



Monterey County

Real Estate Market Minute | September 2026

Monterey County - Residential - Single Family 2025 vs 2026

↑ 27

Median Days on Market
Compared to 18



\$935.0K

Median Price
Compared to \$1.1M

↑ 168

Closed Sales
Compared to 151

↑ 204

New Listings
Compared to 193

↑ 98%

Sale to List Price Ratio
Compared to 97%

Monterey County - Residential - Common Interest 2025 vs 2026

↓ 39

Median Days on Market
Compared to 44



\$730.0K

Median Price
Compared to \$742.5K

= 24

Closed Sales
Compared to 24

↓ 22

New Listings
Compared to 34

↓ 98%

Sale to List Price Ratio
Compared to 99%

August 2026 Market Trends

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

Market Trends – August 2026 in Monterey County

Pricing Trends

Median prices were \$935K for single family homes, the second straight month of decline and significantly lower than the same time last year. The median price was \$730K for common interest properties, the third straight month of increase, but year-over-year negative.

Transactional Trends

Monterey County showed mixed activity in August. Single family new listings increased 3% from July, ending at about 204, while closed sales remained unchanged. Common interest new listings fell 37% to 22, while closed sales were also unchanged compared to July.

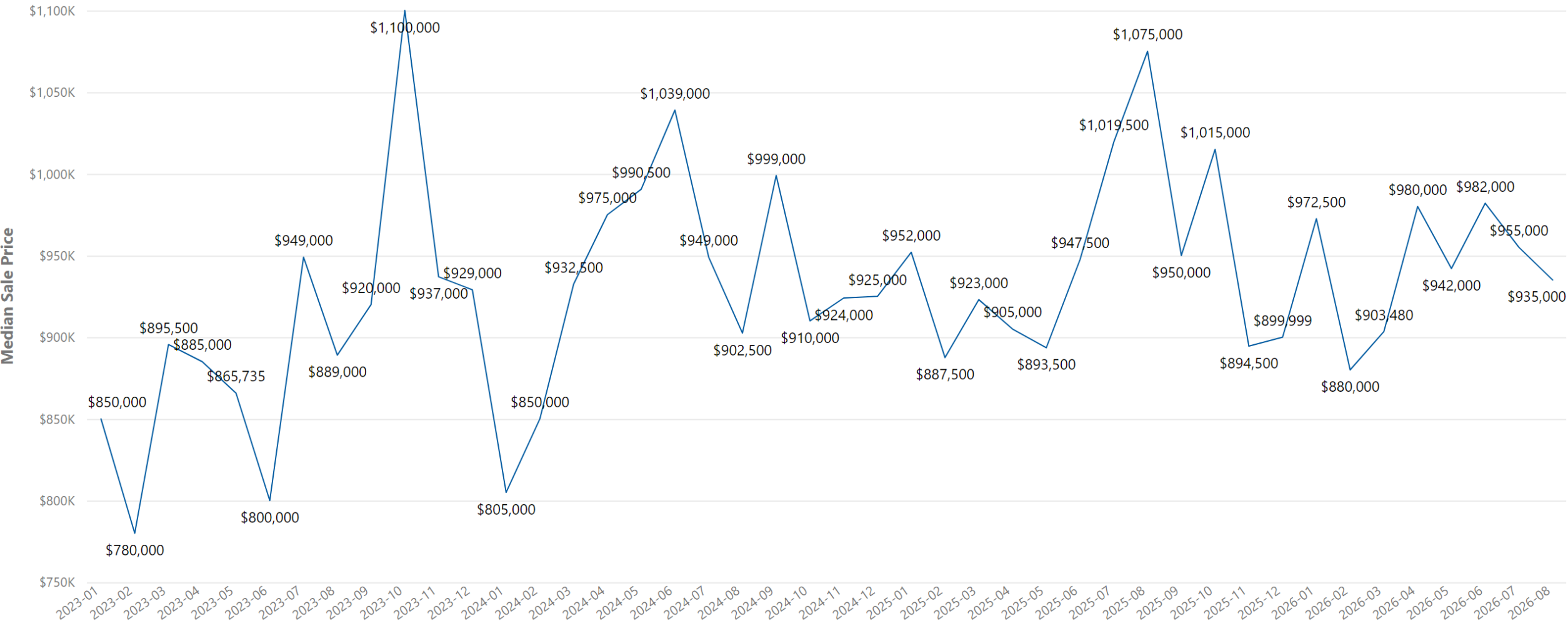
Market Competition

Both Monterey County markets sold below asking price, with single family homes at 98%, the first decrease in six months, and common interest properties at 98%. Median days on market increased nine days for single-family homes but decreased eight days for common interest.

