



# RIA Pulse Report

Data Up Through: 07/22/2022

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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!

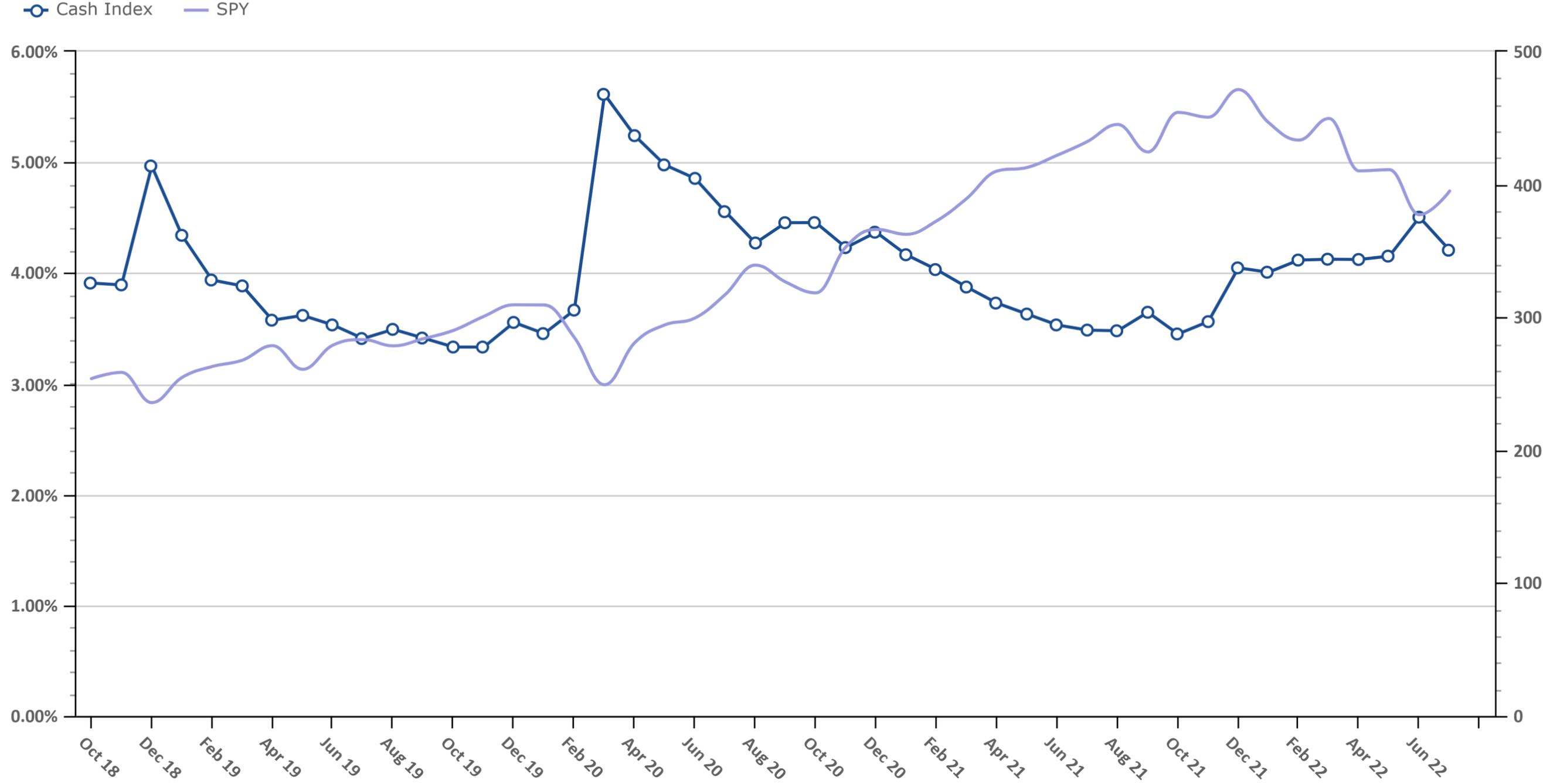
Your feedback is crucial to making this report most beneficial to advisors like you. If you have any comments on the data we show in this report or additional metrics you'd like to see included, please email [feedback@envestnetintelligence.com](mailto:feedback@envestnetintelligence.com). We'd love to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

