

2026 Q2 Market Report

Monterey Peninsula



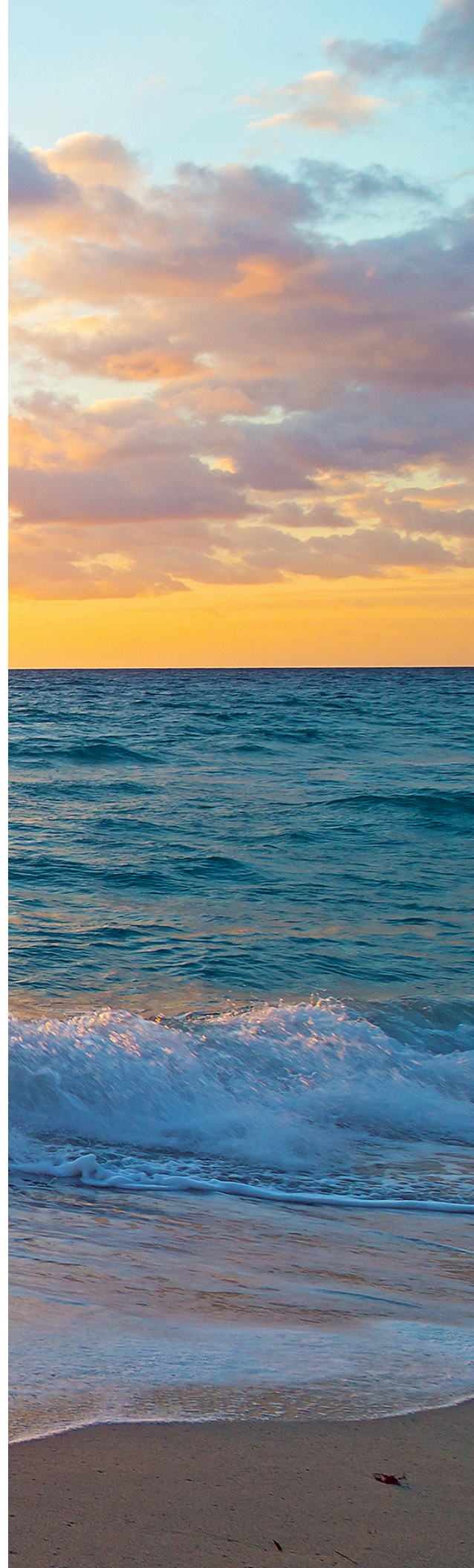


2026 Q1 Market Report

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INTRODUCTION

Enter your introduction or market insights here.



CARMEL-BY-THE-SEA & CARMEL WEST

Carmel-by-the-Sea and Carmel West includes all areas in Carmel-by-the-Sea, Carmel Point, Carmel Woods, and Hatton Fields.

The Carmel-by-the-Sea market remained active in Q2 2026 with 39 home sales, up from 37 in Q2 2025 and 27 in Q1 2026. The median sales price hit \$3.15M, showing strong year-over-year growth from last year's \$2.7M, though adjusting from Q1's high of \$4.225M.

Homes are selling at a steady pace, averaging 60 days on market. This is slightly longer than the 57 days seen last year, but noticeably faster than the 72 days in Q1. This balanced market presents excellent opportunities for both buyers and sellers.

Looking at our Q2 price segments, buyer demand is heavily concentrated in the middle tiers. The \$3M to \$5M range dominated the quarter with 17 sales, followed closely by 11 sales in the \$2M to \$3M bracket. For buyers and sellers in these ranges, the market remains highly active.

MEDIAN SALE PRICE

\$3,150,000

↑ 16.67% vs Q2 2025

↓ -25.44% vs Q1 2026

AVERAGE DAYS ON MARKET

60

↑ 5.26% vs Q2 2025

↓ -16.67% vs Q1 2026

UNITS SOLD

39

↑ 5.41% vs Q2 2025

↑ 44.44% vs Q1 2026

SALES VOLUME

\$142,264,388

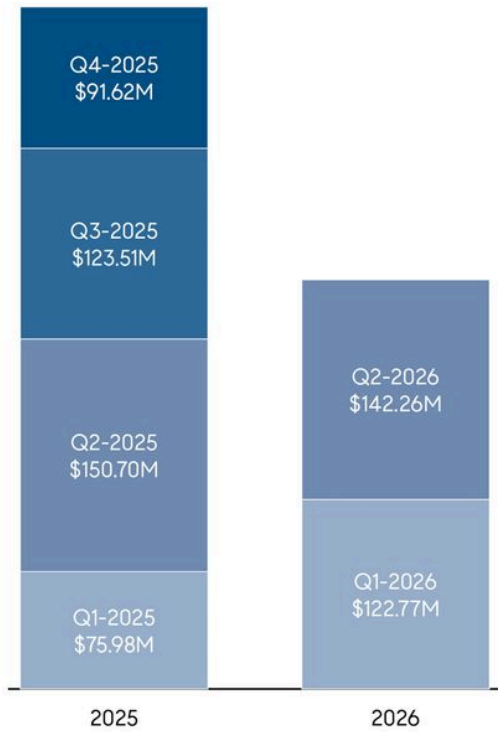
↓ -5.69% vs Q2 2025

↑ 15.88% vs Q1 2026

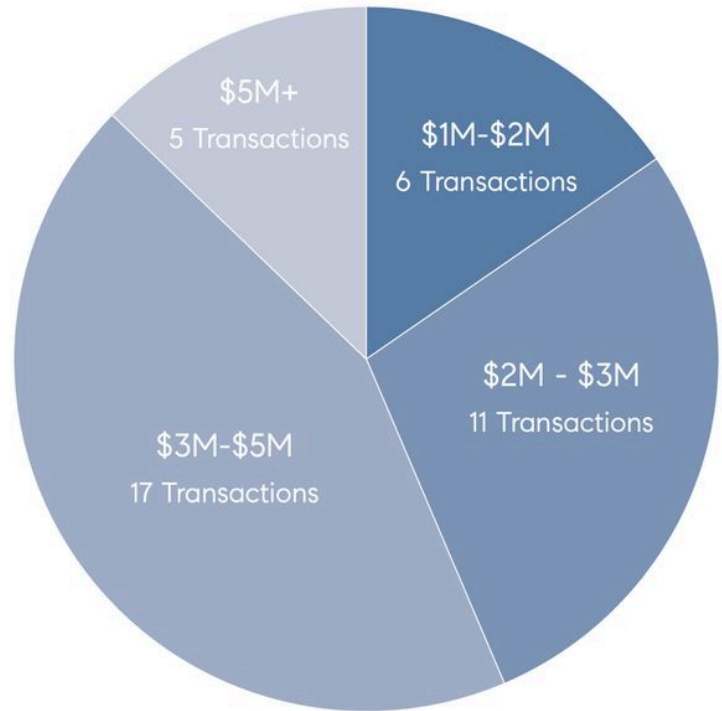




SALES VOLUME BY QUARTER



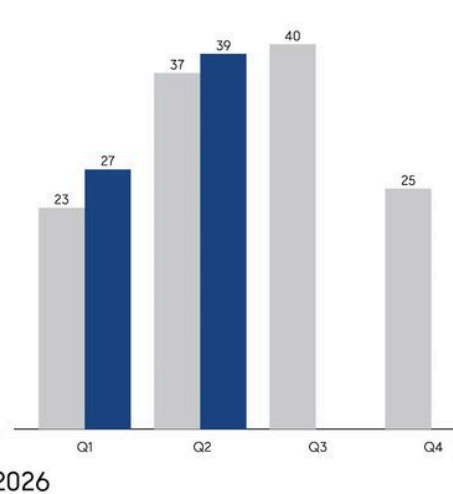
2026 Q2 PRICE DISTRIBUTION



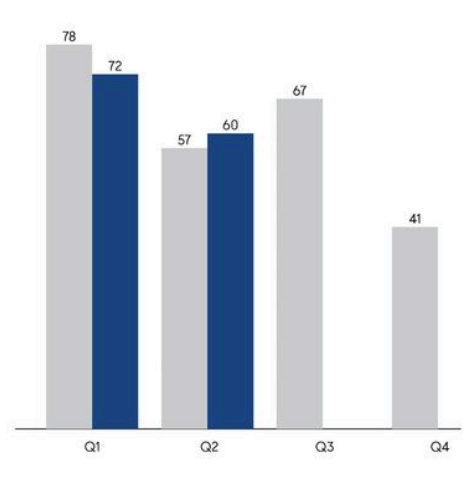
MEDIAN SALES PRICE



NUMBER OF SALES



AVG DAYS ON MARKET



Source: MLS via Broker Metrics single family home sales for quarters of 2025 and 2026, unless otherwise noted. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

GREATER CARMEL

The Greater Carmel area includes those areas East of Highway One including Carmel Hills, Jacks Peak, High Meadow, Rancho Rio Vista, Carmel Views and Mission Fields. This area usually has limited inventory resulting in high demand.

