

The Outpost Report



SEPTEMBER 2026 MARKET UPDATE

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3

HOMES SOLD

10

ACTIVE LISTINGS

2

UNDER CONTRACT

\$3,375,000

MEDIAN SALE PRICE

Tony's Market Insights

Three homes closed in Outpost Estates in August, and together they make the clearest case for pricing strategy the neighborhood has produced this year. The same market that put one seller in escrow within fifteen days left two others working through most of six months.

2017 El Cerrito Place came to market on July 6 at \$3,590,000, entered escrow on July 21, and closed on August 25 at \$3,550,000 — roughly 99% of the original asking price, with no reductions along the way. At \$1,125 per square foot, it was not the least expensive home to sell this month. It was the most accurately priced.

7050 La Presa Drive took a longer path. Listed in February at \$3,795,000, it adjusted twice before coming off the market in June at 126 days. It relaunched at \$3,395,000, found a buyer within 48 days, and closed August 20 at \$3,375,000 — about 89% of the original ask. 2034 Outpost Drive followed the same pattern at a steeper cost, closing August 14 at \$2,334,000 after 131 days, roughly 79% of where it started.

The connecting thread is that incremental reductions rarely reset buyer perception. In a neighborhood this small, buyers follow listing history closely, and a series of modest adjustments tends to suggest another may be coming.

The takeaway is that demand has not softened. Buyers are moving decisively when a home meets them. The variable is how long it takes a seller to get there.

August Closings

The three sales behind this month's numbers, side by side.

2017 El Cerrito Place

Original list price	\$3,590,000
Closed price	\$3,550,000
Days to escrow	15
Percent of original ask	99%

Listed July 6, closed August 25.
No price reductions. \$1,125 per sq. ft.

7050 La Presa Drive

Original list price	\$3,795,000
Closed price	\$3,375,000
Days to escrow	48*
Percent of original ask	89%

Listed February, two reductions, withdrawn in June. *126 days on the first listing; relaunched at \$3,395,000.

2034 Outpost Drive

Original list price	—
Closed price	\$2,334,000
Days on market	131
Percent of original ask	79%

Closed August 14 after a similar pattern of incremental reductions.

Listing Activity

Everything on the market in Outpost Estates, listed high to low.

ACTIVE LISTINGS

2657 Larmar Road	\$8,995,000
7107 Macapa Drive	\$7,999,000
1910 Outpost Drive	\$5,995,000
2635 Carman Crest Drive	\$4,499,000
2229 Castilian Drive	\$3,889,000
1805 Outpost Drive	\$3,690,000
2109 Castilian Drive	\$2,995,000
7132 Macapa Drive	\$2,364,000
2736 Outpost Drive	\$2,175,000
7003 La Presa Drive	\$1,990,000

UNDER CONTRACT

7139 Macapa Drive	\$4,795,000
2627 Outpost Drive	\$1,990,000

August's three closed sales are detailed at the top of this page.

Data reflects sales closed through August 31, 2026.
Source: The MLS / CLAW.



Curious what your home is worth?

I offer complimentary, no-obligation valuations for Outpost Estates homeowners.

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