



# RIA Pulse Report

Data Up Through: 08/12/2022

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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!

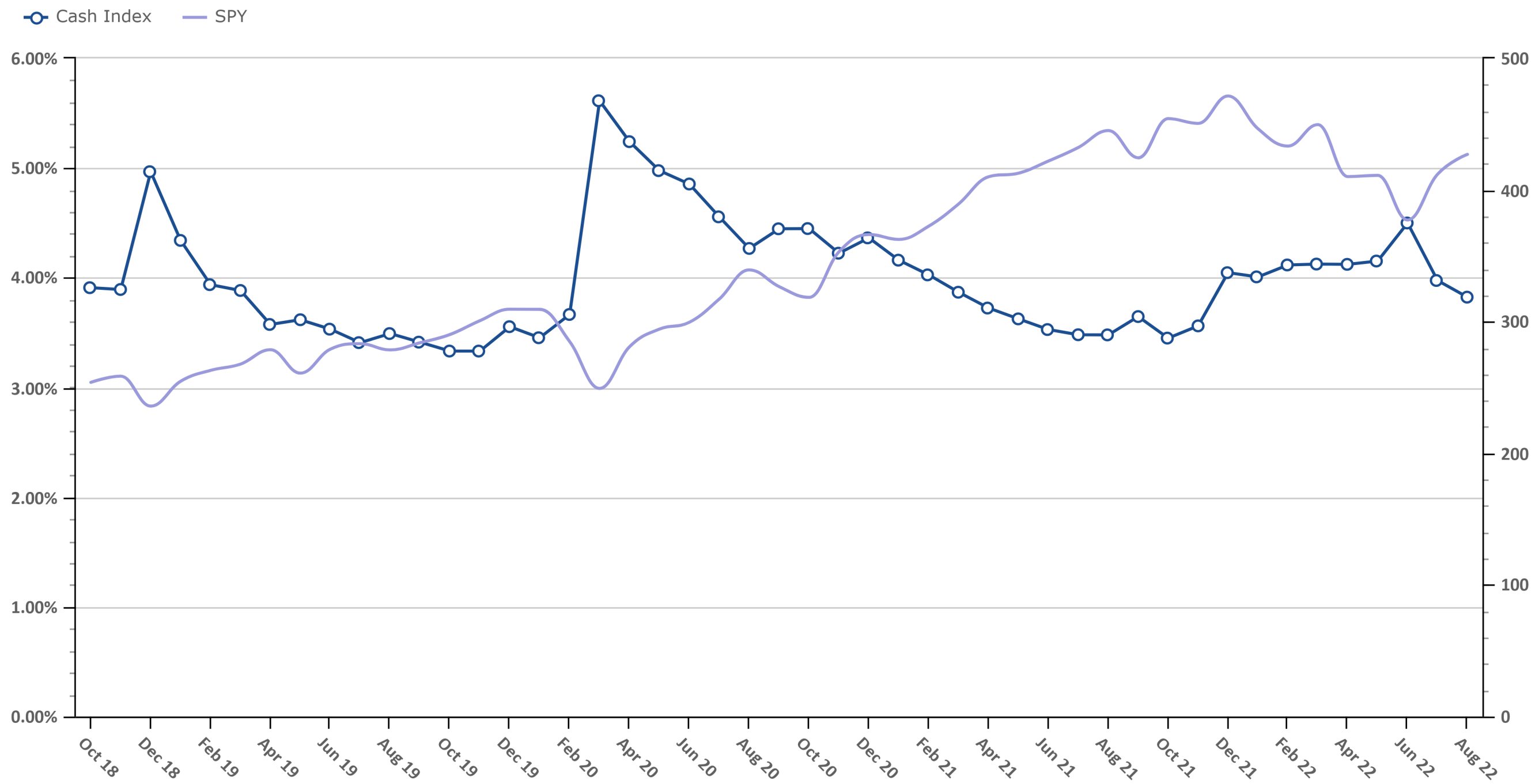
Your feedback is crucial to making this report most beneficial to advisors like you. If you have any comments on the data we show in this report or additional metrics you'd like to see included, please email [feedback@envestnetintelligence.com](mailto:feedback@envestnetintelligence.com). We'd love to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

