



WELCOME!

Thank you for
joining us tonight!

Elite Realty
COMMUNITY LEADERS EST. 1991

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IN TONIGHT'S PRESENTATION WE WILL EXPLORE:

CURRENT MARKET
CONDITIONS FOR THE LAS
VEGAS VALLEY AND SUN CITY
SUMMERLIN



OUTLOOK



INVESTMENT CLIMATE



LAS VEGAS MARKET

The real estate investment climate in the Las Vegas Valley is influenced by several factors, including economic trends, population growth, interest rates, and tourism. Here's an outlook based on current trends:



HOUSING MARKET TRENDS



01

MODERATE GROWTH:

While home prices in Las Vegas surged in recent years, the market has cooled slightly due to higher interest rates. However, demand remains steady due to continued migration from other states.

02

INVENTORY & SALES

Inventory has increased slightly, giving buyers more options. Sales volume has softened compared to peak pandemic years but remains stable.

03

LUXURY & HIGH-END MARKET

The luxury home sector continues to attract affluent buyers, particularly from California, due to tax advantages and lifestyle appeal.

Rental Market & **Multifamily Investments**

Strong Rental Demand

Rents have remained relatively strong, supported by population growth and an increasing number of remote workers moving to the area.

Cap Rates & Returns

Cap rates have compressed slightly, but Las Vegas still offers better yields than major West Coast markets

New Developments

Several new apartment complexes are under construction, reflecting confidence in the rental market.



Commercial

Industrial Boom

The industrial sector, particularly warehouse and distribution centers, continues to grow due to e-commerce demand.



Real

Office Space

The office sector is adjusting to hybrid work trends, with some downsizing but also demand for high-end flexible workspaces.



Estate

Retail & Hospitality

With the return of tourism, retail and hospitality properties near the Strip are seeing strong performance, though suburban retail faces more mixed results.



ECONOMIC & INVESTMENT FACTORS



INTEREST RATES & AFFORDABILITY

Rising interest rates have made financing more expensive, slowing down some investment activity. However, cash buyers and institutional investors remain active.



MIGRATION & POPULATION GROWTH

Many Californians continue to relocate to Nevada for tax benefits and lower living costs, driving demand for housing and services.



TOURISM & ENTERTAINMENT

The expansion of entertainment, including new sports teams (e.g., Raiders, Golden Knights, A's move), and mega-projects like the MSG Sphere, boost the local economy.

OVERALL OUTLOOK



Las Vegas remains a strong investment market, particularly in multifamily housing, industrial real estate, and short-term rentals (where permitted). Investors should watch interest rates, regulatory changes, and climate factors while capitalizing on continued migration and economic growth in the region.

REAL ESTATE INVESTMENT OUTLOOK: SUN CITY SUMMERLIN

Sun City Summerlin, an established and highly desirable 55+ community in Las Vegas, continues to offer strong investment potential due to its location, amenities, and steady demand from retirees and second-home buyers. Here's a breakdown of the current investment climate:



HOUSING MARKET TRENDS

STABLE HOME VALUES

Home prices in Sun City Summerlin have remained relatively steady, even as the broader Las Vegas market sees some fluctuations due to interest rates. The community's appeal to retirees provides a cushion against economic downturns.

MODERATE APPRECIATION

While price growth has slowed compared to peak pandemic years, long-term appreciation remains positive due to limited new supply and consistent demand.

INVENTORY & SALES ACTIVITY

Homes in Sun City Summerlin are spending slightly more time on the market compared to the 2020-2022 boom, but well-maintained and updated properties still sell relatively quickly.

RENTAL MARKET & INVESTMENT POTENTIAL

STRONG DEMAND FOR LONG-TERM RENTALS

Many retirees who are not yet ready to buy seek long-term rentals in Sun City Summerlin, creating opportunities for investors.

RENTAL YIELDS

While cap rates are lower than in some other parts of the Las Vegas Valley, investors benefit from lower tenant turnover and reliable rental income

HOA & RENTAL RESTRICTIONS

Investors should be aware that the HOA has restrictions on short-term rentals (e.g., Airbnb), making it more suitable for long-term rental investment.



ECONOMIC AND LIFESTYLE FACTORS DRIVING DEMAND

AGING POPULATION GROWTH:

As Baby Boomers retire, demand for age-restricted communities like Sun City Summerlin remains strong

DESIRABLE AMENITIES

Golf courses, recreation centers, walking trails, and social clubs enhance the community's appeal, making it a top choice for active retirees.

AFFORDABILITY VS. OTHER RETIREMENT DESTINATIONS

Compared to retirement destinations in California and Arizona, Sun City Summerlin offers relative affordability, with no state income tax in Nevada.

MARKET RISKS & CONSIDERATIONS



01

INTEREST RATES IMPACTING BUYERS

Higher mortgage rates have slowed some home purchases, particularly for buyers who rely on financing. However, many retirees buy in cash, reducing sensitivity to rate fluctuations.

02

LIMITED SHORT-TERM UPSIDE

Investors looking for rapid appreciation may find better opportunities in other parts of the Las Vegas Valley. However, Sun City Summerlin offers long-term stability.

03

HOA FEES & REGULATIONS

The HOA maintains strict community standards, which helps protect property values but may limit certain investment strategies.

INVESTMENT OUTLOOK SUMMARY



Best for: Long-term investors seeking steady appreciation, reliable rental income (long-term leases), and a stable market.

Less Ideal for: Short-term rental investors or those looking for rapid appreciation.

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Overall, Sun City Summerlin remains a solid investment for those focusing on long-term stability, thanks to its strong retiree demand, well-maintained community, and attractive lifestyle amenities.

In closing the real estate market remains dynamic shaped by economic conditions, population growth, and market trends.

WHAT QUESTIONS DO YOU HAVE FOR ME?

THANK YOU FOR JOINING US TONIGHT!

“believe you can and you are
halfway there”

- Theodore Roosevelt

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