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JULY 2026

THE OUTPOST REPORT

PUBLISHED BY ANTHONY MIAN

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OUTPOST ESTATES

JULY 2026

5

HOMES SOLD

\$3,992,500

MEDIAN LIST PRICE

20

ACTIVE LISTINGS

4

UNDER CONTRACT

TONY'S MARKET INSIGHTS

June marked one of the strongest months of market activity we've seen this year, with **five homes closing and four additional properties currently in escrow**. More importantly than the increase in volume was the consistency of the message the market delivered: buyers continue to respond decisively when they perceive value.

Perhaps the best example was 2660 Larmar Road. Positioned on a prime lot with a pool and sweeping views, the home entered the market at approximately \$916 per square foot, well below competing listings. Rather than leaving room for lengthy negotiations, the pricing strategy created immediate competition. The property went under contract in nine days and ultimately **sold for more than \$1 million over its asking price**. While the home itself was exceptional, the result reinforces an increasingly clear trend. In today's market, strategic pricing is often generating stronger outcomes than aspirational pricing.

R.M. Schindler's Druckman Residence at 2764 Outpost Drive finally sold for \$2,455,000 after first coming to market in February 2025 with multiple listing agents and numerous price adjustments. Likewise, 2055 Outpost Drive remained on the market for more than a year after originally debuting at \$3.5 million. Following a relaunch at \$2,699,000, the property secured a buyer in just 12 days, demonstrating once again how **buyers are responding to perceived value from the outset**.

An interesting broader trend is also emerging. Through the first six months of 2026, **Outpost Estates has already recorded 18 closed sales, compared to 22 sales during all of 2025**. While transaction activity naturally fluctuates month to month, the neighborhood is on a significantly stronger pace than last year, reinforcing that buyer demand remains healthy when homes are positioned correctly.

For sellers, the takeaway is becoming increasingly clear. The homes generating the strongest results are not necessarily those asking the highest prices, but those entering the market with a pricing strategy that creates urgency, competition, and confidence among buyers.



**Data reflects sales closed through June 30, 2026.*

JULY 2026 | OUTPOST ESTATES | MARKET REPORT PUBLISHED BY ANTHONY MIAN

ACTIVE LISTINGS

2402 CARMAN CREST DRIVE	\$10,750,000
2657 LARMAR ROAD	\$10,495,000
7107 MACAPA DRIVE	\$7,999,000
2669 LARMAR ROAD	\$4,995,000
7139 MACAPA DRIVE	\$4,888,000
2635 CARMAN CREST DRIVE	\$4,750,000
6964 LOS TILOS ROAD	\$4,295,000
2229 CASTILIAN DRIVE	\$4,095,000
6911 LOS TILOS ROAD	\$3,995,000
2601 OUTPOST DRIVE	\$3,995,000
1805 OUTPOST DRIVE	\$3,990,000
7050 LA PRESA DRIVE	\$3,395,000
2163 OUTPOST DRIVE	\$3,199,000
7230 OUTPOST COVE DRIVE	\$3,195,000
2109 CASTILIAN DRIVE	\$2,995,000
2034 OUTPOST DRIVE	\$2,750,000
7132 MACAPA DRIVE	\$2,495,000
2736 OUTPOST DRIVE	\$2,275,000
2627 OUTPOST DRIVE	\$2,100,000
7003 LA PRESA DRIVE	\$1,995,000

PENDING SALES

2225 MALAGA ROAD	\$4,495,000
1836 OUTPOST DRIVE	\$3,350,000
2055 OUTPOST DRIVE	\$2,699,000
2120 OUTPOST DRIVE	\$2,079,000

SOLD

2660 LARMAR ROAD	\$4,500,020
2764 OUTPOST DRIVE	\$2,455,000
7229 SENALDA ROAD	\$2,200,000
6970 LA PRESA DRIVE	\$1,875,000
7027 MACAPA DRIVE	\$1,620,000

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