**215.240.7063**

# Cash Levels Index

Data Up Through: 08/12/2022

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

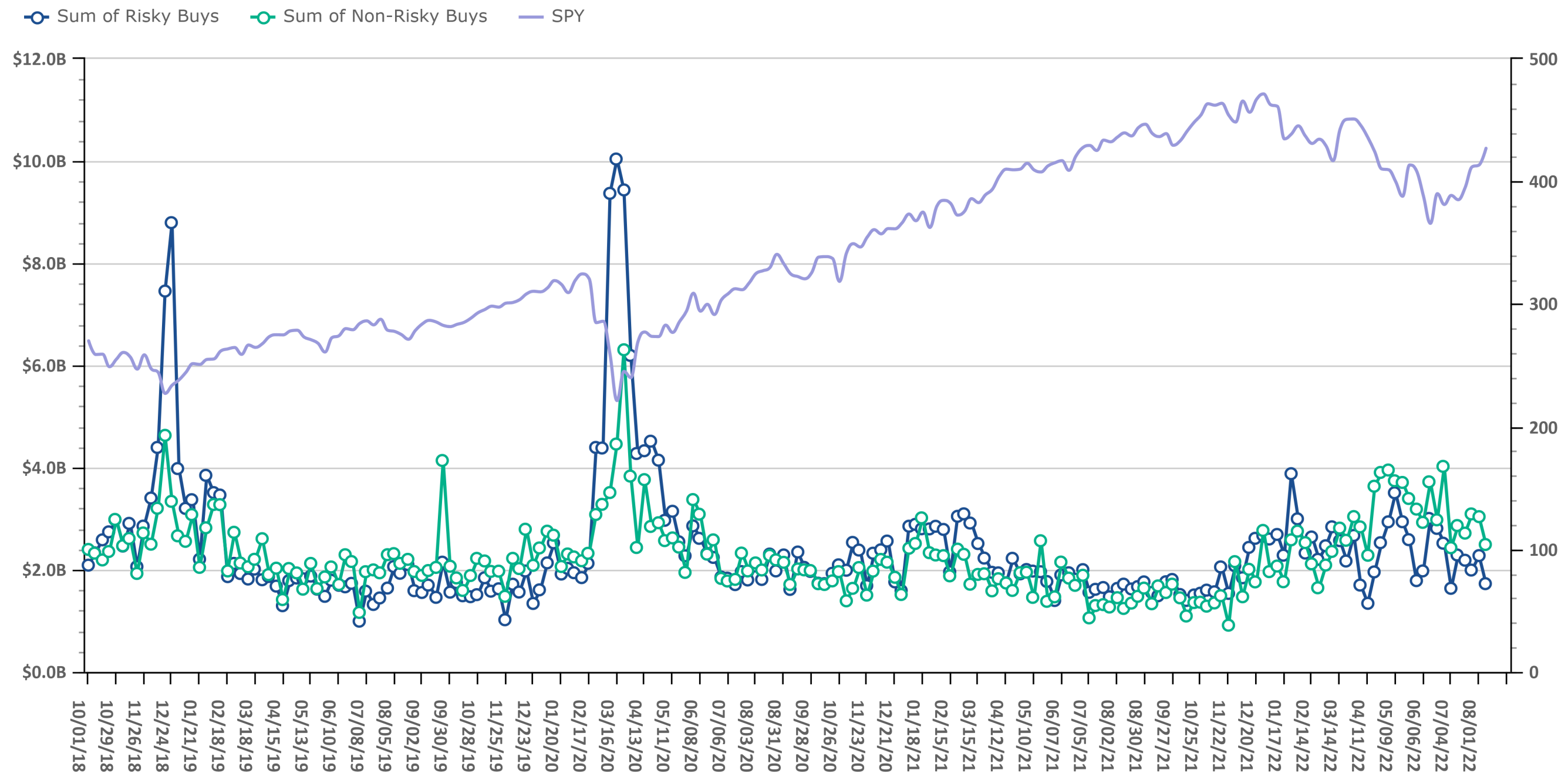


Source: Envestnet Wealth Management Platform

