



# Monterey County

Real Estate Market Minute | March 2026

# Monterey County - Residential - Single Family 2025 vs 2026

↑ 30

Median Days on Market  
Compared to 19



\$880.0K

Median Price  
Compared to \$887.5K

↑ 115

Closed Sales  
Compared to 112

↑ 176

New Listings  
Compared to 157

↑ 99%

Sale to List Price Ratio  
Compared to 98%

# Monterey County - Residential - Common Interest 2025 vs 2026

↓ 18

Median Days on Market  
Compared to 24

↓ 24

Closed Sales  
Compared to 28



**\$640.0K**

Median Price  
Compared to \$890.0K

↑ 39

New Listings  
Compared to 28

= 98%

Sale to List Price Ratio  
Compared to 98%

# February 2026 Market Trends

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

# Market Trends – February 2026 in Monterey County

## Pricing Trends

After a strong start to the year for home sellers with increased median prices in January – both year over year and month over month - February saw a decrease in both markets, where the single family market resulted in a two-year low median price.

## Transactional Trends

The single family market showed a marginal increase in the number of closed sales, both year over year and month over month where the common interest market had more new listings than last year, but fewer closed sales.

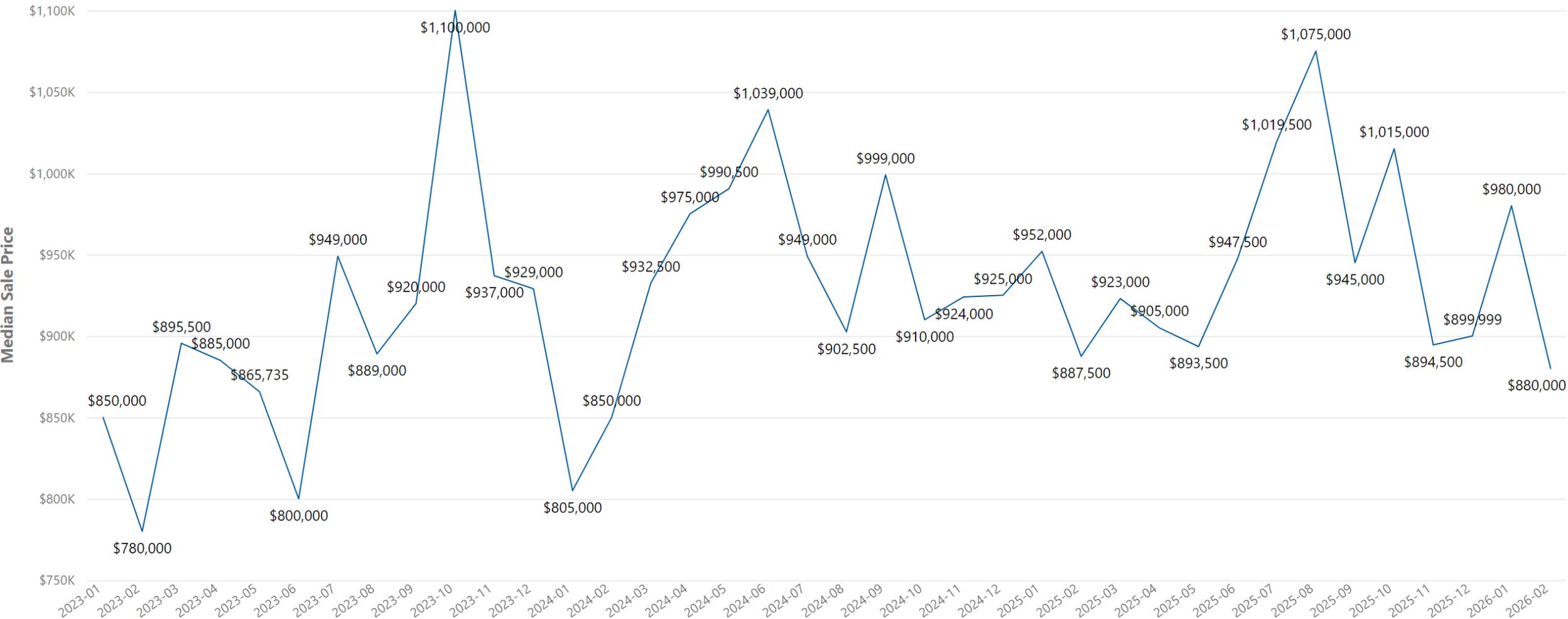
## Market Competition

The single family market remains competitive with a decline in the number of days on market, and an increase in the amount paid over asked. In the common interest market, days on market declined, but on average, sellers received under ask.

