



Monterey County

Real Estate Market Minute | January 2026

Monterey County – Residential – Single Family 2025 vs 2024

↑ 27

Median Days on Market
Compared to 25

↑ 97

New Listings
Compared to 90



\$900.0K

Median Price
Compared to \$925.0K

↑ 154

Closed Sales
Compared to 143

↓ 98%

Sale to List Price Ratio
Compared to 99%

Monterey County – Residential – Common Interest 2025 vs 2024

↑ 29

Median Days on Market
Compared to 24

↑ 20

New Listings
Compared to 17



\$544.5K

Median Price
Compared to \$755.0K

↑ 32

Closed Sales
Compared to 21

≡ 98%

Sale to List Price Ratio
Compared to 98%

December 2025 Market Trends

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

Market Trends – December 2025 in Monterey County

Pricing Trends

The median price in the single family market is lower than last year, but increased slightly from November. The common interest market median price was significantly lower than both December 2024 as well as November 2025.

Transactional Trends

Compared to this time last year, both the single family and common interest markets had an increase in the number of new listings and closed sales, which is an unusual outcome for this time of year.

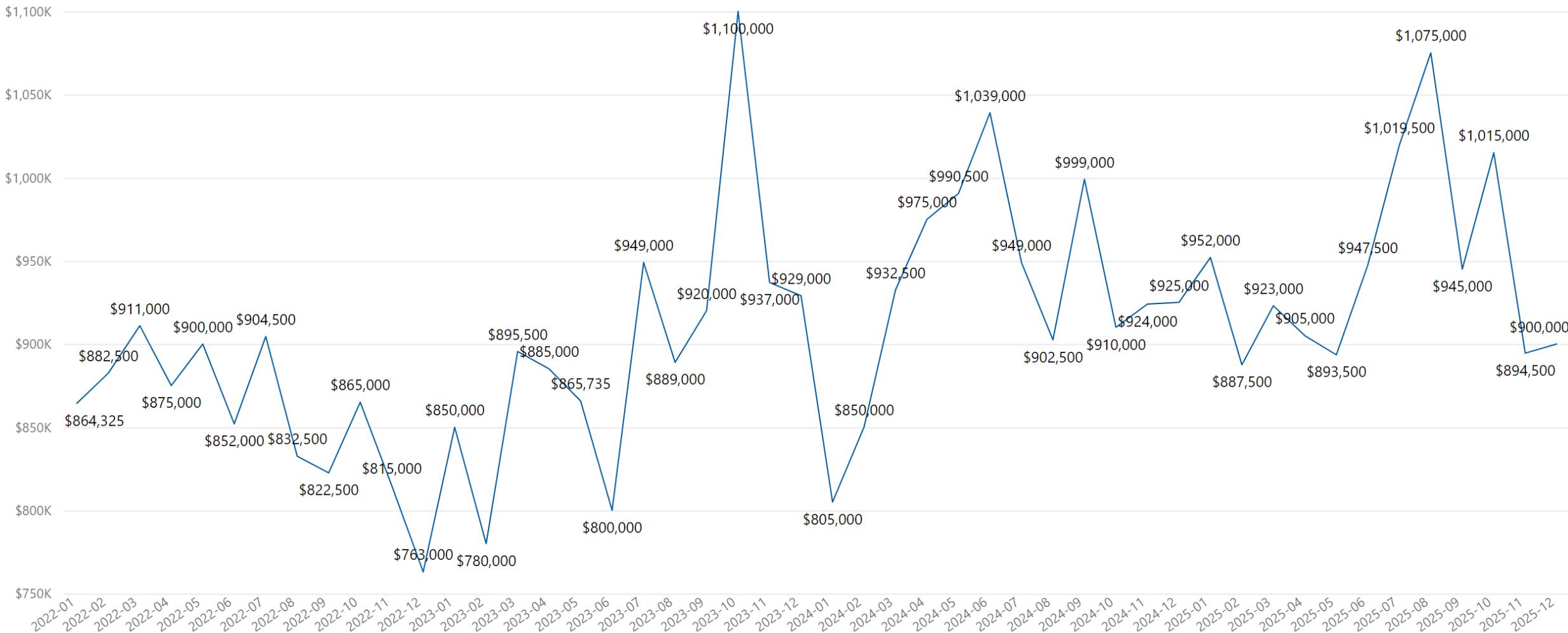
Competitive Analysis

There was a big difference in the number of days on market for the single family home market versus common interest, with an increase in the former, but a significant decrease in the latter compared to last month.

