



# RIA Pulse Report

Data Up Through: 06/26/2020

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Disclosure

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# About Envestnet Analytics

## What We Do

Our dedicated analytics team is comprised of data scientists, analysts, and wealth domain experts who work to answer your key business questions completely, simply, quickly, and sometimes before you even think of them.

Envestnet Analytics delivers market-leading insights to Advisors, Wealth Enterprise Home Office executives, Money Managers, and Financial Institutions through its omni-channel platform, Envestnet Intelligence. Our out of the box solutions are designed to deliver answers to the questions that matter most. Custom solutions take it a step further to optimize the dashboards specific to your firm by including additional data sources, custom labels, custom fields, proprietary risk profile rules, data mapping, and more.

Our traditional dashboards and question and answer-based user interface are available via desktop, mobile app, Alexa skill, reports, and notifications to get you the insights you need, wherever you are.

## WE WANT YOUR FEEDBACK!

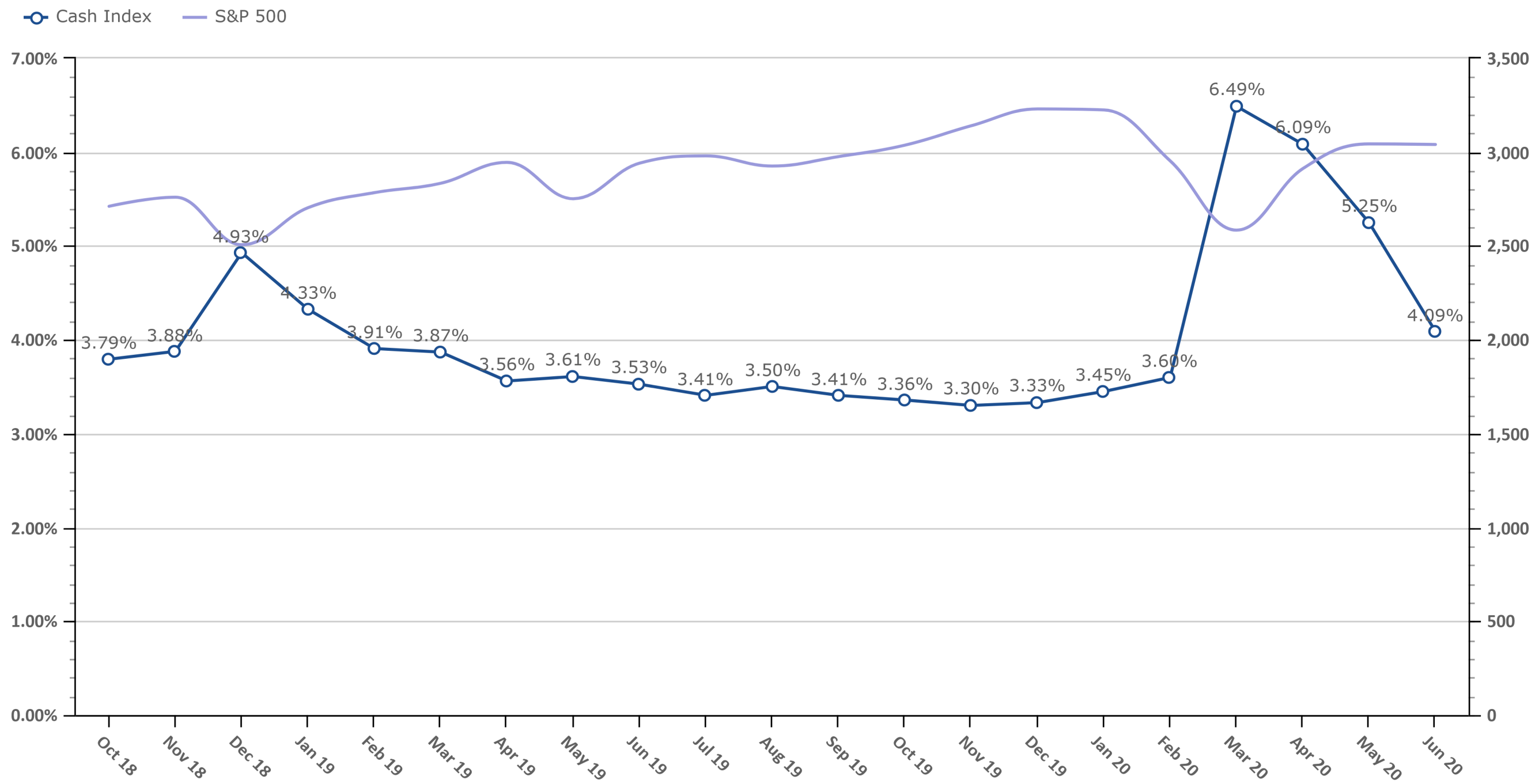
Your feedback is crucial to making this report most beneficial to advisors like you. If you have any comments on the data we show in this report or additional metrics you'd like to see included, please email [feedback@envestnetintelligence.com](mailto:feedback@envestnetintelligence.com). We'd love to hear from you.

