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MAY 2026

THE OUTPOST REPORT

PUBLISHED BY ANTHONY MIAN

OUTPOST ESTATES

MAY 2026

1

HOME SOLD

\$2,995,000

MEDIAN LIST PRICE

24

ACTIVE LISTINGS

1

UNDER CONTRACT

TONY’S MARKET INSIGHTS

April real estate activity in Outpost Estates reflects a meaningful shift in market conditions. While only one home closed during the month, ten new listings came to market, bringing total active inventory to 24 homes, the highest level seen all year.

This imbalance between new supply and completed sales is notable. After a period of strong conversion earlier in the year, the market is now experiencing a buildup of inventory, giving buyers more options and increasing competition among sellers.

Among the most significant transactions was the Bob Barker estate at 1851 Outpost Drive, which sold for \$6,325,000 after originally being listed in June 2025 at \$8,195,000. After multiple agents and a series of price reductions, the property ultimately traded nearly \$2 million below its original ask, reinforcing the importance of pricing alignment in today's environment.

At the same time, 2635 Carman Crest Drive offers insight into current buyer behavior. After beginning at \$5,495,000, the home was reduced to \$4,995,000 after 110 days and ultimately went under contract after approximately 200 days on market. The trajectory highlights a familiar pattern. Demand exists, but timing is directly tied to pricing and market positioning.

With only one home currently under contract, forward activity remains limited relative to the amount of inventory now available. This suggests that while buyers are still present, they are taking a more measured approach, carefully evaluating options in a market that now offers greater choice.

The takeaway is clear. Outpost Estates is entering a more competitive phase. Sellers are no longer operating in an environment of limited supply, and success will depend on precision in pricing, presentation, and strategy. Homes that align quickly with market expectations will continue to find buyers, while others may require patience and adjustment.



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

OUTPOST ESTATES | MAY 2026

ACTIVE LISTINGS

2402 CARMAN CREST DRIVE	\$11,450,000
7139 MACAPA DRIVE	\$4,999,000
2669 LARMAR ROAD	\$4,995,000
6964 LOS TILOS ROAD	\$4,895,000
2225 MALAGA ROAD	\$4,495,000
2229 CASTILIAN DRIVE	\$4,095,000
1805 OUTPOST DRIVE	\$3,990,000
2608 CARMAN CREST DRIVE	\$3,790,000
7050 LA PRESA DRIVE	\$3,695,000
2109 CASTILIAN DRIVE	\$3,389,000
2163 OUTPOST DRIVE	\$3,299,000
2331 OUTPOST DRIVE	\$2,995,000
7230 OUTPOST COVE DRIVE	\$2,995,000
2034 OUTPOST DRIVE	\$2,950,000
2612 CARMAN CREST DRIVE	\$2,895,000
2055 OUTPOST DRIVE	\$2,799,000
7132 MACAPA DRIVE	\$2,650,000
2120 OUTPOST DRIVE	\$2,499,000
2764 OUTPOST DRIVE	\$2,475,000
7229 SENALDA ROAD	\$2,395,000
7218 LA PRESA DRIVE	\$2,199,000
6970 LA PRESA DRIVE	\$1,995,000
7003 LA PRESA DRIVE	\$1,995,000
7027 MACAPA DRIVE	\$1,749,999

PENDING

2635 CARMAN CREST DRIVE	\$4,995,000
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SOLD

1851 OUTPOST DRIVE	\$6,325,000
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