Greater Carmel's real estate market saw substantial growth in Q2 2026. We recorded 7 sales, up from Q1 (6) and Q2 2025 (5). Notably, the median sales price skyrocketed to \$3.37 million—an 83% jump from last quarter and 87% year-over-year. Total sales volume doubled from last year to \$21.2 million, while average days on market lengthened to 118 days.

This dramatic appreciation stems from a major shift in price segments. Unlike Q1's evenly distributed sales, Q2 was dominated by the \$3M+ market, with four sales closing in the \$3M—\$5M bracket. For sellers, this highlights strong premium demand, though longer market times require patience. Buyers looking under \$2M face tight inventory and must act decisively.

MEDIAN SALE PRICE

\$3,371,000

↑ 87.27% Q2 2025

↑ 83.31% Q1 2026

AVERAGE DAYS ON MARKET

118

↑ 131.37% Q2 2025

↑ 66.20% Q1 2026

UNITS SOLD

7

↑ 40.00% Q2 2025

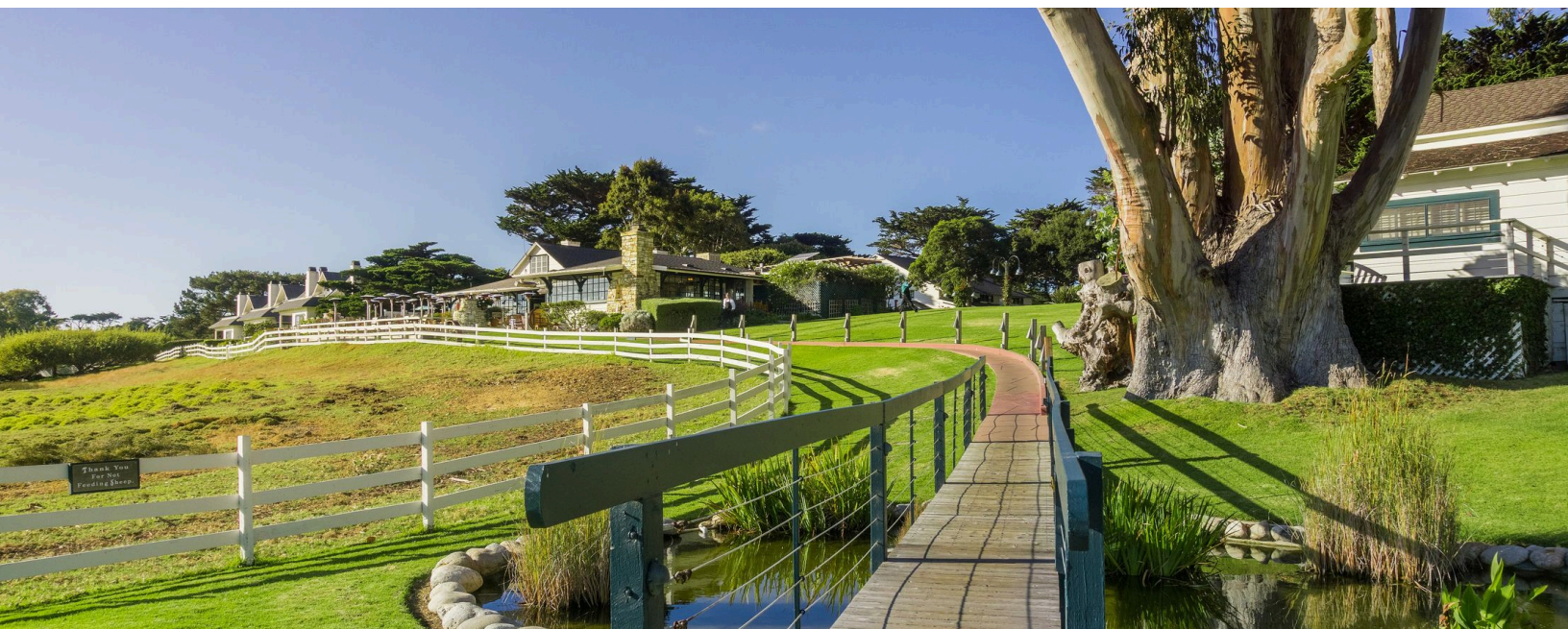
↑ 16.67% Q1 2026

2026 SALES VOLUME

\$21,231,000

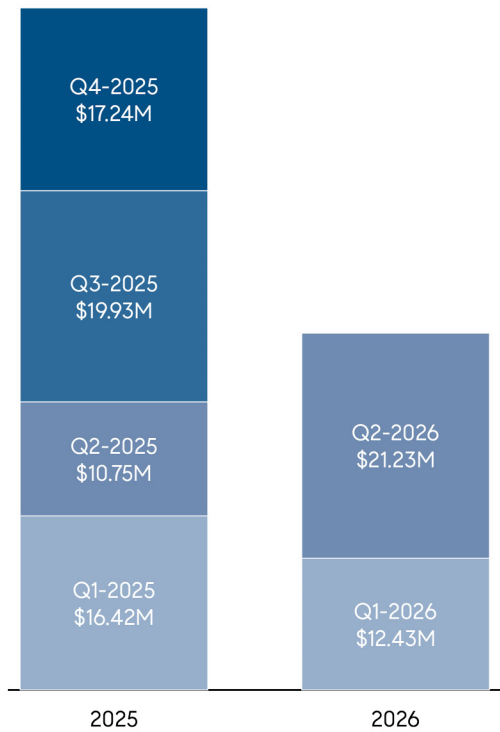
↑ 97.50% Q2 2025

↑ 70.83% Q1 2026

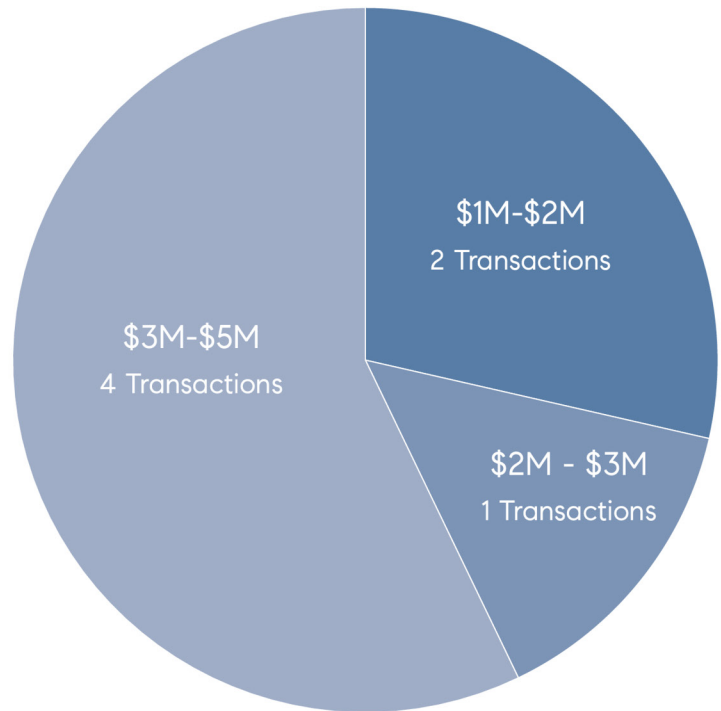




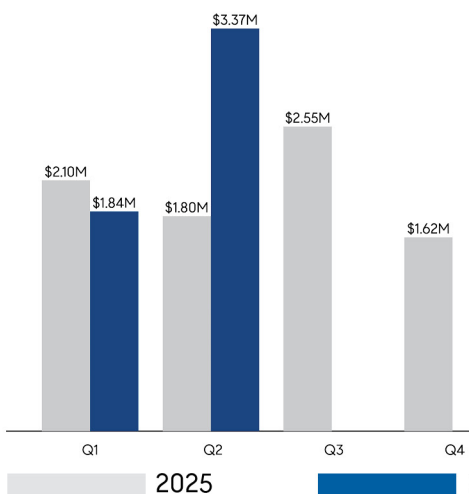
SALES VOLUME BY QUARTER



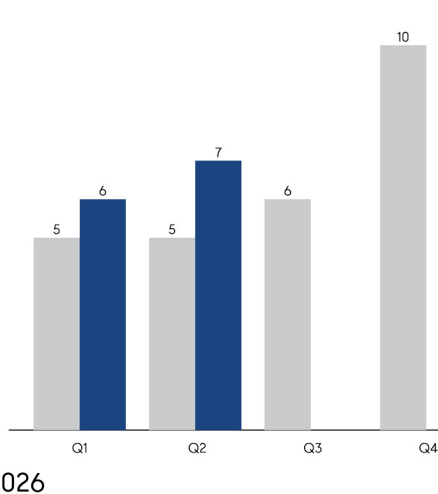
2026 Q2 PRICE DISTRIBUTION



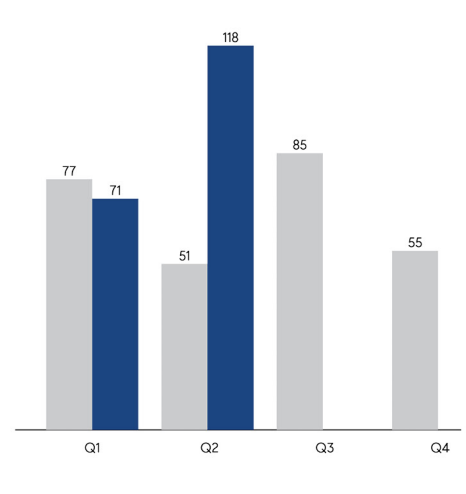
MEDIAN SALES PRICE



NUMBER OF SALES



AVG DAYS ON MARKET



Source: MLS via Broker Metrics single family home sales for quarters of 2025 and 2026, unless otherwise noted. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

