DFW PICS • WESTLAKE CITY GUIDE

# Westlake, Texas: 2026 City Guide, Ultra-Luxury Real Estate, Vaquero, Entrada & Westlake Academy

Westlake is one of the most unusual real-estate markets in Dallas-Fort Worth: only about **2,112 residents** by the Jan. 1, 2026 NCTCOG estimate, yet a daytime population above **23,000**, world-scale corporate campuses and an October housing median near **$3.7 million**. Its market is shaped by Vaquero, one-acre estate communities, Entrada's mixed-use buildout, Westlake Academy, very low municipal taxes, special districts, SH 114 access and a tiny number of annual luxury transactions.

Explore Westlake Real Estate | See Entrada & Development | Download Printable PDF

Research update: November 21, 2026 • Redfin housing data through October; Zillow home-value data through September.

| 2,112 | $3.67M | $3.23M | $0.185 |
|---|---|---|---|
| NCTCOG population estimate, January 1, 2026 | Redfin rolling 3-month median sale price, October 2026 | Zillow typical home value, September 2026 | Tax year 2026 Town rate per $100 valuation |

NAVIGATE THE GUIDE

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**Print or share:** Download the print-friendly Westlake City Guide PDF.

TOWN SNAPSHOT

## Westlake at a Glance

| Measure | Latest cited figure | Why it matters |
|---|---|---|
| Population estimate | 2,112 (Jan. 1, 2026) | NCTCOG estimate; Westlake remains one of DFW's smallest municipalities. |
| 2020 Census population | 1,623 | Recent residential development has expanded the population from a tiny base. |
| Land area | About 7 square miles | Large corporate campuses and estate subdivisions occupy substantial land relative to population. |
| Median household income | $250,000+ | 2024 ACS top-coded estimate. |
| Bachelor's degree or higher | 79.6% | Extremely high educational attainment. |
| 2024 housing units | 567 | Illustrates the extraordinarily small residential base. |
| Daytime population | 23,000+ | Corporate employment radically changes service and traffic demand during workdays. |
| | 15+ miles | Open-space and trail standards are central to the Town's identity. |

| Measure | Latest cited figure | Why it matters |
| --- | --- | --- |
| Public/private connected trails | | |

NCTCOG 2026 population estimates • U.S. Census profile • 2026 Comprehensive Plan RFQ

A MARKET WHERE AVERAGES CAN MISLEAD

## Westlake Is an Ultra-Luxury Market With Extremely Low Transaction Volume

Westlake's headline price statistics can move dramatically from month to month because only a handful of homes close. The October 2026 Redfin series shows just **10 sales**. One or two Vaquero estates or newer luxury builds can materially change the median.

### Tiny housing base

Census data show only 567 housing units in the 2024 ACS estimate, so even small changes in supply matter.

### Highly heterogeneous homes

Vaquero estates, one-acre Quail Hollow homes, zero-lot-line Entrada residences and older acreage properties require separate comp logic.

### Corporate scale dwarfs residential scale

Westlake hosts major campuses for Fidelity, Charles Schwab, Deloitte and other employers despite having just over 2,000 residents.

**Do not interpret the -42.6% Redfin year-over-year median change as a townwide value collapse.** The Redfin median is based on a tiny mix of transactions. Zillow's broader typical-home-value series was **up 2.1% year over year** through September 2026.

CROSS TIMBERS, RANCHLAND & CORPORATE WESTLAKE

## Circle T Ranch Helped Shape Modern Westlake

**1847:** Charles and Matilda Medlin arrive with other settlers and establish roots near Denton Creek.

**1956:** Dallas lawyer Glen Turner acquires roughly 2,000 acres along SH 114, later known as Circle T Ranch; surrounding residents incorporate as Westlake.

**1970s:** Parts of the original municipality are disannexed; development to the north later becomes associated with Trophy Club.

**1970s-1990s:** Circle T changes ownership, eventually being acquired by Ross Perot Jr. in 1993.

**Mid-1980s:** IBM develops Solana, establishing Westlake as a corporate-campus destination.

**1990s-2020s:** Vaquero, Fidelity, Deloitte, Charles Schwab, Entrada and newer estate communities transform the Town while open-space standards remain central.