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

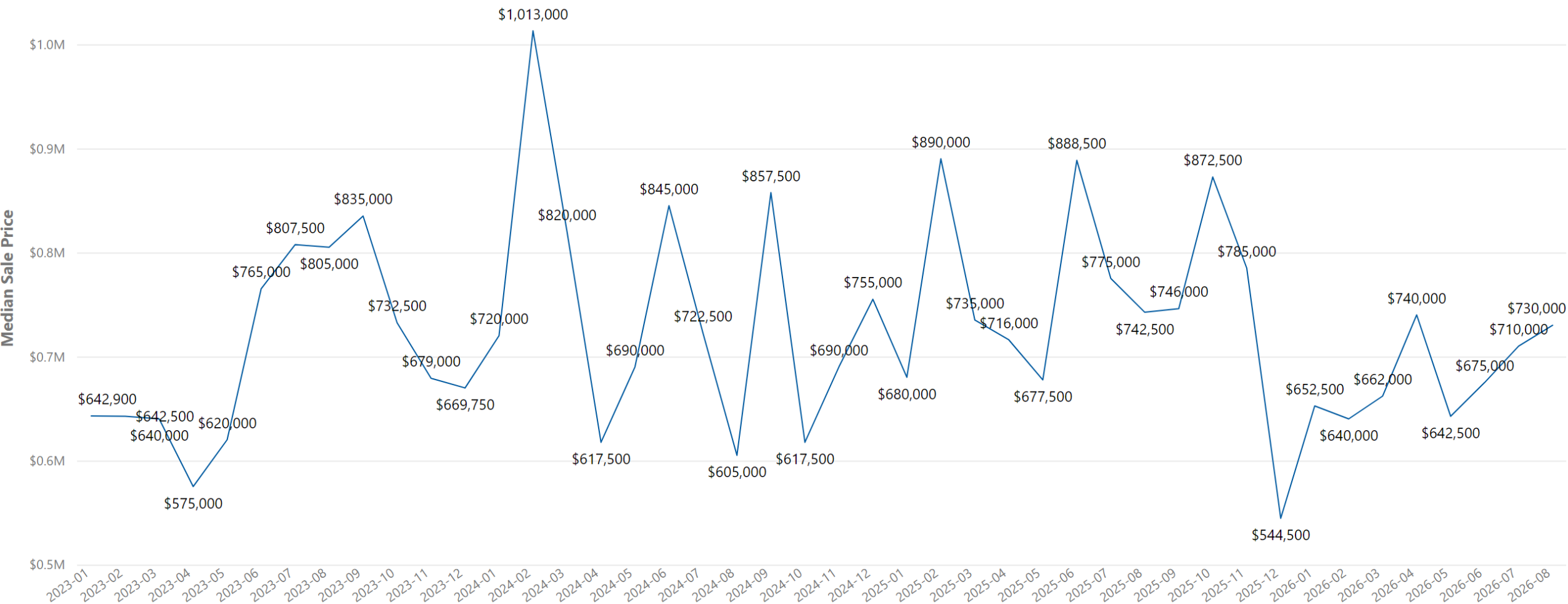
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Aromas	\$1,050,000	\$0	N/A
Sand City	\$630,000	\$0	N/A
Watsonville	\$700,000	\$0	N/A
Carmel	\$2,820,000	\$1,650,000	71%
Greenfield	\$740,000	\$557,000	33%
Royal Oaks	\$937,500	\$850,000	10%
Del Rey Oaks	\$942,500	\$882,000	7%
Pebble Beach	\$2,815,968	\$2,690,000	5%
Salinas	\$784,000	\$760,000	3%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Big Sur	\$0	\$3,300,000	-100%
Castroville	\$0	\$945,000	-100%
Chualar	\$0	\$575,000	-100%
East Garrison	\$0	\$932,500	-100%
Gonzales	\$0	\$675,000	-100%
Prunedale	\$0	\$750,000	-100%
Carmel Valley	\$1,040,000	\$1,585,000	-34%
King City	\$584,500	\$839,500	-30%
Pacific Grove	\$1,150,000	\$1,397,500	-18%
Marina	\$1,070,000	\$1,225,000	-13%
Monterey	\$1,271,250	\$1,425,000	-11%
Seaside	\$822,501	\$910,000	-10%
Soledad	\$622,500	\$650,000	-4%