**215.240.7063**

# Cash Levels Index

Data Up Through: 06/26/2020

**Notes:** The Cash Levels Index is the sum of cash and cash equivalents as a percentage of AUM.

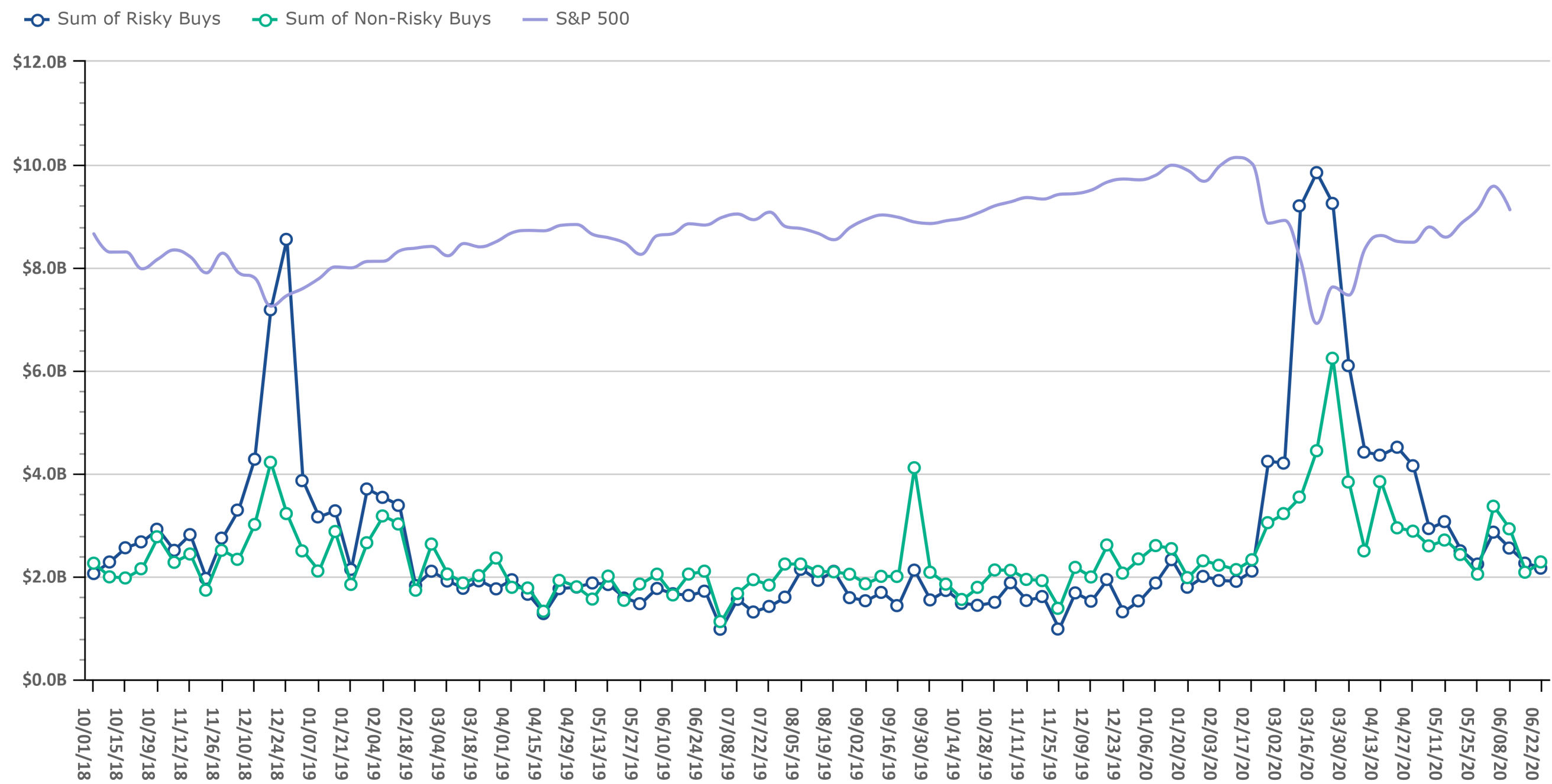


Source: Envestnet Wealth Management Platform

# Risk On vs. Risk Off Sums

Data Up Through: 06/26/2020

**Notes:** Risk On vs. Risk Off displays the sum of both "risky" and "non-risky" buys. See the disclosure for a definition of Risk On & Risk Off.

