

REALTY **ONE** GROUP RESULTS

FORSYTH COUNTY · WINSTON-SALEM & KERNERSVILLE · 2026

611 New Homes

*Four projects. One Planning Board vote.
And a headline that got the biggest one
in the wrong neighborhood.*

TERESA OVERCASH

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WHAT ACTUALLY HAPPENED

Recommended is not the same as *approved*.

On Thursday, August 13, 2026, the Winston-Salem/Forsyth County Planning Board recommended approval of four multifamily zoning cases totaling 611 housing units.

That's a recommendation. The final rezoning vote still has to clear either the Winston-Salem City Council or the Forsyth County Board of Commissioners, depending on the parcel. Nothing is entitled yet.

The distinction matters, and the coverage has blurred it. Regional headlines have already run variations of "Forsyth County approves 600 units." The article text underneath generally gets it right — 611, recommended — but headlines do the work most people remember. If you own near one of these sites or you're timing a listing, the difference between recommended and approved is the difference between a possibility and a certainty.

Four projects. One vote. Three of them are small, one of them is not, and the one everybody is talking about is in the wrong place.

What follows is what each project actually is, where it actually sits, when units realistically reach the market, and what it means for your specific situation — whether you're buying, selling, or holding in the corridor.

THE VOTE AT A GLANCE

611
UNITS
RECOMMENDED

4
SEPARATE
PROJECTS

336
IN THE LARGEST
SINGLE PROJECT

2028
EARLIEST FIRST
OCCUPANCY

What's actually on the *table*.

Two large projects account for 588 of the 611 units. The other two are small infill sites totaling 23 units between them.

PROJECT	UNITS	WHERE	SITE AND DENSITY
Universal at Pecan Lane	336	Pecan Lane and Solomon Drive — the Winston-Salem / Kernersville edge	35.24 acres at roughly 10 units per acre. 30 buildings, 357,200 sq ft, 643 parking spaces, 3,500 sq ft community building, pool, playground, dog park.
The New Greensboro Apartments	252	North Greensboro Road, Winston-Salem — adjacent to Salem Lake	31.8 acres at 8 units per acre. 11 buildings, 133,817 sq ft, 457 parking spaces.
Rosewind Townhomes	12	Inside Brookberry Farm, western Winston-Salem — Rosewind Lane at Red Tail Lane	1.82 acres at 6.6 units per acre. Four three-unit buildings, 16,800 sq ft, 24 parking spaces. Zoning Docket W-3697.
360VisionBuilds	11	Old Walkertown Road and Lane Street, Winston-Salem	1.4 acres at 7.75 units per acre. Two four-unit buildings plus one three-unit building, about 19,150 sq ft, 22 parking spaces.
Total	611	Across four separate sites, all recommended at the same August 13 meeting	

A name that confuses everyone

"The New Greensboro Apartments" is **not in Greensboro**. It sits on North Greensboro Road, a Winston-Salem street near Salem Lake. Every unit in this table is in Forsyth County.

Unit counts, acreage, and site details come from the Planning Board's August 13 annotated agenda and contemporaneous regional business coverage. Figures reflect what was submitted and recommended; plans can change between recommendation and final approval.

Universal at *Pecan Lane*

If you remember one project from this vote, remember this one. It is more than half the units on its own, and it sits in the corridor between Winston-Salem and Kernersville — the moderately priced, commuter-friendly stretch that has been undersupplied for years.

The particulars

- **336 townhomes on 35.24 acres** at Pecan Lane and Solomon Drive.
- The rezoning moves the site from Residential Single-Family-9 to **Residential Multifamily-12**, which permits up to 12 units per acre. The submitted plan builds at about 10 — the lower end of what the zone allows.
- Owner-applicants are Mark Davis of Reidsville and Gary T. Angell of Kernersville.
- Site plans by Stimmel Associates, a Winston-Salem civil engineering firm with a long Forsyth County multifamily portfolio.

Why the engineering firm tells you something

A 336-unit project on a single 35-acre parcel is not a speculative sketch. Site work, utility runs, roads, and phased delivery all take real time and real money, and the applicants brought an established local engineering firm to draw it. Read that as a serious project — which is different from reading it as an imminent one.

Serious and imminent are two different things. This is the first, not the second.

Realistically: no certificates of occupancy before late 2028, with full delivery running into 2029 and 2030. The next page walks the whole sequence.

One detail still unconfirmed

Whether these townhomes come to market **for sale or as rentals** has not been established in the public record. That distinction changes who they compete with — for-sale townhomes compete with entry-level detached listings, while rentals compete with your tenant pool. We'll update as the applicants make it clear.

The Brookberry Farm *mix-up.*

Early headlines attached the 336-unit story to Brookberry Farm. That is wrong, and if you own there, it's worth knowing exactly how wrong.

Brookberry Farm is tied to the **smallest** of the four projects: Rosewind Townhomes, 12 units on 1.82 acres at the northwest corner of Rosewind Lane and Red Tail Lane, inside the existing community in western Winston-Salem. Zoning Docket W-3697 rezones that parcel from MU-S and RS9 to MU-S.

Universal at Pecan Lane — the 336-unit project — sits **several miles east**, on a different parcel, with different owners, in a different part of the county.

IF YOU OWN IN BROOKBERRY FARM

Rosewind is a 12-unit internal addition to a master-planned community where existing product starts around \$500,000. It does not change the community's character or its resale trajectory in any meaningful way. Watch the final vote for the record. Do not restructure a single decision around twelve townhomes.

Why the mix-up spread

Both cases were on the same agenda, on the same night, and Brookberry Farm is the name a Forsyth County reader recognizes. "Brookberry Farm" plus "336 units" makes a far better headline than "unnamed parcel near Kernersville" — so that's the version that traveled.