# Risk On vs. Risk Off Sums

Data Up Through: 08/12/2022

**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.

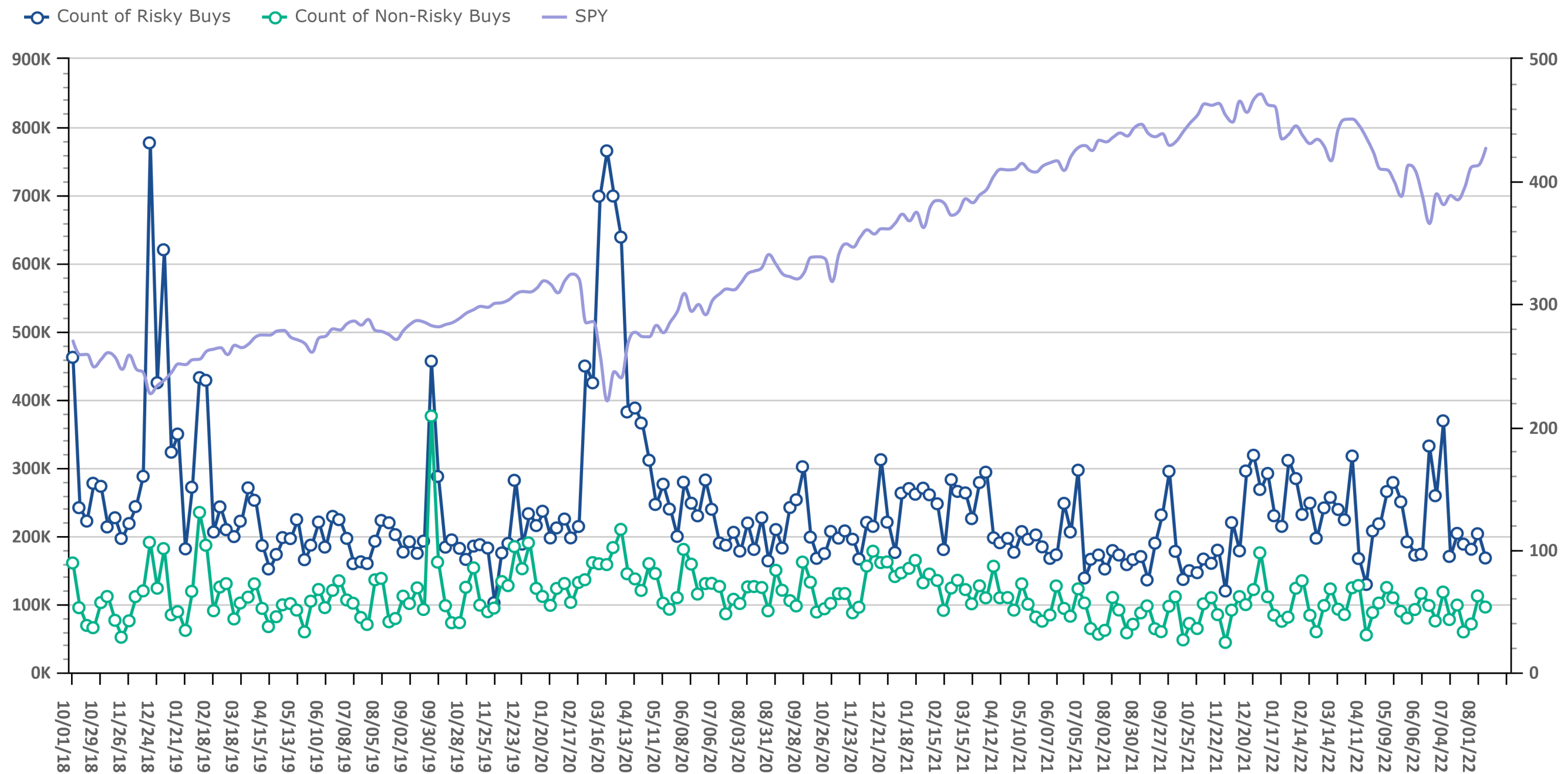


Source: Envestnet Wealth Management Platform

