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OCTOBER 2025

THE OUTPOST REPORT

PUBLISHED BY ANTHONY MIAN

OUTPOST ESTATES

OCTOBER 2025

1

HOME SOLD

\$3,897,500

AVERAGE LIST PRICE

3

UNDER CONTRACT

59

DAYS ON MARKET

TONY’S MARKET INSIGHTS

Just one home was sold in Outpost Estates in September. 2422 Carman Crest Drive closed at \$1,595,000 after 84 days on the market. Originally listed at \$1,795,000, the sale reflects what we're seeing for homes that need work and come to market above buyer expectations.

At the same time, three homes are in escrow. The standout is 2525 Outpost Drive, which received a full-price offer at \$5.3 million within five days of listing. Based on the strength of the property, it could have gone higher if not for Measure ULA, which continues to influence pricing psychology in this tier. Meanwhile, 7020 La Presa Drive entered escrow after 47 days, last listed at \$4,495,000. 2247 Chelan Place is now under contract as well, with a final asking price of \$2,885,000. It was originally listed at \$3,995,000 before being pulled from the market and reintroduced at auction pricing.

September also brought a surge of new inventory, with six new listings and one property returning to market. The most high-profile addition is the David Lynch Estate at 7017 Senalda Drive, listed at \$15 million. Also back on the market is 7040 Hillside Avenue, which returned to the market after falling out of escrow.

As of this writing, there are 16 active listings in Outpost Estates. This is the highest inventory level we've seen all year, and a key signal that pricing, presentation, and differentiation are more important than ever.



**Data reflects sales closed through September 30, 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
2003 EL CERRITO PLACE	\$4,550,000
6911 LOS TILOS ROAD	\$4,369,000
2257 CHELAN DRIVE	\$4,095,000
2608 CARMAN CREST DRIVE	\$3,900,000
7230 OUTPOST COVE	\$3,895,000
2415 CASTILIAN DRIVE	\$3,495,000
6930 OPORTO DRIVE	\$3,250,000
2055 OUTPOST DRIVE	\$3,249,000
7040 HILLSIDE AVENUE	\$3,199,000
2500 CARMAN CREST DRIVE	\$2,695,000
7229 SENALDA ROAD	\$2,649,000
2246 CHELAN PLACE	\$2,595,000

PENDING SALES

2525 OUTPOST DRIVE	\$5,300,000
7020 LA PRESA DRIVE	\$4,495,000
2247 CHELAN PLACE	\$2,885,000

SOLD LISTING

2422 CARMAN CREST	\$1,595,000
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