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 1/6/2026

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Residential Single Family: 2022-2025

Monterey County - Increased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Castroville	\$635,000	\$0	N/A
Del Rey Oaks	\$1,050,000	\$0	N/A
Lockwood	\$829,000	\$0	N/A
Prunedale	\$1,050,000	\$0	N/A
Spreckels	\$1,030,000	\$0	N/A
Gonzales	\$836,000	\$550,000	52%
Pebble Beach	\$2,755,000	\$2,175,000	27%
Marina	\$1,092,000	\$998,000	9%
Royal Oaks	\$910,000	\$881,000	3%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Aromas	\$0	\$1,200,000	-100%
East Garrison	\$0	\$824,500	-100%
Moss Landing	\$0	\$2,150,000	-100%
Sand City	\$0	\$1,178,750	-100%
Watsonville	\$0	\$999,999	-100%
Carmel	\$1,795,250	\$3,925,000	-54%
Carmel Valley	\$1,355,000	\$1,962,500	-31%
Pacific Grove	\$1,171,500	\$1,375,000	-15%
Monterey	\$1,200,000	\$1,298,070	-8%
King City	\$610,207	\$660,000	-8%
Greenfield	\$510,000	\$547,000	-7%
Salinas	\$749,000	\$799,000	-6%
Seaside	\$823,715	\$850,000	-3%
Soledad	\$660,000	\$674,000	-2%

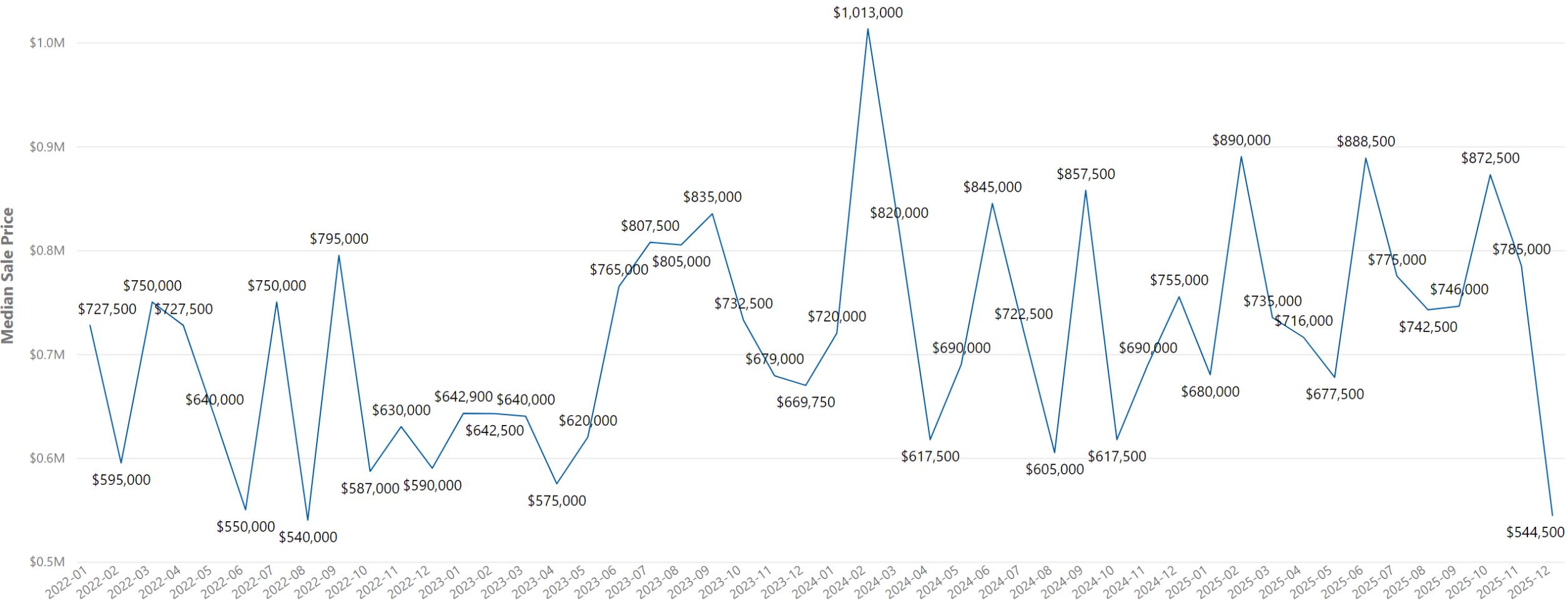
Data as of 1/6/2026

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Residential Single Family: December 2024/2025

