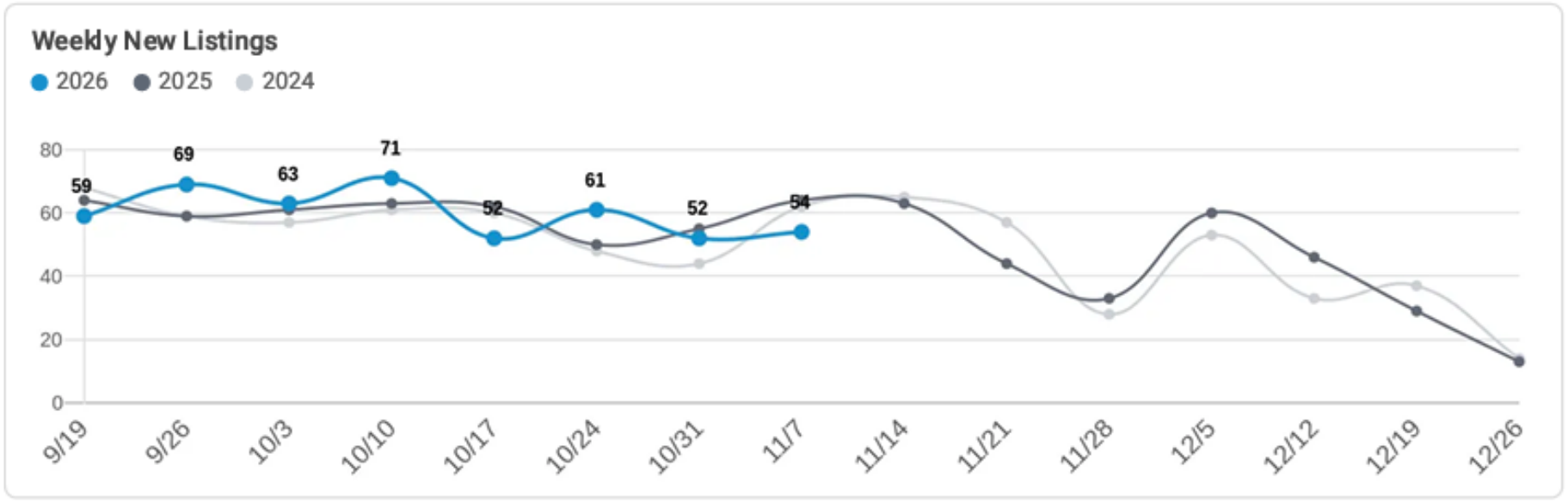
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Soledad	1	0	N/A
East Garrison	2	0	N/A
Monterey	9	8	13%
Salinas	5	5	0%
Carmel	8	8	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Pacific Grove	2	4	-50%