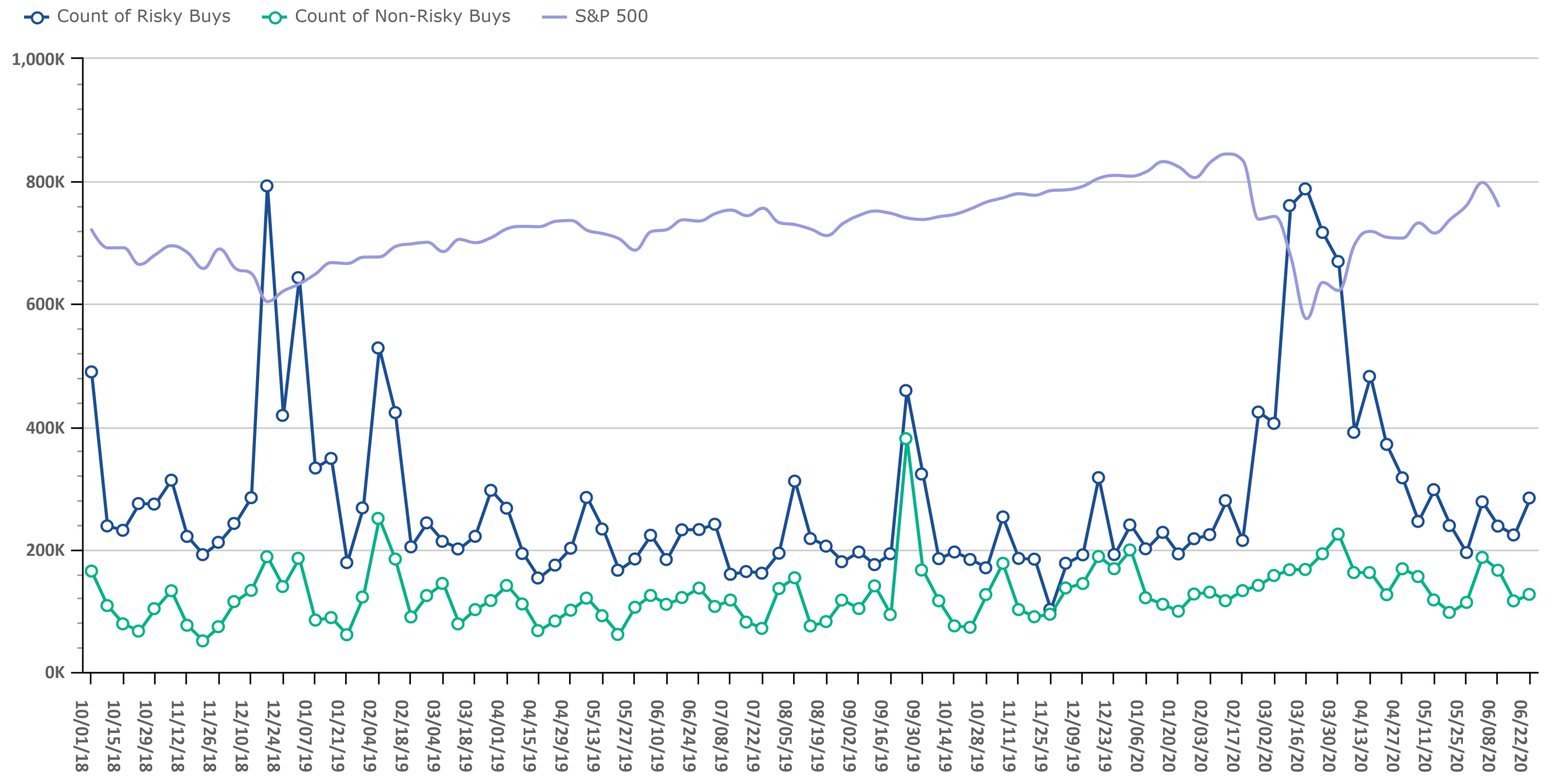


Source: Envestnet Wealth Management Platform

# Risk On vs. Risk Off Volume

Data Up Through: 06/26/2020

**Notes:** Risk On vs. Risk Off displays the count of both "risky" and "non-risky" buys. See the disclosure for a definition of Risk On & Risk Off.