Monterey County - Median Sale Price

CountyName ● Monterey



Data as of 1/6/2026

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Residential Common Interest: 2022-2025

Monterey County - Increased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Marina	\$408,500	\$0	N/A
Soledad	\$374,000	\$0	N/A
Salinas	\$390,000	\$372,500	5%

Data as of 1/6/2026

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Residential Common Interest: December 2024/2025

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Del Rey Oaks	\$0	\$720,000	-100%
Seaside	\$0	\$670,500	-100%
Monterey	\$435,000	\$987,500	-56%
Pacific Grove	\$1,000,000	\$2,195,000	-54%
Pebble Beach	\$865,000	\$1,271,000	-32%
King City	\$281,000	\$340,000	-17%
Carmel	\$1,120,000	\$1,325,000	-15%
Carmel Valley	\$1,050,000	\$1,215,000	-14%

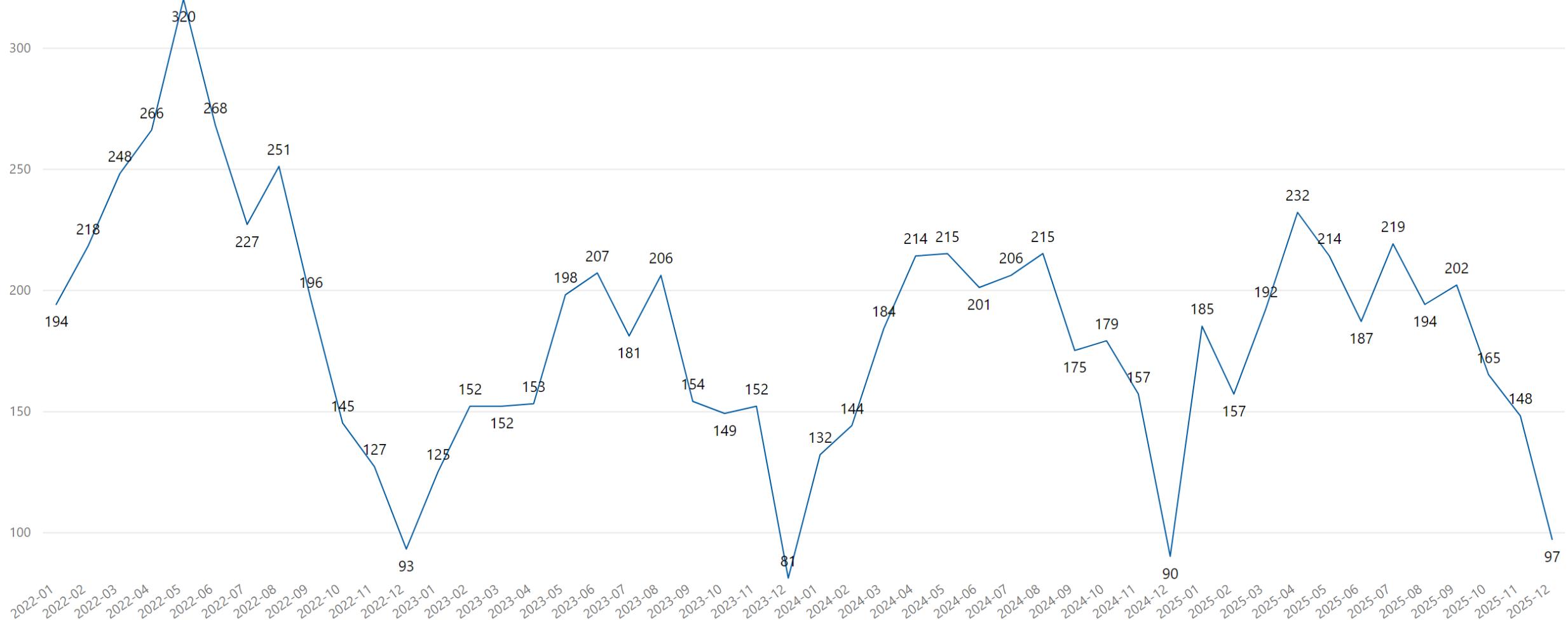
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Residential Common Interest: December 2024/2025