**215.240.7063**

# Cash Levels Index

Data Up Through: 07/22/2022

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

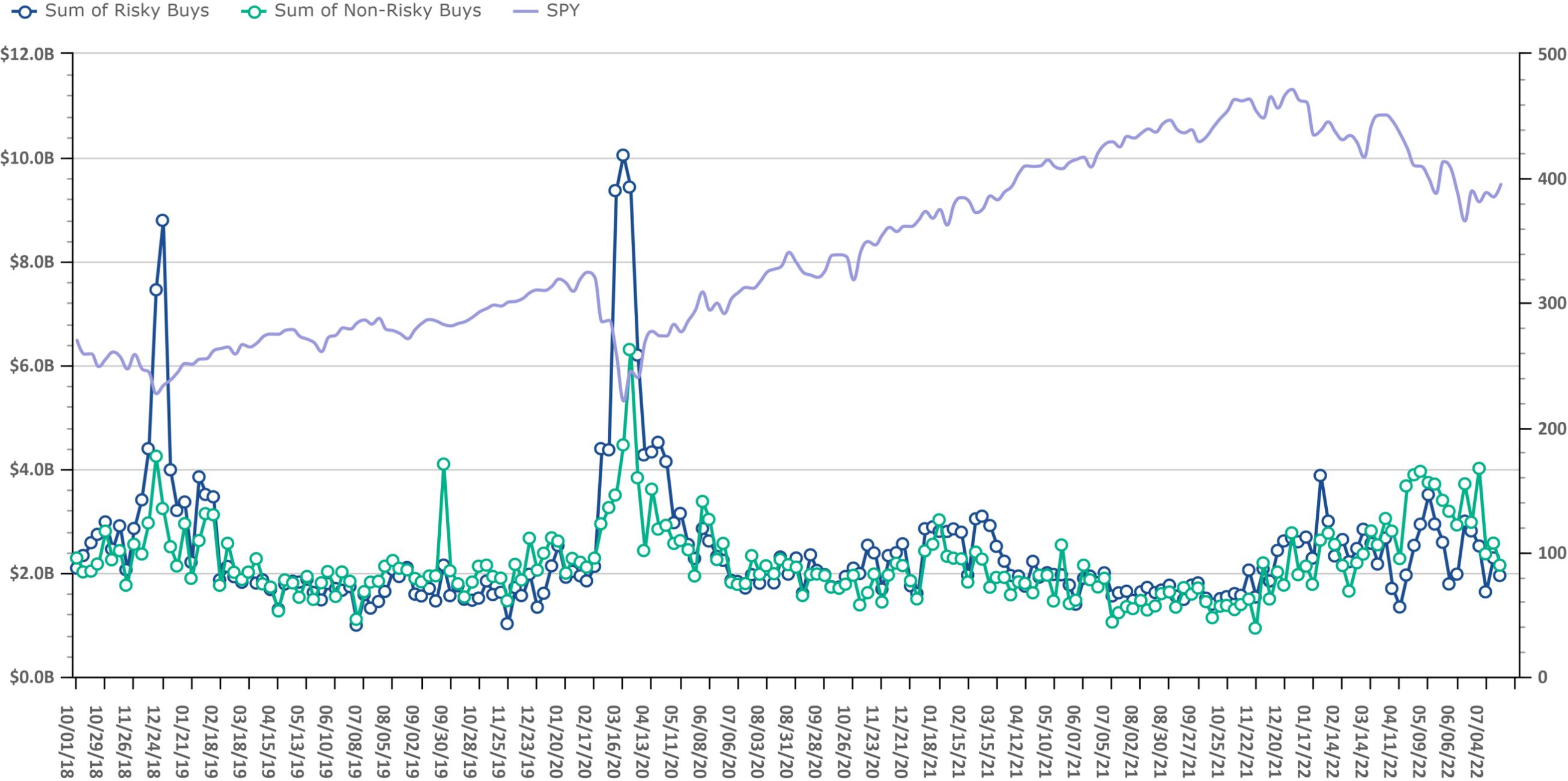


Source: Evestnet Wealth Management Platform

# Risk On vs. Risk Off Sums

Data Up Through: 07/22/2022