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

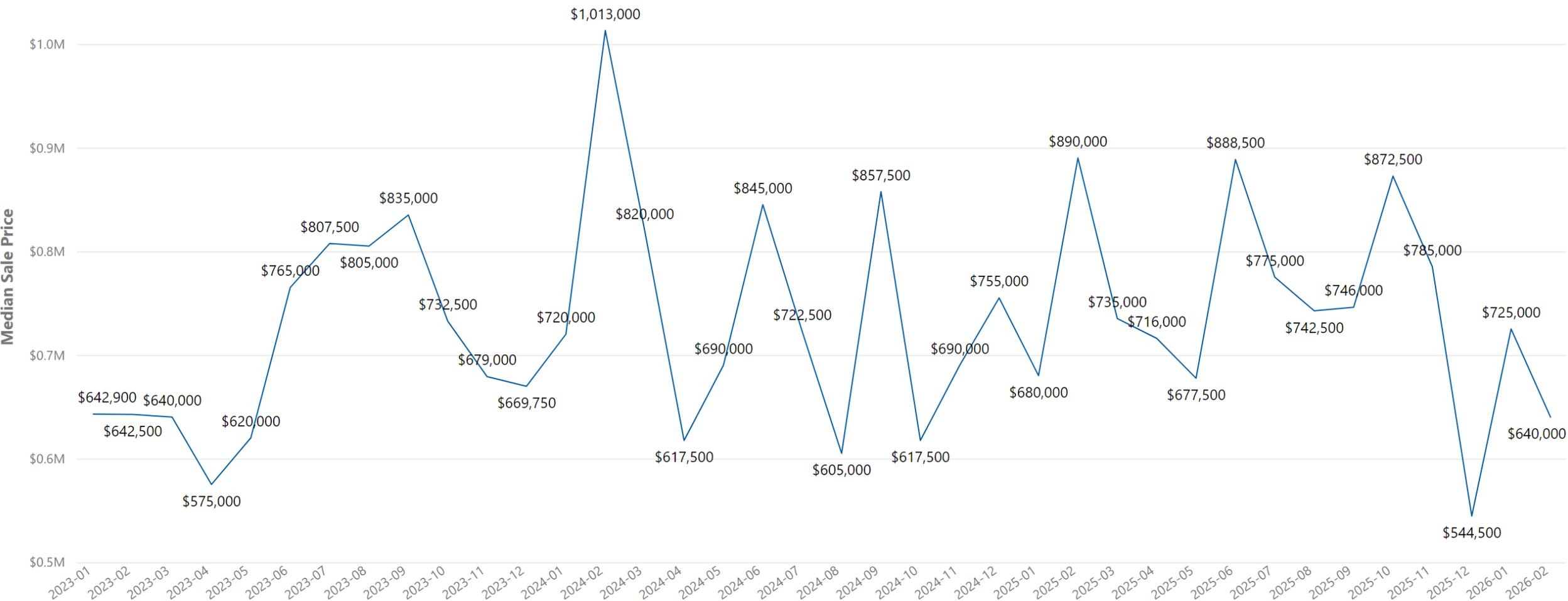
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Del Rey Oaks	\$998,500	\$0	N/A
Moss Landing	\$915,000	\$0	N/A
Prunedale	\$957,500	\$0	N/A
Pebble Beach	\$4,700,000	\$1,900,000	147%
Marina	\$1,180,000	\$850,000	39%
Carmel Valley	\$2,000,000	\$1,600,000	25%
Soledad	\$735,000	\$638,100	15%
King City	\$589,900	\$528,477	12%
Seaside	\$810,000	\$797,769	2%

# Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Aromas	\$0	\$950,000	-100%
Bradley	\$0	\$869,000	-100%
Castroville	\$0	\$780,000	-100%
Pacific Grove	\$1,220,000	\$2,175,000	-44%
Corral De Tierra	\$975,000	\$1,400,000	-30%
Monterey	\$1,048,000	\$1,217,500	-14%
Greenfield	\$569,000	\$619,000	-8%
Salinas	\$772,500	\$817,000	-5%
Carmel	\$4,000,000	\$4,058,000	-1%

# Monterey County - Median Sale Price

CountyName ● Monterey



Data as of 3/6/2026

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Residential Common Interest: 2023-2026

# Monterey County - Increased Median Price

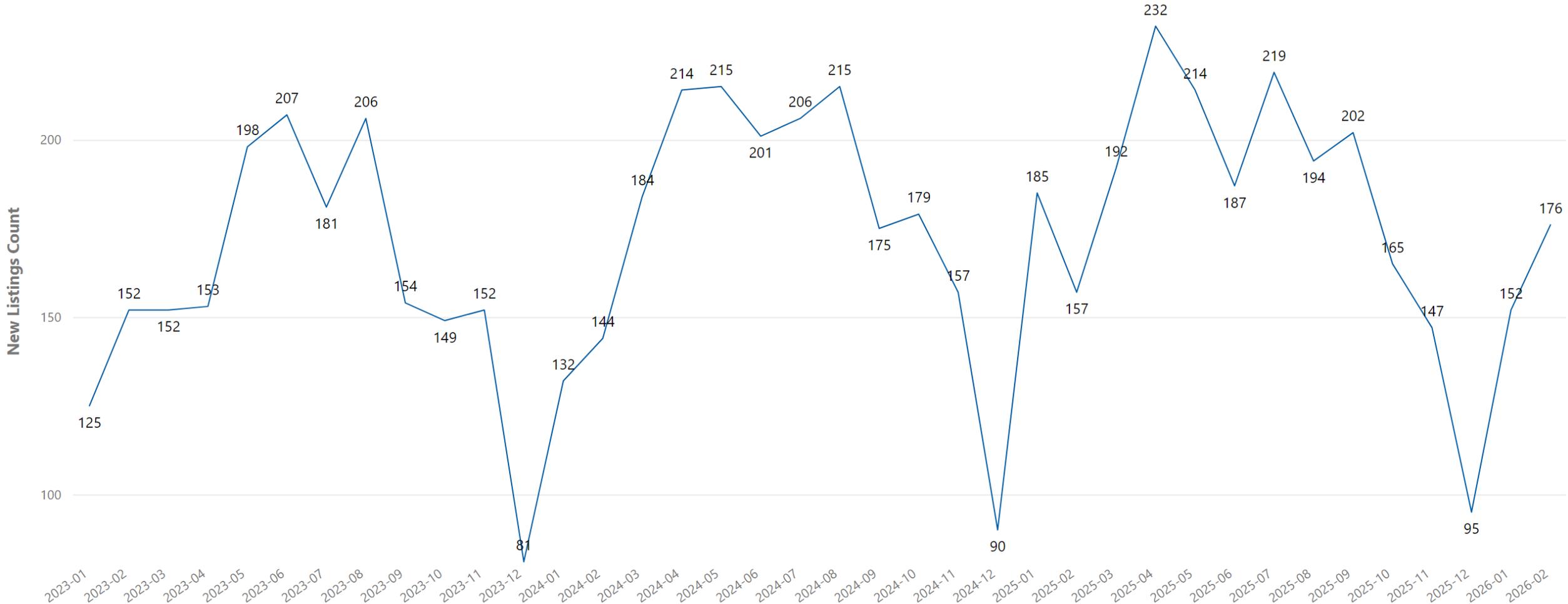
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Seaside	\$682,000	\$0	N/A
Soledad	\$362,000	\$0	N/A
Salinas	\$450,000	\$390,000	15%

# Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Pacific Grove	\$0	\$1,595,000	-100%
Pebble Beach	\$0	\$950,000	-100%
Carmel Valley	\$850,000	\$1,512,500	-44%
Marina	\$380,000	\$558,500	-32%
Carmel	\$830,000	\$1,000,000	-17%
Monterey	\$605,000	\$717,500	-16%

# Monterey County - New Listings

CountyName ● Monterey



Data as of 3/6/2026

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Residential Single Family: 2023-2026