Monterey County - New Listings

CountyName ● Monterey



Data as of 1/6/2026

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Residential Single Family: 2022-2025

Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Del Rey Oaks	1	0	N/A
Prunedale	1	0	N/A
King City	3	0	N/A
Monterey	9	3	200%
Marina	14	6	133%
Pacific Grove	9	4	125%
Carmel Valley	2	1	100%
Soledad	5	3	67%
Pebble Beach	4	3	33%
Seaside	6	6	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Greenfield	3	7	-57%
Royal Oaks	1	2	-50%
Carmel	8	10	-20%
Salinas	31	34	-9%

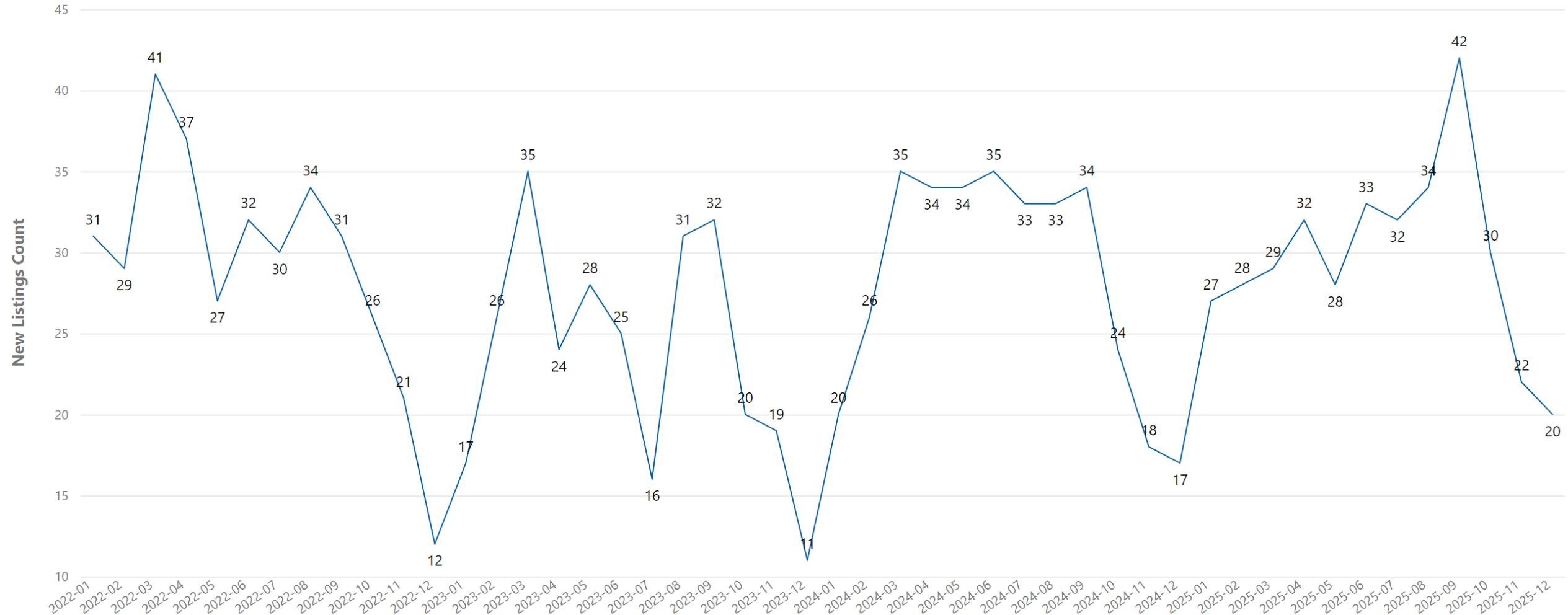
Data as of 1/6/2026

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Residential Single Family: December 2024/2025

Monterey County - New Listings

CountyName ● Monterey



Data as of 1/6/2026

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Residential Common Interest: 2022-2025

Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Carmel Valley	1	0	N/A
Marina	1	0	N/A
Soledad	1	0	N/A
Carmel	6	2	200%
Salinas	8	4	100%