**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.

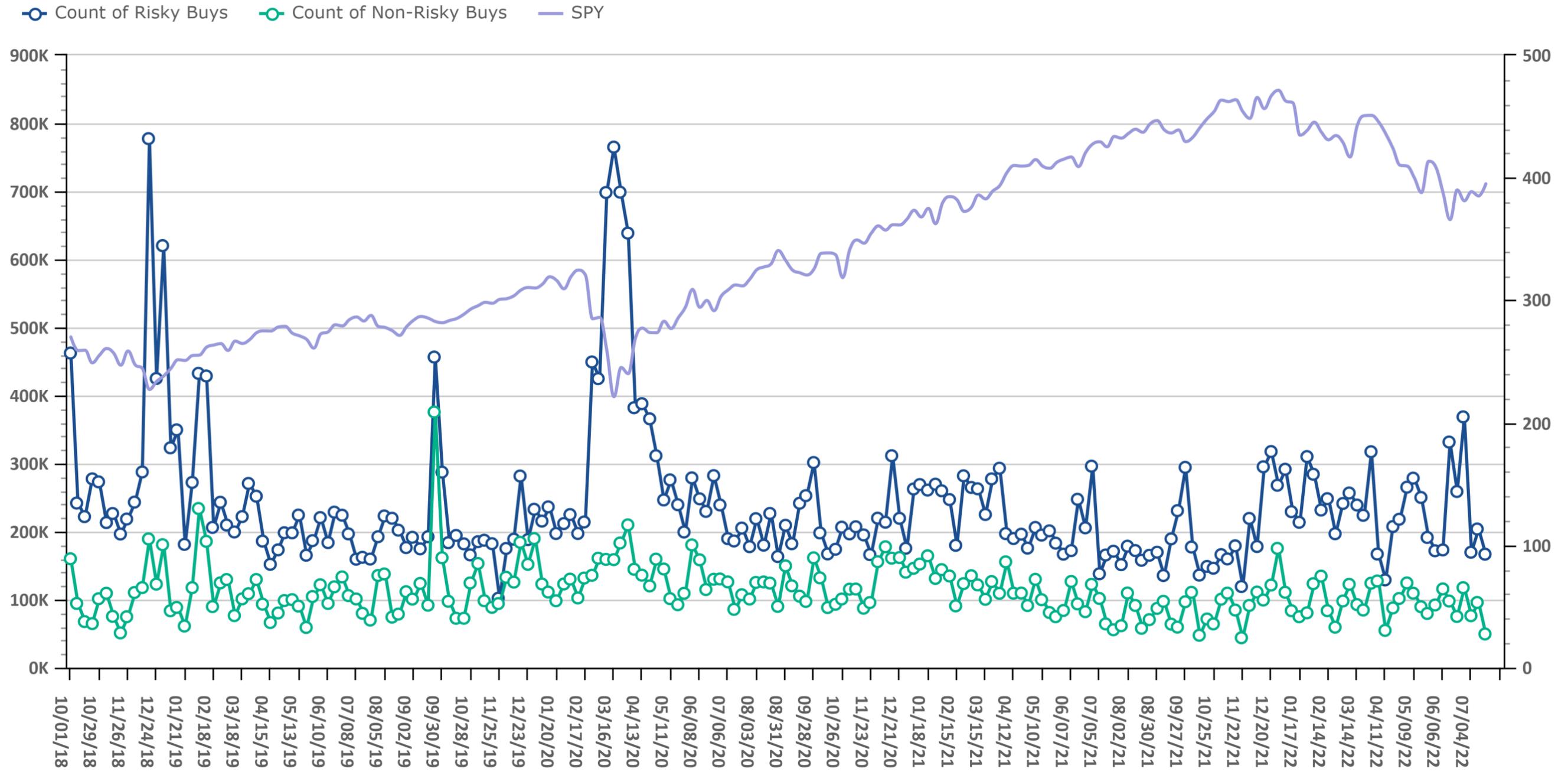


Source: Investnet Wealth Management Platform

# Risk On vs. Risk Off Volume

Data Up Through: 07/22/2022

**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.