# Monterey County - Increased New Listings

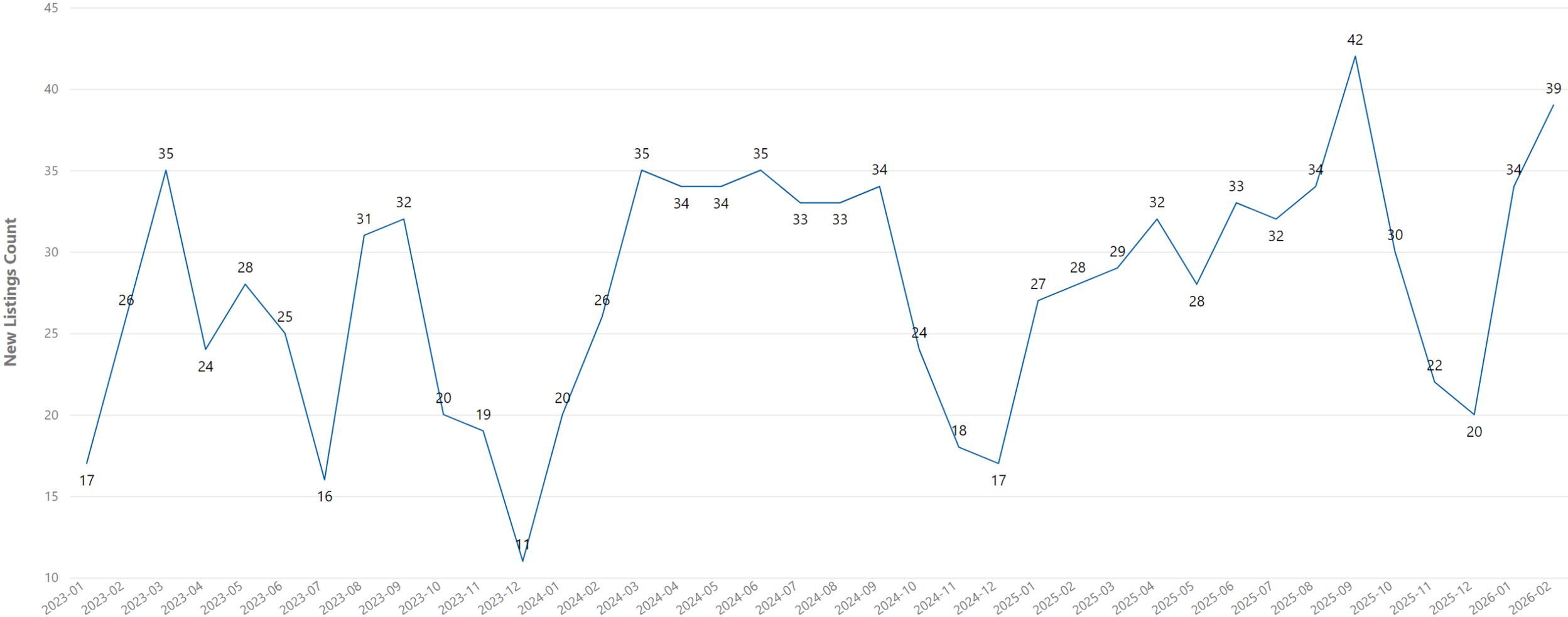
City	New Listings This Year	New Listings Last Year	% New Listings Change
Del Rey Oaks	1	0	N/A
Watsonville	2	0	N/A
Prunedale	3	1	200%
Pacific Grove	14	9	56%
Carmel	22	15	47%
Monterey	20	14	43%
Salinas	55	43	28%
Carmel Valley	8	7	14%
Aromas	1	1	0%
Moss Landing	2	2	0%

# Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
East Garrison	1	2	-50%
Greenfield	3	5	-40%
Soledad	3	5	-40%
Corral De Tierra	2	3	-33%
Seaside	11	16	-31%
Royal Oaks	3	4	-25%
Pebble Beach	8	10	-20%
King City	8	9	-11%
Marina	9	10	-10%

# Monterey County - New Listings

CountyName ● Monterey



Data as of 3/6/2026

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Residential Common Interest: 2023-2026