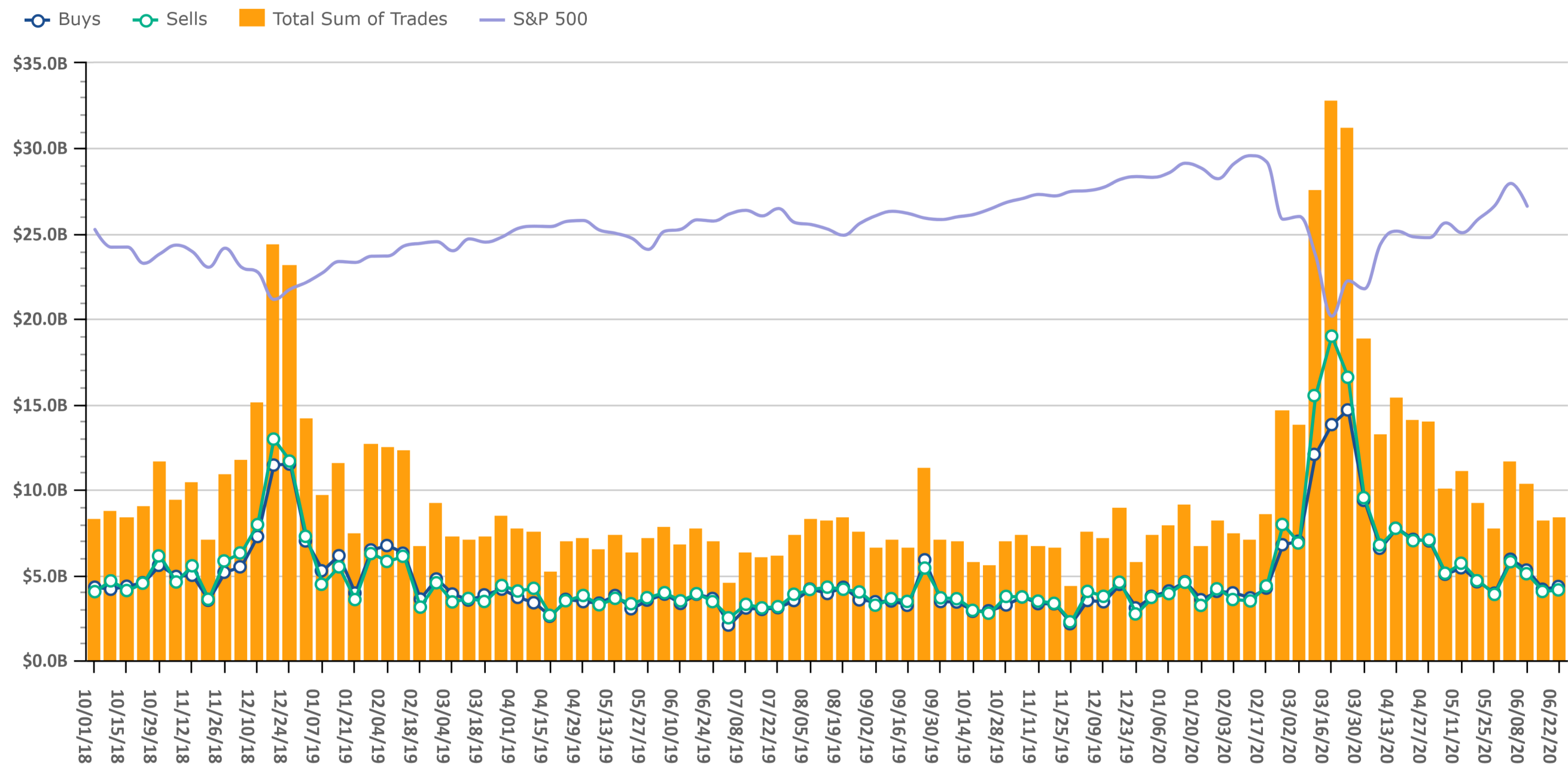


Source: Envestnet Wealth Management Platform

# Trading Amount

Data Up Through: 06/26/2020

**Notes:** Sum of trades measures the total sum of buy and sell transactions in mutual funds, ETFs, & equities.

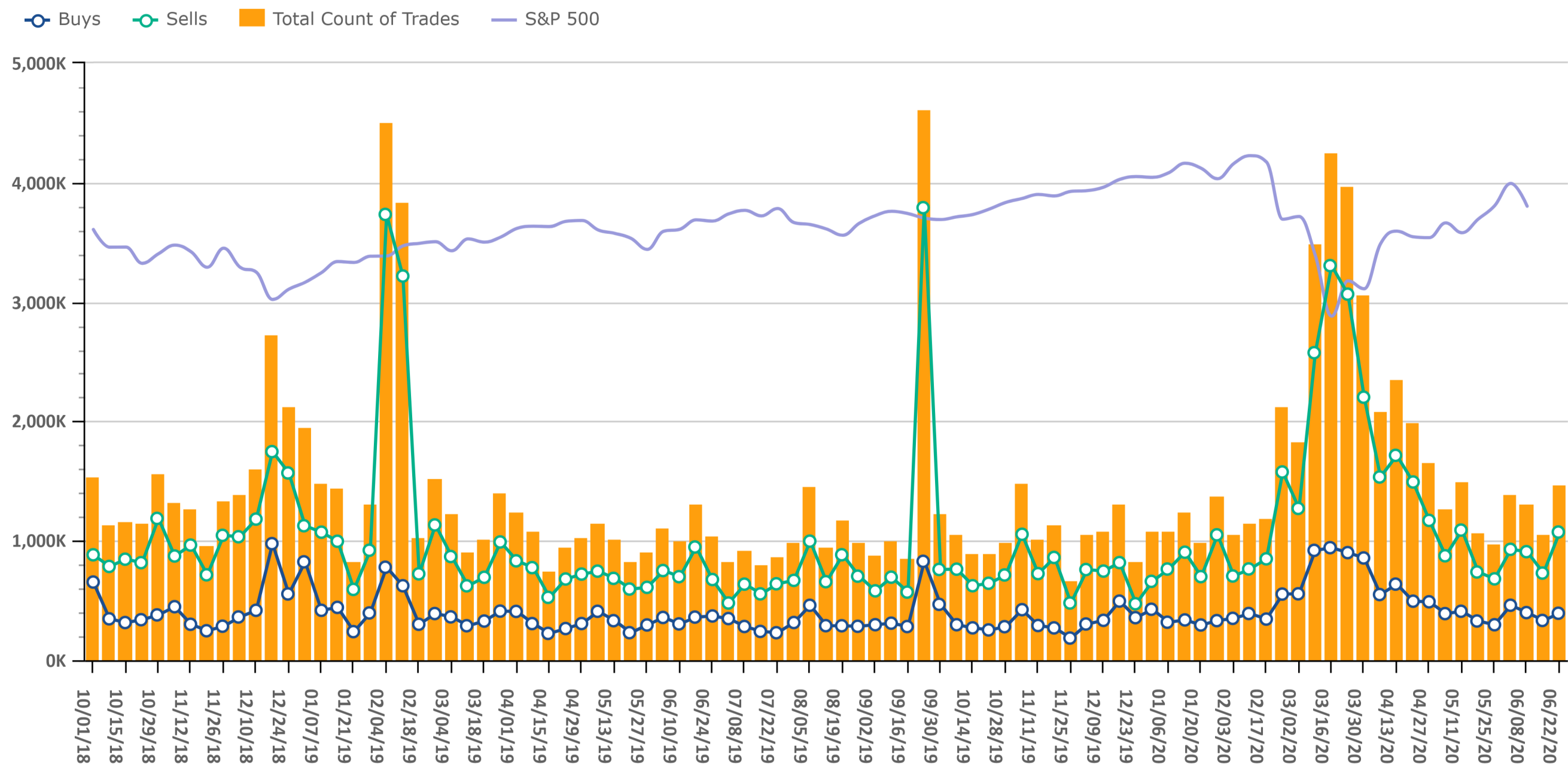