Monterey County - Decreased New Listings

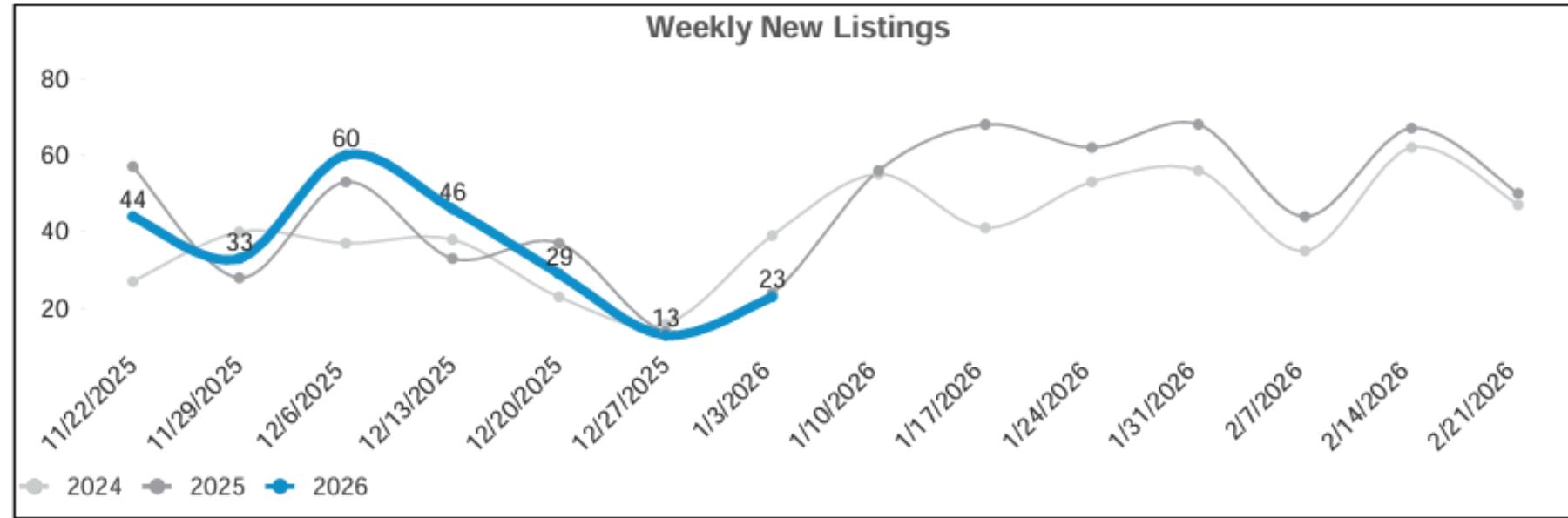
City	New Listings This Year	New Listings Last Year	% New Listings Change
Monterey	3	6	-50%