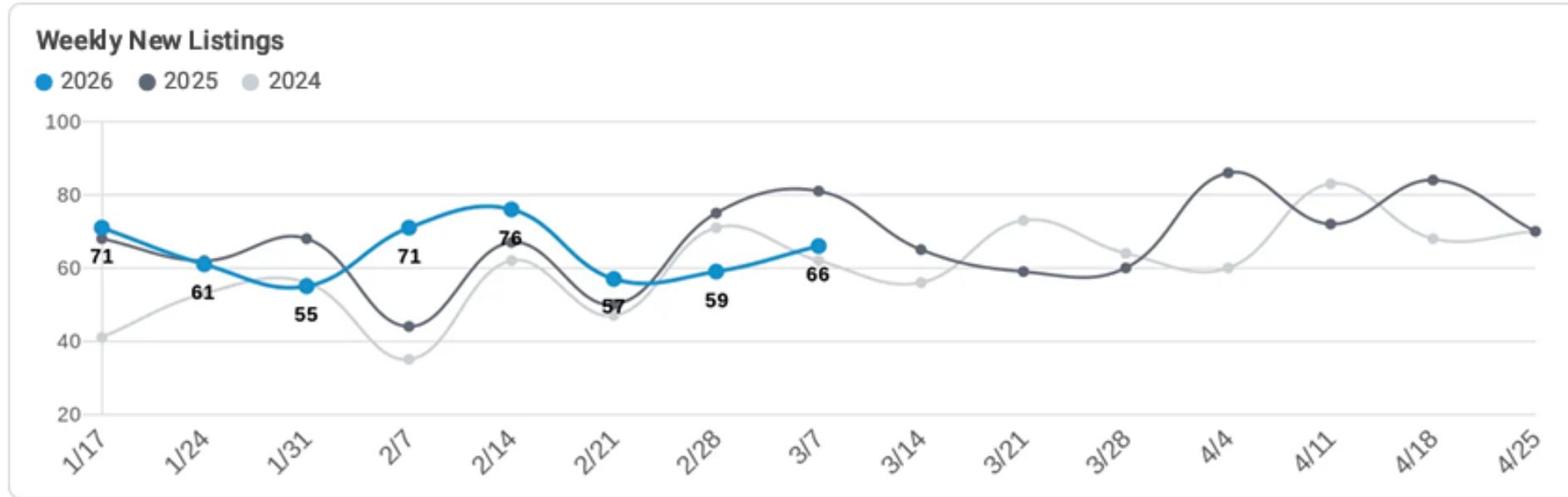
# Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Del Rey Oaks	1	0	N/A
Seaside	1	0	N/A
Soledad	1	0	N/A
Pebble Beach	6	1	500%
Marina	3	1	200%
Monterey	11	8	38%
Salinas	9	7	29%
Pacific Grove	1	1	0%