Source: Envestnet Wealth Management Platform

# Trading Volume

Data Up Through: 06/26/2020

**Notes:** Count of trades measures the total number of buy and sell transactions in mutual funds, ETFs, & equities.



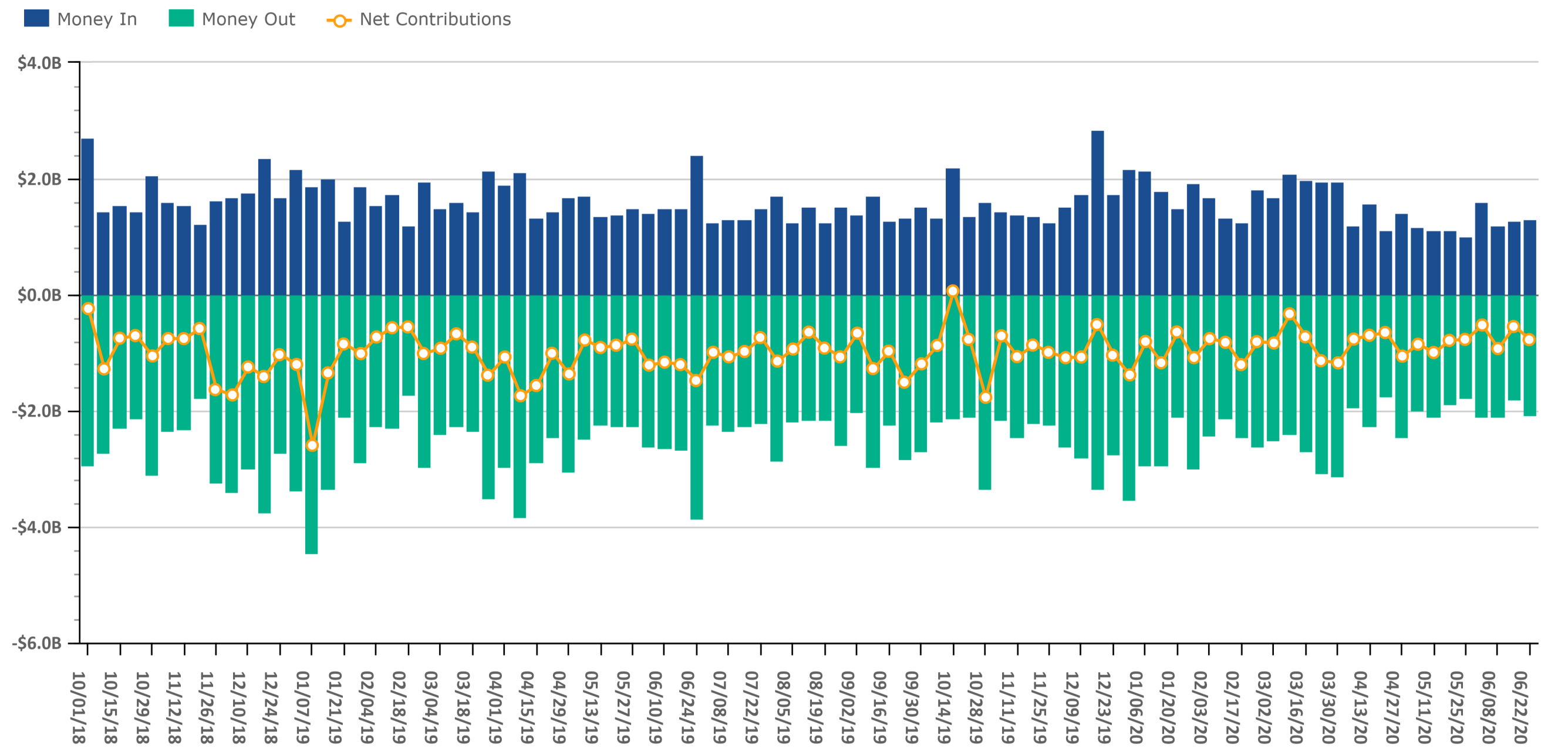
Source: Envestnet Wealth Management Platform



