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DECEMBER 2025

THE OUTPOST REPORT

PUBLISHED BY ANTHONY MIAN

OUTPOST ESTATES

DECEMBER 2025

2

HOMES SOLD

\$3,087,500

AVERAGE LIST PRICE

1

UNDER CONTRACT

76

DAYS ON MARKET

TONY'S MARKET INSIGHTS

Recent real estate activity in Outpost Estates reveals a consistent theme: buyers are active, but only when the price feels right. The two sales this month highlight just how important accurate pricing is.

2500 Carman Crest Drive sold for \$2,400,000 after 120 days on market, following a reduction from its original \$2,895,000 list price. Once the price matched buyer expectations for the condition and competition, the home moved.

2257 Chelan Drive closed swiftly at \$3,775,000 after 25 days, but it too needed an adjustment from its original \$4,095,000 ask. Even well-presented homes need to be priced correctly from the start in today's market.

With **17 active listings**, December will likely bring a pause for many sellers. Several homes may come off the market and return in January with refreshed pricing and a reset for days-on-market. Sellers who stay active through the holidays will need to stay sharp on pricing and presentation.

The buyers are still here; they're just more selective and value-driven. Outpost continues to reward sellers who understand today's market and price their homes where buyers are willing to act.



**Data reflects sales closed through November 1, 2025.*

OUTPOST ESTATES | DECEMBER 2025

ACTIVE LISTINGS

7017 SENALDA ROAD	\$15,000,000
7141 SENALDA ROAD	\$8,995,000
2200 MARAVILLA DRIVE	\$7,500,000
7139 MACAPA DRIVE	\$5,900,000
2635 CARMAN CREST DRIVE	\$5,495,000
2003 EL CERRITO PLACE	\$4,550,000
7064 LA PRESA DRIVE	\$4,495,000
7230 OUTPOST COVE	\$3,495,000
6930 OPORTO DRIVE	\$2,999,000
2055 OUTPOST DRIVE	\$2,995,000
7040 HILLSIDE AVENUE	\$2,990,000
2246 CHELAN PLACE	\$2,595,000
2764 OUTPOST DRIVE	\$2,595,000
7229 SENALDA ROAD	\$2,495,000
2206 OUTPOST DRIVE	\$2,225,000
7187 MACAPA DRIVE	\$2,049,000
7027 MACAPA DRIVE	\$2,000,000

PENDING SALE

2660 CARMAN CREST DRIVE	\$3,395,000
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SOLD LISTINGS

2257 CHELAN PLACE	\$3,775,000
2500 CARMAN CREST DRIVE	\$2,400,000