CARMEL HIGHLANDS & BIG SUR

This pristine area south of Carmel is one of the most impressive stretches of coastline in the world.

The Carmel Highlands & Big Sur market saw 6 sales in Q2 2026, down from Q2 2025 (12) but up from Q1 (5). The median price surged to \$3.59M, showing remarkable growth from last year's \$2.45M. Activity was heavily concentrated in the luxury tier, with four of the six sales exceeding \$3 million, including three in the \$3M–\$5M range.

While prices remain exceptionally strong, homes are taking longer to sell, averaging 151 days on market—up from 75 days last year. This presents a unique dynamic where sellers command premium prices, yet buyers have more time to carefully find their perfect property.

MEDIAN SALE PRICE

\$3,587,500

↑ 46.43% vs Q2 2025

↑ 21.61% vs Q1 2026

AVERAGE DAYS ON MARKET

151

↑ 101.33% vs Q2 2025

↑ 18.90% vs Q1 2026

UNITS SOLD

6

↓ -50% vs Q2 2025

↑ 20% vs Q1 2026

2026 SALES VOLUME

\$51,902,500

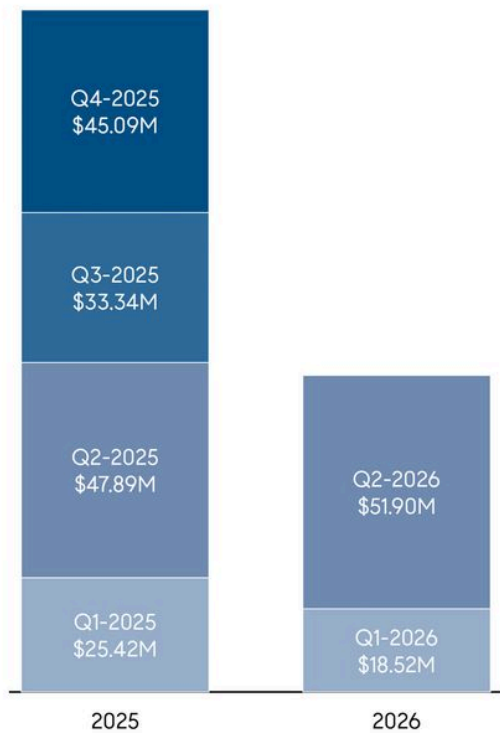
↑ 8.37 vs Q2 2025

↓ 180.33% vs Q1 2026

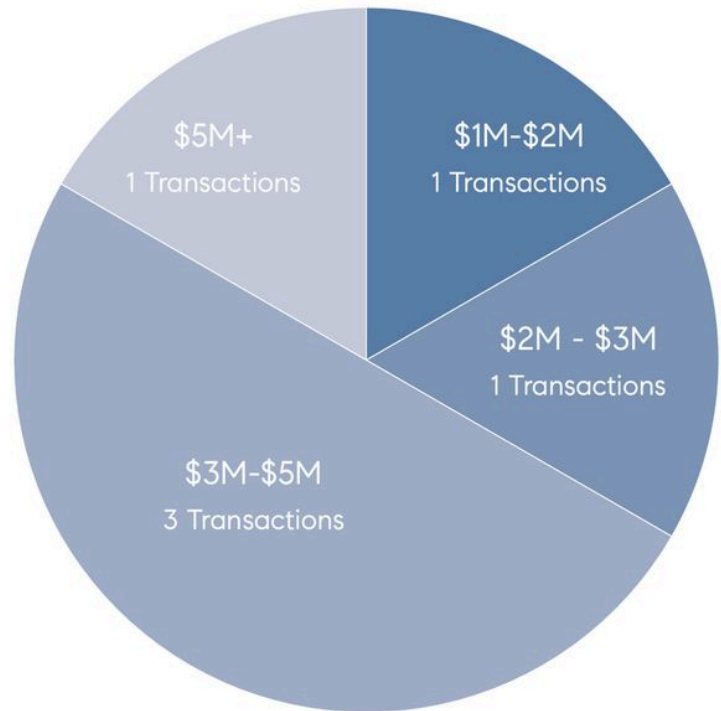




SALES VOLUME BY QUARTER



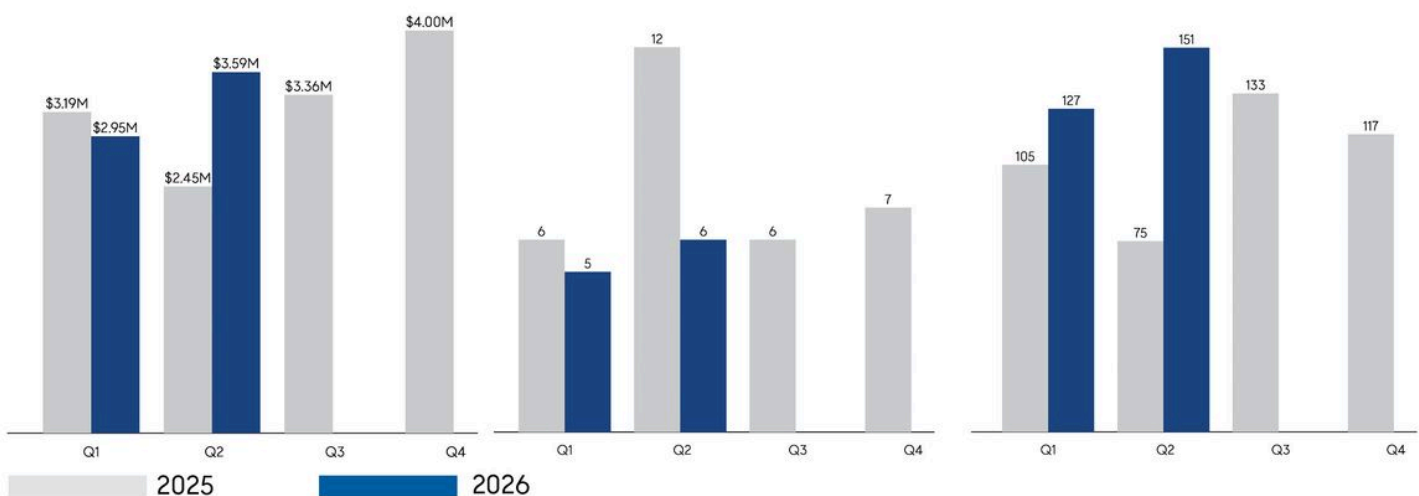
2026 Q2 PRICE DISTRIBUTION



MEDIAN SALES PRICE

NUMBER OF SALES

AVG DAYS ON MARKET



Source: MLS via Broker Metrics single family home sales for quarters of 2025 and 2026, unless otherwise noted. Data from sources deemed reliable, but may contain errors and subject to revision. All numbers to be considered approximate.

