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JUNE 2026

THE OUTPOST REPORT

PUBLISHED BY ANTHONY MIAN

OUTPOST ESTATES

JUNE 2026

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HOMES SOLD

\$3,475,000

MEDIAN LIST PRICE

21

ACTIVE LISTINGS

4

UNDER CONTRACT

TONY'S MARKET INSIGHTS

May real estate activity in Outpost Estates was defined less by closed sales and more by movement beneath the surface. While no homes officially closed during the month, **four properties are currently under contract**, suggesting that buyer activity remains present even if it has not yet translated into recorded sales.

One of the most notable examples is R.M. Schindler's Druckman Residence at 2764 Outpost Drive. Originally listed in February 2025 at \$3,295,000, the architectural property remained on the market for well over a year before ultimately being reduced to \$2,475,000 and securing a buyer. The transaction reinforces a theme that has been consistent throughout much of the year: **demand exists, but buyers remain highly disciplined on value.**

At the same time, another property demonstrates how quickly the market can respond when sellers get ahead of buyer expectations. 2660 Larmar Road went under contract after just 11 days on market, a rarity in a neighborhood where most homes are currently taking 30 days or more to find a buyer. The home entered the market at approximately \$916 per square foot, well below the neighborhood's median asking price per square foot, creating an immediate perception of value that generated quick buyer interest. In today's market, many of the sellers finding success are not necessarily chasing the highest possible price. They are positioning their homes competitively from the outset and allowing the market to respond.

The takeaway is not that demand has disappeared. Rather, buyers continue to engage selectively while sellers adjust expectations. With four homes now in escrow, inventory beginning to contract, and several long-standing listings finally finding buyers, Outpost Estates appears to be moving through a period of recalibration where **pricing, presentation, and patience remain critical to achieving a successful**



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

OUTPOST ESTATES | JUNE 2026

ACTIVE LISTINGS

2402 CARMAN CREST DRIVE	\$10,750,000
2657 LARMAR ROAD	\$10,495,000
2669 LARMAR ROAD	\$4,995,000
7139 MACAPA DRIVE	\$4,895,000
6964 LOS TILOS ROAD	\$4,895,000
2225 MALAGA ROAD	\$4,495,000
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	\$3,575,000
1836 OUTPOST DRIVE	\$3,350,000
2163 OUTPOST DRIVE	\$3,199,000
2109 CASTILIAN DRIVE	\$3,195,000
7230 OUTPOST COVE DRIVE	\$2,995,000
2034 OUTPOST DRIVE	\$2,825,000
2055 OUTPOST DRIVE	\$2,699,000
7218 LA PRESA DRIVE	\$2,199,000
2120 OUTPOST DRIVE	\$2,179,000
7003 LA PRESA DRIVE	\$1,995,000
6970 LA PRESA DRIVE	\$1,995,000

PENDING SALES

2635 CARMAN CREST DRIVE	\$4,995,000
2660 LARMAR ROAD	\$3,375,000
2764 OUTPOST DRIVE	\$2,475,000
7027 MACAPA DRIVE	\$1,675,000