Monterey County – New Listings Week Ending 11/07/2026



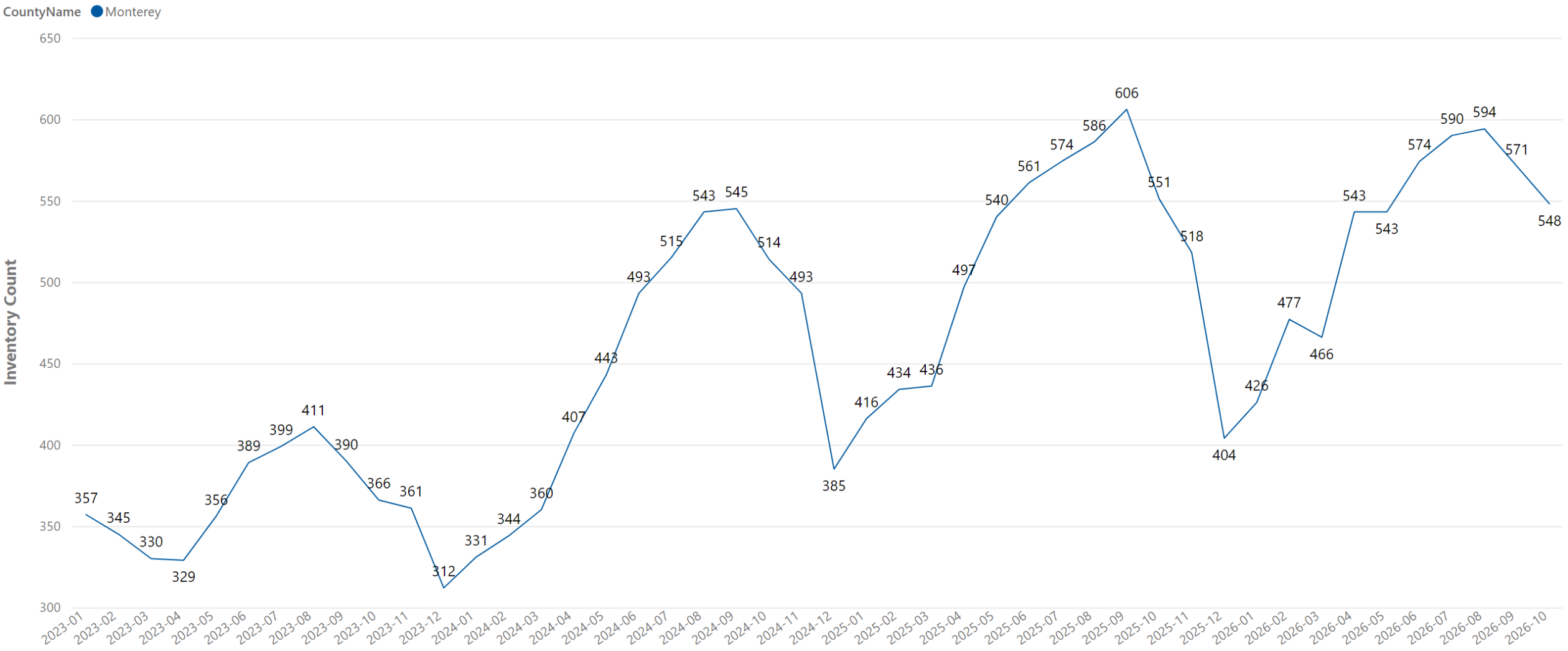
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Data as of 11/09/2026

Data for All Classes 2023-2025

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Monterey County - Inventory



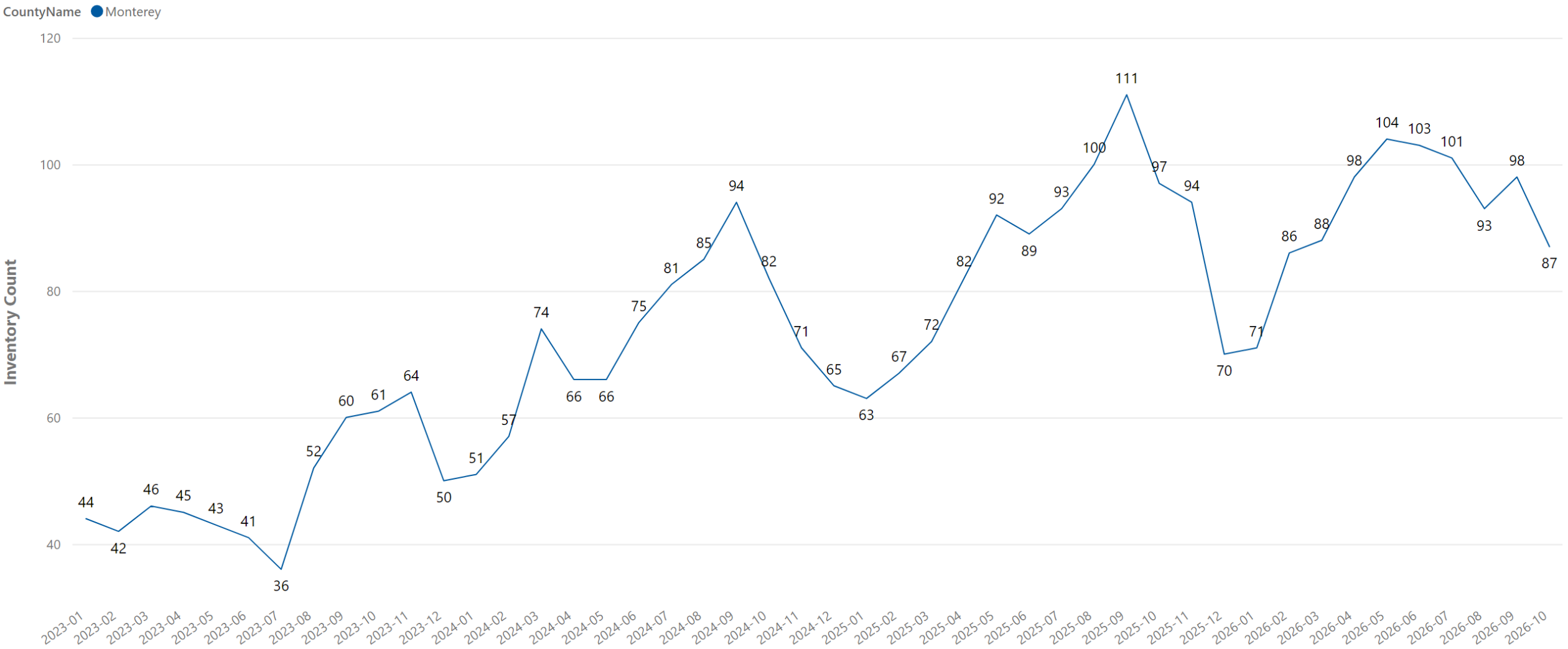
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Residential Single Family: 2023-2026