PEBBLE BEACH

The Pebble Beach market showed robust activity in Q2 2026. With 23 closed sales, transactions outpaced both Q1 and Q2 of 2025. While the median price adjusted to \$2.91 million—down from Q1's peak of \$4.05 million but up from last year's \$2.79 million—total sales volume surged to an impressive \$122.7 million. Homes averaged 87 days on market, moving slightly faster than last quarter.

This massive sales volume was heavily driven by the ultra-luxury sector, with the \$5M+ segment leading the quarter at 8 closed sales. One of those sales being an estate on Cypress Drive closing for \$31M. The \$2M–\$3M range was also highly active, accounting for 7 transactions. Overall, Pebble Beach remains a premier, high-demand market with significant high-end momentum.

MEDIAN SALE PRICE

\$2,910,000

↑ 4.11% Q2 2025

↓ -28.15% Q1 2026

AVERAGE DAYS ON MARKET

87

↑ 117.50% Q2 2025

↓ -3.33% Q1 2026

UNITS SOLD

23

↑ 9.52% Q2 2025

↑ 27.78% Q1 2026

2026 SALES VOLUME

\$122,740,000

↑ 59.07% Q2 2025

↑ 2.43% Q1 2026

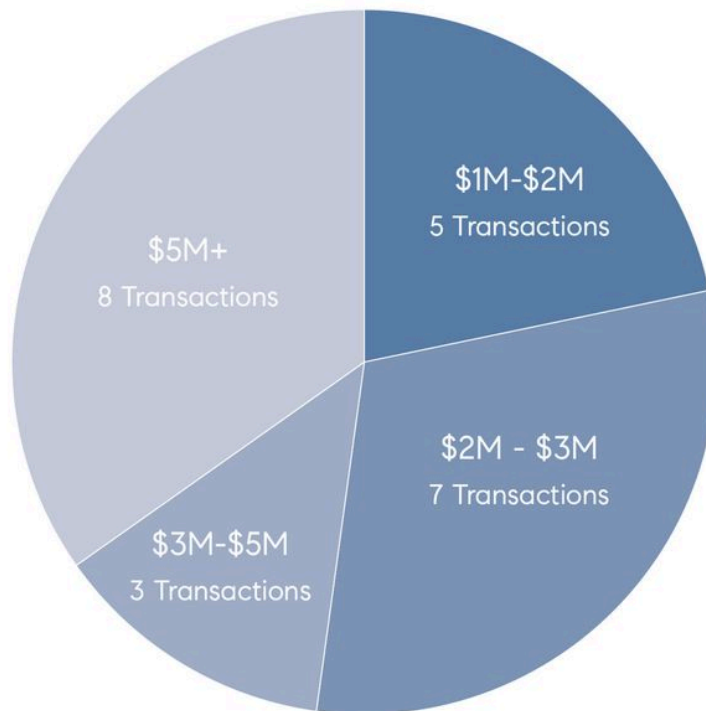




SALES VOLUME BY QUARTER



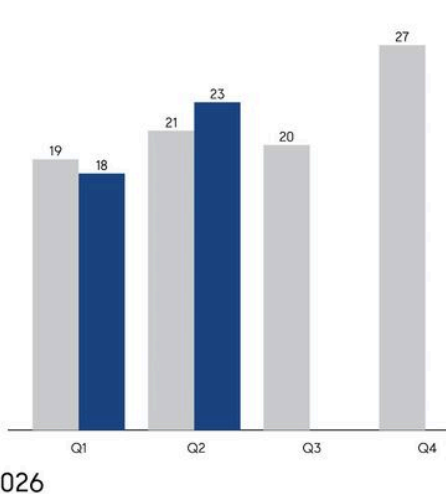
2026 Q2 PRICE DISTRIBUTION



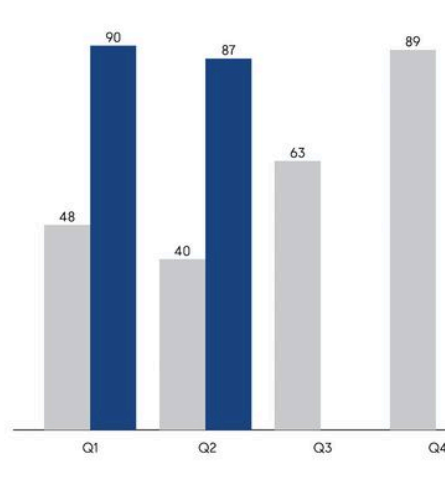
MEDIAN SALES PRICE



NUMBER OF SALES



AVG DAYS ON MARKET



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CARMEL VALLEY

The Carmel Valley market gained strong momentum in Q2 2026. With 25 closed sales, activity outpaced Q1 (20 sales) and nearly matched Q2 2025. Homes sold significantly faster, averaging 64 days on market—a sharp drop from 100 days last quarter and 84 days last year. The median sales price climbed to \$1.99 million, up from \$1.92 million in Q1 and \$1.8 million in Q2 2025.

Despite this price growth, total Q2 sales volume (\$57.3M) trailed last year's \$70.8M, reflecting fewer ultra-luxury closings. The market's sweet spot was firmly in the \$2M to \$3M segment, which drove 28% of all Q2 transactions. Overall, Carmel Valley remains highly competitive with fast-moving inventory and strong core demand.