Monterey County - Median Sale Price

CountyName ● Monterey



Monterey County - Increased Median Price

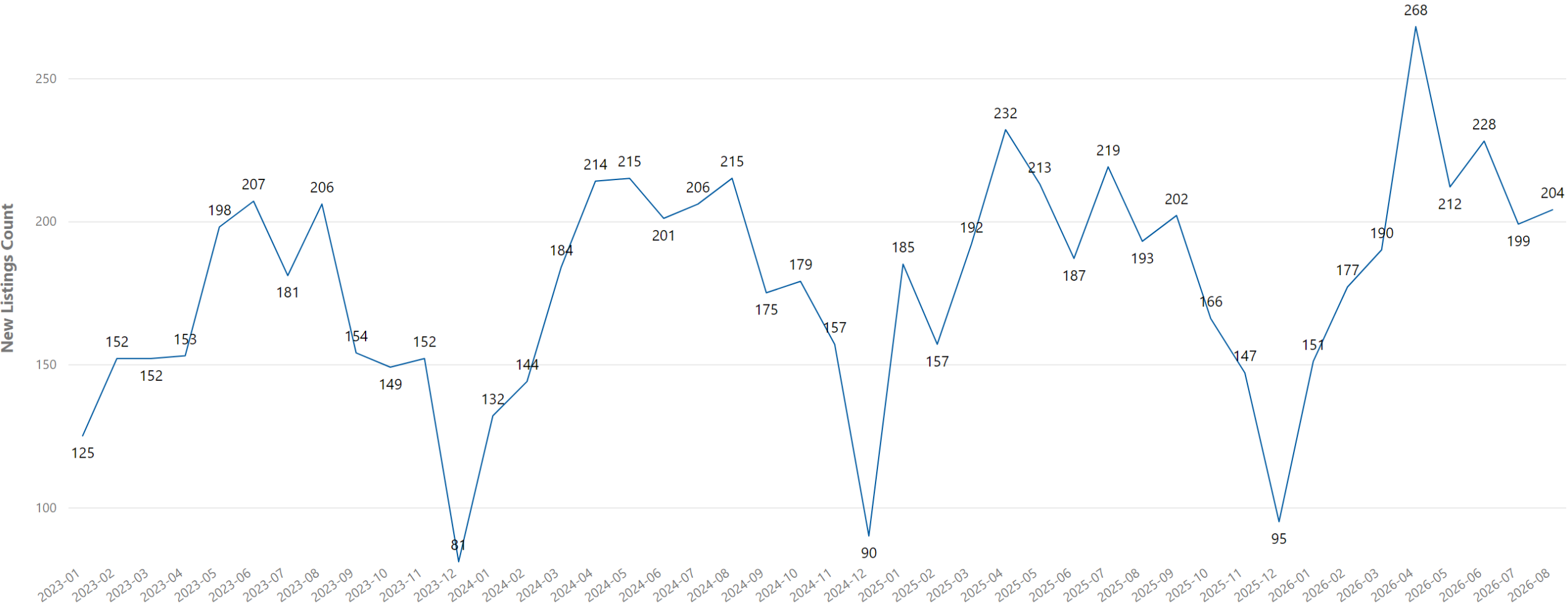
City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Marina	\$705,000	\$0	N/A
Seaside	\$545,000	\$0	N/A
Soledad	\$447,500	\$0	N/A
Pacific Grove	\$2,057,000	\$950,000	117%

Monterey County - Decreased Median Price

City	Median Sale Price	Median Sale Price Last Year	% Median Sale Price Change
Carmel Valley	\$0	\$1,251,000	-100%
Pebble Beach	\$0	\$1,205,000	-100%
Salinas	\$372,500	\$550,000	-32%
Monterey	\$552,500	\$732,750	-25%
Carmel	\$885,000	\$950,000	-7%

