



## Christy C. Mroczkiewicz

**Broker, Realtor®**

Keller Williams Legacy  
1483 Beaver Creek Commons Drive  
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**kw** LEGACY  
KELLERWILLIAMS. REALTY

*Artfully Crafting the Real Estate Deal*

### CURRENT MORTGAGE RATES\*

Product Type	Rate Range
Conforming 30 Year Fixed	2.625% - 3.5%
Conforming 15 Year Fixed	2.0% - 2.875%
Conforming 5/1 ARM	2.5% - 3.375%
Jumbo 5/1 ARM	2.875% - 3.875%
FHA 30 Year Fixed	2.25% - 3.25%
FHA 5/1 ARM	2.5% - 3.375%
USDA 30 Year Fixed	2.25% - 3.25%

\* Rates are as of **4/29/2021** and subject to change and will vary depending upon loan type, amount, loan to value, and credit.

If you have questions or need help with a loan, call me and I'll refer you to a professional!

### Cool Things To Do...

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**Spring Daze Art Market - Fidelity Bank (100 W Chatham St, Cary)**

**(Saturday, May 1, 8, 15 & 22 - 10am-2pm)**

Join us as we celebrate our North Carolina artists at the Spring Daze Arts Markets. Situated right in the heart of downtown Cary, these arts markets feature North Carolina based artists and everything downtown Cary has to offer. For more info, go to:

<https://www.townofcary.org/recreation-enjoyment/events/festivals/spring-daze-arts-market>

**The Blue Grass Experience's 50th. Anniversary: Featuring Tommy Edwards, Snuffy Smith, and Fiddlin' Al McCanless - Memorial Auditorium at Duke Energy Center**

**(Thursday, May 20 - 7:30pm )**

For more info, go to: <https://pinecone.org/events/50th-anniversary-bluegrass-experience-featuring-tommy-edwards-snuffy-smith-and-fiddlin-al>

**The Raleigh Ringers Spring Concert - Meymandi Concert Hall at Duke Energy Center**

**(Sunday, June 6 - 3pm)**

For more info, go to: [https://rr.org/Events/Concerts/Raleigh,-North-Carolina-\(Spring-Concert\)-\(3\)](https://rr.org/Events/Concerts/Raleigh,-North-Carolina-(Spring-Concert)-(3))

**Brewgaloo - 400 Fayetteville Street, Raleigh, NC 27601**

**(Friday, June 11, 6-10pm & Saturday, June 12, 2-10pm)**

Brewgaloo features craft breweries from NC and partners with local food trucks, local vendors, and local bands.

For more info, go to: <https://shoplocalraleigh.org/brewgaloo/>

**Cell: 919.961.1507 ~ Email: CallChristyM@gmail.com ~ Web: CallChristyM.com**



# The Real Estate Recap

Artfully Crafting the Real Estate Deal

1st Quarter 2021

Ahh... Spring is now well under way...and the real estate market is off to the races with a BANG! The market acceleration we saw at the onset of the pandemic has not stopped and this year is proving to be another one for the record books. Just take a look...

MARKET UPDATE FOR TRIANGLE REGION - MARCH			
	2020	2021	+ / -
New Listings	4,835	4,416	-8.7%
Closed Sales	3,671	3,893	+6%
Median Sales Price*	\$287,000	\$317,900	+10.8%
Average Sales Price*	\$325,325	\$367,517	+13%
Days on Market**	34	16	-52.9%
Inventory of Homes for Sale	7,933	2,535	-68%
Data derived from the Triangle Multiple Listing Service and current as of March 1st, 2021. *Does not account for seller concession. **Resale properties only.			
Closed Sales by County	2019	2020	+ / -
Wake County	1,881	1,874	-0.4%
Orange County	152	155	+2%
Durham County	364	463	+27.2%
Johnston County	501	538	+7.4%

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Scan this code with your phone camera  
to watch my market update video!

Many of these key statistics are unprecedented. Last year saw amazing gains in prices - up an average of nearly **6.2%**! And in the first quarter of 2021 we've seen prices jump another **13%** on average! Housing inventory is at an all-time low, down a whopping 60% year over year. There just simply aren't enough homes for sale to meet buyer demand. And now that Apple is coming to town with 3000 jobs, the demand for housing will intensify **EVEN MORE**, putting upward pressure on prices for the foreseeable future, barring any unforeseen economic crash. Obviously, this sounds like a great thing for sellers, but this new reality in our market is presenting some **HUGE** challenges for home buyers:

- You likely **WILL NOT** have a chance to view homes a second time, so learn to assess homes on the first showing. And by the way, gone are the days of having a full hour to view a home—you'll only have 30 minutes!
- Factor in your offer price(s) into your budget. In other words, if your max budget is \$500k, don't look at homes priced AT \$500k. You should be focusing on the \$425k to \$450k price bracket.
- Be prepared to make up the difference in your home financing, should the house not appraise for your asking price. Talk to a good lender who can guide you on this.
- Plan on offering a **HIGH** due diligence fee. Right now, you will likely **NOT** win an offer with \$5k or \$10k in DD money. It must be higher - often times **MUCH** higher. Some buyers are offering \$20k to \$75k in due diligence money to get their offer accepted!
- There are many more caveats to be aware of as well—too many to discuss in this article!

For more details on the current state of our market, I've produced a market update video that breaks down the key factors driving this crazy seller's market. **JUST SCAN THE QR** code with your phone camera to watch it. And here's a bonus tip: if you're considering the purchase of investment property to rent or flip, now is a **GREAT** time to do it! Apple has changed everything!

*Christy Mroczkiewicz*



*Christy's  
Corner*

**Christy C. Mroczkiewicz**  
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*Have you heard about my new  
business-to-business program?*

I now offer exclusive benefits for my preferred business partners, including employee lunch-and-learn seminars and rewards like charitable contributions in the company's name, or financial contributions to company social events, to name a few. Our upcoming lunch-and-learn seminar (OR online webinar) is entitled:

## How To Win The Buyer Game In a Seller's Market!

Considering a home purchase in this competitive market? Join me for this buyer-focused seminar to find out how I work with my clients to create and submit the most powerful offer possible!

As an added benefit, existing employees will receive expert representation on their home sale and/or purchase, and new employees who may be relocating from other areas will receive extensive relocation benefits. If you or a friend are an employee or owner of a small business (less than 300 employees) in the Triangle area, give me a call to find out more about the program, and how employees can register for the seminar!