Monterey County - Inventory



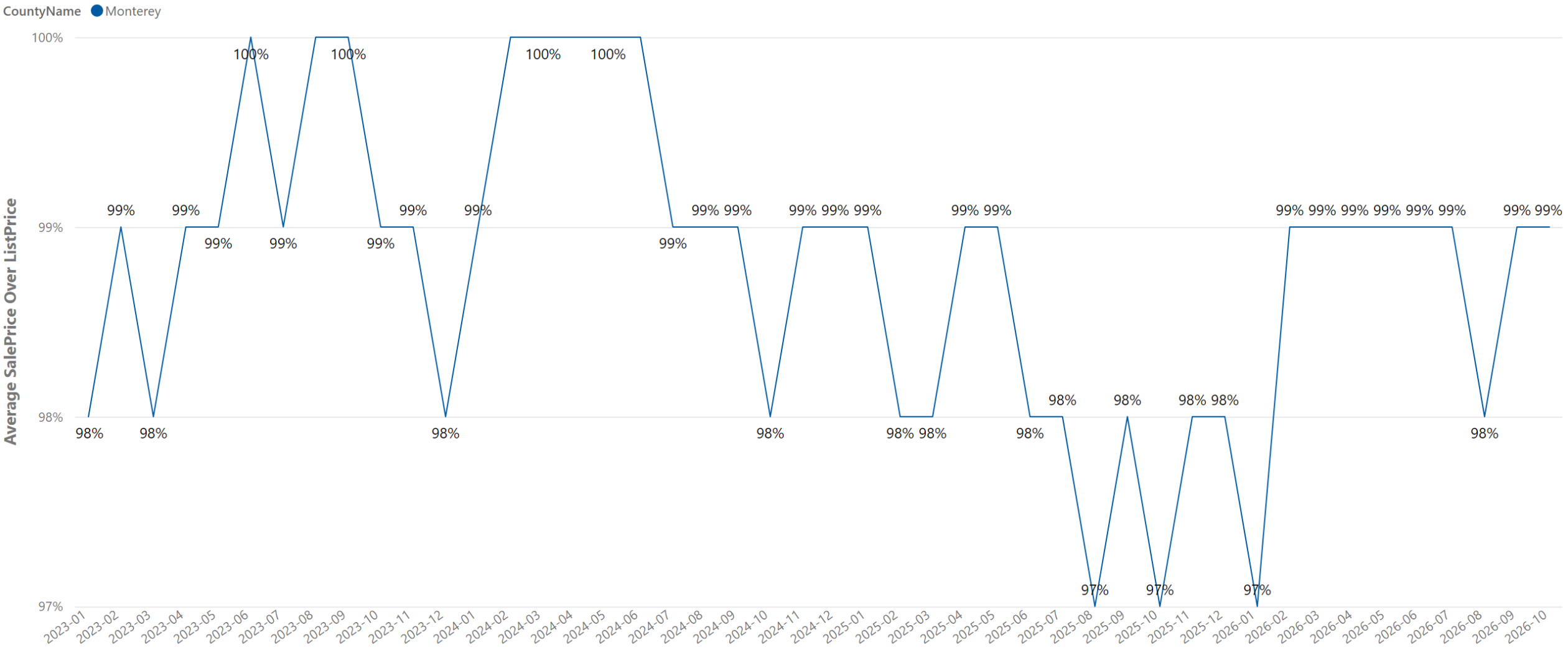
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Data as of 11/6/2026

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Residential Common Interest: 2023-2026