Data as of 1/6/2026

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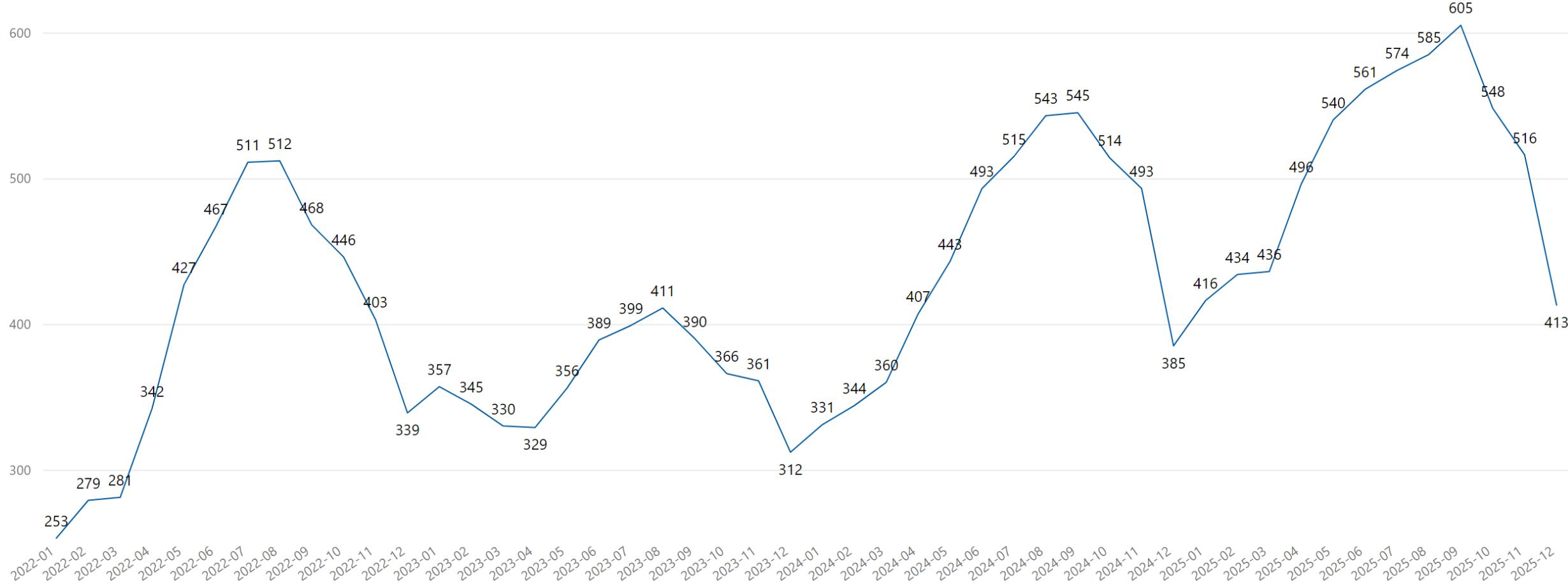
Residential Common Interest: December 2024/2025

