



# Monterey County

Real Estate Market Minute | January 2026

# Monterey County – Residential – Single Family 2025 vs 2024

↑ 27

Median Days on Market  
Compared to 25



**\$900.0K**

Median Price  
Compared to \$925.0K

↑ 154

Closed Sales  
Compared to 143

↑ 97

New Listings  
Compared to 90

↓ 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



**\$544.5K**

Median Price  
Compared to \$755.0K

↑ 32

Closed Sales  
Compared to 21

↑ 20

New Listings  
Compared to 17

= 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.

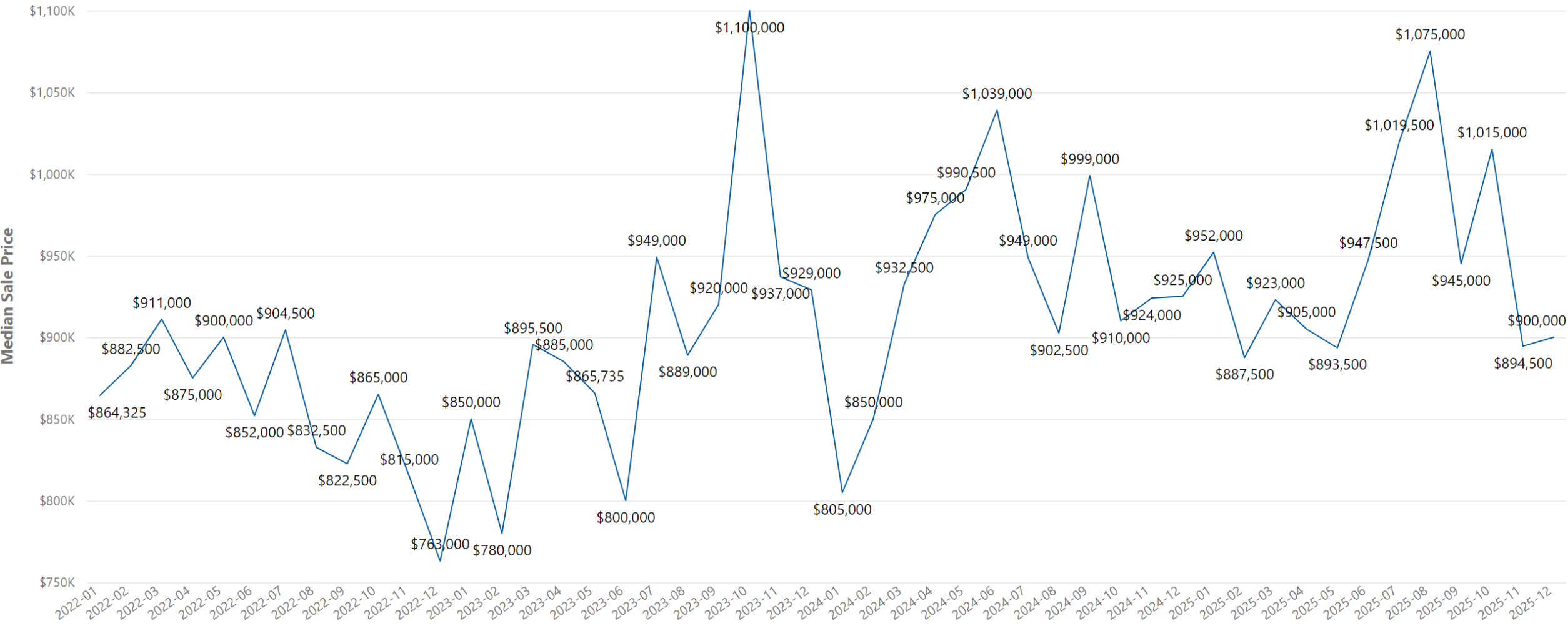
## Competitive Analysis

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





# 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%

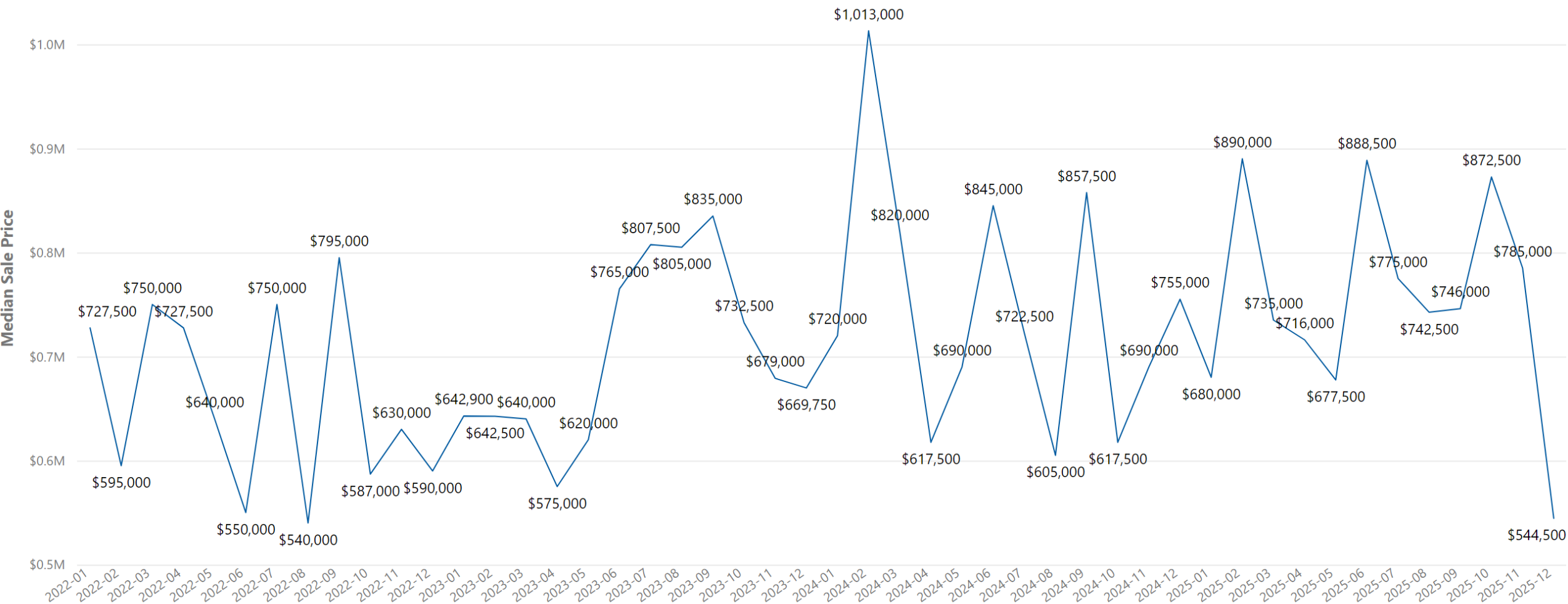
# Monterey County - Decreased Median Price

