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NOVEMBER 2025

# THE OUTPOST REPORT

PUBLISHED BY ANTHONY MIAN

# OUTPOST ESTATES

NOVEMBER 2025

2

HOMES SOLD

\$4,808,000

AVERAGE LIST PRICE

3

UNDER CONTRACT

55

DAYS ON MARKET

## TONY’S MARKET INSIGHTS

The last month in Outpost Estates has made one thing clear: price is everything. The homes that have adjusted are finally finding buyers, while those that remain anchored to early-year expectations continue to sit.

The best example is 2247 Chelan Place, a masterclass in market psychology. After months of no traction at \$3,995,000, it was reintroduced at an "auction-style" \$2,885,000 and ultimately sold for \$3,675,000, nearly \$800,000 over the relaunch price. It's a perfect case study in how today's buyers respond to perceived value.

Patience and flexibility are proving essential. 2500 Carman Crest Drive took 128 days and a \$200,000 reduction to secure a buyer, while 2660 Carman Crest Drive went into escrow within two weeks of being re-listed at a sharper \$3,395,000, a full \$600,000 below its original price. Even architectural pedigree hasn't been immune. The Schindler-designed 2764 Outpost Drive has yet to move after multiple relists and a significant price cut.

With 18 active listings, the market has shifted into one of the most competitive environments for sellers that we've seen in years. Buyers have options, and that choice is creating pressure on pricing, presentation, and overall strategy. Sellers who price ambitiously but adapt quickly are getting results, while those holding out for yesterday's market are discovering that even strong properties can grow stale fast.

As the year winds down, Outpost Estates continues to reward realism, presentation, and timing. The buyers are still here; they're just more selective than ever.



*\*Data reflects sales closed through October 31, 2025.*

### OUTPOST ESTATES | NOVEMBER 2025

#### ACTIVE LISTINGS

|                         |              |
|-------------------------|--------------|
| 7017 SENALDA ROAD       | \$15,000,000 |
| 1851 OUTPOST DRIVE      | \$7,798,000  |
| 2200 MARAVILLA DRIVE    | \$7,500,000  |
| 7139 MACAPA DRIVE       | \$5,900,000  |
| 2635 CARMAN CREST DRIVE | \$5,495,000  |
| 2003 EL CERRITO PLACE   | \$4,550,000  |
| 7064 LA PRESA DRIVE     | \$4,495,000  |
| 2608 CARMAN CREST DRIVE | \$3,900,000  |
| 7230 OUTPOST COVE       | \$3,495,000  |
| 2415 CASTILIAN DRIVE    | \$3,495,000  |
| 6930 OPORTO DRIVE       | \$2,999,000  |
| 2055 OUTPOST DRIVE      | \$2,995,000  |
| 7040 HILLSIDE AVENUE    | \$2,990,000  |
| 2764 OUTPOST DRIVE      | \$2,595,000  |
| 2246 CHELAN PLACE       | \$2,595,000  |
| 7229 SENALDA ROAD       | \$2,495,000  |
| 2206 OUTPOST DRIVE      | \$2,225,000  |
| 7187 MACAPA DRIVE       | \$2,195,000  |

#### PENDING SALES

|                         |             |
|-------------------------|-------------|
| 2257 CHELAN PLACE       | \$3,995,000 |
| 2660 CARMAN CREST DRIVE | \$3,395,000 |
| 2500 CARMAN CREST DRIVE | \$2,695,000 |

#### SOLD LISTINGS

|                    |             |
|--------------------|-------------|
| 2525 OUTPOST DRIVE | \$5,300,000 |
| 2247 CHELAN PLACE  | \$3,675,000 |