Monterey County – New Listings Week Ending 01/03/2026



Monterey County - Inventory

CountyName ● Monterey



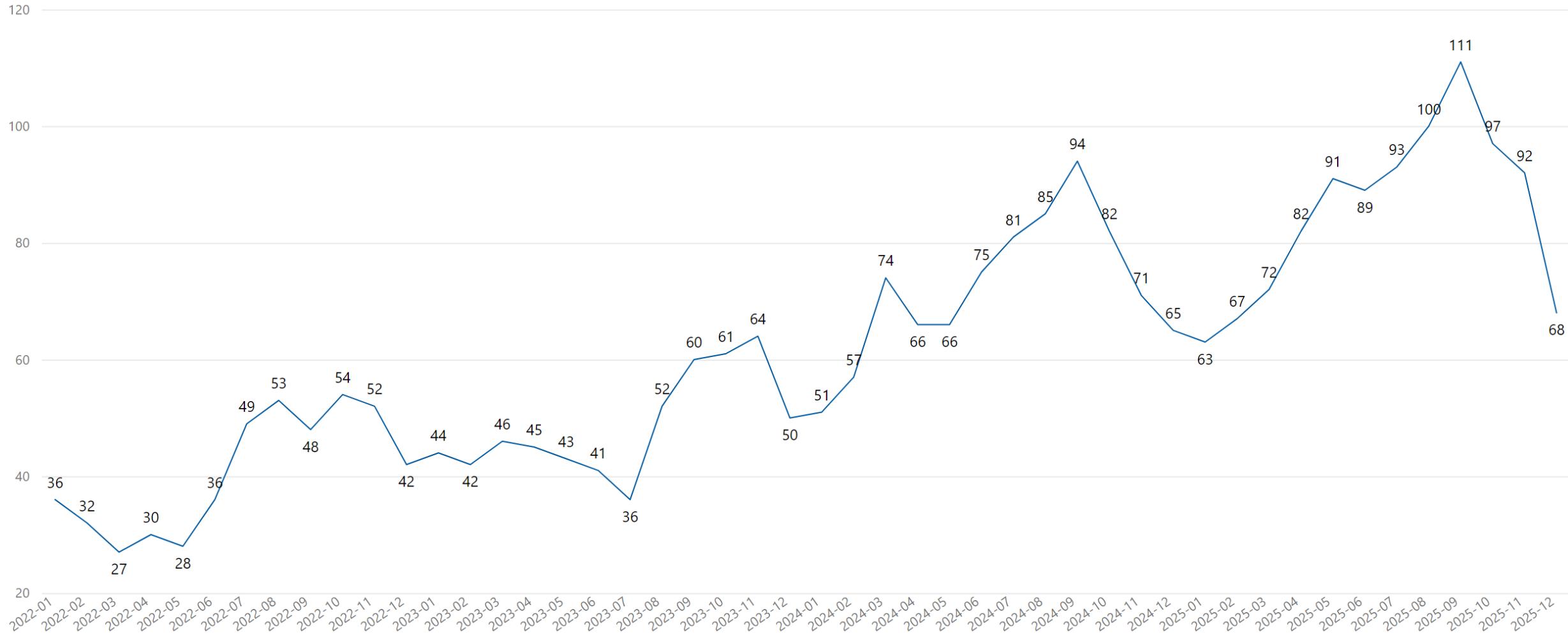
Data as of 1/6/2026

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Residential Single Family: 2022-2025

Monterey County - Inventory

CountyName ● Monterey

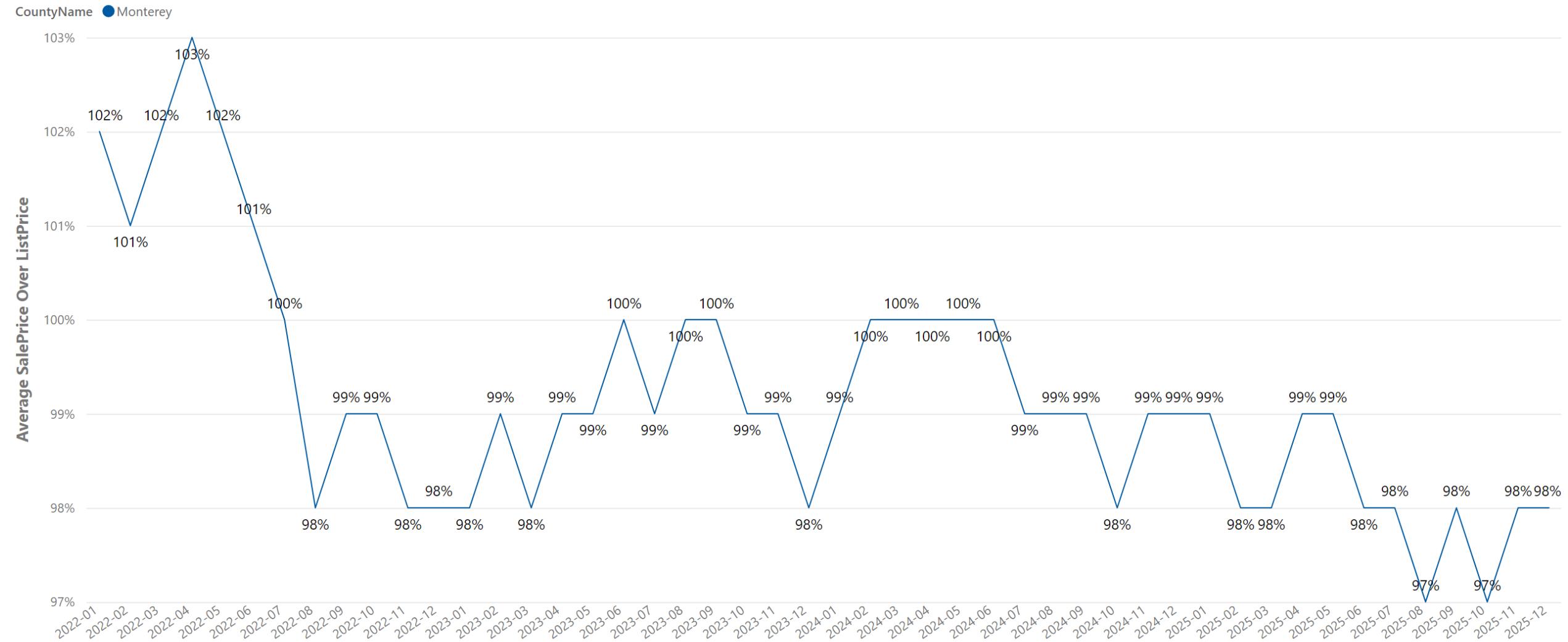


Data as of 1/6/2026

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Residential Common Interest: 2022-2025

Monterey County - Average Sale Price Over List Price



Data as of 1/6/2026

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Residential Single Family: 2022-2025