# Risk On vs. Risk Off Volume

Data Up Through: 08/12/2022

**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.

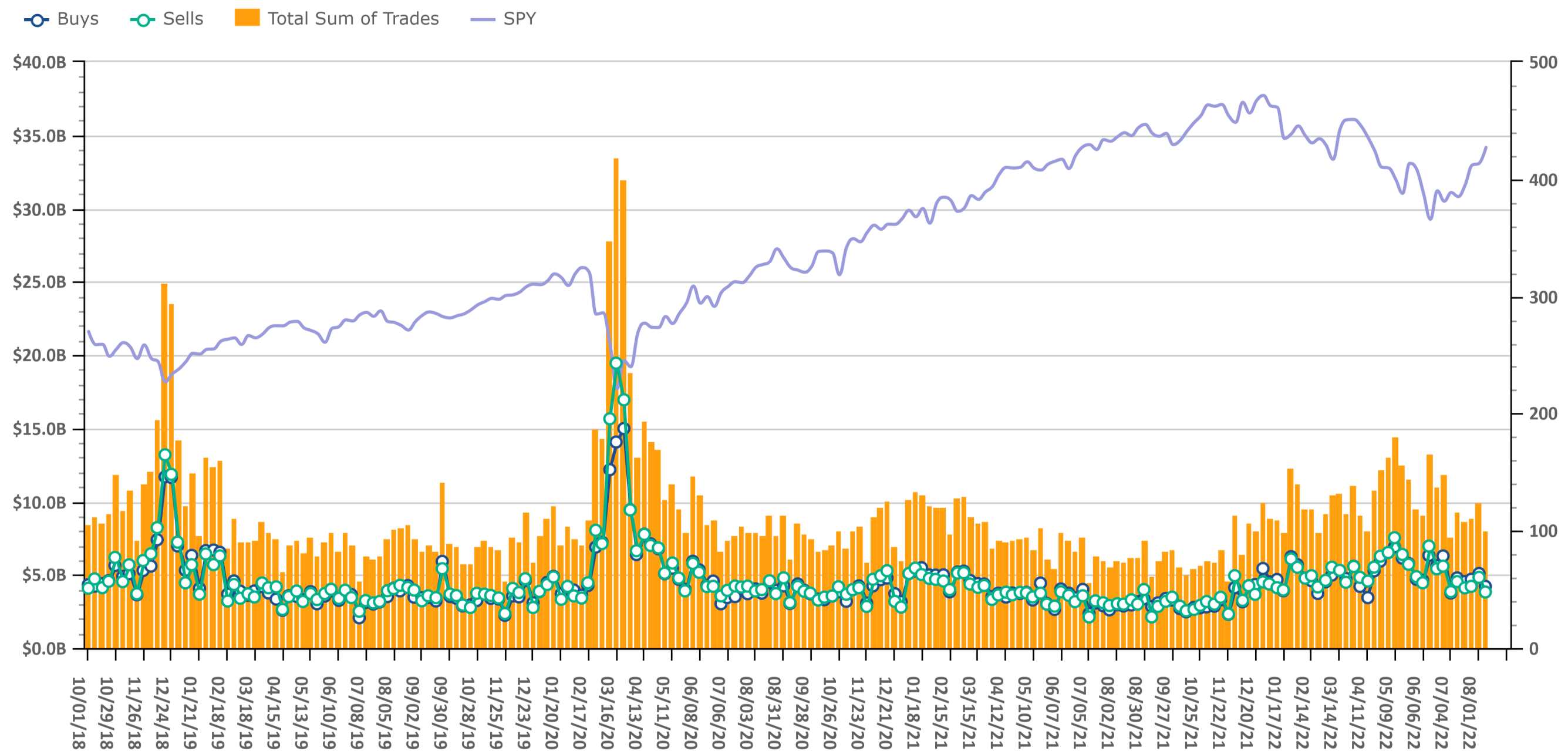


Source: Envestnet Wealth Management Platform