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%



# Monterey County - Median Sale Price

CountyName ● Monterey



# Monterey County - Increased Median Price

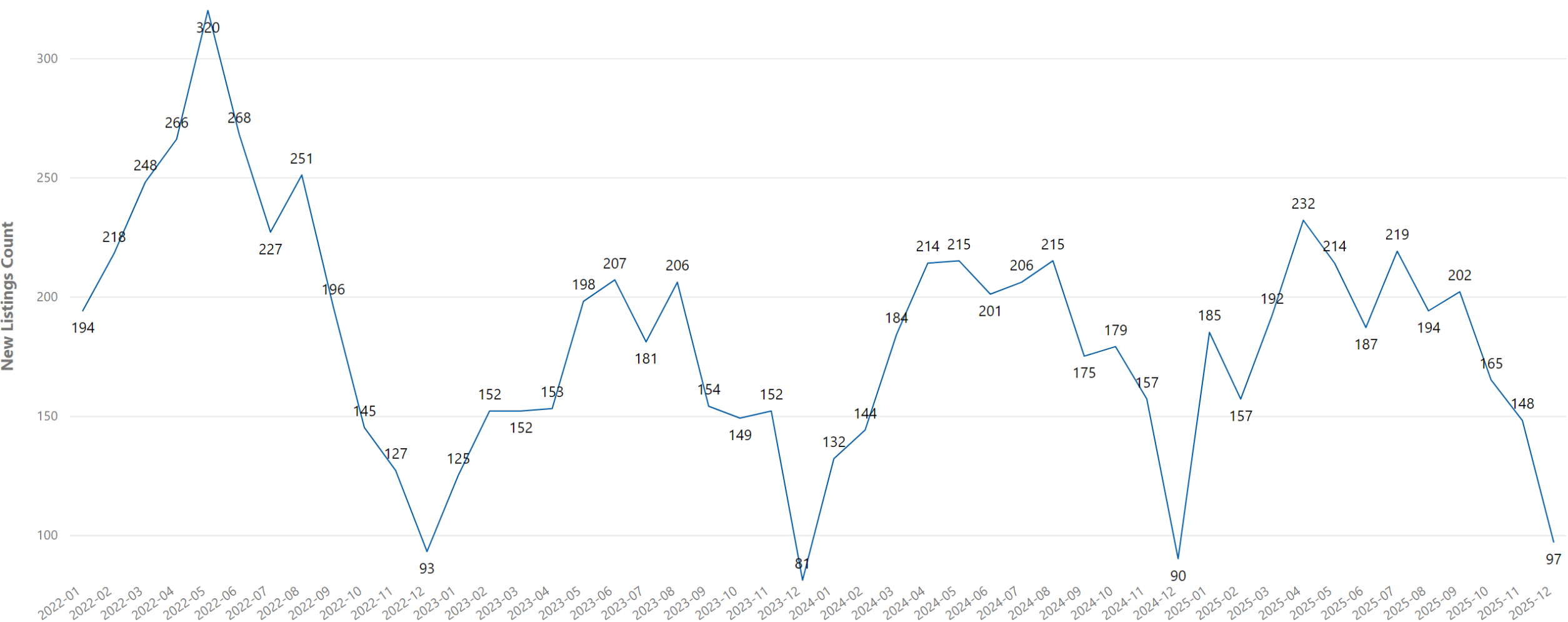
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Marina	\$408,500	\$0	N/A
Soledad	\$374,000	\$0	N/A
Salinas	\$390,000	\$372,500	5%

