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FEBRUARY 2026

THE OUTPOST REPORT

PUBLISHED BY ANTHONY MIAN

OUTPOST ESTATES

FEBRUARY 2026

1

HOME SOLD

\$3,790,000

AVERAGE LIST PRICE

7

UNDER CONTRACT

76

DAYS ON MARKET

TONY’S MARKET INSIGHTS

January real estate activity in Outpost Estates continued to reflect a selective, value-driven buyer pool. While only one sale officially closed during the month, under-contract activity offered a more forward-looking view of market momentum as the year begins.

The David Lynch estate at 7017 Senalda Road went under contract after 131 days on market, underscoring that even highly notable properties require patience and accurate pricing to align with buyer expectations in today’s environment.

Similarly, 7020 La Presa Drive finally secured a buyer after a long and instructive path. Originally listed in April 2025 at \$4,895,000 with two different agents, the home ultimately went under contract after a reduction to \$4,399,000, finding a buyer 35 days after the adjustment. Once pricing met the market, activity followed.

Pricing discipline is also evident among current inventory. The Bob Barker estate, now offered at \$7,395,000, was reduced from its original \$8,195,000 price when it first came to market in June 2025, reflecting the broader recalibration sellers are making to meet today’s buyers. Active listings are currently priced slightly above last year’s median sale price, suggesting sellers are optimistic, but the gap is narrow enough that it leaves room for price discovery rather than signaling widespread overpricing.

While active listings currently carry a median 76 days on market, it is not surprising that only one home closed in January, as closed sales remain a lagging indicator during the holiday season. More telling is momentum. Seeing seven homes move under contract is a strong signal heading into the spring market.



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

ACTIVE LISTINGS

2402 CARMAN CREST DRIVE	\$11,450,000
2200 MARAVILLA DRIVE	\$7,500,000
1851 OUTPOST DRIVE	\$7,395,000
2635 CARMAN CREST DRIVE	\$4,995,000
2669 LARMAR ROAD	\$4,995,000
2003 EL CERRITO PLACE	\$4,450,000
1805 OUTPOST DRIVE	\$4,200,000
2608 CARMAN CREST DRIVE	\$3,790,000
7230 OUTPOST COVE DRIVE	\$3,495,000
2331 OUTPOST DRIVE	\$3,450,000
2055 OUTPOST DRIVE	\$2,995,000
2612 CARMAN CREST DRIVE	\$2,895,000
2764 OUTPOST DRIVE	\$2,495,000
7027 MACAPA DRIVE	\$1,899,999

PENDING SALE

7017 SENALDA ROAD	\$15,000,000
7141 SENALDA ROAD	\$8,995,000
7064 LA PRESA DRIVE	\$4,495,000
7020 LA PRESA DRIVE	\$4,399,000
6930 OPORTO DRIVE	\$2,999,000
7040 HILLSIDE AVENUE	\$2,990,000
2206 OUTPOST DRIVE	\$2,150,000

SOLD

7187 MACAPA DRIVE	\$2,035,000
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