

Triangle New-Home Inventory Hits Five-Year High as Buyers Skip a Key Step

As inventory across North Carolina's Greater Triangle reaches its highest level since 2020, The Prosperous Agency urges relocating buyers to inspect new builds

RALEIGH, NC, UNITED STATES, August 26, 2026 /EINPresswire.com/ -- Homes for sale across the Raleigh-Cary area have reached their highest level since 2020, according to local market reports, with new construction a visible part of that inventory and builders offering incentives such as closing credits to attract buyers. One Cary brokerage says the surge is exposing a blind spot.

"New construction can look great on the outside," said Mihai Mocanu, Co-Owner of The Prosperous Agency. "We've seen many inspection reports that were not quite as sexy. It's tempting to think a brand-new home doesn't need an independent inspection, because everything smells new. It does."

Mihai Mocanu, who works extensively with new-construction buyers, builders and investors throughout North Carolina's Greater Triangle, says relocating buyers are the most exposed. Many arrive from states where new-home purchases work differently, and some walk into a model home without representation of their own.

"The friendly agent in the sales office works for the builder," Mihai said. "That's not a criticism. It's their job. But it means the buyer may be the only person in the room without someone on their side, comparing builders and incentives, helping them understand the contract, following the construction process, negotiating repairs, coordinating and attending independent inspections."

The timing matters, the firm says. The Raleigh Regional Association of REALTORS® reported in July that summer demand is being fueled by relocations and by families timing their moves before the school year, and the firm says many of the relocating families it works with are drawn



to new communities in Cary, Apex and Morrisville.

"Families relocating here fall in love with the new communities, and they should. They're beautiful," said Yoana Nin, Broker-in-Charge of The Prosperous Agency. "We just want every one of those families to buy with their eyes open. An inspection, your own representation and a careful read of the contract cost you little and protect everything."

The firm publishes ongoing guidance on new-construction communities across North Carolina's Greater Triangle at theprosperousagency.com.

About The Prosperous Agency

The Prosperous Agency, a Yoana Nin Realty Inc. company, is a boutique relocation-focused real estate firm in Cary, North Carolina, serving Raleigh, Cary, Apex and North Carolina's Greater Triangle. Led by Broker-in-Charge Yoana Nin, who began her Triangle career in 2012, the team serves families in English, Romanian, Hungarian, Spanish and Italian and holds a 5.0 rating across more than 200 client reviews on Zillow, Google and other platforms. The firm specializes in relocation, new construction and residential real estate. Learn more at theprosperousagency.com or call 919-694-1901.

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