# Trading Amount

Data Up Through: 08/12/2022

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



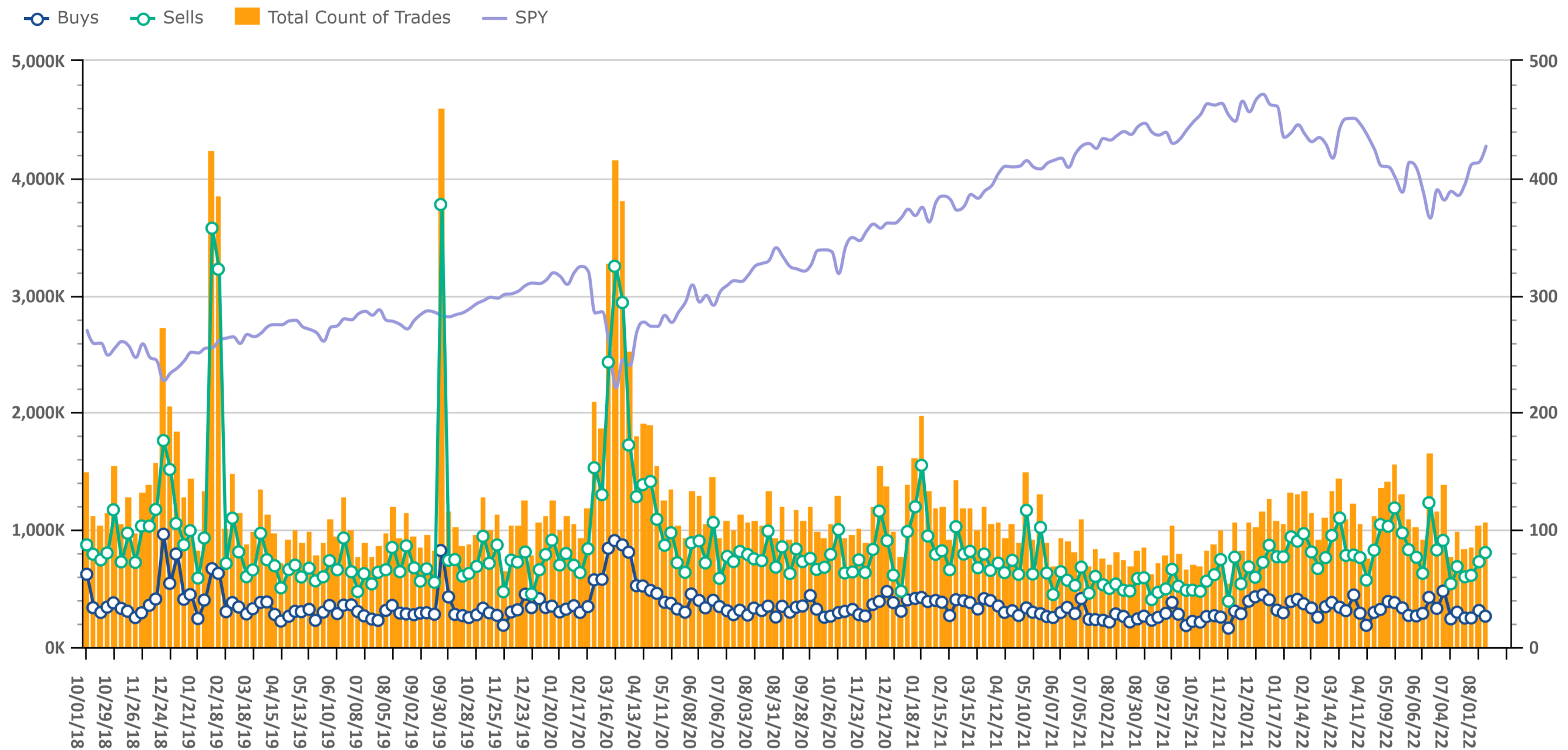
Source: Envestnet Wealth Management Platform