# 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%

# Monterey County - New Listings

CountyName ● Monterey



# Monterey County - Increased New Listings

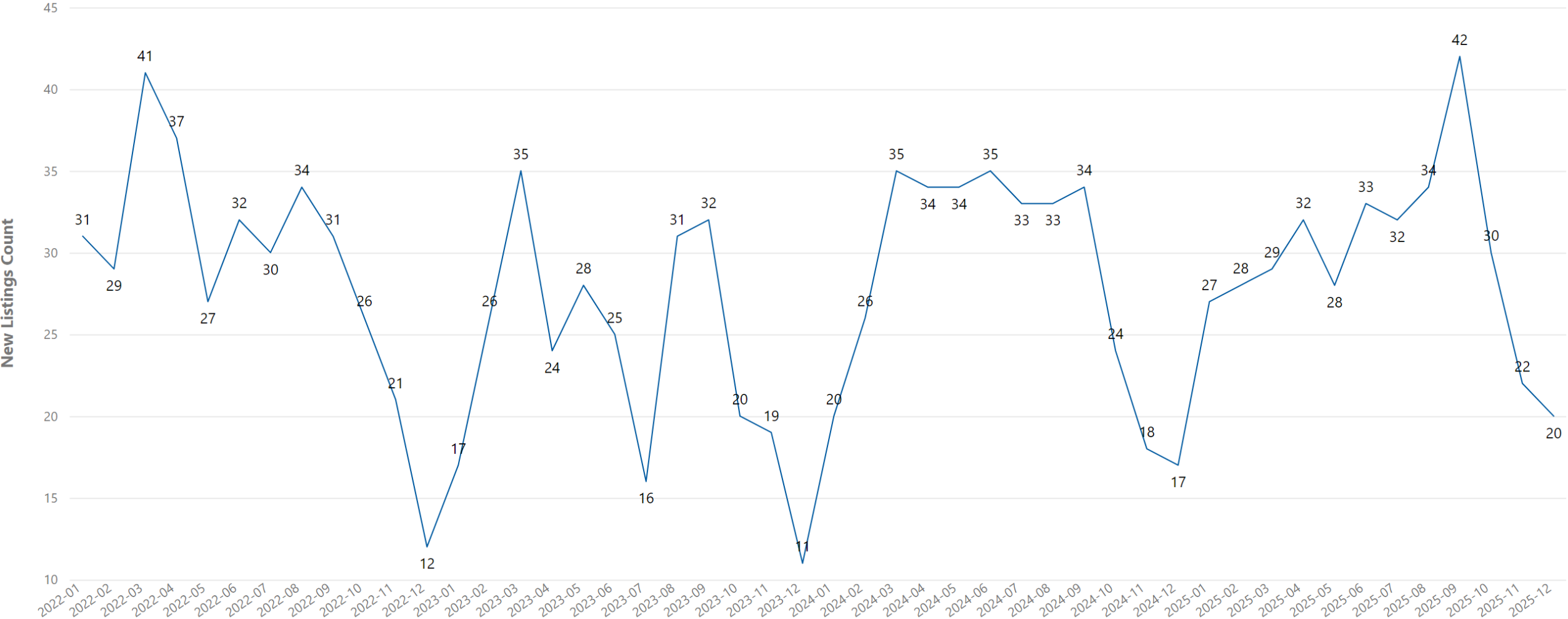
City	New Listings This Year	New Listings Last Year	% New Listings Change
Del Rey Oaks	1	0	N/A
Prunedale	1	0	N/A
King City	3	0	N/A
Monterey	9	3	200%
Marina	14	6	133%
Pacific Grove	9	4	125%
Carmel Valley	2	1	100%