MEDIAN SALE PRICE

\$1,993,000

↑ 10.72% Q2 2025

↑ 3.53% Q1 2026

AVERAGE DAYS ON MARKET

64

↓ -23.81% vs Q2 2025

↓ -36.00% vs Q1 2026

UNITS SOLD

25

↓ -3.85% Q2 2025

↑ 25.00% Q1 2026

2026 SALES VOLUME

\$57,316,000

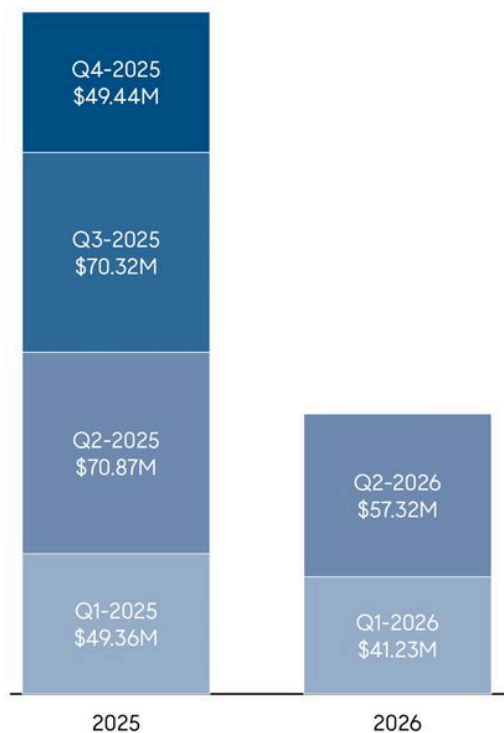
↓ -19.13% Q2 2025

↑ 39.00% Q1 2026

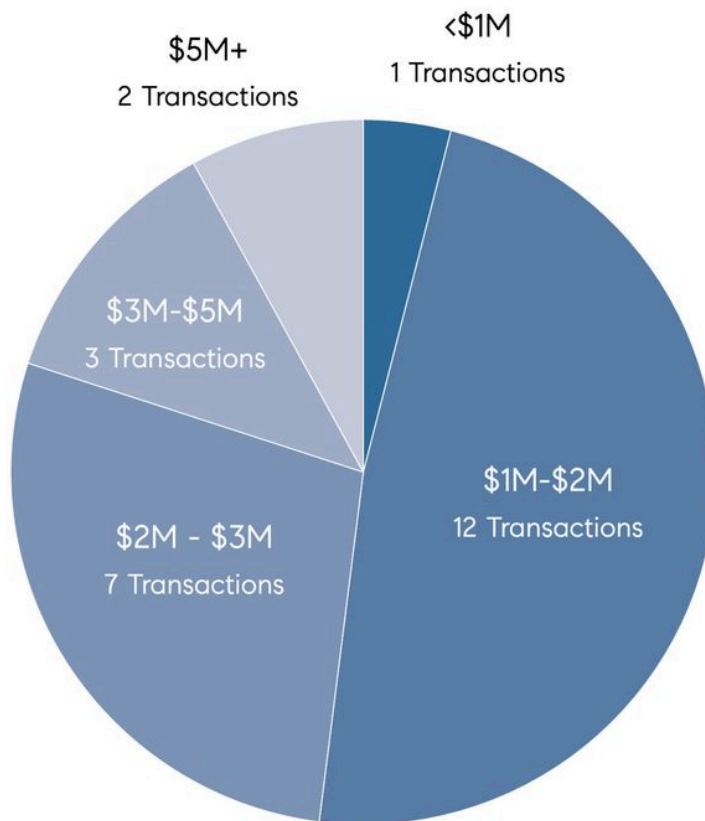




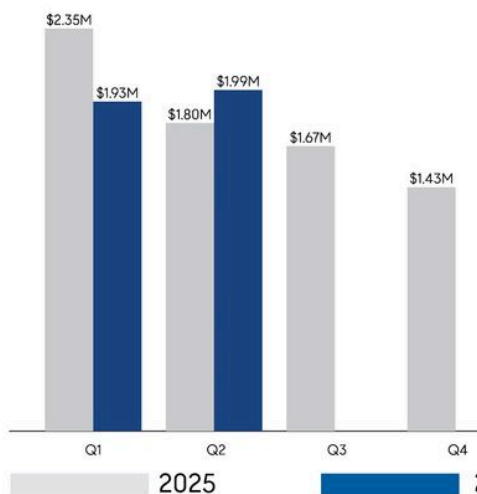
SALES VOLUME BY QUARTER



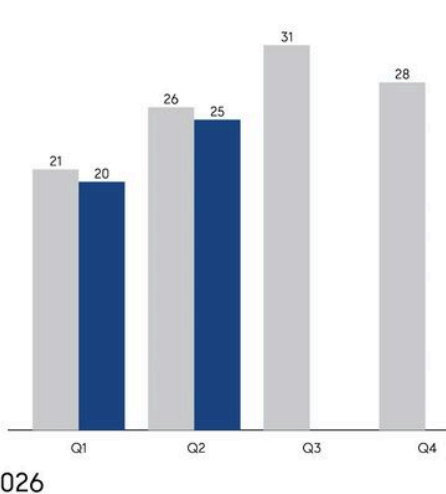
2026 Q2 PRICE DISTRIBUTION



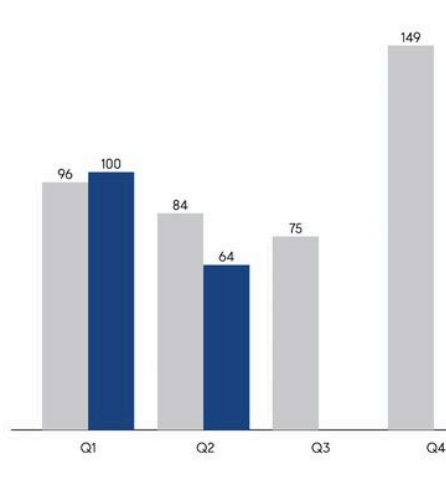
MEDIAN SALES PRICE



NUMBER OF SALES



AVG DAYS ON MARKET



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PACIFIC GROVE

The Pacific Grove real estate market experienced a massive surge in Q2 2026. With 42 closed sales, activity nearly doubled from Q1 (23 sales) and far outpaced Q2 2025 (28 sales). Though homes took slightly longer to sell—averaging 42 days on market—the median sales price climbed to a strong \$1.52 million, up from both Q1 (\$1.36M) and last year (\$1.49M).

Driven by this high activity, total sales volume skyrocketed to \$72.6 million, easily surpassing last year's \$45 million. While activity was broad, the \$2M–\$3M segment led the quarter with 7 sales, followed closely by the \$1.4M–\$1.6M range. Overall, Pacific Grove is seeing intense buyer demand and exceptional growth across the board.

MEDIAN SALE PRICE

\$1,519,000

↑ 1.61% Q2 2025

↑ 11.61% Q1 2026

AVERAGE DAYS ON MARKET

42

↑ 40.00% Q2 2025

↑ 61.54% Q1 2026

UNITS SOLD

42

↑ 50.00% Q2 2025

↑ 82.61% Q1 2026

2026 SALES VOLUME

\$72,640,000

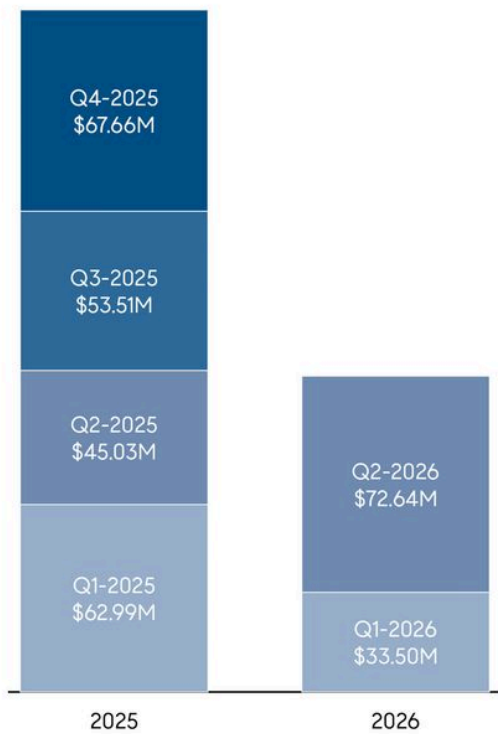
↑ 61.30% Q2 2025

↑ 116.87% Q1 2026

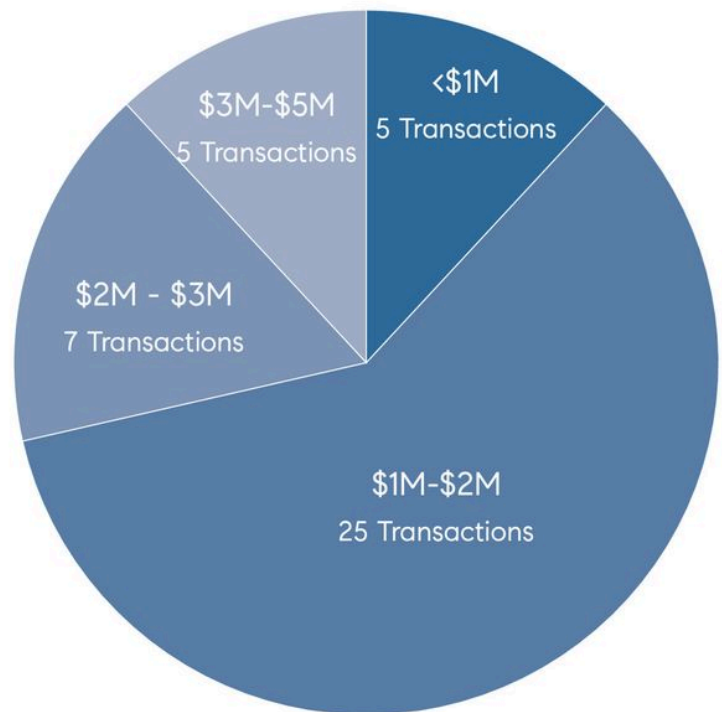




SALES VOLUME BY QUARTER



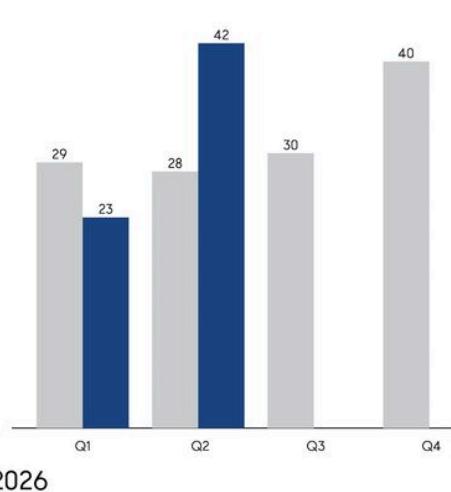
2026 Q2 PRICE DISTRIBUTION



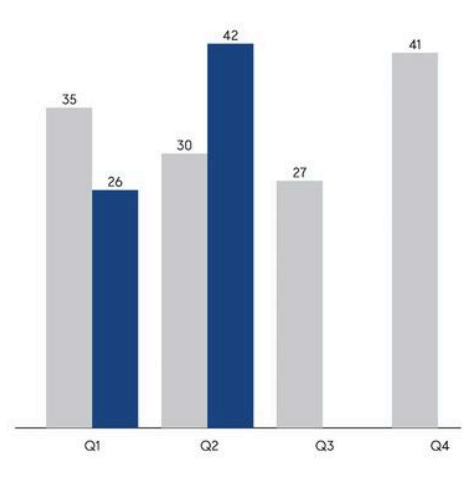
MEDIAN SALES PRICE



NUMBER OF SALES



AVG DAYS ON MARKET



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MONTEREY

For the purposes of this report, Monterey encompasses all properties within Monterey from Pasadera and Monterra to downtown, New Monterey and the Skyline Forest areas.