**Town of Westlake history**

HOUSING MARKET

# Westlake Real Estate Market: October 2026

Redfin reports a rolling three-month median sale price of **$3,674,944**, **10 October sales**, **122 median days on market** and a **92.9% sale-to-list ratio**. Its competitiveness model rates Westlake as not very competitive, with average homes selling about 7% below list.

Zillow reports a September typical home value of **$3,226,073**, up **2.1% year over year**, with **39 homes for sale** at month-end and a median listing price of about **$3.99 million**. Realtor.com's current search snapshot shows roughly 79 active listings, but portal coverage and market definitions differ substantially in a market this small.

### Price statistics are volatile

Ten monthly closings are not enough to treat one median as a stable measure of every Westlake property.

### Negotiation can be substantial

Redfin's 92.9% sale-to-list ratio reflects the difference between ambitious luxury asking prices and negotiated closing prices.

### Marketing time is long

Redfin's 122-day rolling median reflects the narrower buyer pool and property-specific nature of ultra-luxury homes.

### Typical values are steadier than medians

Zillow's +2.1% ZHVI contrasts sharply with Redfin's median decline, showing why multiple measures are needed.

CLOSED-SALES REALITY

## Sales Volume Is Too Small for Generic Citywide Pricing

Redfin reports only **10 homes sold in October 2026**, up from 8 a year earlier. That small sample is the central analytical fact of Westlake real estate.

| Measure | Current figure | How to use it |
|---|---|---|
| October Redfin sales | 10 | Useful for understanding transaction scarcity, not for broad price extrapolation. |
| Rolling median sale price | $3,674,944 | Mix-sensitive; can swing with a handful of estate closings. |
| Zillow typical value | $3,226,073 | Broader modeled value series; not a closed-sale median. |
| Redfin sale-to-list | 92.9% | Shows negotiating spread in current luxury transactions. |

**For a listing CMA or exact 2026 YTD count:** use NTREIS and separate Vaquero, Entrada, Quail Hollow, Granada, Knolls at Solana, acreage and other product types. A single citywide average is rarely defensible here.

RESIDENTIAL GEOGRAPHY

## Westlake Communities & Property Types

### Vaquero

Guard-gated golf community with approximately 298 homes and some of Westlake's highest-value custom estates.

### Quail Hollow

188-acre community planned for 96 estate homes, generally on lots of at least one acre.

### Granada

84-lot luxury subdivision off Solana Boulevard with most lots already issued for construction.

### Knolls at Solana

56-lot community on 62.5 acres with 22.892 acres preserved as the Cross Timbers Ridge Conservation Area.

### Entrada

85-acre mixed-use Catalonia-inspired development with villas, townhomes, condominiums, retail, offices and hospitality.

### Older acreage / estate enclaves

Carpenter Addition, Shelby Estates, Glenwyck, Terra Bella and other areas can trade on land, privacy, trees and redevelopment potential.

**Westlake residential subdivisions • Development activity**

PRIVATE-CLUB LUXURY

## Vaquero Requires Its Own Comp Strategy

Vaquero is a guard-gated community surrounding a Tom Fazio-designed golf course with approximately **298 homes**, private club amenities and highly individualized custom construction.

In this segment, lot orientation, golf-course exposure, architecture, interior finish, renovation age, pool/outdoor living, garage configuration and private-club context can create multimillion-dollar differences even between homes with similar square footage.

> **Seller warning:** citywide Westlake price-per-square-foot shortcuts are especially unreliable inside Vaquero. Use recent neighborhood-specific sales and adjust for property quality, not just size.

MIXED-USE TRANSFORMATION

## Entrada Is Changing What "Living in Westlake" Can Look Like

Entrada is an **85-acre** Catalonia-inspired mixed-use development planned for offices, retail, hotels, entertainment and **322 residential units**, including single-family villas, townhomes and condominiums. The Town reports 26 homes currently under construction, plus active mixed-use and condominium projects.

Unlike Westlake's traditional estate subdivisions, Entrada uses narrow curving streets, zero-lot setbacks, plazas, canals and a pedestrian-oriented urban form. It also sits within a Public Improvement District that funds infrastructure through property assessments.

**Buyer rule:** Entrada should be analyzed like a luxury mixed-use district, not like Vaquero or one-acre Westlake estates. Review PID assessments, HOA documents, parking, construction phasing and future commercial uses.