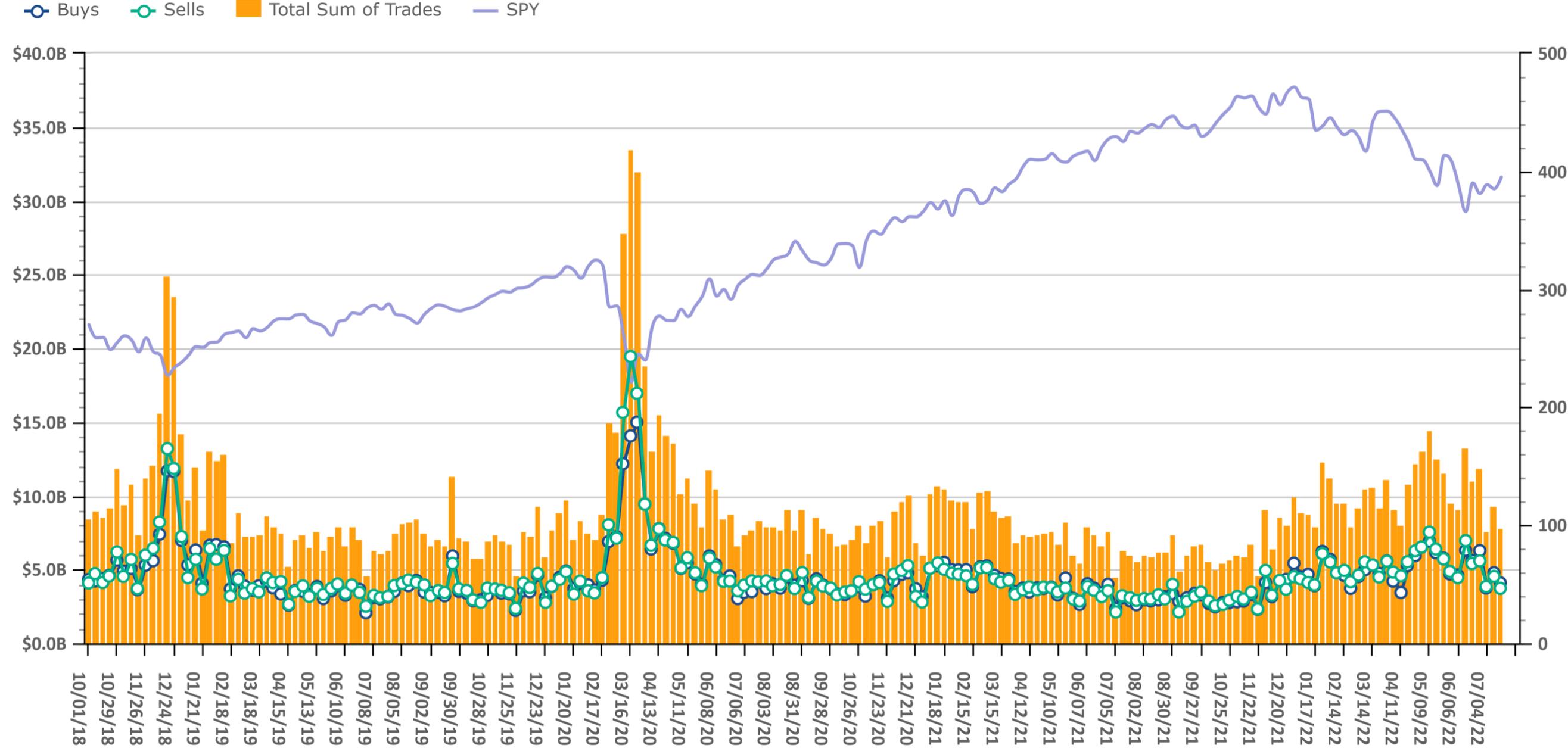


Source: Investnet Wealth Management Platform

# Trading Amount

Data Up Through: 07/22/2022

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

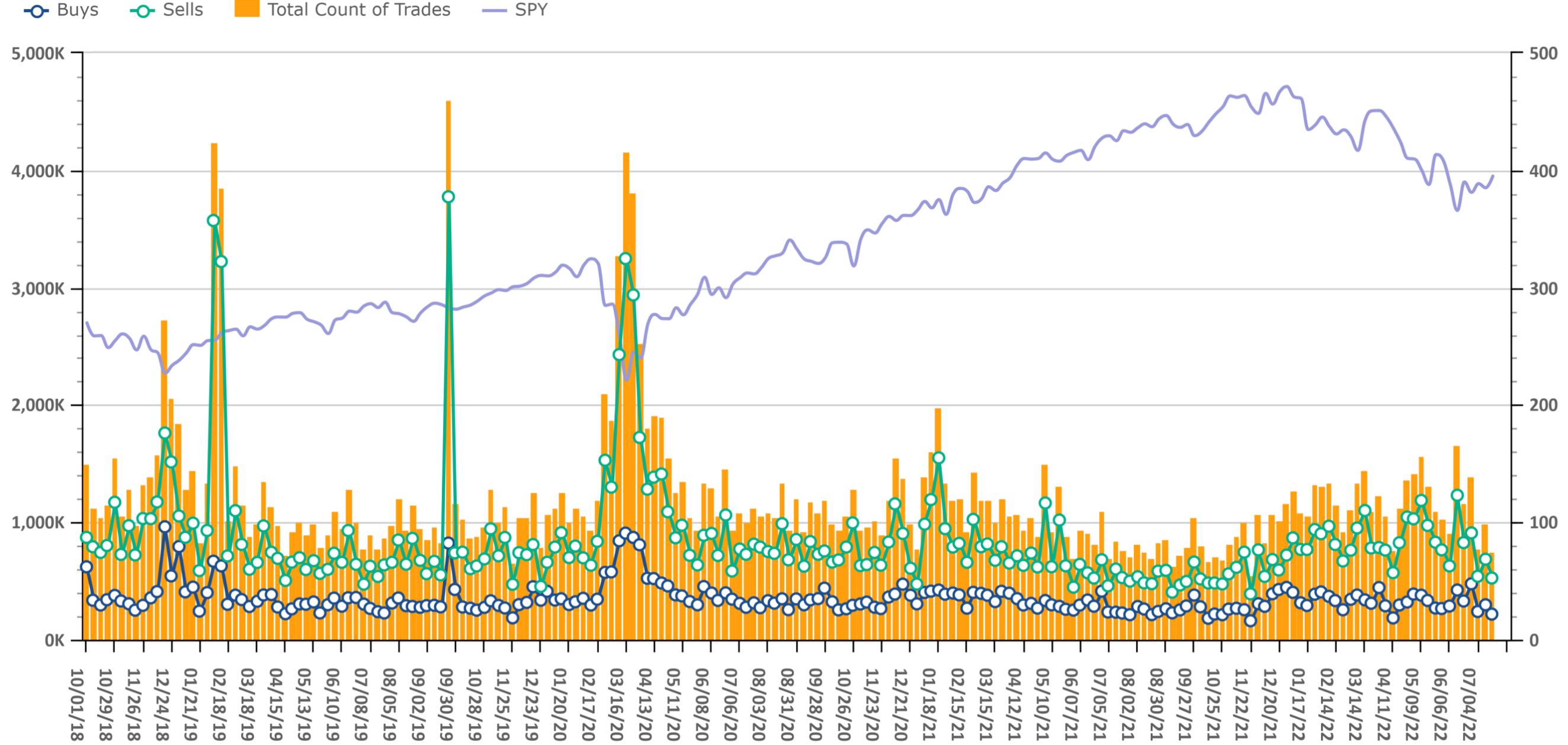


