

# Westlake Village Market Guide

by



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HOMES





*Welcome!*

Westlake Village is more than just a prestigious address; it's a master-planned sanctuary where luxury meets the outdoors. Renowned for its incredible safety and a lifestyle centered around its iconic 125-acre lake, the community offers a seamless blend of upscale living and natural beauty. Whether you're drawn to the top-tier schools of the Conejo Valley and Las Virgenes districts or the miles of hiking trails in the Santa Monica Mountains, Westlake Village provides a refined yet active retreat within the heart of the Conejo Valley.

*-Cassandra Sutton*

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Ventura County | 2026 Market Profile



## I. EXECUTIVE MARKET SNAPSHOT

| Metric                              | Data                              |
|-------------------------------------|-----------------------------------|
| Population (2026 Est.)              | 7,500–7,700                       |
| Median Household Income (2023–2026) | \$174,069 – \$185,741             |
| Median Home Price                   | \$2.4 Million                     |
| Price Range (Recent Sales)          | \$1M – \$2M+                      |
| Average Days on Market              | 32–130 Days                       |
| Market Classification               | Luxury / Executive Move-Up Market |

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## II. EDUCATION OVERVIEW

Westlake Village residents are primarily served by Conejo Valley Unified School District (CVUSD), widely recognized as one of Ventura County's top-performing districts.

### Primary Districts Include:



Westlake Hills Elementary



Lang Ranch Elementary



Westlake Elementary



Wildwood Elementary



Banyan Elementary



EARTHs Magnet School



MATES Charter School



Weathersfield Elementary



Oxnard Union High School District



Mesa Union School District

School performance data available at: [Niche Rankings](#), [Great school](#), [U.S. News, California School](#)

## III. RESIDENTIAL SUBMARKETS

Notable neighborhoods within Westlake Village include:



North Ranch



Westlake Hills



Westlake Island



Foxmoor Hills



The Trails



High Country



Stoneybrook



Southshore



Westlake Canyon

These communities range from gated golf-course estates and lakefront properties to luxury hillside residences with mountain views.

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## IV. MAJOR ECONOMIC DRIVERS

Westlake Village is closely tied to Ventura County's biotech and financial sectors.

| Employer                           | Data                     |
|------------------------------------|--------------------------|
| Amgen                              | Biotechnology            |
| PennyMac Financial                 | Financial Services       |
| Baxter Healthcare                  | Healthcare               |
| Los Robles Regional Medical Center | Healthcare               |
| Bank of America                    | Finance                  |
| Four Seasons Westlake Village      | Hospitality              |
| Skyworks Solutions                 | Semiconductor Technology |
| SAGE Publishing                    | Media / Publishing       |
| Dole Food Company                  | Agriculture / Corporate  |

## V. LIFESTYLE & COMMUNITY PROFILE

### Parks & Outdoor Amenities



North Ranch trails



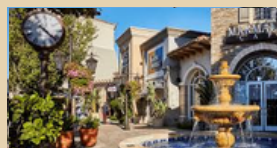
Santa Monica Mountains access



lakefront recreation

REFERENCE

### Dining & Retail Corridor



Holy & Chris Luxury Homes



Finney's Craft House

REFERENCE

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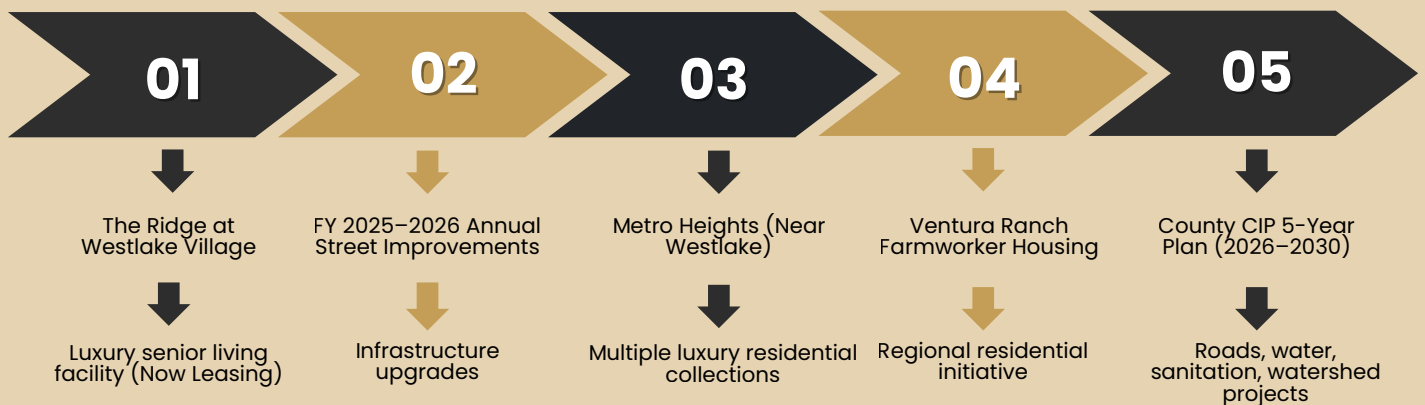


## Lifestyle Characterization

The Ventura County portion of Westlake Village offers a “Sophisticated Suburban” lifestyle defined by privacy, outdoor access, and executive-level living. The community appeals primarily to professionals in biotech, finance, and healthcare seeking a high-end residential environment without Los Angeles County property tax burdens. The area is particularly attractive to move-up buyers seeking golf, lake access, and proximity to major employment centers.

## VI. DEVELOPMENT & INFRASTRUCTURE PIPELINE (2026)

Market report reference



## VII. MARKET COMMENTARY

Westlake Village remains one of the most competitive luxury submarkets in Ventura County. While higher price points may extend days on market for certain estates, well-positioned properties in North Ranch and Westlake Hills continue to attract executive-level buyers. The area’s combination of strong schools, lifestyle amenities, and proximity to major biotech employers supports long-term market resilience.

## VIII. PRIMARY DATA SOURCES

- Redfin Market Data
- Avant One Real Estate Market Reports
- Niche School Rankings
- GreatSchools.org
- California School Dashboard
- City & County Planning Documents
- U.S. Census Data



# Final Thoughts

Buying a home is more than a transaction—it's a major life milestone. My role is to guide you, advocate for you, and make the process as smooth and informed as possible.

I'm honored to be part of your journey home.

## **Cassandra Sutton**

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