Monterey County - New Listings

CountyName ● Monterey



Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
San Ardo	1	0	N/A
Sand City	1	0	N/A
Spreckels	1	0	N/A
Watsonville	1	0	N/A
Del Rey Oaks	3	0	N/A
Aromas	4	0	N/A
Greenfield	14	4	250%
Marina	13	5	160%
Big Sur	2	1	100%
Gonzales	2	1	100%
Pebble Beach	19	11	73%
Castroville	3	2	50%
Carmel Valley	12	8	50%
Royal Oaks	6	5	20%
Prunedale	1	1	0%

Monterey County - Increased New Listings

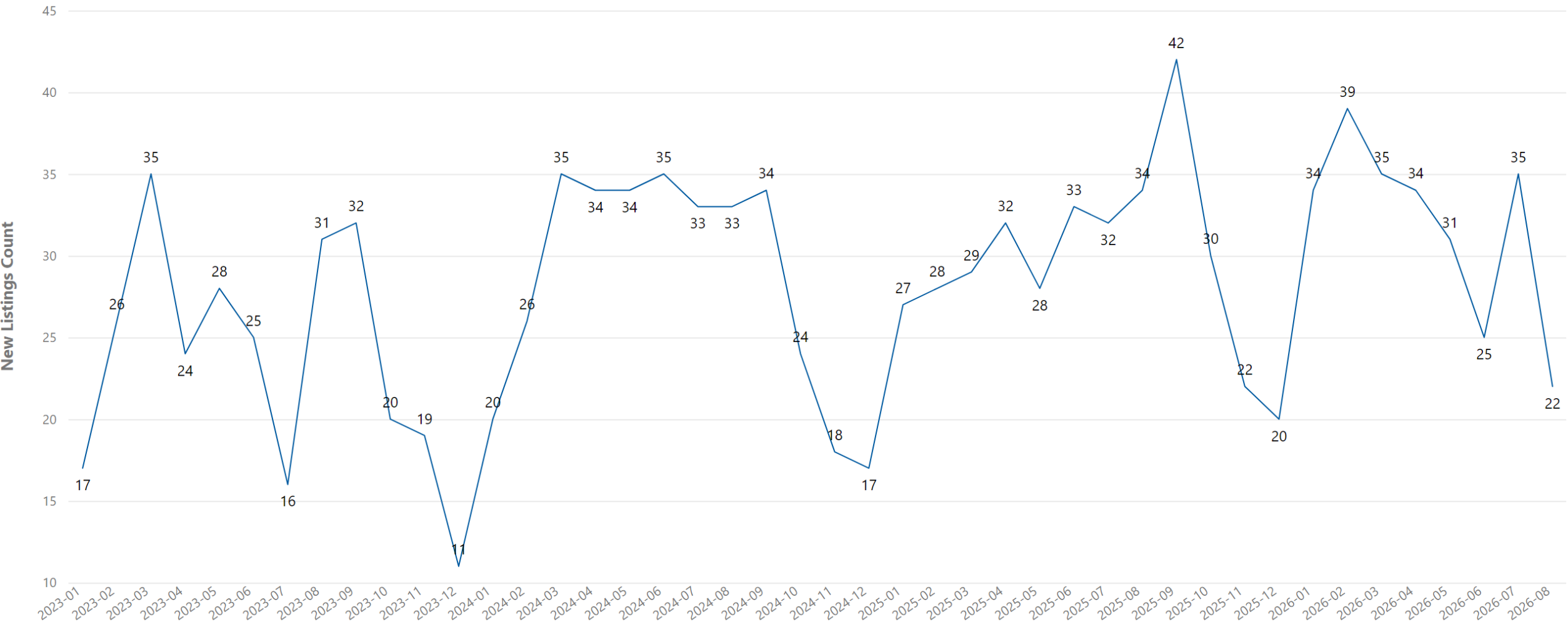
City	New Listings This Year	New Listings Last Year	% New Listings Change
Carmel	27	27	0%

Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Moss Landing	1	2	-50%
King City	4	8	-50%
Seaside	9	17	-47%
Pacific Grove	11	17	-35%
Soledad	6	8	-25%
Salinas	50	59	-15%
Monterey	13	15	-13%