Source: Investnet Wealth Management Platform

# Trading Volume

Data Up Through: 07/22/2022

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

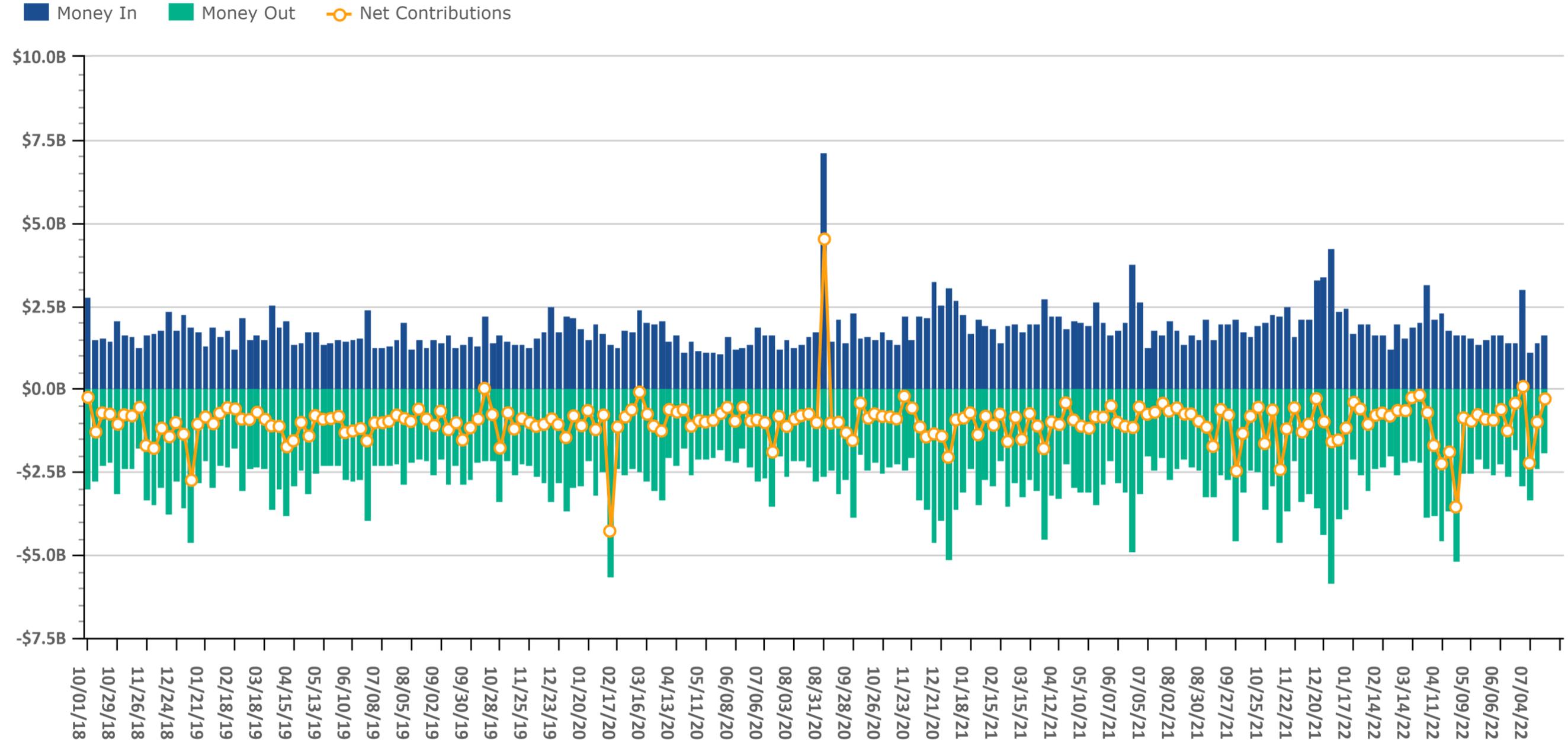


Source: Investnet Wealth Management Platform

# Client Contributions

Data Up Through: 07/22/2022