# Client Contributions

Data Up Through: 06/26/2020

**Notes:** Money In is the amount of contributions made by clients into existing accounts. Money Out is the amount of withdrawals made by clients out of existing accounts.



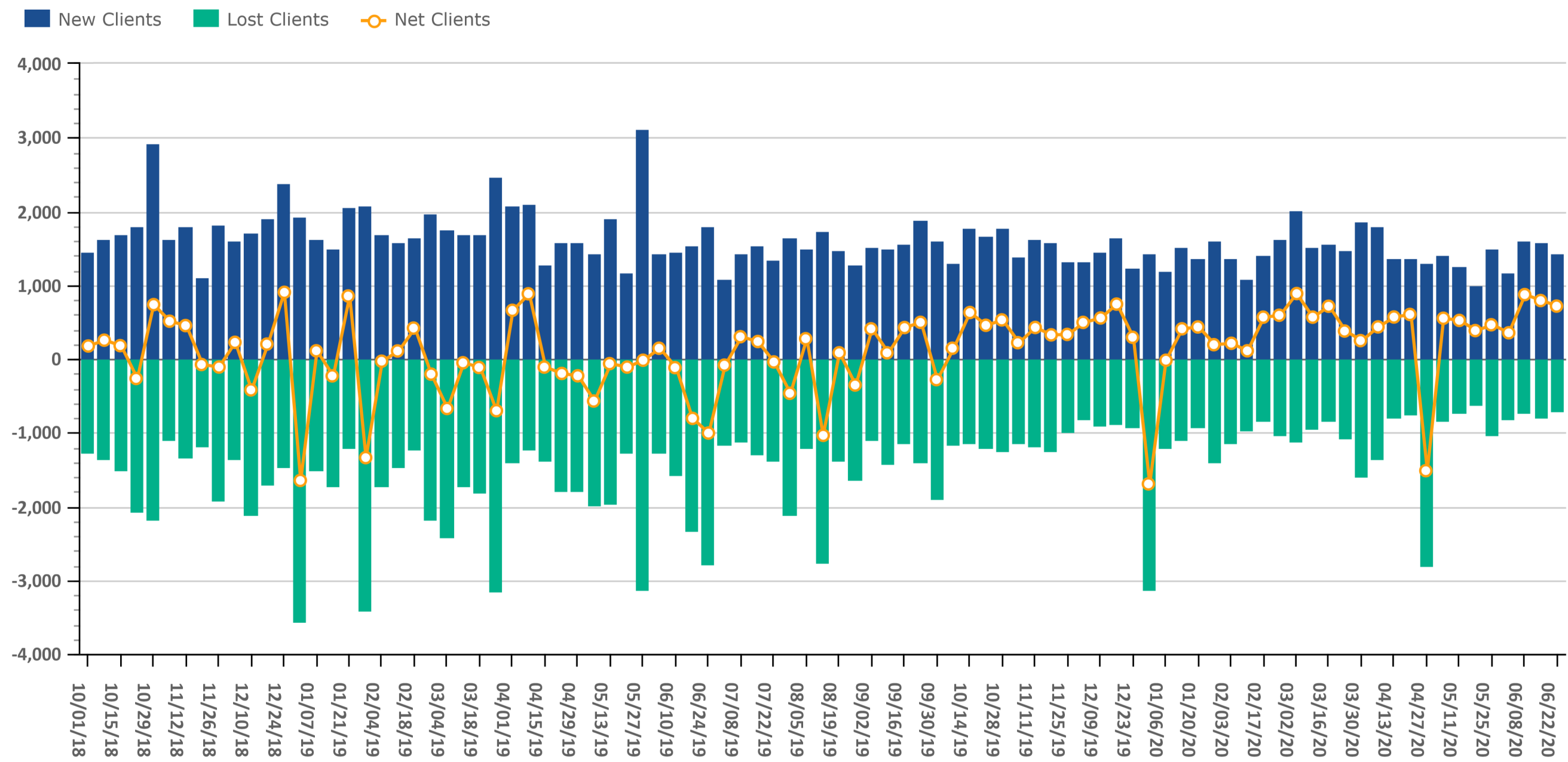
Source: Envestnet Wealth Management Platform