Monterey County - New Listings

CountyName ● Monterey



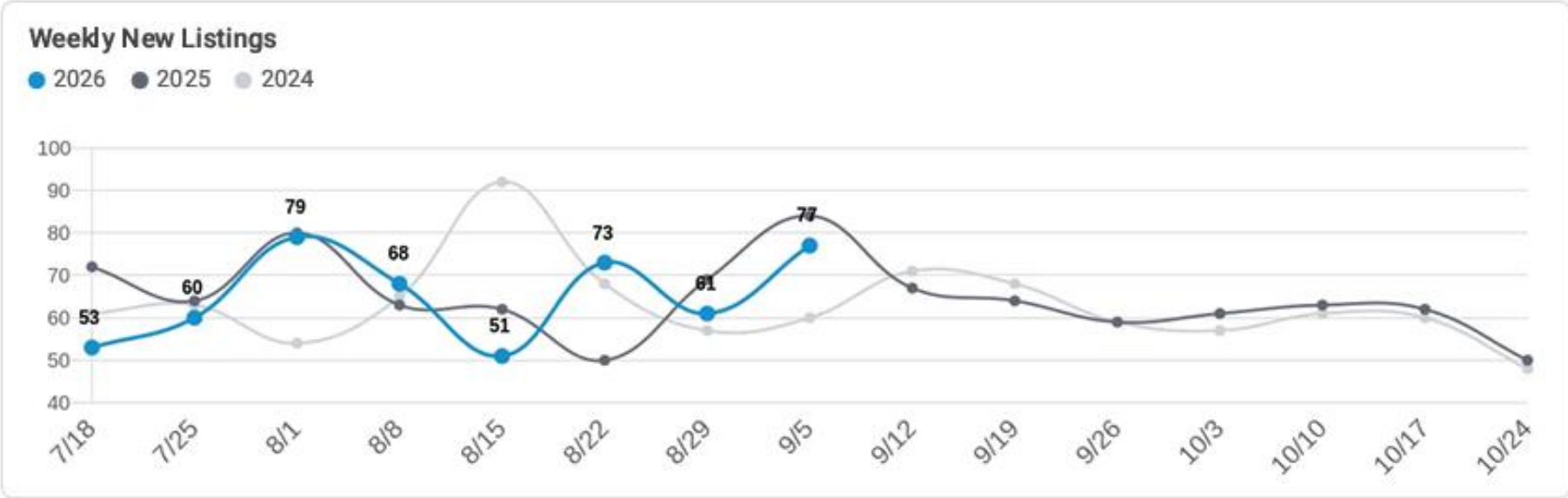
Monterey County - Increased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Del Rey Oaks	1	0	N/A
Soledad	1	0	N/A
Marina	3	1	200%
Carmel	5	4	25%

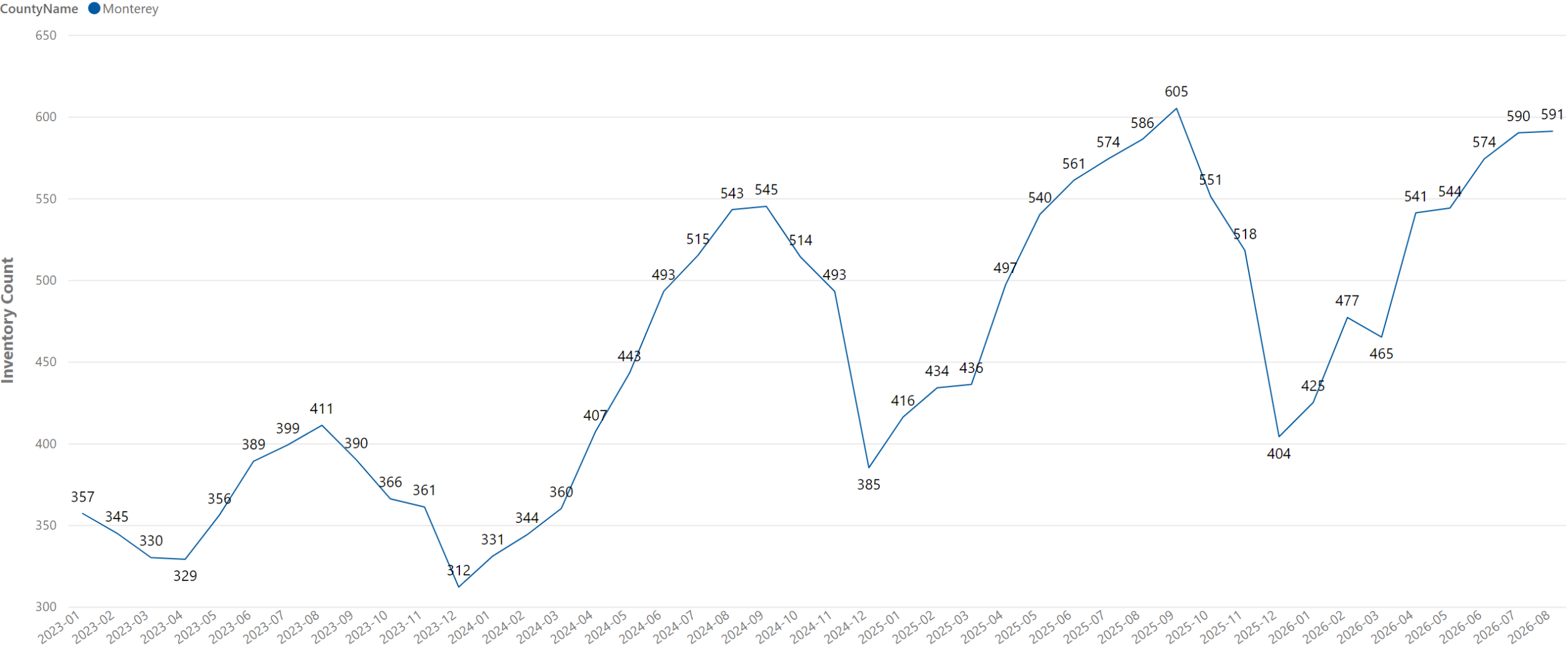
Monterey County - Decreased New Listings

