

REALTY **ONE** GROUP RESULTS

GREENSBORO · HIGH POINT · GUILFORD COUNTY · 2026

The Data Center *Moratorium*

180 days. Ten megawatts. One city line.

*What Greensboro's pause actually covers —
and what it doesn't.*

TERESA OVERCASH

BROKER-IN-CHARGE · NCREC LICENSED INSTRUCTOR · CLHMS

336-262-3111 · HOMESINTRIADNC.COM · GREENSBORO · WINSTON-SALEM · REIDSVILLE

WHAT THE COUNCIL DID

180 days to figure out what the *rules* should be.

On Tuesday, August 18, 2026, Greensboro City Council voted 8–0, with one recusal, to establish a 180-day moratorium on data centers exceeding 10 megawatts of electrical demand. It runs through February 14, 2027.

The pause temporarily stops the city from accepting, processing, or approving development applications for data centers and similar facilities above that threshold. Council will use the window to study impacts, define “data center” in the Land Development Ordinance, and hold public work sessions with subject-matter experts.

The part that tells you how live this is

This didn’t sail through. Council **rejected** a moratorium 5–4 in July, reversed itself weeks later and voted unanimously to craft a 120-day version, then **extended it to 180 days after two days of public hearings**. Residents packed the chamber holding signs reading “32” — the number of months many of them wanted instead.

Read that sequence carefully if you own property here. The council’s position moved twice in six weeks under public pressure, which means the ordinance that emerges in February is genuinely unsettled. Anyone who tells you they know what the rules will look like is guessing.

Existing projects already permitted or under construction are not affected. Future projects will be subject to whatever the city adopts next.

THE TERMS

180

DAYS
EXTENDED FROM 120

10 MW

THE THRESHOLD
ABOVE, NOT BELOW

2/14/27

MORATORIUM
SUNSETS

8–0

THE VOTE
ONE RECUSAL

A city action stops at the *city line*.

This is the single most misunderstood thing about the moratorium, and it costs deals. Buyers hear “Greensboro” and think “Guilford County.” Those are not the same thing, and the difference is decisive.

	CITY OF GREENSBORO	HIGH POINT, JAMESTOWN & UNINCORPORATED GUILFORD
Moratorium status	Active — 180-day pause through Feb 14, 2027	None in effect
What's paused	New applications for facilities above 10 MW	Nothing — projects proceed under existing zoning
Notable project	Dream Center, Gateway Research Park — status contested, see page 4	DC BLOX, 4131 Sheraton Court, High Point — an 18 MW site in Piedmont Centre
Existing small facilities	Several operating below 10 MW, unaffected	Unaffected
What it means for you	A known, temporary pause on new large applications	No pause — but also no new large approvals pending as of this writing

Why this matters at the closing table

A buyer under contract in High Point who reads a Greensboro headline may believe they're protected by a moratorium that has no force where they're buying. A Greensboro buyer may believe the pause is permanent. Both are wrong, and both misunderstandings surface late — usually the week before closing, when there's no time left to work through it calmly.

The one-sentence version to give a client

“Greensboro paused new applications above 10 megawatts for six months while it writes rules. That pause applies inside Greensboro city limits only, it doesn't touch anything already permitted, and it doesn't apply to High Point or the county.”

Project status changes. Confirm the current standing of any specific facility with the relevant city or county planning department before relying on it in a transaction.

The Dream Center question is *not* settled.

You will read that the Dream Center at Gateway Research Park is permitted and cleanly exempt from the moratorium. As of this writing, that is not what the public record shows.

A previous council approved more than \$530,000 in incentives for the project in 2022. That plan contemplated a 65,000-square-foot facility using **9 megawatts** of power, 28 jobs, and \$108.5 million of investment by 2026.

What has surfaced since: the city attorney told council that **the approved plan expired last year**. Construction was supposed to have begun this year and has not started. And the council member who recused herself from the moratorium vote — Mayor Pro Tem Denise Roth — has stated publicly that the relationship between these policy actions and the Dream Center is **not as clear-cut as previously understood**, with implications that remain unclear.

