

HOLDEN & MICKEY, INC.

Investment & Insurance Advisors

Serving Clients Since 1930



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Quarterly Updates

United Way Recognizes Holden & Mickey, Inc.

The United Way of North Carolina has recognized Holden & Mickey, Inc. for its ongoing financial support of the organization. During a state-wide virtual meeting partners Chip Holden and John Mickey were presented with a plaque for Participation Campaign Growth. In 2020, we had 100% participation by our advisors and staff, plus a significant increase in our level of dollars contributed. The principals and associates acknowledge that financial support is important for the communities where we live and do business. Holden & Mickey, Inc., founded in 1989, has contributed to the United Way for 30 years.



About Us:

► *Holden & Mickey, Inc. designs, implements, and monitors financial plans for high net worth individuals. Our firm has been working with clients in this area since 1930. Holden & Mickey advisors are highly credentialed and multi-generational in their focus on wealth management.



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What Forces Are Driving the Housing Market?

Many hopeful homebuyers are having issues securing a home.

Recently, you may have seen reports that a record-low number of homes are available for sale—roughly 1.03 million nationwide. If you compare that to the average number of homes for sale during the past 10 years, it's no surprise that many hopeful homebuyers are having issues securing a home.¹

Lack of inventory. There are a few major differences between 2007 and now, however, but the biggest difference? What we're seeing now isn't a bubble; it's simply a lack of inventory.

It's a seller's market. In many ways, this may be the most friendly market we've seen in quite a while for home sellers. Right now, nearly half of homes are selling within roughly a week or less. At the same time, median prices are rising at a phenomenal rate, and national prices, in general, have increased 17.2 percent over last year.²

Why now? Listings are skyrocketing for a number of reasons. Many experts believe the continued low mortgage rates, a pandemic-era construction slowdown, and an increase

in money available for a down payment are all factors.³

In this hyper-competitive market, many people are thinking of taking advantage of the situation by listing a property or home. If this sounds like you, give our office a call. We may be able to put you in touch with a housing professional who can offer some guidance and support.

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Citations

1. NAR.realtor.com, March 22, 2021
2. Axios.com, April 1, 2021
3. Axios.com, April 11, 2021

Measuring the Value of a Financial Professional

Findings suggest that these relationships can make a difference for investors.

What is a relationship with a financial professional worth to an investor? A 2019 study by Vanguard, one of the world's largest money managers, attempted to answer that question.

Vanguard's whitepaper, concluded that when an investor works with a professional and receives that level of investment advice, they may see a net portfolio return about 3% higher over time.¹

How did this study arrive at that conclusion?

By comparing self-directed investor accounts to a this model, Vanguard found that the potential return relative to the average investor experience was higher for individuals who had financial professionals.¹

Vanguard analyzed three key services that a professional may provide: portfolio construction, wealth management, and behavioral coaching. It estimated that portfolio construction advice (e.g., asset allocation, asset location) could add up to 1.2% in additional return, while wealth

management (e.g., rebalancing, drawdown strategies) may contribute over 1% in additional return.¹

Asset allocation is an approach to help manage investment risk. Asset allocation does not guarantee against investment loss.

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The biggest opportunity to add value was in behavioral coaching, which was estimated to be worth about 1.5% in additional return. Financial professionals can use their insight to guide clients away from poor decisions, such as accepting excessive risk in a portfolio. Indeed, the greatest value of a financial professional may be in helping individuals adhere to an agreed upon financial and investment strategy.¹

Of course, financial professionals can account for additional value not studied by Vanguard, such as helping clients implement wealth

continued on page 4

continued from page 3

management strategies, which may help protect against the financial consequences of loss of income, and coordinating with other financial professionals on tax management and estate strategies.

After years of working with a financial advisor, the value of a relationship may be measured in both tangible and intangible ways. Many such investors are grateful they are not “going it alone.”

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Citations.

1- advisors.vanguard.com/iwe/pdf/ISGQVAA.pdf [2/19]



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