**Entrada master plan and construction status • Westlake special districts**

CORPORATE WESTLAKE

## A 2,000-Person Town With a 23,000+ Daytime Population

The 2026 comprehensive-plan RFQ describes a nighttime population just over 2,000 but a daytime population exceeding **23,000 employees**. That ratio is extraordinary.

Westlake's major corporate presence includes Fidelity Investments, Charles Schwab, Deloitte University, Wells Fargo, Goosehead and other employers. The FY 2024 financial report listed Fidelity at approximately **7,000 employees** and Charles Schwab at approximately **4,765**.

Solana's corporate district, Fidelity's large wooded campus and Charles Schwab's campus along SH 114 mean Westlake has far more office traffic, tax base and regional economic importance than its resident population suggests.

**Real-estate implication:** Westlake's economic base is unusually diversified away from residential property alone, while residents gain immediate proximity to major financial, professional-services and technology employment.

**Westlake business profile • FY 2024 financial report**

BUYER & RELOCATION DUE DILIGENCE

## What Westlake Buyers Should Verify

- **School district:** parcels can be in Carroll ISD, Keller ISD or Northwest ISD even though Westlake Academy uses a separate charter-school admission system.
- **Westlake Academy eligibility:** Town residents are in the primary boundary and receive priority consideration under the Academy's admissions policy.
- **Special districts:** Entrada has PID assessments; Solana/Entrada/Granada/Knolls areas can also involve Trophy Club MUD taxation.
- **HOA / private club:** review HOA covenants, club membership terms where relevant, design review and maintenance obligations.
- **Lot-specific value:** golf-course frontage, conservation area, privacy, terrain, tree cover and view corridors can dominate pricing.

- **Construction phasing:** newer communities can have years of active construction and future adjacent development.
- **County:** Westlake spans Tarrant and Denton Counties, affecting appraisal and portions of the tax stack.
- **Road access:** evaluate SH 114, SH 170, US 377, Davis Boulevard/FM 1938 and peak corporate-campus traffic.

SELLER STRATEGY

## How Westlake Sellers Can Compete

### Build a property-specific narrative

Architecture, provenance, lot, privacy, view, landscape and outdoor living often matter more than generic bedroom/bath counts.

### Use neighborhood-specific comps

Vaquero, Entrada, Quail Hollow and one-acre communities should not be blended simply because they share a Westlake address.

### Market the full site

Aerial photography, twilight imagery, floor plans and high-end video are especially valuable for multi-acre, gated and golf-course properties.

**DFW Pics listing-media opportunity:** Westlake's luxury estates, custom architecture, private lots and landscaped grounds are ideal for premium photography, aerial media, video and detailed floor plans. Visit DFW Pics or view real-estate photography pricing, packages & media kits.

MUNICIPALLY OPERATED CHARTER SCHOOL

## Westlake Academy Earned A / 98 in 2026

Westlake Academy is a tuition-free, open-enrollment K-12 charter school operated by the Town of Westlake and offers the full International Baccalaureate continuum. TEA's 2026 accountability report gives the school and charter district an **A / 98** overall rating, with **98 Student Achievement**, **91 School Progress** and **98 Closing the Gaps**.

The Academy reports approximately 885-908 students depending on the reporting source/year and a 100% graduation rate. Its admissions system defines the Town of Westlake as the **primary boundary**; resident students receive priority consideration after residency verification.

**Important:** Westlake residency does not mean the same thing as living in Carroll ISD. Westlake Academy is a separate charter-school system with its own residency/admission policy.

**Westlake Academy admissions • 2026 TEA accountability**

SCHOOL-BOUNDARY COMPLEXITY

## Carroll, Keller & Northwest ISDs Intersect Westlake

The Town's special-district information identifies three traditional school districts crossing Westlake: **Carroll ISD, Keller ISD and Northwest ISD**. The exact parcel determines the conventional district tax rate and district eligibility.

**Buyer rule:** verify both systems independently: (1) the property's traditional ISD taxing/attendance boundary and (2) Westlake Academy's primary-boundary residency policy.