# Client Growth

Data Up Through: 06/26/2020

**Notes:** Client Growth measures new and lost clients.



Source: Envestnet Wealth Management Platform

# Combined Mutual Fund & ETF Styles by Net Flows

Data Up Through: 06/26/2020

## Weekly Highest Styles : Higher Ranks have best Net Flows

Style	Weekly Rank	Weekly Delta
Intermediate Bond	1	0
Short Bond	2	0
Intermediate Muni	3	0
Commodity	4	25▲
Long Bond	5	7▲
Foreign Large Cap Growth	6	2▲
Large-Cap Growth	7	-1▼
Short Muni	8	-4▼
High Yield	9	-2▼
Inflation-Protected Bond	10	27▲

## YTD Highest Styles

Style	YTD Rank
Large-Cap Core	1
Intermediate Bond	2
Large-Cap Growth	3
Foreign Large Cap Growth	4
Long Bond	5
Commodity	6
Small-Cap Core	7
Inverse	8
Global Equity	9
Small-Cap Value	10

## Weekly Lowest Styles : Higher Ranks have worst Net Flows

Style	Weekly Rank	Weekly Delta
Int'l Developed Mkts	1	2▲
Int'l Emerging Mkts	2	3▲
Large-Cap Core	3	-2▼
International Bond	4	33▲
Mid-Cap Value	5	11▲
Bank Loan	6	14▲
Small-Cap Core	7	15▲
Long/Short Credit	8	18▲
Alternative Fixed Income	9	5▲
Balanced	10	-2▼

## YTD Lowest Styles

Style	YTD Rank
Int'l Developed Mkts	1
Large-Cap Value	2
Balanced	3
International Bond	4
Alternative Fixed Income	5
Int'l Emerging Mkts	6
Foreign Large Cap Value	7
Bank Loan	8
Short Muni	9
Mid-Cap Value	10

Source: Envestnet Wealth Management Platform

# Highest & Lowest MFs & ETFs by Net Flows

Data Up Through: 06/26/2020

## Weekly Highest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
DODIX - Dodge & Cox Income	1	2▲
WAPSX - Western Asset Core Plus B	2	94▲
TWUSX - American Century Short-Te	3	713▲
JHEQX - JPMorgan Hedged Equity I	4	17▲
CIVIX - Causeway International Va	5	72▲
THIIX - Thornburg Limited Term In	6	85▲
VWIUX - Vanguard Interm-Term Tx-E	7	-6▼
PRTMX - T. Rowe Price Summit Muni	8	97▲
AEPFX - American Funds Europacifi	9	58▲
VMBSX - Vanguard Mortgage-Backed	10	4,695▲

## Weekly Lowest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
DBLTX - DoubleLine Total Return B	1	24▲
TGBAX - Templeton Global Bond Adv	2	116▲
VKMGX - Invesco Quality Income A	3	1,660▲
LMANX - BrandywineGLOBAL Alternat	4	204▲
DFEVX - DFA Emerging Markets Valu	5	65▲
LZIEX - Lazard International Equi	6	49▲
FFRHX - Fidelity Floating Rate H	7	210▲
WPOPX - Weitz Partners III Opport	8	0
SFLNX - Schwab Fundamental US Lar	9	24▲
JSOSX - JPMorgan Strategic Income	10	30▲

Source: Investnet Wealth Management Platform

## Weekly Highest ETFs

Security Description	Weekly Rank	Weekly Delta
GLDM - SPDR Gold MiniShares	1	1,046▲
VO - Vanguard Mid-Cap ETF	2	28▲
TLH - iShares 10-20 Year Treasury	3	80▲
XT - iShares Exponential Technolo	4	1,015▲
ICSH - iShares Ultra Short-Term B	5	1,143▲
IEF - iShares 7-10 Year Treasury	6	1,152▲
BND - Vanguard Total Bond Market	7	1,155▲
JPST - JPMorgan Ultra-Short Incom	8	-5▼
AGG - iShares Core US Aggregate B	9	-7▼
IAU - iShares Gold Trust	10	-1▼