# Trading Volume

Data Up Through: 08/12/2022

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

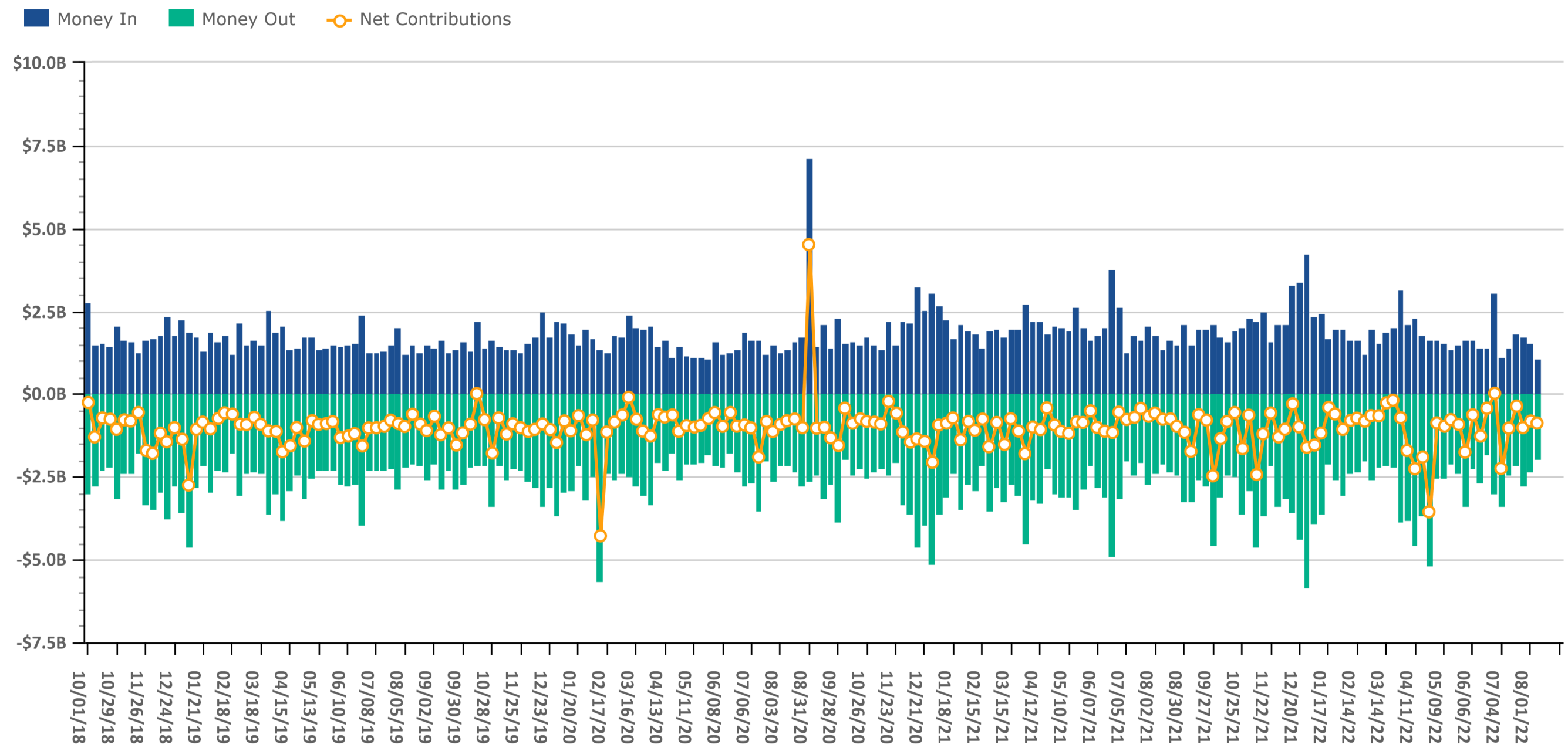


Source: Investnet Wealth Management Platform

# Client Contributions

Data Up Through: 08/12/2022

**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.



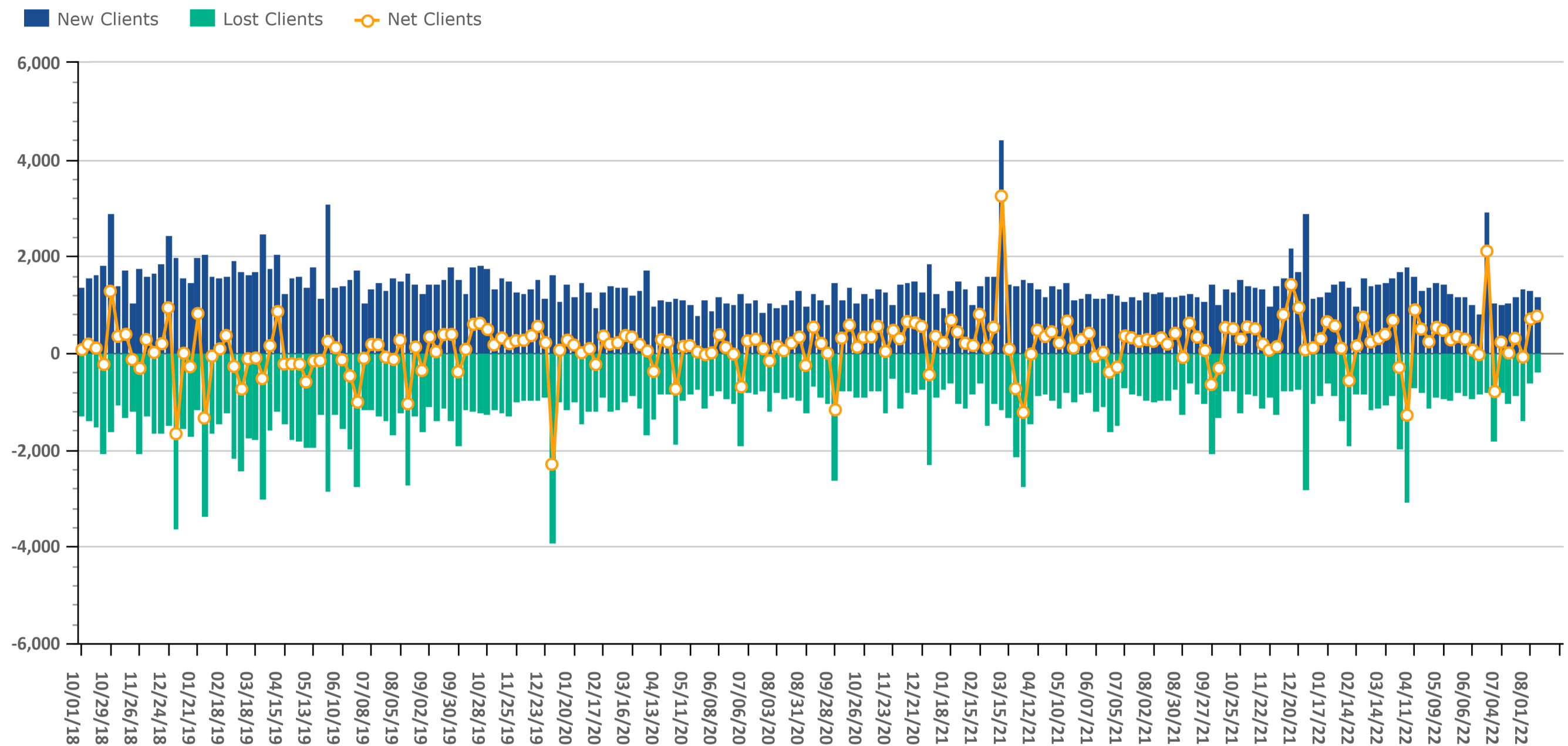
Source: Envestnet Wealth Management Platform



# Client Growth

Data Up Through: 08/12/2022

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



Source: Envestnet Wealth Management Platform



ADVISOR SERVICES  
EXCHANGE

Introducing  
the Envestnet Advisor Services Exchange  
by Dynasty Financial

**The Advisor Services Exchange (ASx) is dedicated to protecting and growing RIA enterprise value by empowering advisors and their firms with data, analytics, and insights.**

**We built ASx with eight unique data-driven offerings specifically designed for RIA's because RIA's that use analytics and manage their firm by the numbers are more profitable and have better valuations than those that don't.**



Data & Analytics



Capital Strategies



M&A Strategy



Performance Marketing



The CFO Program



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Intelligent Investments



