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Summerlin Luxury Market Insights

Executive intelligence for selected Summerlin-area residential communities | $1 million and above | Trailing 12 months through November 23, 2026

$951.30M CLOSED SALES VOLUME	384 CLOSED TRANSACTIONS
$1.555M MEDIAN CLOSED PRICE	223 ACTIVE LISTINGS
7.0 months ESTIMATED SUPPLY	42 days MEDIAN SOLD DOM

A market that rewards precision

The selected luxury market recorded nearly one billion dollars in closed transactions. With 223 available listings and an average of 32 closings per month, buyers have meaningful choice. Sellers must compete on value, condition and presentation, not simply location.

30 additional listings are under contract. The median active asking price is $1.95 million, compared with a median closed price of $1.555 million. These are different property mixes, not a direct measure of overpricing.

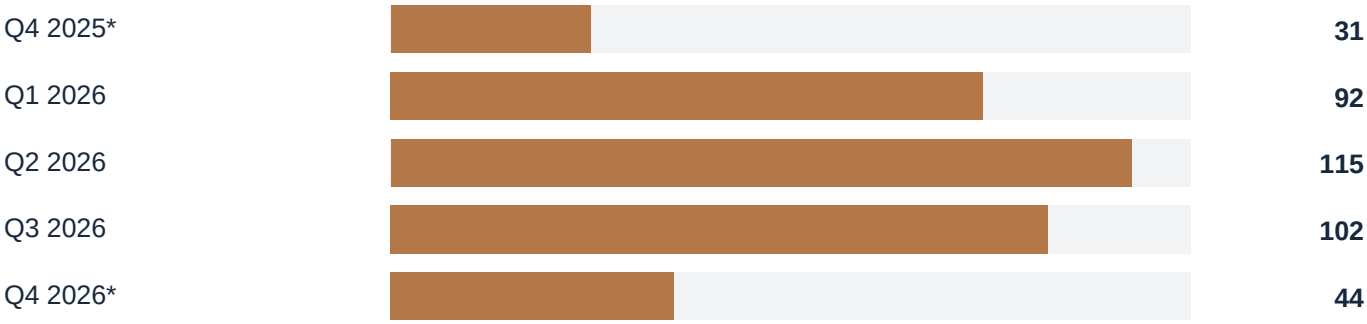
Coverage: selected MLS search areas across ZIP codes 89134, 89135, 89138, 89144 and 89145. Not a census of all Summerlin luxury sales.

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Sales performance

Transaction activity and dollar volume across the reporting window.

Closed transactions by quarter



Closing period	Sales	Volume	Median price
Q4 2025*	31	$78.3M	$1,495,000
Q1 2026	92	$237.5M	$1,437,500
Q2 2026	115	$259.5M	$1,600,000
Q3 2026	102	$233.7M	$1,550,000
Q4 2026*	44	$142.3M	$1,539,500

*Partial quarters: November 23–December 31, 2025 and October 1–November 23, 2026. Counts are not directly comparable to full quarters.

Q2 produced the most closings (115), while the partial fourth quarter already accounts for $142.3 million in volume. High-value transactions can materially affect quarterly totals.

Geographic concentration

ZIP code	Closings	Closed volume
89134	11	$42.10M
89135	151	$578.73M
89138	177	$256.60M
89144	7	$17.08M
89145	38	$56.79M

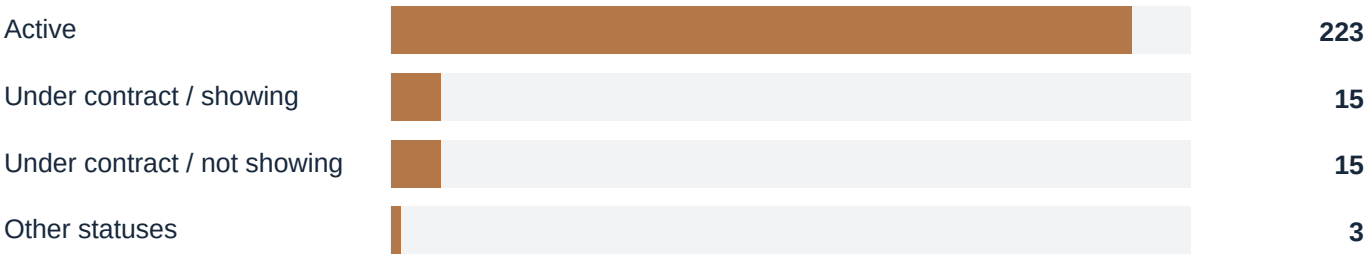
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Inventory & market velocity

