

FREE GUIDE

# Results Market Edge™ – Q4 2025 Triad, High Country & Triangle NC

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Triangle NC Guide

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## RESULTS MARKET EDGE™ – Q4 2025 TRIAD, HIGH COUNTRY & TRIANGLE NC

Welcome to Results Market Edge™ – our data-driven look at what’s really happening in our local North Carolina housing markets.

This Q4 2025 report covers three regions where our agents live and work every day:

- **Triad** – Winston-Salem, Greensboro, High Point and surrounding communities
- **High Country** – Ashe, Avery, Watauga and neighboring mountain counties
- **Triangle** – Raleigh, Durham, Chapel Hill and nearby suburbs

Realty ONE Group Results ranks in the Top 1% in the nation for sales (2022–2024), and a big reason is simple: we know our numbers and explain them in easy, calm language so you can make smart decisions.

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### Q4 2025 TRIAD NC HOUSING MARKET SNAPSHOT

Covers counties like Forsyth, Guilford, Rockingham, Wilkes and surrounding Triad communities.

### IS THE TRIAD HOUSING MARKET UP OR DOWN IN Q4 2025?

By the end of 2025, the Triad remained surprisingly steady and healthy – no crash, no frenzy, but a more balanced market:

- **Prices:** Local data for Winston-Salem shows a median sale price around the mid-\$400s for 2025, with prices higher than the previous few years, reflecting steady growth rather than a spike or drop. Stacker
- **Sales activity:** Piedmont Triad REALTORS® described 2025 as a “good year” with positive trends carrying into 2026.
- **Days on market:** Homes were taking a bit longer to sell than at the peak of the frenzy, but still moving within a reasonable timeframe when priced and presented well. Stacker
- **Inventory:** Statewide reports show more homes on the market than in the tightest years, giving buyers a bit more breathing room while still keeping leverage for sellers. NC REALTORS®

### IN PLAIN LANGUAGE:

The Triad in Q4 2025 was not a “crash” market and not the wild multiple-offer market of 2021–2022. It was a normalizing seller-leaning market where:

- Well-priced homes still sold,
- Overpriced or poorly prepared homes sat, and
- Strategy started to matter more than luck.

### TRIAD Q4 2025 AT A GLANCE

- **Prices:** Generally higher than 2024, with moderate year-over-year growth in many areas
- **Market type:** Seller-leaning but more balanced than the frenzy years
- **Best opportunities:**
- For **sellers** who price correctly from day one

- For **buyers** who are pre-approved and ready to move when the right home appears

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## Q4 2025 HIGH COUNTRY NC HOUSING MARKET SNAPSHOT

Covers mountain communities in Ashe, Avery, Watauga and surrounding counties.

### WHAT'S HAPPENING IN THE HIGH COUNTRY MARKET BY THE END OF 2025?

The High Country is a specialty market – a mix of full-time residents, second-home owners and investors. Throughout 2025, reports from the High Country Association of REALTORS® showed:

- **Higher price points:** Combined median home prices across the region were often in the \$500,000+ range, reflecting view lots, resort amenities and limited land. NC High Country Real Estate
- **Inventory gradually improving:** Several 2025 reports show more homes for sale than in 2024, giving buyers a few more choices while still keeping the market tight. High Country Association of REALTORS®
- **Sales volume moving with rates:** Closings moved up and down through the year as mortgage rates shifted, with some months showing strength. High Country Association of REALTORS®

### BY Q4 2025, THAT TRANSLATED INTO:

- A premium price market compared to many other parts of North Carolina
- Serious lifestyle and second-home buyers, not just casual lookers
- A need for careful pricing, staging, and negotiation, especially for view and resort properties

### HIGH COUNTRY Q4 2025 AT A GLANCE

- **Prices:** Generally elevated, with many homes above the state median
- **Market type:** Selective and lifestyle-driven, with buyers paying for views, location and amenities
- **Best opportunities:**
  - For **sellers** with well-prepared homes in strong locations
  - For **buyers** ready to act when a rare, well-priced property appears

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## Q4 2025 TRIANGLE NC HOUSING MARKET SNAPSHOT

Covers Raleigh, Durham, Chapel Hill and surrounding suburbs.

### ARE TRIANGLE HOME PRICES STILL CLIMBING?

By late 2025, the Triangle market had cooled from peak frenzy but was far from weak:

- Overall home prices in the Raleigh–Durham–Chapel Hill area were described as “flat on average”, but that hides important local differences. Trianglehousehunter.com
- Inside the Raleigh city limits, prices were up roughly 7–8% year-over-year, while some outer areas were flat or slightly negative. Trianglehousehunter.com
- Days on market increased, showing a more cautious pace and giving buyers a bit more time to decide. Trianglehousehunter.com

- Statewide Q4 reports still categorized North Carolina as a seller's market with rising prices and increased inventory compared to previous years. NC REALTORS®

## IN SIMPLE TERMS:

The Triangle in Q4 2025 looked like a price-sensitive, neighborhood-specific market:

- Great homes in great locations still sold quickly and strongly.
- Overpriced homes or those in less-in-demand areas needed price adjustments or more time.

## TRIANGLE Q4 2025 AT A GLANCE

- **\*\*Prices:\*\*** Flat to modestly up overall, stronger gains in core city locations
- **\*\*Market type:\*\*** Still competitive, but more room for thoughtful offers
- **\*\*Best opportunities:\*\***
- For **\*\*sellers\*\*** in strong school zones and close-in locations
- For **\*\*buyers\*\*** looking slightly beyond the hottest zip codes

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## WHAT THIS MEANS FOR YOU IN 2026

Across Triad, High Country and Triangle, 2025 finished with:

- Higher prices than pre-2020, not a collapse
- More inventory than the tightest years, but still below long-term "normal"
- Longer days on market than the peak frenzy, but still reasonable for well-prepared homes

National Association of REALTORS® and AP News

## IF YOU'RE THINKING ABOUT SELLING IN 2026:

You're not too late. Strategy just matters more:

- Accurate pricing from day one
- Strong presentation and photography
- Clear plan for timing, showings and negotiation

## IF YOU'RE THINKING ABOUT BUYING IN 2026:

You may have more choice and more negotiating room than buyers had in 2021-2022, especially if rates continue to ease. National Association of REALTORS®

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## WANT A PERSONAL RESULTS MARKET EDGE™ SNAPSHOT?

This page gives you the big picture. If you want the story for your specific home or search area, I'll build you a personal Market Edge™ snapshot:

- A simple value range for your current home

- A look at your neighborhood or price band
- What today's market means for your buy, sell, or stay decision

Click "Contact" on this page or call/text me directly:

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**REALTY ONE GROUP RESULTS – TOP 1% IN US SALES (2022–2024)**

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Winston-Salem NC – Realty ONE Group

## Ready to Make Your Move?

Call or Text Teresa: 336-262-3111

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