# Monterey County - Decreased New Listings

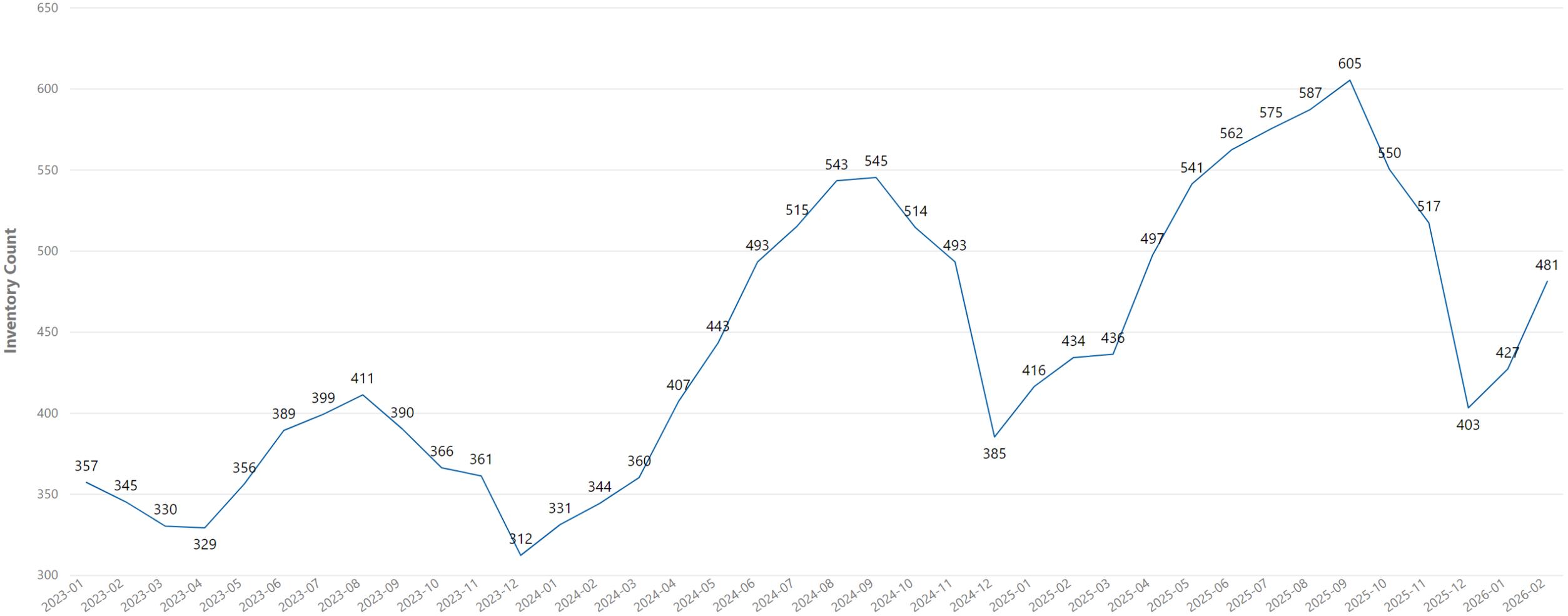
City	New Listings This Year	New Listings Last Year	% New Listings Change
Carmel	5	7	-29%