WHY WE'RE SAYING THIS PLAINLY

Figures circulating that describe the Dream Center as a 20 MW facility scaling beyond 100 MW do not match the 9 MW in the approved incentive record. Whether the project is exempt, what size it would be, and whether it proceeds at all are open questions. **An agent who tells a buyer this is settled is making a promise the record does not support.**

How to handle it with a client

Say what is known and label what isn't. The moratorium exists, its terms are clear, and the Dream Center's status is being worked out in public over the next several months. That is an honest answer, and it is far better than confident wrong information that unravels three weeks later.

In a market this politically active, the agent who says "here is what we don't know yet" is the one still standing at closing.

Four questions, and the honest *answers*.

In East Greensboro and the neighborhoods around Piedmont Parkway, data centers now come up in buyer conversations ahead of schools and commute times. Reassurance doesn't work here. Facts do.

THE CONCERN	WHAT'S ACTUALLY TRUE	HOW TO ANSWER IT
Noise	Air-cooled facilities generate a persistent low-frequency hum; direct-to-chip liquid cooling is materially quieter because it eliminates the large fan and evaporative tower array.	Ask which cooling technology a specific facility uses. If it matters to the buyer, commission an independent sound reading rather than debating it.
Water use	Varies enormously by design. Evaporative cooling consumes far more water than closed-loop or air-cooled systems.	Pull the water-use figures from the filed site plan. It's a public document and it ends the speculation.
Power reliability	Utilities frequently harden the circuits serving mission-critical loads, which can improve local reliability.	A defensible point — but don't oversell it. Confirm with the utility rather than asserting it.
Substations and easements	Large sites drive new substation capacity, transmission easements, and vegetation clearing.	This is the real one. See below.

The sleeper risk isn't the building

The thing most likely to actually change a homeowner's experience is not the data center. It is the **Duke Energy substation and transmission work that follows it**. Those projects bring easements, access roads, and aggressive vegetation removal — and clearing a treeline permanently changes a backyard view in a way no cooling technology offsets.

This almost never comes up in a listing conversation, and it should. Research utility easements and any filed transmission plans near the property, and disclose what you find. A buyer who learns it from you at the offer stage negotiates. A buyer who learns it from a survey during due diligence terminates.

Transparency is the cheaper path

Every version of this that goes badly follows the same shape: nobody mentioned it, the buyer found out late, and the deal either died or got repriced under pressure. Say it early, in writing, with the facts attached.

What proximity is actually *worth*.

You will find confident percentage figures circulating about how much value a data center strips from a nearby home. Be careful with them. There is no credible local paired-sales study for this market yet, and quoting a number you can’t defend is worse than admitting the number doesn’t exist.

What we can do is work the question the way an appraiser would — by distance band, by what is actually visible or audible, and by what the documentation shows.

DISTANCE	WHAT TYPICALLY MATTERS	WHAT TO DO ABOUT IT
Direct sight line under ~1,000 feet	Visibility, potential audibility, and the strongest buyer reaction. This is where pricing pressure is real and where appraisers will look hardest.	Commission an independent sound reading. Build an appraisal-support packet with recent comparable sales at similar proximity. Price against evidence, not fear.
Partial buffer ~1,000 ft to half a mile	Usually a perception question rather than a measurable one — treeline, topography, and approach route matter more than raw distance.	A one-page fact sheet on cooling technology, setbacks, and screening handles most of it.
Mature buffer half a mile to a mile	Rarely surfaces unless a buyer arrives already worried.	Answer the question factually if asked. Don’t raise it unprompted.
Beyond a mile	Not a practical factor.	Nothing.

The moratorium is itself a selling point

Between now and February 14, 2027, no new large application can be filed inside Greensboro. For a seller near an industrial corridor, that is a **known regulatory condition** — a documented period during which no surprise hyperscale project can appear. That’s a real thing to put in writing, and it’s more persuasive than any reassurance.