**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.

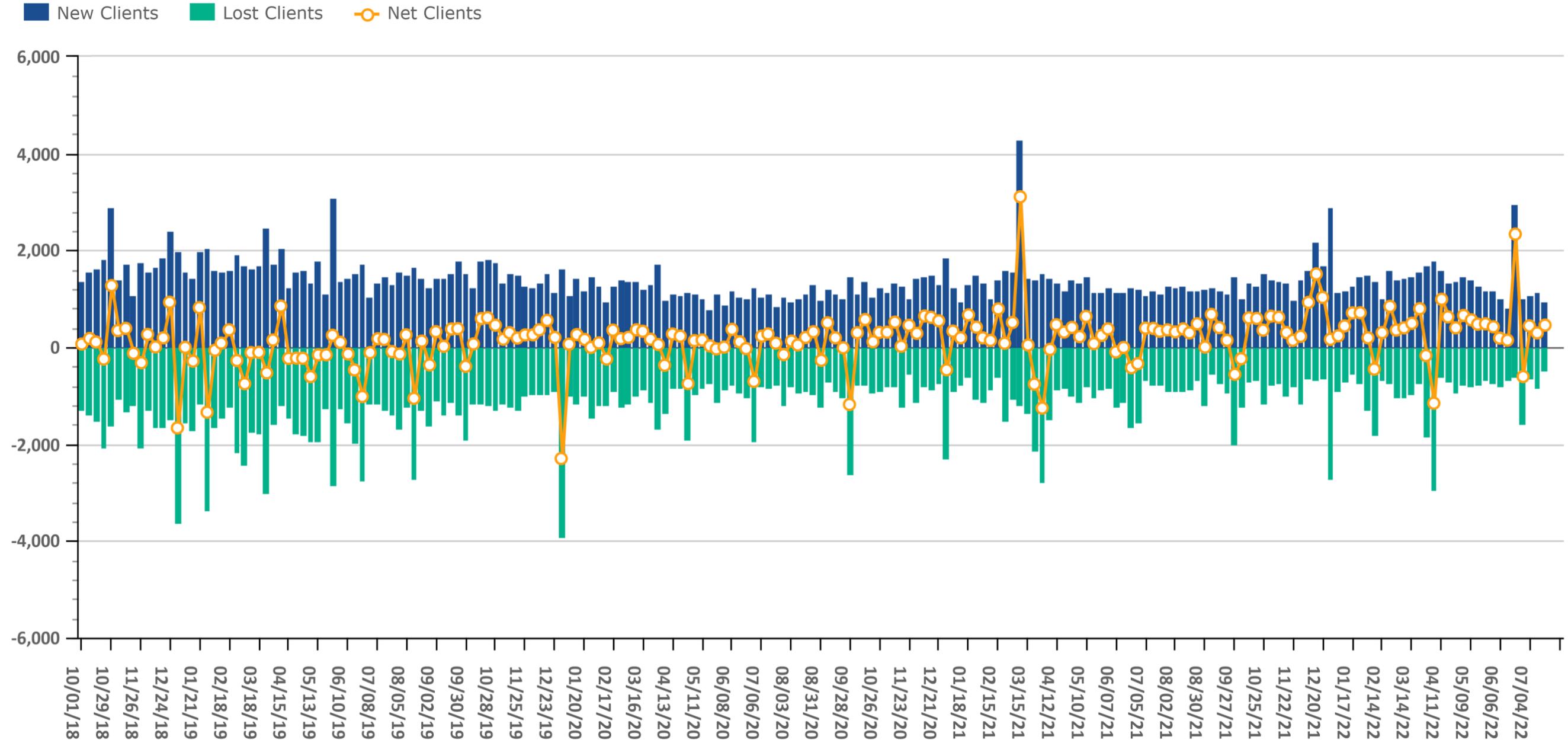


Source: Investnet Wealth Management Platform

# Client Growth

Data Up Through: 07/22/2022

Notes: Client Growth measures new and lost clients.