Soledad	5	3	67%
Pebble Beach	4	3	33%
Seaside	6	6	0%

# 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%

# 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
Marina	1	0	N/A
Soledad	1	0	N/A
Carmel	6	2	200%
Salinas	8	4	100%

# Monterey County - Decreased New Listings

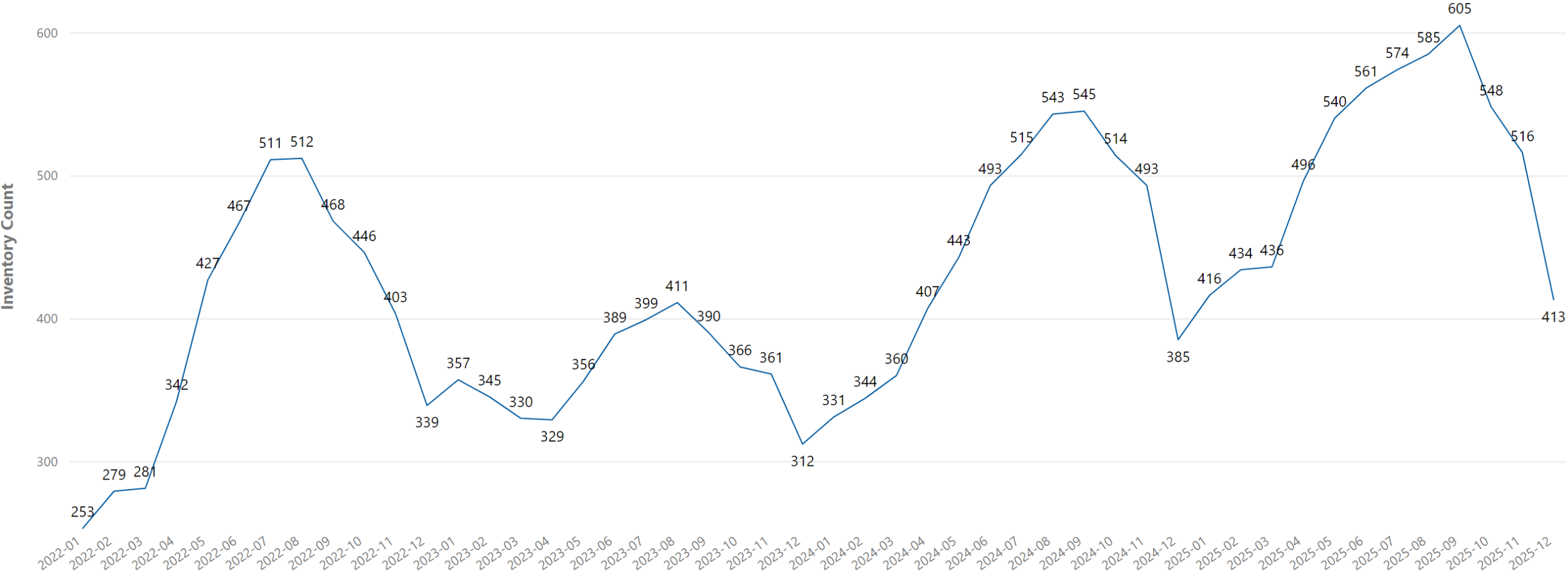
City	New Listings This Year	New Listings Last Year	% New Listings Change
Monterey	3	6	-50%