The window between now and *February*.

Sellers near Gateway Research Park, Piedmont Centre, or any industrial-zoned boundary have a defined stretch of known conditions. Use it deliberately.

Two documents worth preparing

- **A site-status handout.** One page: distance from the property to the nearest permitted or proposed facility, that facility’s current status, its cooling technology if known, and the moratorium’s terms and end date. Hand it to every buyer at the showing.
- **A factual disclosure paragraph.** A short, neutral statement about nearby infrastructure, included with the listing materials. It eliminates the surprise factor — and the surprise factor is what produces lowball counters and late terminations.

What the next six months should look like

PHASE	WHAT TO EXPECT
Late summer into fall	Staff review of water, power, and noise impacts. Council work sessions with outside experts, open to the public.
Fall into winter	Drafting of Land Development Ordinance language, including a formal definition of “data center.”
Winter	Public hearings and council readings on the proposed amendments.
By February 14, 2027	Adoption of new rules; the moratorium sunsets and applications resume under whatever framework passes.

This is the expected rhythm of an ordinance process, not a published city schedule. Work session dates are posted by the City of Greensboro — check the current calendar rather than this table.

You are selling under known rules. After February, whoever comes next sells under rules nobody has read yet.

This is not just a Greensboro *story*.

Communities across the Piedmont are working through the same question at the same time, and they are landing in different places. Randolph County adjusted its existing data center ordinance rather than pausing. Other counties in the region have been weighing moratoriums of their own.

The constraint every one of them faces

North Carolina law does not permit a local government to ban a lawful land use outright. Council members have said so repeatedly and publicly. What local governments can do is regulate — setbacks, noise limits, screening, water use, thresholds by wattage.

Which means the honest long-run answer for a client is this: **data centers and the substations that serve them are going to be part of this region.** The question being decided right now is not whether, but where, how large, how loud, and how far from a bedroom window.

Why four MLS systems matter here

Infrastructure decisions cross municipal and county lines constantly. A project approved in one jurisdiction affects homes in another. Watching Greensboro alone isn't enough when your buyer is considering High Point, Jamestown, or unincorporated Guilford — and that's before Alamance, Randolph, or Forsyth enter the picture.

The briefing standard

For any property near an industrial corridor, three things belong in the file before a showing:

- **Status of the nearest facility** — operational, permitted, proposed, or expired. Verify it with the planning department; don't take it from a news article.
- **Utility filings** for planned substation capacity, transmission easements, or vegetation removal near the parcel.
- **Boundary zoning** — whether the property shares a line with a district that permits data centers under current or pending ordinance language.

Proximity to industrial infrastructure is a real question now, not a marketing objection. Treat it like one.

REALTY **ONE** GROUP RESULTS

Send us the address. We'll tell you what's *actually* near it.

Buying, selling, or just unsettled by a headline — we'll map the nearest permitted and proposed facilities against your parcel, pull the utility filings, and give you a straight read on whether it changes anything. Often it doesn't. When it does, you want to know before the appraisal, not after.

CALL OR TEXT

336-262-3111

EMAIL

teresatedder@gmail.com

ONLINE

homesintriadnc.com

TERESA OVERCASH · BROKER-IN-CHARGE · NCREC LICENSED INSTRUCTOR · CLHMS
REALTY ONE GROUP RESULTS · OFFICES ACROSS THE TRIAD, WILKES & HIGH COUNTRY
© 2026 TERESA OVERCASH · EQUAL HOUSING OPPORTUNITY

Current as of August 2026 and describing a policy process actively underway. The moratorium was adopted by Greensboro City Council on August 18, 2026 and runs through February 14, 2027; the ordinance that follows it has not been written. Project statuses, megawatt figures, and municipal boundaries should be verified with the relevant planning department before being relied upon in a transaction. No percentage estimate of value impact is offered here because no credible local paired-sales study currently supports one. General information only — not legal, appraisal, engineering, or investment advice. Information deemed reliable but not guaranteed.