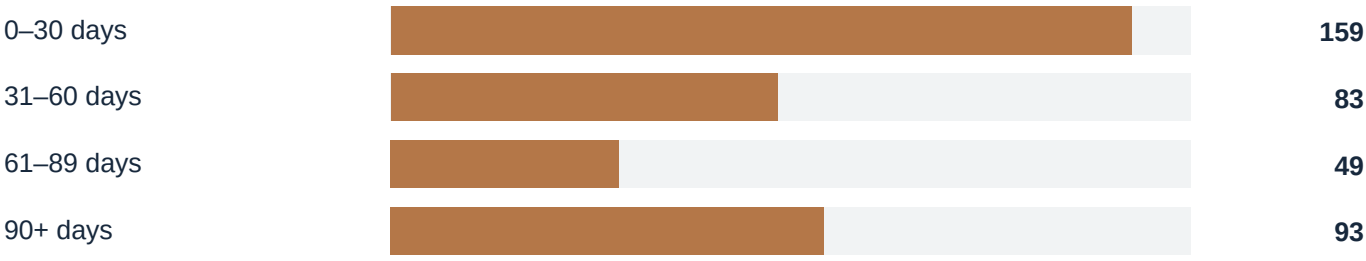
Availability, contract activity and the pace of successful sales.

223	30
AVAILABLE NOW	UNDER CONTRACT
64 days	**32**
MEDIAN ACTIVE DOM	AVERAGE MONTHLY CLOSINGS

Inventory status



Marketing time of closed listings



41.4% of closed listings sold within 30 reported days; 24.2% required at least 90 days. The range illustrates why a single median cannot describe every property.

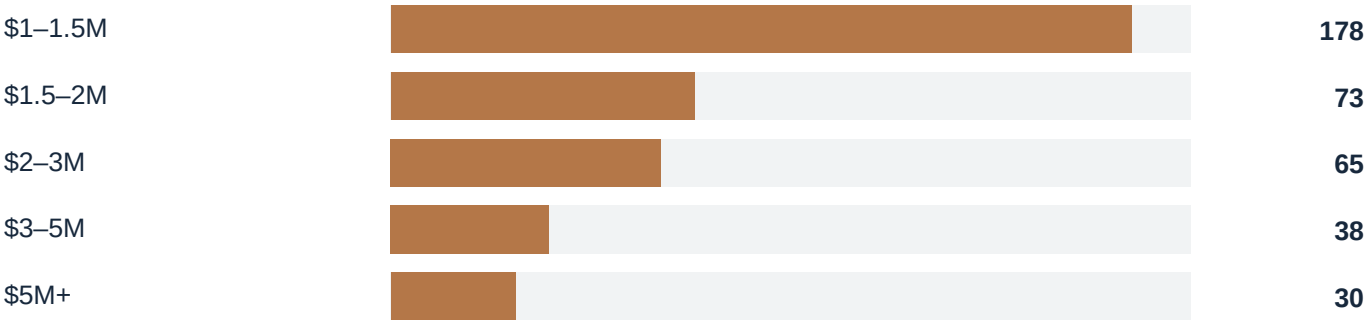
Supply = active listings ÷ (384 closings ÷ 12). DOM is the MLS-reported listing duration, not verified cumulative exposure across withdrawn or relisted records.