Source: Investnet Wealth Management Platform



ADVISOR SERVICES  
EXCHANGE

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the Investnet Advisor Services Exchange  
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# Combined Mutual Fund & ETF Styles by Net Flows

Data Up Through: 07/22/2022

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

| Style                      | Weekly Rank | Weekly Delta |
|----------------------------|-------------|--------------|
| Int'l Developed Mkts       | 1           | 0            |
| Large-Cap Core             | 2           | 1▲           |
| Large-Cap Growth           | 3           | 4▲           |
| Small-Cap Growth           | 4           | 17▲          |
| Mid-Cap Growth             | 5           | 29▲          |
| Hedged Equity              | 6           | -1▼          |
| Int'l Emerging Mkts        | 7           | 25▲          |
| Foreign Small Mid Cap Core | 8           | 0            |
| Long Bond                  | 9           | -5▼          |
| Emerging Markets Bond      | 10          | 26▲          |

## YTD Highest Styles

| Style                   | YTD Rank |
|-------------------------|----------|
| Int'l Developed Mkts    | 1        |
| Large-Cap Value         | 2        |
| Bank Loan               | 3        |
| Hedged Equity           | 4        |
| Foreign Large Cap Value | 5        |
| REITs                   | 6        |
| Inverse                 | 7        |
| Small-Cap Value         | 8        |
| Event Driven            | 9        |
| Managed Futures         | 10       |

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

| Style                    | Weekly Rank | Weekly Delta |
|--------------------------|-------------|--------------|
| Short Bond               | 1           | 3▲           |
| Large-Cap Value          | 2           | 33▲          |
| Intermediate Bond        | 3           | -2▼          |
| Balanced                 | 4           | 2▲           |
| Commodity                | 5           | -3▼          |
| Mid-Cap Core             | 6           | 26▲          |
| Inflation-Protected Bond | 7           | 7▲           |
| Bank Loan                | 8           | -1▼          |
| Intermediate Muni        | 9           | -4▼          |
| International Bond       | 10          | 1▲           |

## YTD Lowest Styles

| Style                    | YTD Rank |
|--------------------------|----------|
| Intermediate Bond        | 1        |
| Large-Cap Growth         | 2        |
| Foreign Large Cap Growth | 3        |
| Intermediate Muni        | 4        |
| High Yield               | 5        |
| Short Bond               | 6        |
| International Bond       | 7        |
| Balanced                 | 8        |
| Large-Cap Core           | 9        |
| Mid-Cap Growth           | 10       |

Source: Investnet Wealth Management Platform

## Highest & Lowest MFs & ETFs by Net Flows

Data Up Through: 07/22/2022

### Weekly Highest Mutual Funds

| Security Description              | Weekly Rank | Weekly Delta |
|-----------------------------------|-------------|--------------|
| FLCEX - Fidelity Large Cap Core   | 1           | 1,214▲       |
| MWTIX - Metropolitan West Total R | 2           | 4,362▲       |
| NOINX - Northern International Eq | 3           | 12▲          |
| VWEAX - Vanguard High-Yield Corpo | 4           | 13▲          |
| VSGDX - Vanguard Short-Term Feder | 5           | 1▲           |
| BMBSX - Baird Quality Intermediat | 6           | 2,879▲       |
| NOITX - Northern Intermediate Tax | 7           | 1▲           |
| BBINX - BBH Intermediate Municipa | 8           | 549▲         |
| DBLFX - DoubleLine Core Fixed Inc | 9           | 4,362▲       |
| JDESX - JPMorgan US Research Enha | 10          | 2,082▲       |

### Weekly Lowest Mutual Funds

| Security Description              | Weekly Rank | Weekly Delta |
|-----------------------------------|-------------|--------------|
| VFIAX - Vanguard 500 Index Admira | 1           | 86▲          |
| FLVEX - Fidelity Large Cap Value  | 2           | 408▲         |
| VWUIX - Vanguard Interm-Term Tx-E | 3           | 6▲           |
| SWNTX - Schwab Tax-Free Bond      | 4           | 486▲         |
| FEUPX - American Funds Europacifi | 5           | 269▲         |
| JEMSX - JPMorgan Emerging Markets | 6           | 41▲          |
| MWTRX - Metropolitan West Total R | 7           | 327▲         |
| GIBIX - Guggenheim Total Return B | 8           | 7▲           |
| BHYIX - BlackRock High Yield Bond | 9           | 13▲          |
| VWSUX - Vanguard Short-Term Tx-Ex | 10          | 4,226▲       |

Source: Investnet Wealth Management Platform

### Weekly Highest ETFs

| Security Description              | Weekly Rank | Weekly Delta |
|-----------------------------------|-------------|--------------|
| VWO - Vanguard FTSE Emerging Mark | 1           | 38▲          |
| EFG - iShares MSCI EAFE Growth ET | 2           | 198▲         |
| XMMO - Invesco S&P MidCap Momentu | 3           | 200▲         |
| MUB - iShares National Muni Bond  | 4           | 1,300▲       |
| SPY - SPDR S&P 500 ETF            | 5           | 16▲          |
| VHT - Vanguard Health Care ETF    | 6           | 75▲          |
| IWO - iShares Russell 2000 Growth | 7           | 1,239▲       |
| VEA - Vanguard FTSE Developed Mar | 8           | -4▼          |
| QQQ - Invesco QQQ Trust           | 9           | 3▲           |
| SUB - iShares Short-Term National | 10          | 1,251▲       |

