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MARCH 2026

THE OUTPOST REPORT

PUBLISHED BY ANTHONY MIAN

OUTPOST ESTATES

MARCH 2026

5

HOMES SOLD

\$3,792,500

MEDIAN LIST PRICE

3

UNDER CONTRACT

49

DAYS ON MARKET

TONY’S MARKET INSIGHTS

February real estate activity in Outpost Estates marked a meaningful acceleration in momentum. Five homes closed during the month, a significant increase from January's single sale and one of the strongest monthly performances in the past year.

Among the most notable transactions was the David Lynch Estate at 7017 Senalda Road, which just closed for **\$13,000,000** after 125 days on market, originally debuting at \$15,000,000. Another significant sale, Villa Dorado at 2200 Maravilla Drive, closed for **\$6,750,000** after 149 days on market, following an original list price of \$7,500,000. Similarly, 7020 La Presa Drive finally sold for **\$4,250,000** after nearly a year on the market, multiple agents, and an original list price of \$4,895,000. These sales reinforce a familiar theme in Outpost: **pricing ultimately determines timing**.

There are currently three homes under contract, reflecting the flurry of activity that began as the new year started. With only 14 active listings remaining and median days on market dropping to 49 days, inventory is being absorbed at a faster pace than at any point earlier this year and for much of 2025.

Median list prices remain stable at approximately \$3.79M, suggesting that sellers are not aggressively pushing pricing higher despite improved activity. Instead, the market appears to be stabilizing at levels where motivated buyers are willing to engage.

The takeaway is clear: buyer demand is not just present; it's converting. After a measured start to the year, Outpost Estates is entering spring with strengthening fundamentals and renewed energy.



**Data reflects sales closed through February 28, 2026.*

OUTPOST ESTATES | MARCH 2026

ACTIVE LISTINGS

2402 CARMAN CREST DRIVE	\$11,450,000
1851 OUTPOST DRIVE	\$7,395,000
2635 CARMAN CREST DRIVE	\$4,995,000
2669 LARMAR ROAD	\$4,995,000
2003 EL CERRITO PLACE	\$4,375,000
1805 OUTPOST DRIVE	\$4,200,000
7050 LA PRESA DRIVE	\$3,795,000
2608 CARMAN CREST DRIVE	\$3,790,000
2331 OUTPOST DRIVE	\$3,450,000
7230 OUTPOST COVE DRIVE	\$2,995,000
2055 OUTPOST DRIVE	\$2,995,000
2612 CARMAN CREST DRIVE	\$2,895,000
2764 OUTPOST DRIVE	\$2,495,000
7027 MACAPA DRIVE	\$1,799,999

PENDING SALE

7141 SENALDA ROAD	\$8,995,000
2505 CARMAN CREST DRIVE	\$4,999,999
6930 OPORTO DRIVE	\$2,999,000

SOLD

7017 SENALDA ROAD	\$13,000,000
2200 MARAVILLA DRIVE	\$6,750,000
7020 LA PRESA DRIVE	\$4,250,000
7064 LA PRESA DRIVE	\$3,995,000
2206 OUTPOST DRIVE	\$2,150,000