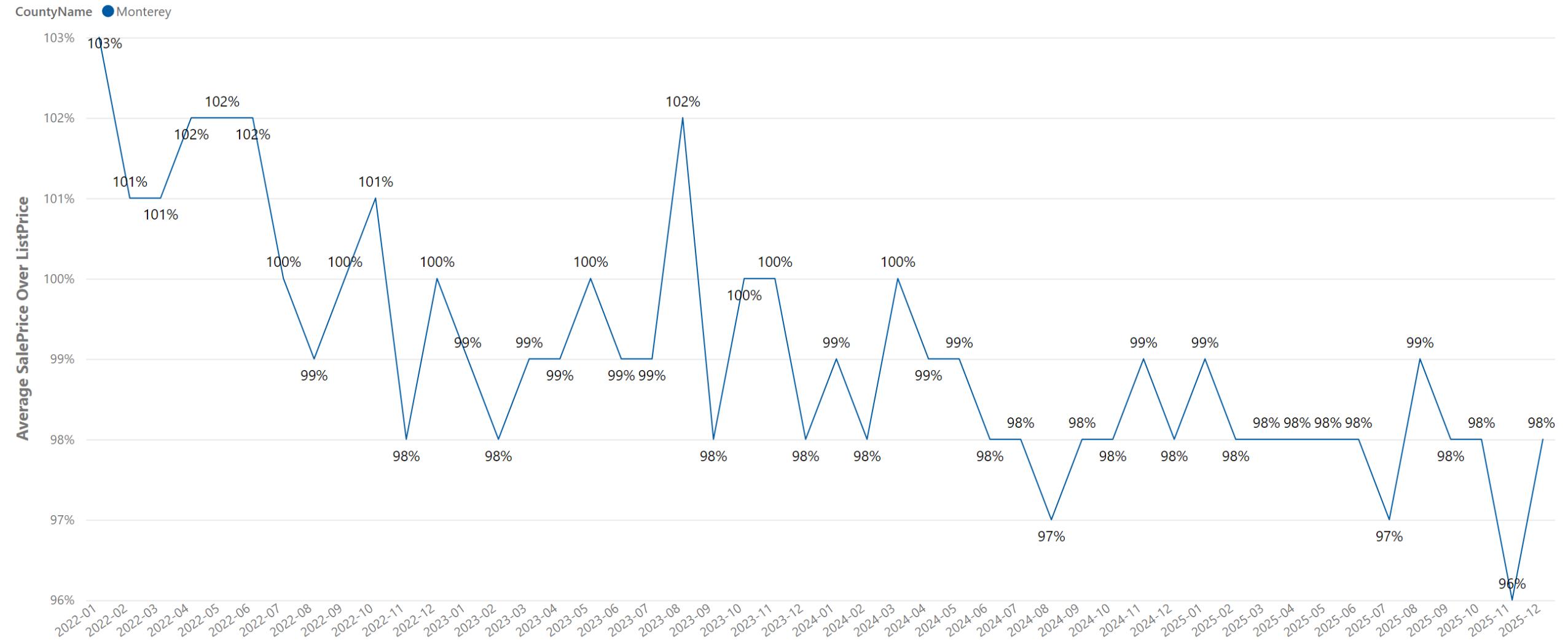
Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Castroville	106%	0%	N/A
Del Rey Oaks	97%	0%	N/A
Lockwood	92%	0%	N/A
Prunedale	88%	0%	N/A
Spreckels	100%	0%	N/A
King City	98%	96%	2%
Monterey	97%	96%	1%
Salinas	99%	98%	1%
Seaside	101%	100%	1%

Monterey County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Pacific Grove	96%	105%	-9%
Greenfield	98%	105%	-7%
Carmel Valley	93%	98%	-5%
Pebble Beach	94%	99%	-5%
Royal Oaks	96%	99%	-3%
Carmel	94%	96%	-2%
Marina	98%	99%	-1%
Gonzales	100%	101%	-1%
Soledad	100%	101%	-1%

Monterey County - Average Sale Price Over List Price



Data as of 1/6/2026

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Residential Common Interest: 2022-2025

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
Soledad	99%	0%	N/A
Pacific Grove	98%	92%	7%
Monterey	99%	96%	3%
Carmel Valley	96%	94%	2%

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	95%	101%	-6%
Carmel	96%	100%	-4%
Pebble Beach	97%	99%	-2%
Salinas	99%	100%	-1%

Thank You