OWNERSHIP COST

## Westlake's Municipal Tax Rate Is Exceptionally Low - But the Full Stack Varies

On September 15, 2026, Westlake adopted a tax-year 2026 municipal rate of **$0.185000 per $100 valuation**. The components are **$0.142206 maintenance and operations** and **$0.042794 debt service**. The rate is below the Town's no-new-revenue rate of $0.206222.

| Town tax component | Tax year 2026 rate per $100 |
|---|---|
| Maintenance & operations | $0.142206 |
| Debt service | $0.042794 |
| **Total Town of Westlake** | **$0.185000** |

However, the complete tax stack depends on Tarrant versus Denton County, school district, and special districts. The Town lists Carroll, Keller and Northwest ISD boundaries; Trophy Club MUD applies to some Solana, Entrada, Knolls and Granada properties; Entrada PID assessments also fund infrastructure.

**Luxury-home budgeting rule:** a very low municipal rate does not automatically mean a small tax bill when taxable values can exceed several million dollars and parcel-specific school/PID/MUD obligations apply.

**2026 Westlake property tax • Special taxing districts**

OPEN-SPACE IDENTITY

## 15+ Miles of Trails in a Seven-Square-Mile Town

Westlake reports more than **15 miles of connected public/private trails**, five trailheads, five shelter areas and a network of parks and plazas. The trail system includes Dove-Davis, Solana, Granada, Glenwyck, Entrada Loop and Entrada Canal routes.

The Town has also emphasized scenic standards, tree preservation and conservation areas. The Knolls at Solana alone preserves 22.892 acres as the Cross Timbers Ridge Conservation Area.

**Listing-media angle:** trail access, mature tree canopy, conservation adjacency and estate landscaping are difficult to convey with interior photos alone; aerial context is unusually valuable in Westlake.

**Westlake Parks & Trails**

2026 PLANNING RESET

## Westlake Is Beginning a Full Comprehensive-Plan Rewrite

Westlake's 2015 comprehensive plan anticipated a total buildout population around 7,000. In 2026, the Town began a full rewrite because it expects significant growth pressure over the next decade and wants updated land-use, infrastructure, urban-design and economic-development strategies.

On September 15, 2026, Town Council selected LJA as the consultant for professional services related to the new comprehensive plan.

**2027 watch item:** the new plan may be one of the most consequential documents for remaining undeveloped land, Entrada/Town Center, corporate-campus edges and future residential intensity.

**2026 Comprehensive Plan RFQ • Sept. 15, 2026 Council recap**

2027 MUNICIPAL-SERVICES WATCH

## Westlake Voted Not to Renew the Keller Police Agreement

Westlake currently receives police and animal-control services through an interlocal agreement with the City of Keller. At its September 15, 2026 meeting, however, Town Council voted **not to renew** that agreement for future services.

The Town's public Police Services page still lists Keller Police as the current service provider, so buyers and residents should watch for the Town's formal transition plan rather than assuming a replacement model before it is announced.

> **Practical takeaway:** current emergency services remain in place, but public-safety delivery is a legitimate 2027 governance issue to monitor.

**Current Westlake police services • Council non-renewal vote**

2027 OUTLOOK

## What to Watch in Westlake Real Estate in 2027

### Entrada continues changing the housing mix

More villas, attached homes, condos, retail and hospitality gradually reduce Westlake's reliance on estate-only inventory.

### Comprehensive-plan rewrite advances

Land-use and infrastructure recommendations could shape remaining development for a decade or more.

### Ultra-luxury statistics remain volatile

With single-digit or low-double-digit monthly sales, medians will continue to swing with property mix.

### Corporate demand remains a structural advantage

More than 23,000 daytime workers and major financial-services campuses support local economic strength.

### Police-service transition becomes clearer

The non-renewal of the Keller agreement makes public-safety service delivery an important governance update.

### Special-district due diligence stays critical

Entrada PID and Trophy Club MUD obligations make parcel-level tax review essential even in a low-tax municipality.