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



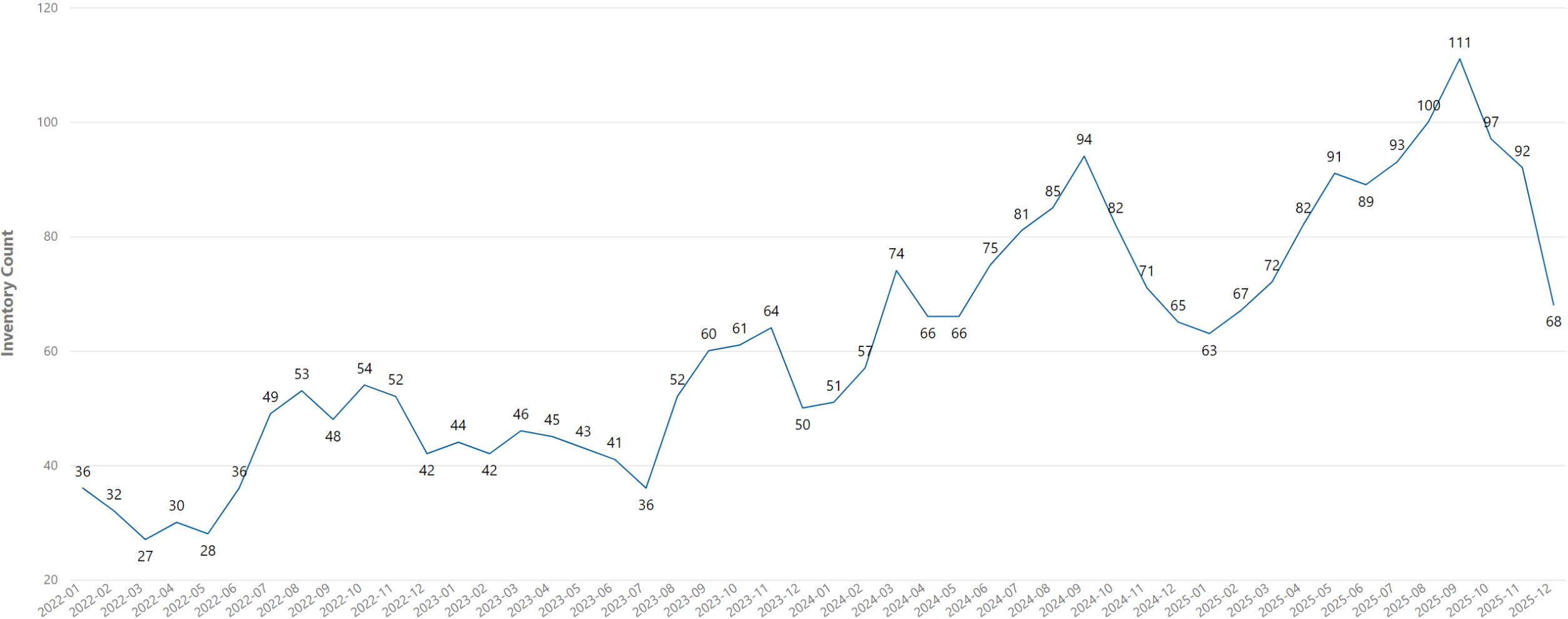
# Monterey County - Inventory

CountyName ● Monterey

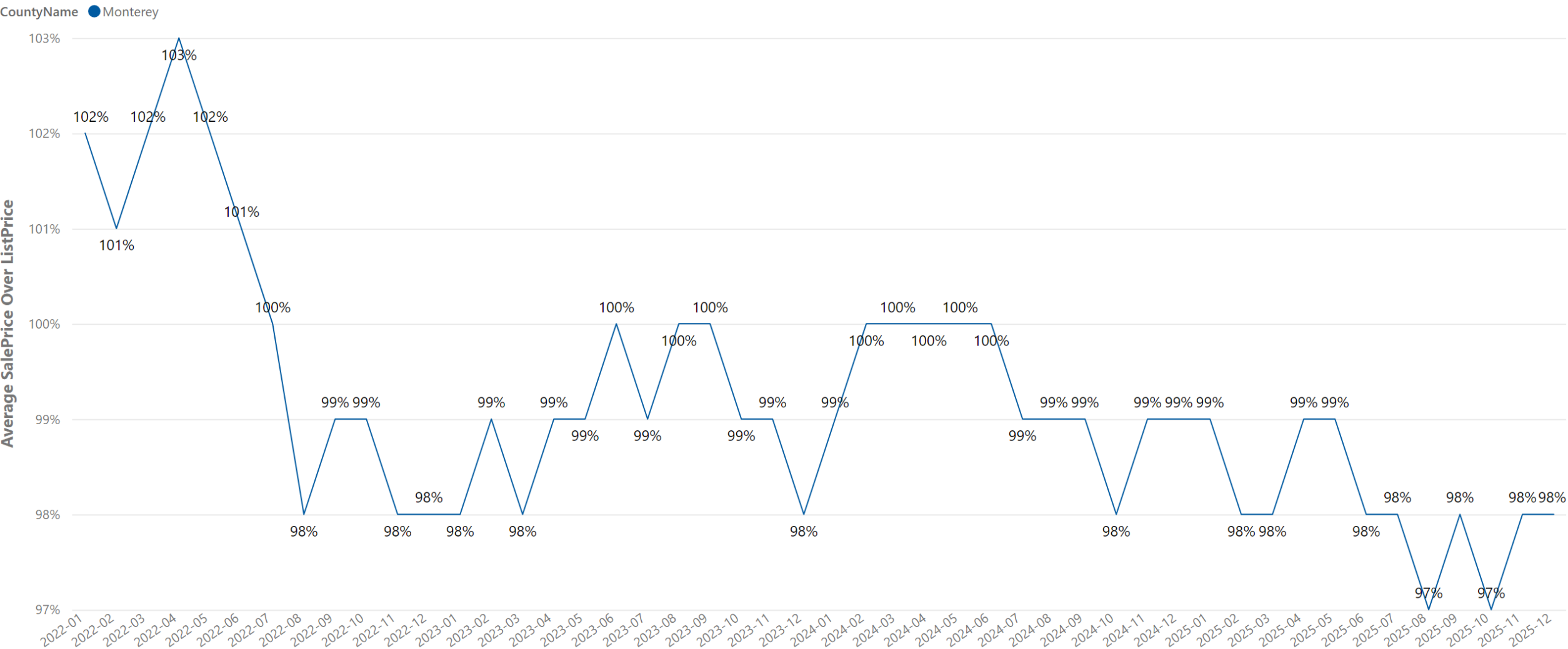


# Monterey County - Inventory

CountyName ● Monterey



# Monterey County - Average Sale Price Over List Price



# Monterey County - Increased Sale To List Price

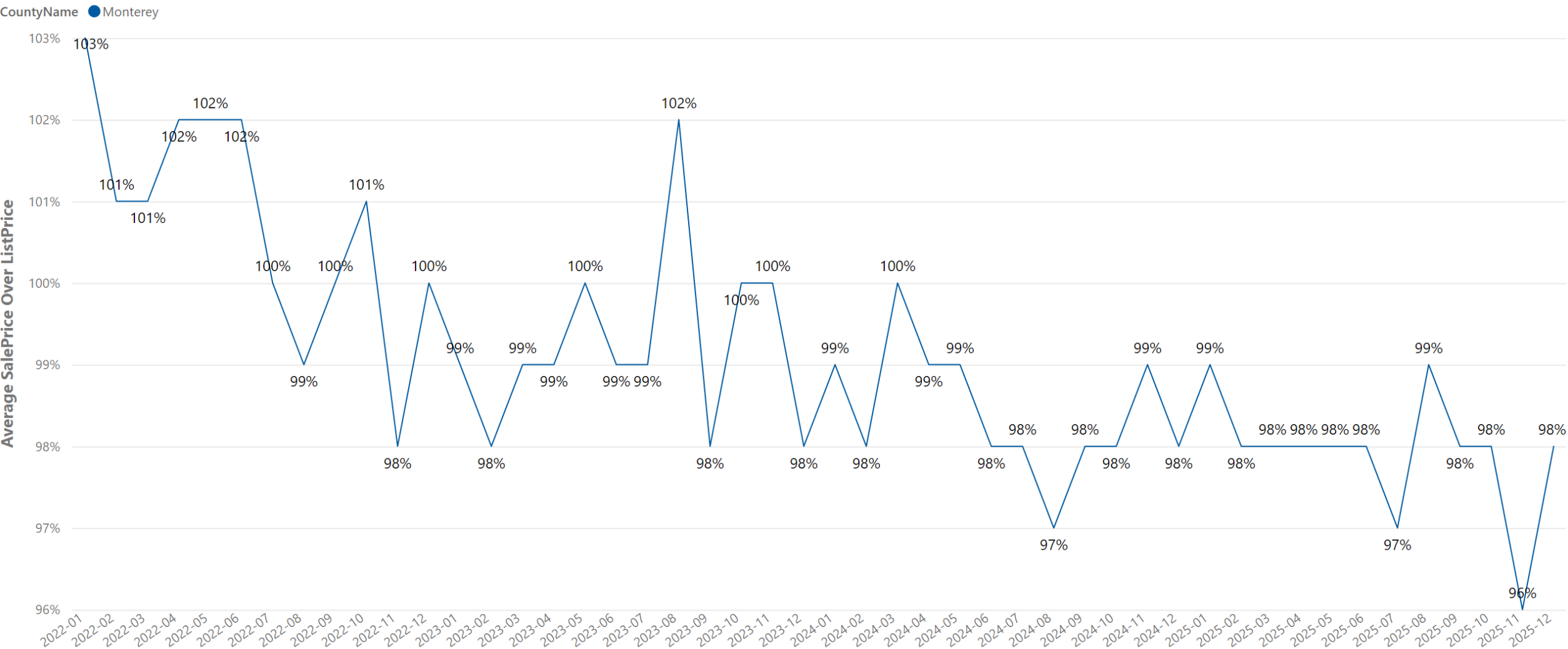
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Castroville	106%	0%	N/A
Del Rey Oaks	97%	0%	N/A
Lockwood	92%	0%	N/A
Prunedale	88%	0%	N/A
Spreckels	100%	0%	N/A
King City	98%	96%	2%
Monterey	97%	96%	1%
Salinas	99%	98%	1%
Seaside	101%	100%	1%



# 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



# 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