City	New Listings This Year	New Listings Last Year	% New Listings Change
Monterey	2	5	-60%
Pacific Grove	2	5	-60%
Salinas	6	12	-50%
Pebble Beach	2	3	-33%

Monterey County – New Listings Week Ending 09/05/2026

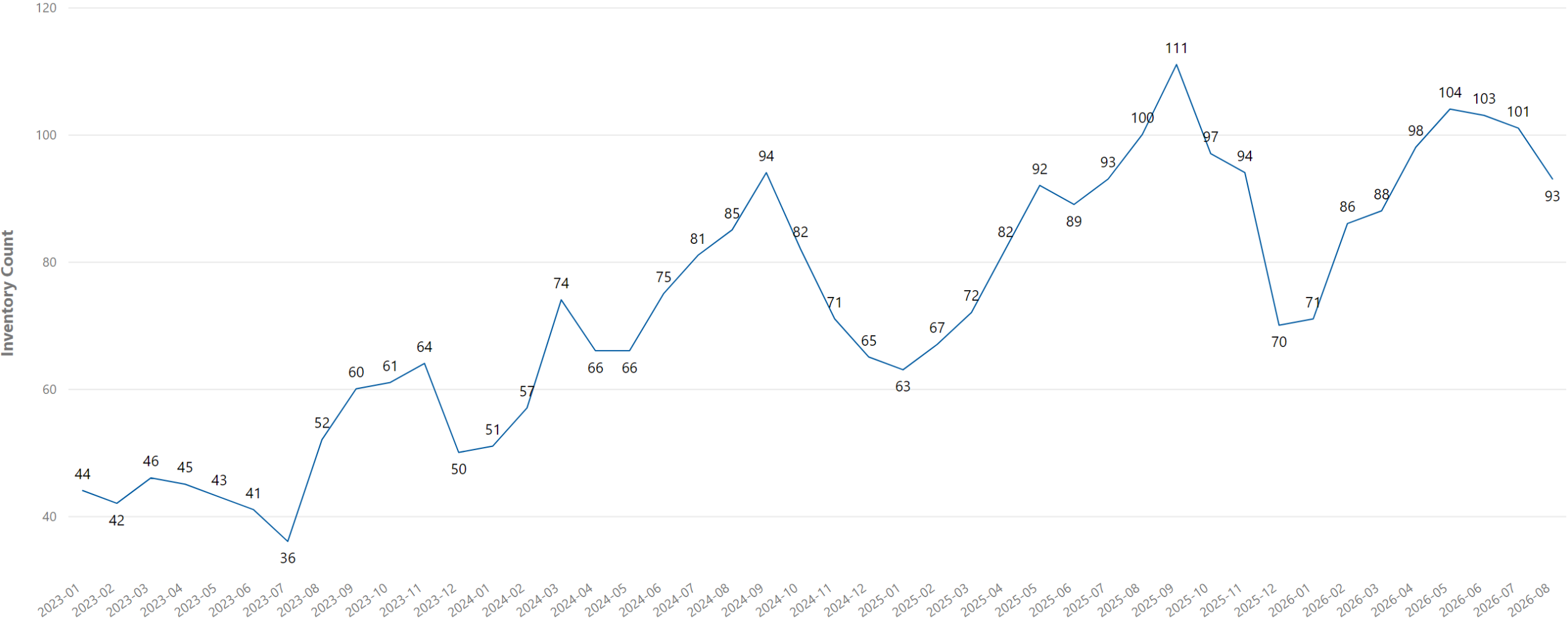


Monterey County - Inventory



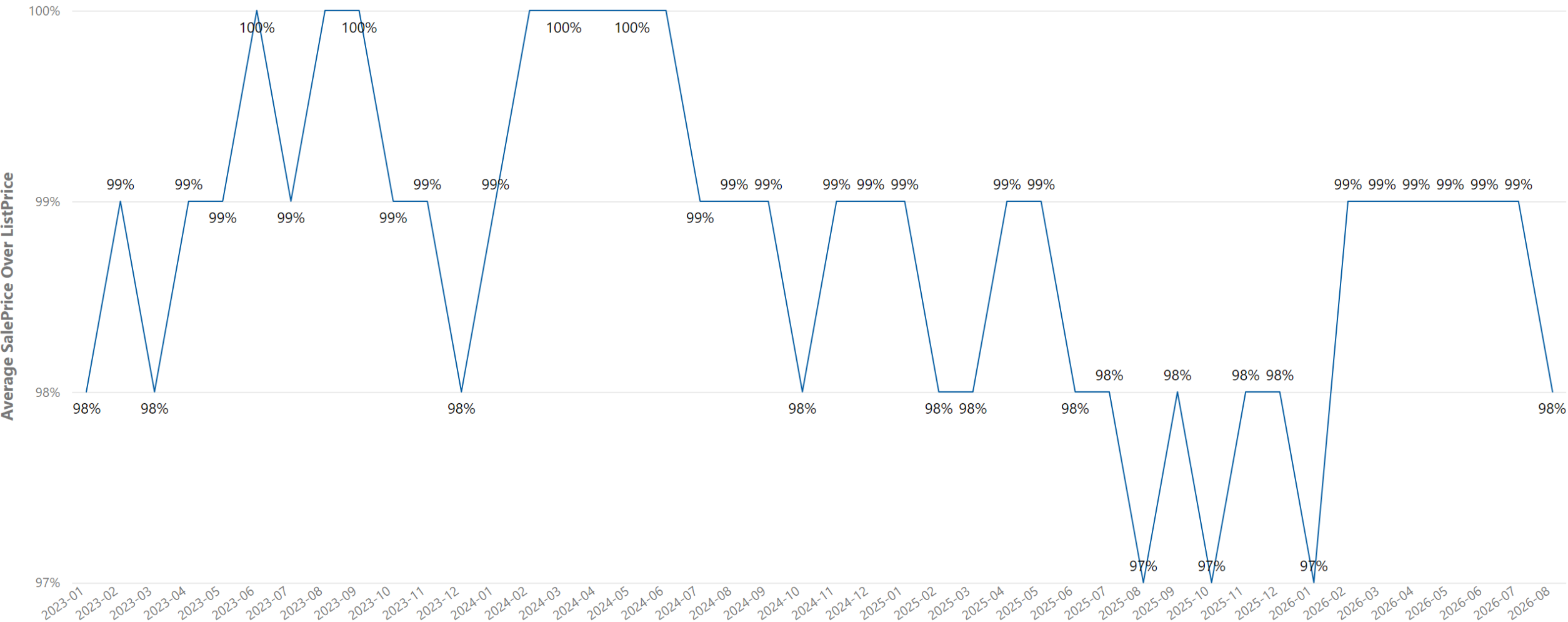
Monterey County - Inventory

CountyName ● Monterey



Monterey County - Average Sale Price Over List Price