# Monterey County – New Listings Week Ending 03/07/2026



# Monterey County - Inventory

CountyName ● Monterey



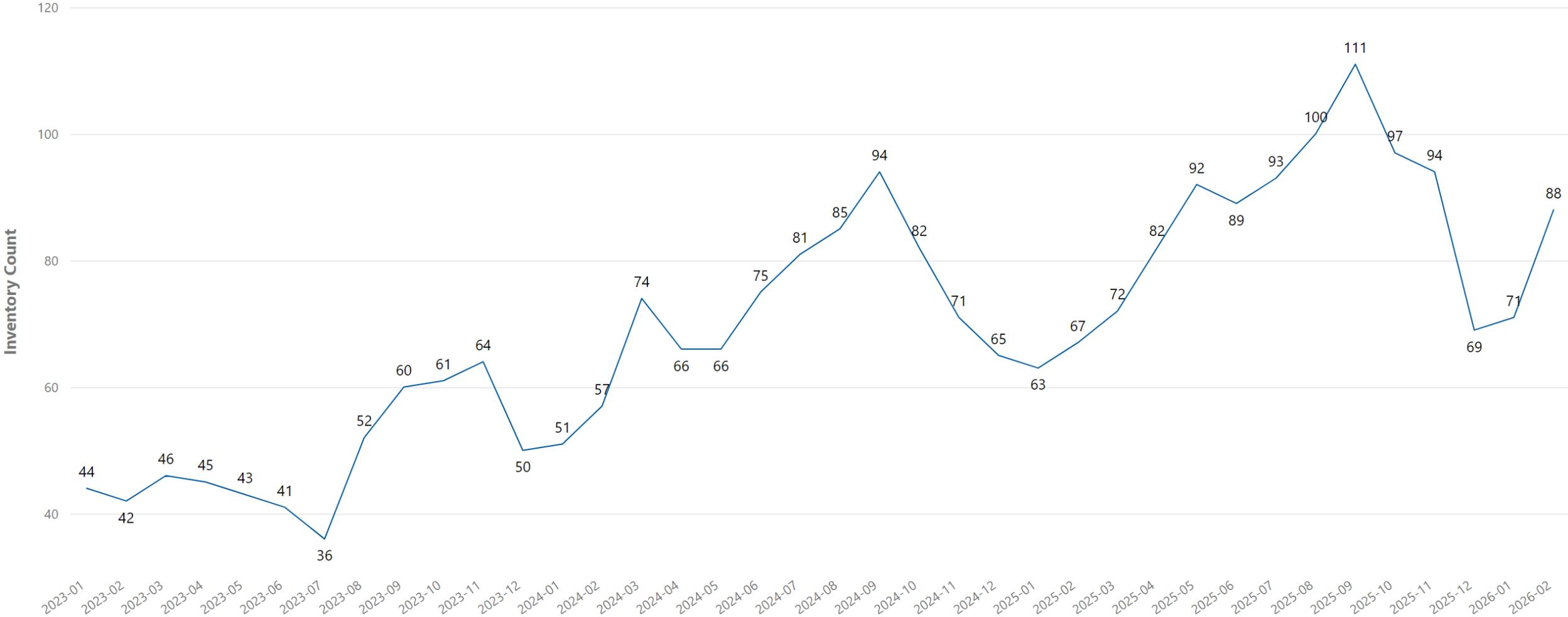
Data as of 3/6/2026

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Residential Single Family: 2023-2026

# Monterey County - Inventory

CountyName ● Monterey



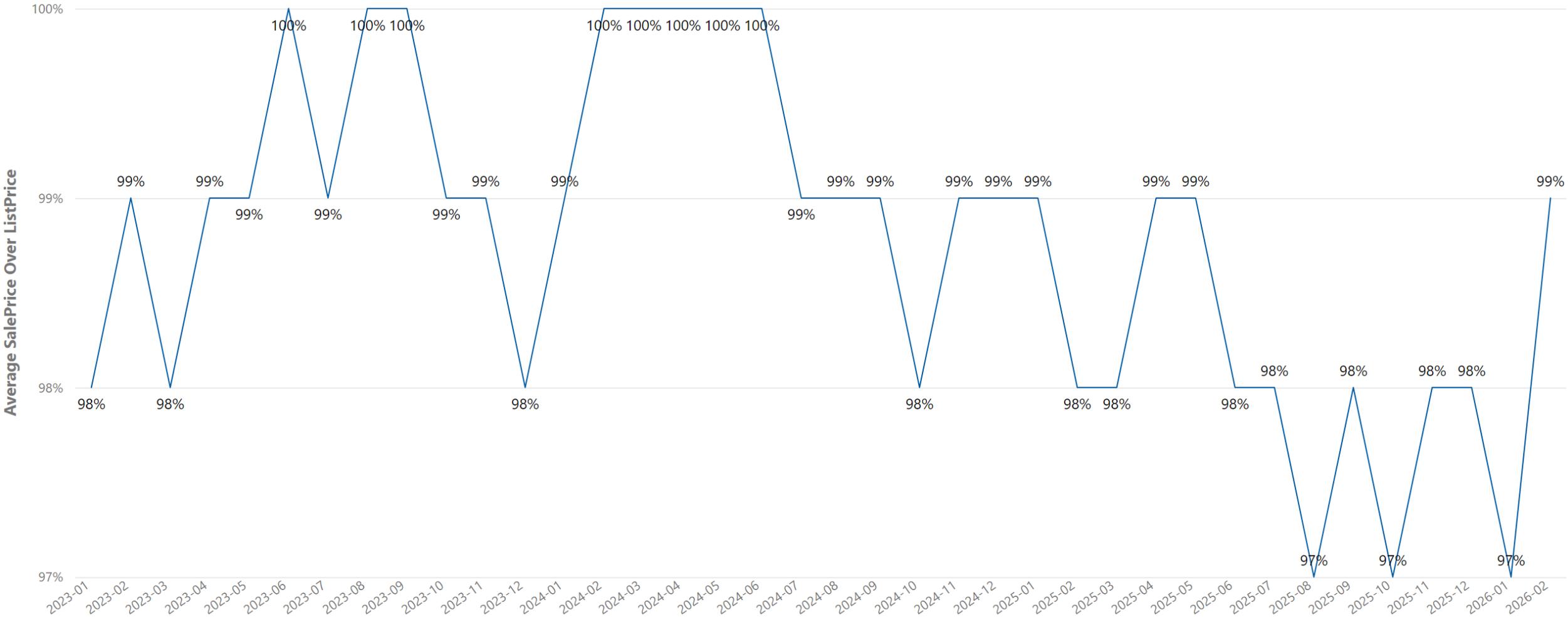
Data as of 3/6/2026

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Residential Common Interest: 2023-2026

# Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Data as of 3/6/2026

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Residential Single Family: 2023-2026

# Monterey County - Increased Sale To List Price

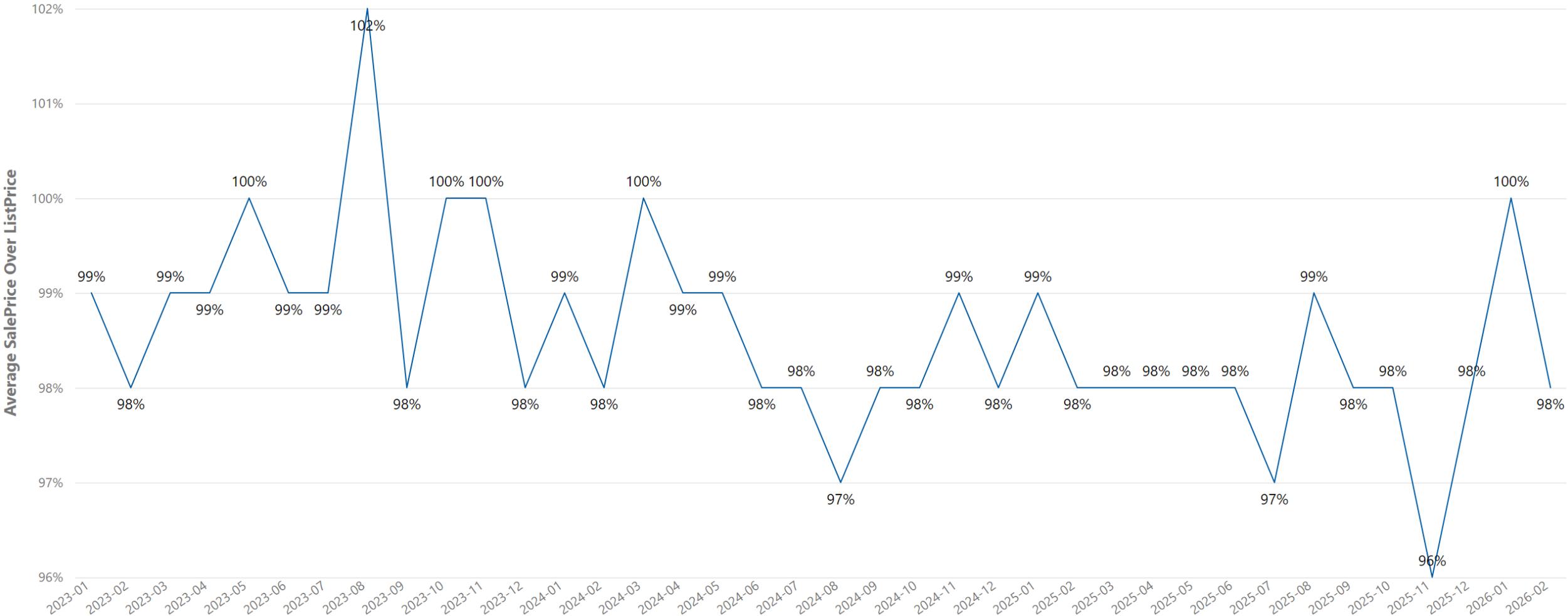
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Del Rey Oaks	100%	0%	N/A
Moss Landing	102%	0%	N/A
Prunedale	101%	0%	N/A
Pebble Beach	99%	92%	8%
Corral De Tierra	100%	93%	8%
Marina	100%	97%	3%
Pacific Grove	99%	97%	2%
Carmel	100%	98%	2%
Seaside	99%	98%	1%
Greenfield	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%	102%	-5%
Carmel Valley	95%	97%	-2%
King City	99%	101%	-2%
Salinas	98%	99%	-1%
Soledad	99%	100%	-1%

# Monterey County - Average Sale Price Over List Price

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Residential Common Interest: 2023-2026

# Monterey County - Increased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Seaside	97%	0%	N/A
Soledad	98%	0%	N/A
Marina	100%	96%	4%
Carmel	98%	96%	2%
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
Carmel Valley	90%	100%	-10%
Monterey	97%	99%	-2%

# Thank You