The Monterey real estate market saw a significant surge in Q2 2026. With 51 closed sales, activity jumped sharply from Q1 (29 sales) and outpaced Q2 2025 (40 sales). Homes sold faster, averaging 45 days on market—a strong improvement from 67 days last quarter. The median sales price reached \$1.195 million, up from Q1 but slightly below 2025 Q2 \$1.23 million peak.

Fueled by this activity, total sales volume reached \$76.9 million, easily surpassing both last quarter and last year's \$60.4 million. Buyer demand was remarkably evenly distributed, with the \$800k–\$1M, \$1.1M–\$1.2M, and \$2M–\$3M segments each leading the quarter with 10 sales. Overall, Monterey is a highly active market with strong momentum across multiple price points.

MEDIAN SALE PRICE

\$1,195,000

↓ -3.00% Q2 2025

↑ 3.91% Q1 2026

AVERAGE DAYS ON MARKET

46

↑ 9.52% Q2 2025

↓ -31.34% Q1 2026

UNITS SOLD

50

↑ 25.00% Q2 2025

↑ 72.41% Q1 2026

2026 SALES VOLUME

\$76,897,575

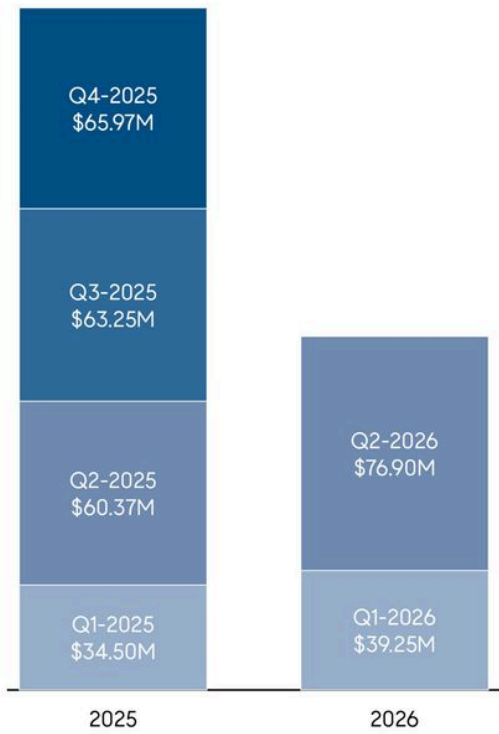
↑ 25.40% Q2 2025

↑ 92.86% Q1 2026

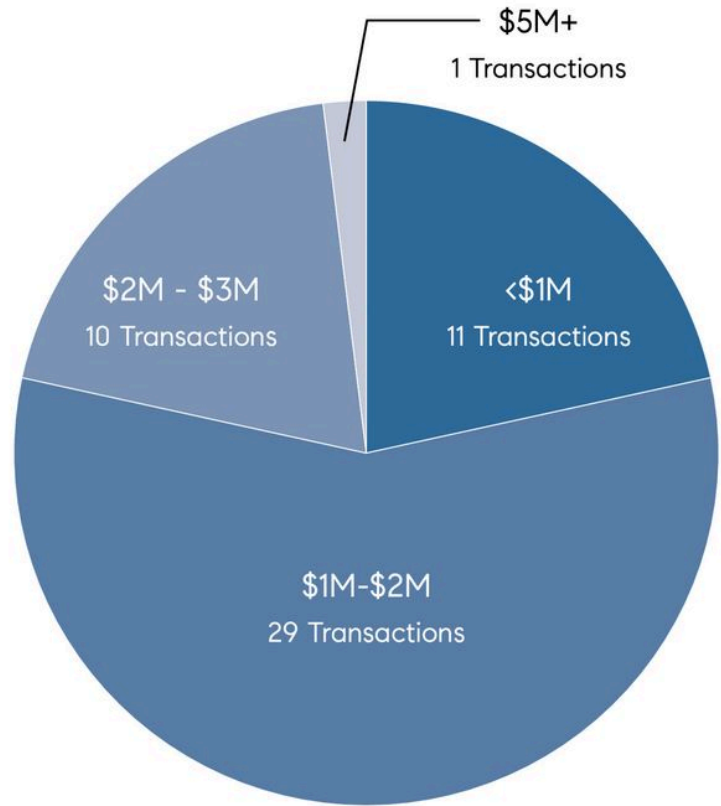




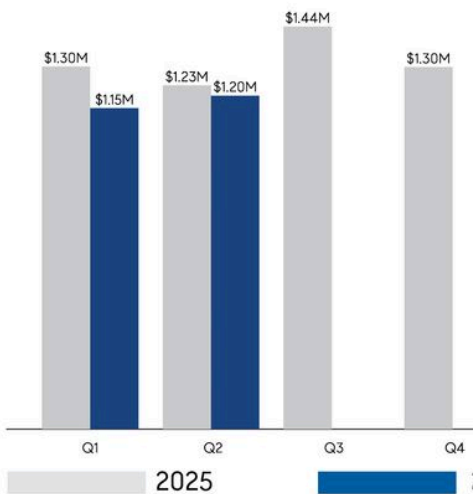
SALES VOLUME BY QUARTER



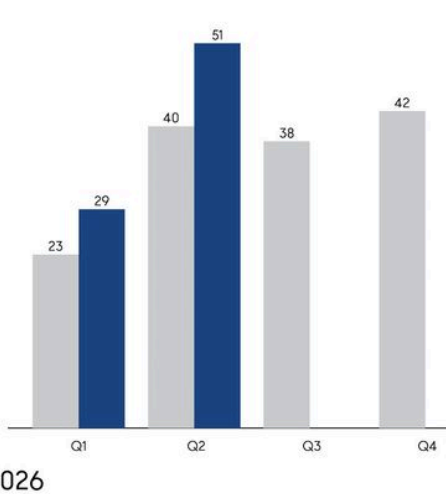
2026 Q2 PRICE DISTRIBUTION



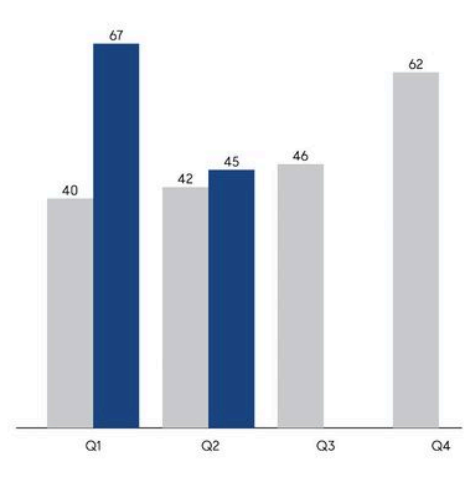
MEDIAN SALES PRICE



NUMBER OF SALES



AVG DAYS ON MARKET



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MARINA

The Marina real estate market showed strong growth in the second quarter of 2026. The median sales price climbed significantly to \$990,000, up from \$895,000 during the same period last year. Total sales volume reached \$37.6 million across 35 transactions, demonstrating robust buyer demand with most activity concentrated in the \$800,000 to \$1 million price range.

However, properties are spending more time on the market, with the average days on market increasing from 35 days last year to 56 days. This shift gives buyers more breathing room to evaluate their options, while sellers should adjust expectations for a slightly more patient selling process.