BOOKMARK THESE

## Westlake Official & Approved Resource Directory

**Town of Westlake**
Government, services and current news

**Development Activity**
Residential and commercial construction status

**Residential Subdivisions**
Vaquero, Quail Hollow, Granada and other communities

**Entrada**
Master plan, site plans and construction status

**Special Districts**
PID, MUD and ISD boundary information

**Property Tax**
Current Town tax rate

**Parks & Trails**
Trail network and open-space resources

**Westlake Academy**
K-12 IB charter school

**Westlake Academy Admissions**
Primary and secondary admission boundaries

**Tarrant Appraisal District**
Tarrant County property records

**Denton CAD**
Denton County property records

**NTREIS**
Professional North Texas MLS data

**Redfin Westlake**
Allowed market source

**Zillow Westlake**
Allowed value source

**Realtor.com Westlake**
Allowed consumer real-estate source

FREQUENTLY ASKED QUESTIONS

# Westlake, Texas FAQ

**How many people live in Westlake, Texas?**

NCTCOG estimated Westlake at 2,112 residents on January 1, 2026. The 2020 Census counted 1,623 residents.

**Why does Westlake have so many corporate offices for such a small town?**

Westlake contains large corporate campuses and office districts including Fidelity, Charles Schwab, Deloitte and Solana, creating a daytime population above 23,000.

**What is the Westlake median home price in 2026?**

Redfin reports a rolling three-month median sale price of $3,674,944 through October 2026. Because only 10 homes sold in October, the median is highly sensitive to property mix.

**How many homes sold in Westlake in October 2026?**

Redfin reports 10 homes sold in October 2026.

**Did Westlake home values really fall 42.6%?**

Redfin's rolling median was down 42.6% year over year, but that measure is based on a tiny and changing luxury-sales mix. Zillow's typical-home-value series was up 2.1% year over year through September.

**What is Vaquero?**

Vaquero is a guard-gated Westlake community of approximately 298 homes surrounding a Tom Fazio-designed golf course and private club.

**What is Entrada?**

Entrada is an 85-acre Catalonia-inspired mixed-use development planned for offices, retail, hotels, entertainment and 322 residential units.

**Does Entrada have additional assessments?**

Yes. Entrada is within a Public Improvement District that levies property assessments to fund specified infrastructure and public improvements.

**What is Westlake's 2026 property-tax rate?**

The Town adopted a tax-year 2026 municipal rate of $0.185000 per $100 valuation.

**Does Westlake have MUD taxes?**

Some areas including portions of Solana, Entrada, Knolls at Solana and Granada are within Trophy Club MUD and can have additional MUD taxation.

**What school districts cross Westlake?**

Carroll ISD, Keller ISD and Northwest ISD all intersect the Town. The exact parcel determines the conventional district.

**What is Westlake Academy?**

Westlake Academy is a tuition-free K-12 open-enrollment charter school operated by the Town of Westlake and offering the International Baccalaureate continuum.

**What is Westlake Academy's 2026 rating?**

TEA rated Westlake Academy A / 98 overall in the 2026 accountability system.

**Do Westlake residents get priority at Westlake Academy?**

Yes. The Town of Westlake is the Academy's primary admission boundary, and resident students receive priority consideration after residency verification.

**How many miles of trails are in Westlake?**

The Town reports more than 15 miles of connected public and private trails.

**Is Westlake updating its comprehensive plan?**

Yes. The Town began a full comprehensive-plan rewrite in 2026 and selected LJA as the consultant in September 2026.

**Who provides police service in Westlake?**

Keller Police currently provides service under an interlocal agreement, but Westlake Town Council voted in September 2026 not to renew that agreement for future services.

**What should sellers emphasize in Westlake?**

Architecture, lot quality, privacy, views, golf or trail adjacency, outdoor living, renovation history and premium media presentation are especially important in this property-specific ultra-luxury market.


MARKET THE LISTING, NOT JUST THE ADDRESS

## Professional real-estate media for Westlake luxury properties

DFW Pics provides professional real-estate photography, floor plans, Zillow 3D Home tours, walkthrough video, virtual staging and FAA Part 107 aerial media across Dallas-Fort Worth.

Visit DFW Pics | View Media Packages & Pricing



**Guide disclaimer:** This guide is for general informational and marketing purposes and is not legal, tax, lending, appraisal, inspection or investment advice. Westlake has extremely low sales volume and complex parcel-level tax/school boundaries. Verify appraisal district, county, school district, Academy residency, HOA/club obligations, PID/MUD assessments, utilities, zoning and project status for the specific property and decision date. Fair-housing laws apply to real-estate marketing and client guidance.