Neighboring Brookberry owners are affected by Rosewind. They are not affected by Universal. Those are two different conversations, and they have been having the wrong one.

If a neighbor forwards you an article about hundreds of units coming to Brookberry Farm, this page is the answer. Send it to them.

Nothing hits the market before 2028.

Recommendation to keys is a long road, and these four will not move in lockstep. Here's what to plan against.

STAGE	ROSEWIND & 360VISION (23 UNITS)	UNIVERSAL (336)	NEW GREENSBORO (252)
Planning Board recommendation	Aug 13, 2026 ✓	Aug 13, 2026 ✓	Aug 13, 2026 ✓
Elected-body final rezoning vote	Fall 2026	Fall 2026	Fall 2026
Site plan and utility permits	Winter 2026–27	Winter 2026 – Spring 2027	Winter 2026 – Spring 2027
Grading and site work	Spring–Summer 2027	Summer–Fall 2027	Summer–Fall 2027
First vertical construction	Fall 2027	2028	2028
First certificates of occupancy	Mid–late 2028	Late 2028 – 2029	Late 2028 – 2029
Full build-out	2029	2029 – 2030	2029 – 2030

Stage timing after the Planning Board vote is an experience- based projection, not a published schedule. Permitting, financing, and market conditions all move these dates.

Two things worth noticing

- **Nothing reaches the MLS or the rental market before mid-2028.** If you are selling in Winston-Salem or Kernersville between now and late 2027, none of these projects compete for your buyer. Not one.
- **The two large projects share a delivery window.** 588 competitive units landing inside roughly the same eighteen months is a genuine vacancy conversation if you hold rental property in the Pecan Lane or Salem Lake corridors.

Find your *situation*.

Same news, six different answers. The right move depends entirely on what you own, where, and when you plan to transact.

IF YOU ARE	WHAT THIS MEANS	WHAT TO DO
Selling a detached home over \$400K in Winston-Salem or Kernersville	Minimal direct competition. Townhome and apartment buyers are a different pool than move-up detached buyers, and your comps are largely insulated.	Price to your micro-market. Don't discount for a project that won't deliver for two to three years.
Selling a home under \$300K or a townhome in the corridor	These projects eventually pull first-time buyers and renters into new construction. Your window is stronger before delivery than after.	If you're selling in the next 24 months anyway, don't stall. Be closed before mid-2028.
Buying right now in Winston-Salem or Kernersville	You are not waiting on 611 units to rescue you. First occupancy is late 2028. Today's inventory is your market for the next 12 to 24 months.	Buy on today's fundamentals if the numbers work. Don't defer a good house for supply that's three years out.
Holding rental property near Pecan Lane or Salem Lake	588 competitive units arrive in your corridor in 2028–2029. Rent-growth and cap-rate assumptions past 2028 need to come down.	Refinancing? Model softer 2028+ rent growth. Exiting? Weigh selling into the pre-delivery window rather than after.
An owner inside Brookberry Farm or an adjacent HOA	Rosewind is 12 units. It does not change community character or resale trajectory.	Nothing. Note the final vote and move on.
Relocating to the Triad from out of market	The supply story is far bigger than these 611 units — Forsyth and Guilford both carry substantial pipelines for 2027–2030. This is not a land-locked squeeze.	Compare submarkets on schools, commute, taxes, and current inventory. Don't pick a town based on one pending project.

Meaningful, but not *disruptive*.

611 units sounds like a flood until you set it against the market absorbing it. Winston-Salem has been running roughly three months of supply; Kernersville has been tighter still.

MARKET	RECENT MEDIAN	SUPPLY
Winston-Salem	Around \$295,000 – \$297,000	About 3.0 months
Kernersville	Around \$315,000 (July 2026)	Roughly 2.5 – 3 months

Medians vary by source and by trailing window. Figures here are directional; ask for current numbers on your specific submarket.

What 611 units actually does

Adding 336 townhomes, 252 apartments, and 23 small-site townhomes into the 2028–2029 window absorbs into normal Triad turnover without much drama. A market closing thousands of transactions a year does not get flooded by six hundred units arriving across two years.

What it does change is **entry-level competition** — which happens to be the exact price band that has been undersupplied since 2022. For buyers under \$300,000, that’s good news arriving late. For sellers in that band, it’s a reason to be finished before it shows up.

The corridor between Winston-Salem and Kernersville is precisely the kind of moderately priced, commuter-friendly submarket this region needs more of. That’s the real story here — not the headline.

The status to watch

The next real milestone is the elected-body final rezoning vote, expected in the fall. Until that happens, all four projects remain recommendations. We track these dockets — ask and we’ll tell you where any of them stand.

REALTY **ONE** GROUP RESULTS

Send us your address. We'll map it against *the timeline*.

Buying, selling, or holding in the Pecan Lane, Salem Lake, or Old Walkertown corridors — we'll put the 611-unit delivery schedule against your specific parcel and give you a straight answer about whether it changes anything for you. Usually it doesn't. Sometimes it does.

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Current as of August 21, 2026. All four projects were recommended for approval by the Winston-Salem/Forsyth County Planning Board on August 13, 2026 and remain subject to a final rezoning vote by the Winston-Salem City Council or the Forsyth County Board of Commissioners. Unit counts, acreage, and site details reflect submitted plans and may change. Delivery-stage dates after the Planning Board vote are experience-based projections, not published schedules. Market figures are directional and vary by source and reporting window. General information only — not investment, legal, or tax advice. Information deemed reliable but not guaranteed.