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SEPTEMBER 2025

THE OUTPOST REPORT

PUBLISHED BY ANTHONY MIAN

OUTPOST ESTATES

SEPTEMBER 2025

2

HOMES SOLD

\$7,625,000

AVERAGE SALES PRICE

9

ACTIVE LISTINGS

79

DAYS ON MARKET

TONY’S MARKET INSIGHTS

August brought just two closed sales in Outpost Estates. One was a \$12M architectural on La Presa, among the highest ever recorded in the neighborhood. The other, a Spanish Revival in lower Outpost, sold quickly for \$100K over asking, underscoring continued strength in the \$3M–\$4M range.

Meanwhile, inventory has climbed to nine active listings, pushing the absorption rate to around five months. Buyer behavior suggests growing selectivity, especially above \$5M, where days on market are trending longer. The takeaway: **Properties with standout architecture, views, or outdoor space are still drawing strong interest.** But today, pricing precision and presentation are everything.



**Data reflects sales closed through August 31, 2025.*

OUTPOST ESTATES | SEPTEMBER 2025

ACTIVE LISTINGS

1851 OUTPOST DRIVE	\$7,798,000
7139 MACAPA DRIVE	\$5,900,000
7020 LA PRESA DRIVE	\$4,495,000
6911 LOS TILOS ROAD	\$4,369,000
2608 CARMAN CREST DRIVE	\$3,900,000
2660 CARMAN CREST DRIVE	\$3,750,000
2415 CASTILIAN DRIVE	\$3,495,000
2055 OUTPOST DRIVE	\$3,249,000
2500 CARMAN CREST DRIVE	\$2,695,000

PENDING SALES

7040 HILLSIDE AVENUE	\$3,199,000
2422 CARMAN CREST	\$1,595,000

SOLD LISTINGS

7100 LA PRESA DRIVE	\$12,000,000
1836 OUTPOST DRIVE	\$3,250,000

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