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Luxury market segmentation

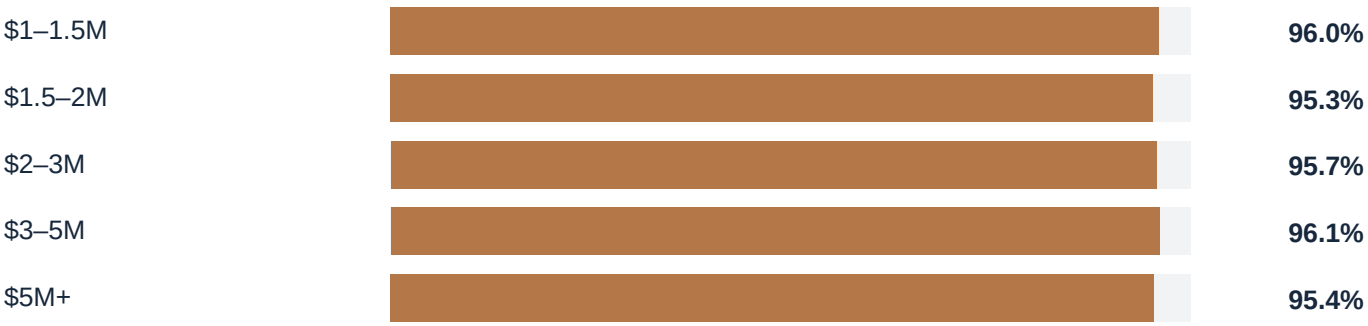
The balance of demand and supply changes substantially by price tier.

Closed transactions by price tier



Price tier	Sold	Active	Supply (mo.)	Median DOM
$1–1.5M	178	68	4.6	40
$1.5–2M	73	49	8.1	44
$2–3M	65	56	10.3	37
$3–5M	38	32	10.1	49
$5M+	30	18	7.2	46

Median final sale-to-list ratio



Price tiers are based on closed price for sales and asking price for active listings. Supply is an indicative ratio, not a forecast. Small samples in upper tiers can produce volatile results.

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The economics of strategic pricing

A closer look at the difference between original positioning and final negotiation.

93.76%	95.83%
MEDIAN SALE / ORIGINAL ASK	MEDIAN SALE / FINAL ASK
152	39.6%
CLOSINGS WITH ASK REDUCTIONS	SHARE WITH ASK REDUCTIONS

Sale price relative to asking price



The 2.07 percentage-point difference between the two medians highlights how final list-to-sale statistics alone can obscure earlier price adjustments. The difference is not a direct estimate of the typical reduction on an individual home.

Illustration: a $2 million initial asking price

Pricing stage	Illustrative amount
Original asking price	$2,000,000
Final asking price	$1,800,000
Closed price	$1,750,000
Sale / original ask	87.50%
Sale / final ask	97.22%

A strong final negotiation ratio does not necessarily mean the initial pricing strategy was successful. Review competing inventory, recent comparable closings and the full listing history before setting an asking price.

Illustration is hypothetical. Ratios are medians of individual transactions, not ratios of aggregate dollar totals.

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Ted’s Market Perspective

Local expertise. Strategic positioning. Informed decisions.

For sellers

Luxury homes do not simply sell because they are in desirable neighborhoods. They sell when strategic pricing, exceptional presentation and targeted marketing come together to reach the right buyers. Review the competitive set before launch and establish a clear plan for responding to market feedback.

For buyers

Use inventory depth, reported marketing time and pricing history to identify negotiating opportunities. A longer listing duration can justify a closer look, but condition, location, scarcity and seller motivation remain essential to evaluating value.

Mortgage perspective | Wesley Friedman, NEO Home Loans

In the November 20, 2026 commentary supplied for the previous report, Wesley cited a 7.28% national 30-year fixed benchmark and illustrated that a one-percentage-point reduction on a $1.25 million mortgage could reduce monthly principal and interest by approximately $830. These supplied figures have not been independently verified; actual rates and terms vary. This is not a loan offer.

Methodology & source notes

Source: 20 LVR Matrix exports supplied November 23, 2026 (11 sold, 9 inventory). 384 unique closed MLS IDs, all with closing prices of at least $1 million within November 23, 2025–November 23, 2026. Inventory: 258 records, two duplicate MLS IDs removed; 223 active, 15 UCS, 15 UCNS and three other statuses. Search labels are not definitive neighborhood boundaries; Vineyards coverage is not separately confirmed. No off-MLS transactions or cumulative relisting histories are assumed. LVR deems information reliable but not guaranteed.

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