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APRIL 2026

THE OUTPOST REPORT

PUBLISHED BY ANTHONY MIAN

OUTPOST ESTATES

APRIL 2026

4

HOMES SOLD

\$3,542,000

MEDIAN LIST PRICE

18

ACTIVE LISTINGS

0

UNDER CONTRACT

TONY’S MARKET INSIGHTS

March real estate activity in Outpost Estates reflects a market in transition. While four homes successfully closed during the month, continuing the strong conversion seen in February, there are currently no homes under contract, signaling a pause in forward momentum as the market resets.

This divergence highlights an important dynamic. The recent sales represent decisions made earlier in the year, when buyer activity was building. Today, with inventory increasing to 18 homes and median days on market rising to 80 days, the market has shifted into a more deliberate phase, where buyers are taking additional time to evaluate options.

Several notable properties help illustrate this trend. The former David Lynch estate sold for \$13,000,000 after 125 days on market, while 7141 Senalda Road closed for \$8,100,000 after 84 days, down from its original \$8,995,000 list price. Originally built for Academy Award-winning actor Melvyn Douglas, the property reflects both historical significance and the continued strength of the high-end segment when pricing aligns.

These transactions also explain the elevated average sale price of \$7.1M this month, which is driven by a concentration of luxury sales rather than a broad shift in overall pricing. At the same time, median list prices have adjusted to approximately \$3.54M, suggesting sellers are beginning to recalibrate expectations.

The takeaway is not a reversal, but a reset. After a strong start to 2026, Outpost Estates is entering a phase of recalibration. Buyer demand remains present but more selective, and homes that are priced and positioned with precision will be best suited to capture the next wave of activity.



**Data reflects sales closed through March 31, 2026.*

OUTPOST ESTATES | APRIL 2026

ACTIVE LISTINGS

2402 CARMAN CREST DRIVE	\$11,450,000
1851 OUTPOST DRIVE	\$7,395,000
7139 MACAPA DRIVE	\$4,999,000
2669 LARMAR ROAD	\$4,995,000
2635 CARMAN CREST DRIVE	\$4,995,000
2003 EL CERRITO PLACE	\$4,375,000
1805 OUTPOST DRIVE	\$3,999,000
2608 CARMAN CREST DRIVE	\$3,790,000
7050 LA PRESA DRIVE	\$3,695,000
2109 CASTILIAN DRIVE	\$3,389,000
2055 OUTPOST DRIVE	\$2,995,000
2331 OUTPOST DRIVE	\$2,995,000
7230 OUTPOST COVE DRIVE	\$2,995,000
2612 CARMAN CREST DRIVE	\$2,895,000
2764 OUTPOST DRIVE	\$2,495,000
7229 SENALDA ROAD	\$2,395,000
6970 LA PRESA DRIVE	\$1,995,000
7027 MACAPA DRIVE	\$1,749,999

SOLD

7017 SENALDA ROAD	\$13,000,000
7141 SENALDA ROAD	\$8,100,000
2505 CARMAN CREST DRIVE	\$4,600,000
6930 OPORTO DRIVE	\$2,811,000