MEDIAN SALE PRICE

\$990,000

↑ 10.61% Q2 2025

↑ 5.66% Q1 2026

AVERAGE DAYS ON MARKET

56

↑ 60.00% Q2 2025

↑ 86.67% Q1 2026

UNITS SOLD

35

↑ 9.38% Q2 2025

↑ 2.94% Q1 2026

2026 SALES VOLUME

\$37,617,782

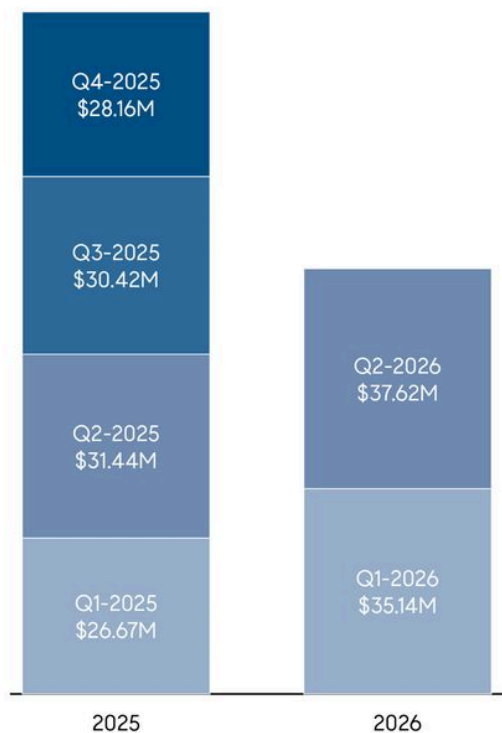
↑ 19.64% Q2 2025

↑ 7.04% Q1 2026

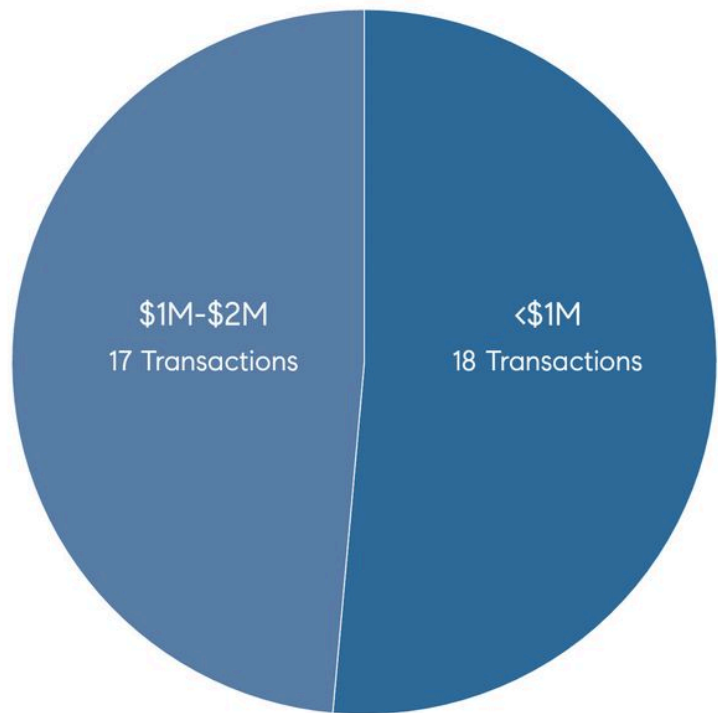




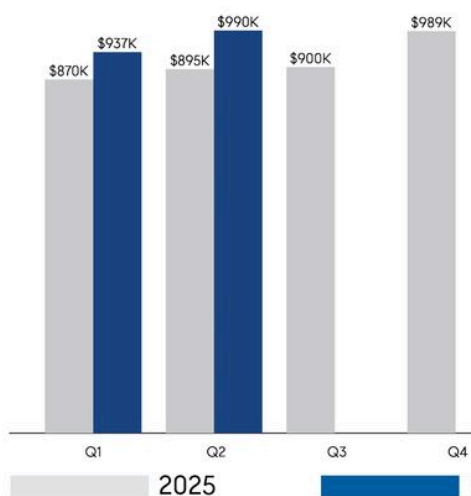
SALES VOLUME BY QUARTER



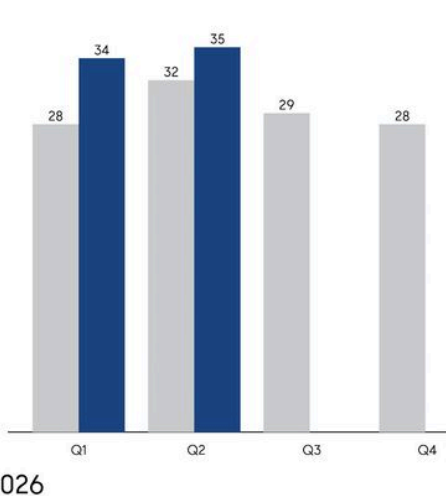
2026 Q2 PRICE DISTRIBUTION



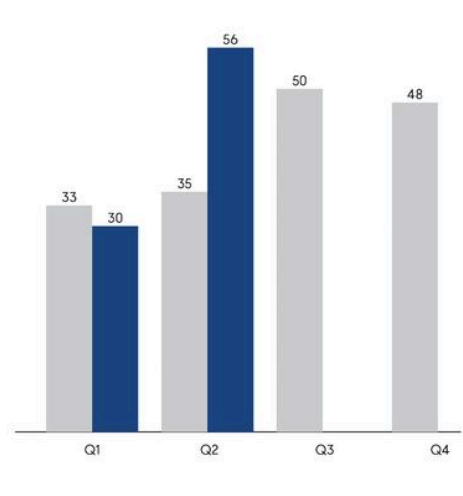
MEDIAN SALES PRICE



NUMBER OF SALES



AVG DAYS ON MARKET



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SEASIDE

The Seaside real estate market showed resilient activity in Q2 2026. With 30 closed sales, transaction volume slightly outpaced both the first quarter of the year and Q2 of 2025. Homes are also selling noticeably faster, averaging just 33 days on the market—a sharp drop from 45 days last quarter and 40 days last year.

While the median sales price adjusted to \$798,000, overall dollar volume grew to \$28.8 million for the quarter. This momentum was heavily driven by the \$600,000 to \$800,000 price segment, which accounted for nearly half of all Q2 transactions. Ultimately, Seaside remains a competitive, fast-paced market with strong demand in the mid-tier.