## Weekly Lowest ETFs

Security Description	Weekly Rank	Weekly Delta
IWS - iShares Russell Mid-Cap Val	1	154▲
JMIN - JPMorgan US Minimum Volati	2	349▲
SCHA - Schwab US Small-Cap ETF	3	33▲
FNDF - Schwab Fundamental Intl Lg	4	15▲
BNDW - Vanguard Total World Bond	5	952▲
BIL - SPDR Blmbg Barclays 1-3 Mt	6	37▲
IJH - iShares Core S&P Mid-Cap	7	30▲
XSLV - Invesco S&P SmallCap Low V	8	100▲
SH - ProShares Short S&P500	9	153▲
XLP - Consumer Staples Select Sec	10	49▲

# Weekly Stock Buys & Sells

Data Up Through: 06/26/2020

## Weekly Buys | Stocks

Security Description	Weekly Rank	Weekly Delta
WM - Waste Management Inc	1	206▲
AAPL - Apple Inc	2	7▲
ABMD - Abiomed Inc Com	3	18▲
TSM - Taiwan Semiconductor Manufa	4	312▲
BAX - Baxter International Inc	5	404▲
VZ - Verizon Communications Inc	6	67▲
MS - Morgan Stanley	7	101▲
CVX - Chevron Corp	8	57▲
UNH - UnitedHealth Group Inc	9	43▲
AMZN - Amazon.com Inc	10	-7▼
LMT - Lockheed Martin Corp	11	90▲
JPM - JPMorgan Chase & Co	12	10▲
MSFT - Microsoft Corp	13	5▲
PFE - Pfizer Inc	14	-3▼
FB - Facebook Inc A	15	13▲
T - AT&T Inc	16	27▲
ABBV - AbbVie Inc	17	89▲
TCP - TC Pipelines LP	18	3,300▲
PG - Procter & Gamble Co	19	63▲
GDDY - GoDaddy Inc	20	1,599▲
ORCC - OWL ROCK CAPITAL ORD	21	287▲
DOCU - Docusign INC	22	32▲
XOM - Exxon Mobil Corp	23	23▲
GOOGL - Alphabet Inc A	24	26▲
QCOM - QUALCOMM Inc	25	45▲

## Weekly Sells | Stocks

Security Description	Weekly Rank	Weekly Delta
AAPL - Apple Inc	1	2▲
AMZN - Amazon.com Inc	2	0
MSFT - Microsoft Corp	3	6▲
JPM - JPMorgan Chase & Co	4	22▲
BRK.B - Berkshire Hathaway Inc B	5	34▲
DIS - Walt Disney Co	6	53▲
PYPL - PayPal Holdings Inc	7	60▲
WFC - Wells Fargo & Co	8	57▲
ETRN - Equitrans Midstream Corp	9	424▲
FB - Facebook Inc A	10	26▲
EXAS - Exact Sciences Corp	11	483▲
DOCU - Docusign INC	12	108▲
SHOP - Shopify Inc	13	3▲
ABT - Abbott Laboratories	14	58▲
ABBV - AbbVie Inc	15	-4▼
V - Visa Inc Class A	16	50▲
C - Citigroup Inc	17	110▲
TSLA - Tesla Motors Inc	18	22▲
BDX - Becton, Dickinson and Co	19	288▲
JNJ - Johnson & Johnson	20	40▲
ADBE - Adobe Systems Inc	21	0
NVDA - NVIDIA Corp	22	28▲
GILD - Gilead Sciences Inc	23	56▲
AMGN - Amgen Inc	24	81▲
XOM - Exxon Mobil Corp	25	12▲

Source: Envestnet Wealth Management Platform

## **Data Content**

Our goal with this weekly compendium of industry metrics and indices is to inform the report's consumer about the investment, risk and business activities executed by RIAs across the nation. We believe this information will provide advisors with near real time insights that may help them improve their business and client outcomes.

The data included in the RIA Pulse metrics comes from our wealth management solutions databases, which include Investnet and Tamarac data. We filter the data those firms and advisors who we have segmented as Registered Investment Advisors (RIAs). The data is de-identified and aggregated to create a representative set of metrics and indices. We curate the data to eliminate data which we deem to be incomplete, having insufficient history, or have minimal contribution to the metrics. We reevaluate the components and qualifiers of the metrics and indices on at least an annual basis in an effort to keep our RIA index representative of advisors' inferred attitudes and actual behaviors.

**Risk On** includes all individual equities (stocks). Risk On also includes equity focused mutual fund and ETF styles. This includes Large Cap, Mid Cap, Small Cap, International, and Emerging Markets.

**Risk Off** includes all individual fixed income instruments. Risk Off also includes fixed income focused mutual fund and ETF styles. This includes Taxable, Muni, Bank Loan, and International Fixed Income.

**Risk On & Risk Off** exclude buys and sells of Cash/Money Markets, Balanced/Asset Allocated, and Alternative styles.

## **Disclosure**

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