CountyName ● Monterey



Monterey County - Increased Sale To List Price

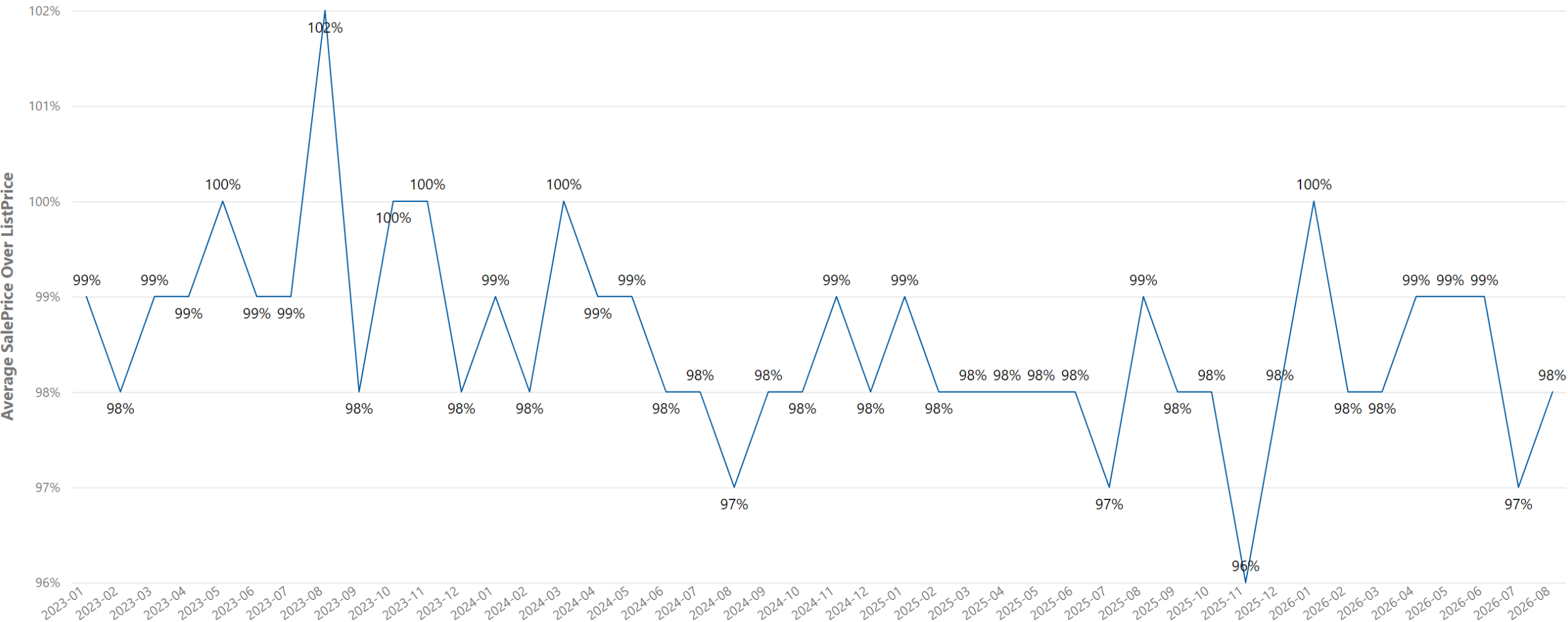
City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Aromas	100%	0%	N/A
Sand City	101%	0%	N/A
Watsonville	102%	0%	N/A
Seaside	100%	96%	4%
Soledad	104%	101%	3%
Salinas	100%	98%	2%
Marina	98%	97%	1%
Monterey	98%	97%	1%
Royal Oaks	98%	97%	1%
Del Rey Oaks	99%	98%	1%
Carmel	94%	94%	0%
Carmel Valley	95%	95%	0%
Pebble Beach	95%	95%	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	95%	101%	-6%
King City	92%	95%	-3%
Pacific Grove	98%	99%	-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	98%	0%	N/A
Seaside	99%	0%	N/A
Soledad	97%	0%	N/A
Pacific Grove	100%	95%	5%
Monterey	100%	99%	1%

Monterey County - Decreased Sale To List Price

City	Sale Over List Price	Sale Over List Price Last Year	% Sale Over List Price Change
Carmel	96%	97%	-1%
Salinas	98%	99%	-1%

Thank You