MEDIAN SALE PRICE

\$798,000

↓ -3.27% Q2 2025

↓ -7.21% Q1 2026

AVERAGE DAYS ON MARKET

33

↓ -17.50% Q2 2025

↓ -26.67% Q1 2026

UNITS SOLD

30

↑ 3.45% Q2 2025

↑ 3.45% Q1 2026

2026 SALES VOLUME

\$28,810,826

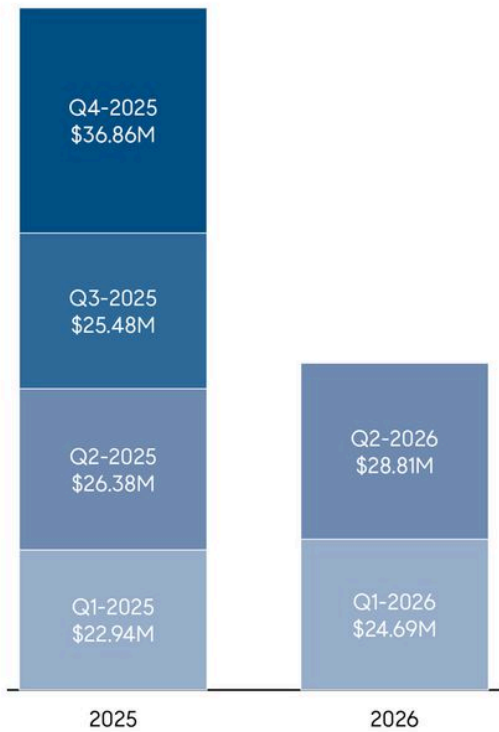
↑ 9.22% Q2 2025

↑ 16.70% Q1 2026

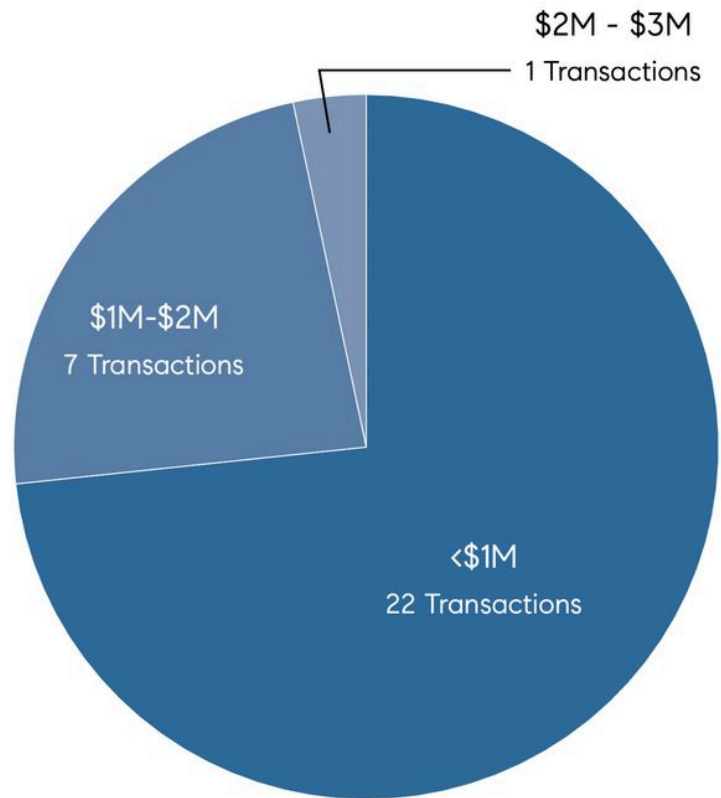




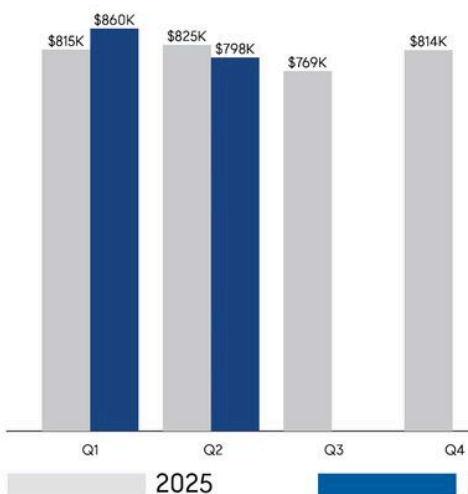
SALES VOLUME BY QUARTER



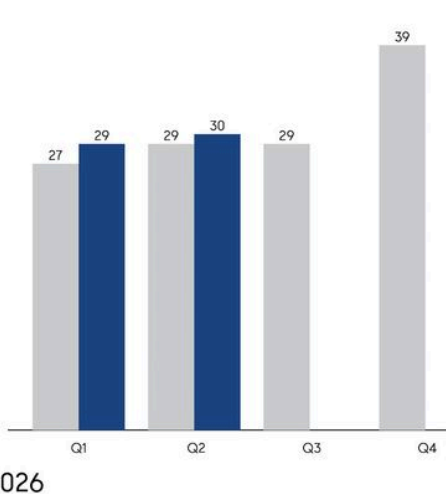
2026 Q2 PRICE DISTRIBUTION



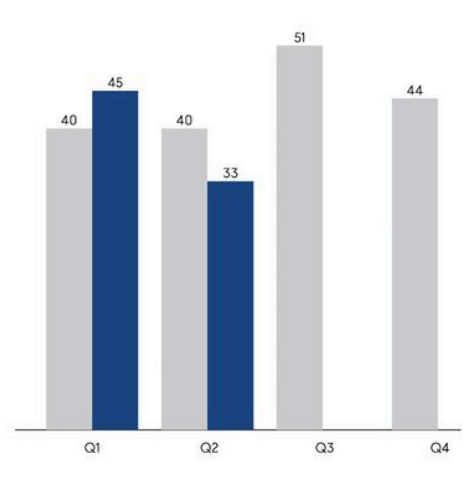
MEDIAN SALES PRICE



NUMBER OF SALES

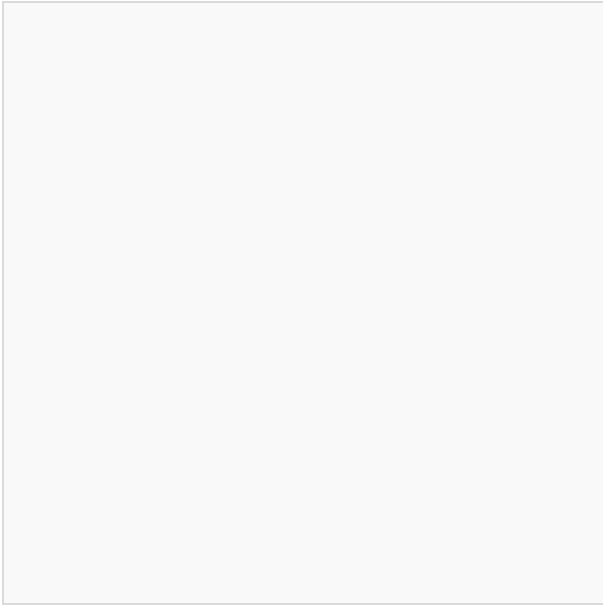


AVG DAYS ON MARKET



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OUR FEATURED LISTINGS



Listing Address

Listing Neighborhood

0 BD 0 BA 0 SF price



39350 Coast Road

Big Sur

0 BD 0 BA 0 SF \$2,000,000



31485 Vía Las Rosas

Carmel Valley Village

3 BD 2 BA 2571 SF \$1,760,000

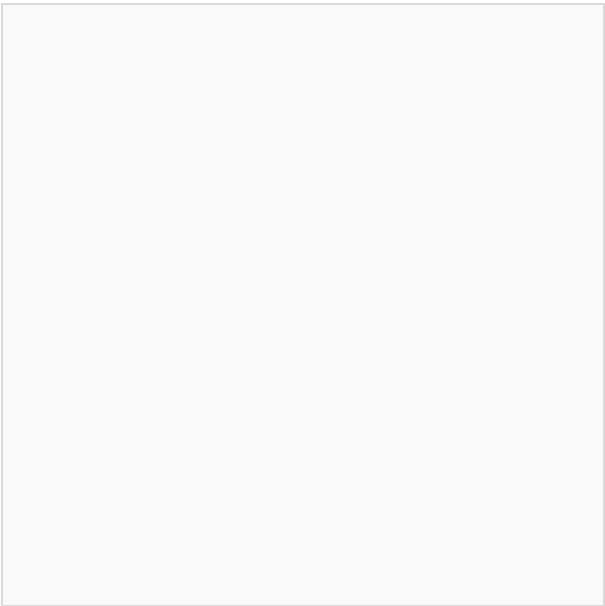


264 West Carmel Valley Road

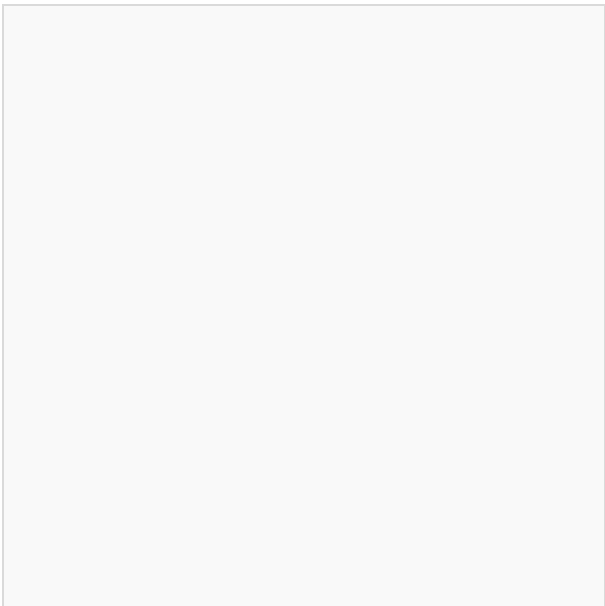
Carmel Valley Village

3 BD 2 BA 1550 SF \$1,275,000

Q1 2026 NOTABLE SALES



Listing Address
Listing Neighborhood
0 BD 0 BA 0 SF PRICE



Listing Address
Listing Neighborhood
0 BD 0 BA 0 SF PRICE



Listing Address
Listing Neighborhood
0 BD 0 BA 0 SF PRICE



Listing Address
Listing Neighborhood
0 BD 0 BA 0 SF PRICE

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