### Weekly Lowest ETFs

| Security Description              | Weekly Rank | Weekly Delta |
|-----------------------------------|-------------|--------------|
| SHV - iShares Short Treasury Bond | 1           | 1,224▲       |
| USHY - iShares Broad USD High Yie | 2           | 220▲         |
| VTI - Vanguard Total Stock Market | 3           | 1,291▲       |
| PAVE - Global X US Infrastructure | 4           | 962▲         |
| BIL - SPDR Blmbg Barclays 1-3 Mt  | 5           | 1,202▲       |
| IEF - iShares 7-10 Year Treasury  | 6           | 1,289▲       |
| SDOW - ProShares UltraPro Short D | 7           | 808▲         |
| STIP - iShares 0-5 Year TIPS Bond | 8           | 1,278▲       |
| IJS - iShares S&P Small-Cap 600 V | 9           | 149▲         |
| AGG - iShares Core US Aggregate B | 10          | 1,282▲       |

# Weekly Stock Buys & Sells

Data Up Through: 07/22/2022

## Weekly Buys | Stocks

| Security Description              | Weekly Rank | Weekly Delta |
|-----------------------------------|-------------|--------------|
| AMZN - Amazon.com Inc             | 1           | 1▲           |
| WSO - Watsco Inc                  | 2           | 51▲          |
| MSFT - Microsoft Corp             | 3           | 5▲           |
| META - Meta Platforms Inc Class A | 4           | 9▲           |
| LAD - Lithia Motors Inc           | 5           | 1,127▲       |
| ORLY - O'Reilly Automotive Inc    | 6           | 329▲         |
| TSM - Taiwan Semiconductor Manufa | 7           | 78▲          |
| NVDA - NVIDIA Corp                | 8           | 16▲          |
| JPM - JPMorgan Chase & Co         | 9           | -5▼          |
| TYL - Tyler Technologies Inc      | 10          | 533▲         |
| TSLA - Tesla Motors Inc           | 11          | 20▲          |
| SBUX - Starbucks Corp             | 12          | 47▲          |
| DIS - Walt Disney Co              | 13          | 6▲           |
| MRK - Merck & Co Inc              | 14          | 85▲          |
| NFLX - Netflix Inc                | 15          | -8▼          |
| QCOM - QUALCOMM Inc               | 16          | 9▲           |
| CSCO - Cisco Systems Inc          | 17          | 127▲         |
| TEAM - Atlassian Corporation PLC  | 18          | 195▲         |
| HD - The Home Depot Inc           | 19          | 47▲          |
| BX - Blackstone Inc               | 20          | 71▲          |
| BK - Bank of New York Mellon Corp | 21          | 302▲         |
| TMUS - T-Mobile US Inc            | 22          | 83▲          |
| AVLR - Avalara Inc                | 23          | 552▲         |
| AAPL - Apple Inc                  | 24          | -15▼         |
| PG - Procter & Gamble Co          | 25          | 5▲           |

## Weekly Sells | Stocks

| Security Description              | Weekly Rank | Weekly Delta |
|-----------------------------------|-------------|--------------|
| PYPL - PayPal Holdings Inc        | 1           | 36▲          |
| AAPL - Apple Inc                  | 2           | 0            |
| WFC - Wells Fargo & Co            | 3           | 116▲         |
| AMZN - Amazon.com Inc             | 4           | -3▼          |
| NFLX - Netflix Inc                | 5           | 3▲           |
| INTC - Intel Corp                 | 6           | 56▲          |
| GPN - Global Payments Inc         | 7           | 252▲         |
| GOOGL - Alphabet Inc A            | 8           | 19▲          |
| SOFI - SoFi Technologies Inc      | 9           | 460▲         |
| MSFT - Microsoft Corp             | 10          | -6▼          |
| DIS - Walt Disney Co              | 11          | -5▼          |
| GOOG - Alphabet Inc C             | 12          | 11▲          |
| AY - Atlantica yield plc          | 13          | 2,670▲       |
| META - Meta Platforms Inc Class A | 14          | 7▲           |
| MS - Morgan Stanley               | 15          | 103▲         |
| SBNY - Signature Bank             | 16          | 488▲         |
| JPM - JPMorgan Chase & Co         | 17          | -6▼          |
| CVX - Chevron Corp                | 18          | 21▲          |
| CAT - Caterpillar Inc             | 19          | 84▲          |
| IAC - IAC/InterActiveCorp         | 20          | 467▲         |
| WBA - Walgreen Boots Alliance Inc | 21          | 106▲         |
| TRV - The Travelers Companies Inc | 22          | 347▲         |
| 0A88 - 10X GENOMICS CL A ORD      | 23          | 868▲         |
| MPW - Medical Properties Trust In | 24          | 411▲         |
| TSLA - Tesla Motors Inc           | 25          | 15▲          |

Source: Investnet 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.

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