Monterey County - Average Sale Price Over List Price



Data as of 11/6/2026

Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Aromas	101%	0%	N/A
Del Rey Oaks	97%	0%	N/A
Moss Landing	91%	0%	N/A
Watsonville	100%	0%	N/A
Pebble Beach	99%	93%	6%
Carmel	98%	93%	5%
Soledad	99%	94%	5%
Carmel Valley	97%	94%	3%
Castroville	100%	97%	3%
Seaside	100%	97%	3%
Monterey	98%	96%	2%
Pacific Grove	98%	97%	1%
Marina	99%	98%	1%
Chualar	99%	99%	0%
East Garrison	100%	100%	0%

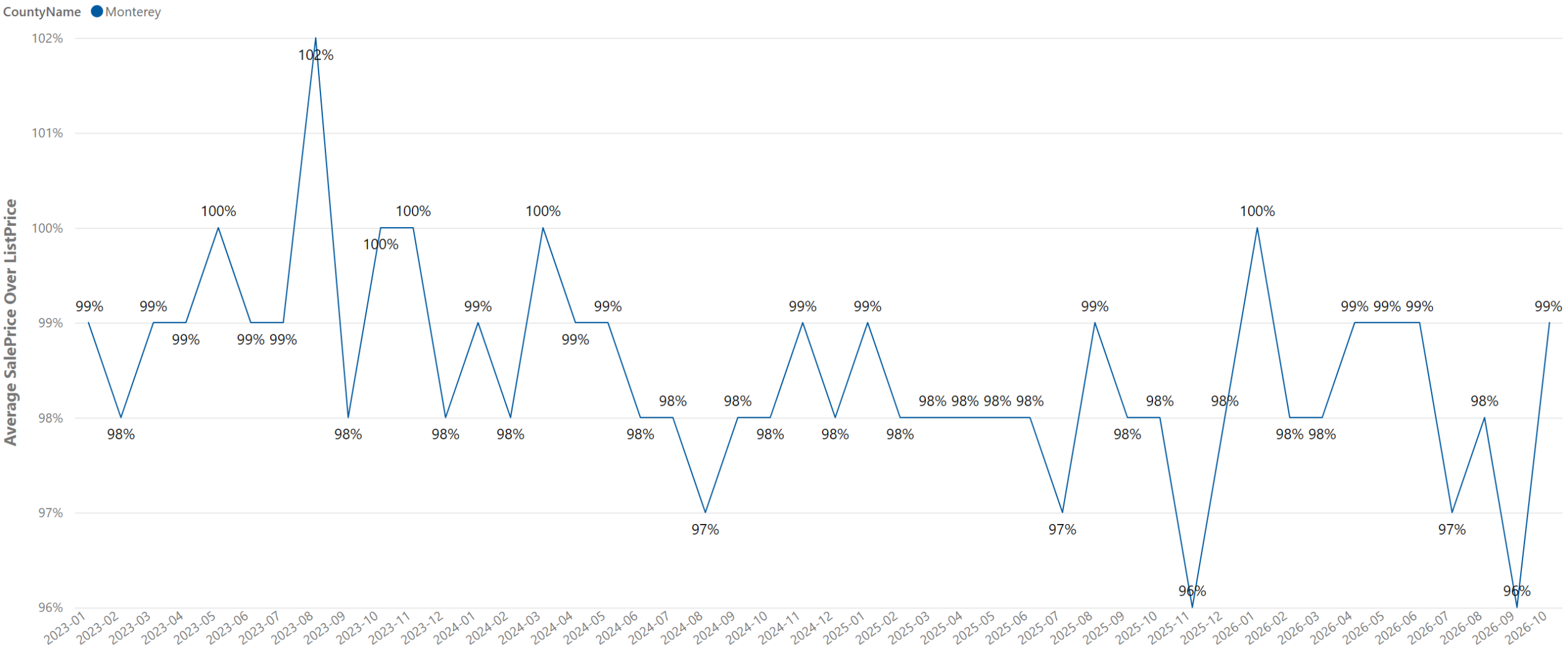
Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Royal Oaks	98%	98%	0%
Salinas	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
Greenfield	99%	102%	-3%
King City	100%	101%	-1%

Monterey County - Average Sale Price Over List Price



Data as of 11/6/2026

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	100%	0%	N/A
Marina	99%	0%	N/A
Seaside	99%	0%	N/A
Soledad	100%	0%	N/A
Monterey	100%	98%	2%

Monterey County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Salinas	97%	98%	-1%
Carmel	98%	99%	-1%
Pacific Grove	98%	99%	-1%

Thank You

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