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Want to learn more? Visit us at <https://www.advisorservicesexchange.com>

# Combined Mutual Fund & ETF Styles by Net Flows

Data Up Through: 08/12/2022

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

Style	Weekly Rank	Weekly Delta
Intermediate Bond	1	34▲
Large-Cap Core	2	1▲
High Yield	3	-1▼
Large-Cap Value	4	4▲
Intermediate Muni	5	-4▼
Long Muni	6	16▲
Small-Cap Core	7	-1▼
Int'l Developed Mkts	8	-4▼
Hedged Equity	9	-2▼
Inverse	10	17▲

## YTD Highest Styles

Style	YTD Rank
Int'l Developed Mkts	1
Large-Cap Value	2
Hedged Equity	3
Bank Loan	4
REITs	5
Foreign Large Cap Value	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	0
Bank Loan	2	4▲
Equity Market Neutral	3	23▲
Leveraged	4	27▲
Inflation-Protected Bond	5	2▲
Int'l Emerging Mkts	6	33▲
Short Muni	7	20▲
Foreign Large Cap Growth	8	-4▼
Global Equity	9	10▲
International Bond	10	20▲

## YTD Lowest Styles

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

Source: Envestnet Wealth Management Platform

# Highest & Lowest MFs & ETFs by Net Flows

Data Up Through: 08/12/2022

## Weekly Highest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
BAGIX - Baird Aggregate Bond Inst	1	4▲
DFIGX - DFA Intermediate Govt Fix	2	10▲
VWUIX - Vanguard Interm-Term Tx-E	3	-1▼
VWLUX - Vanguard Long-Term Tax-Ex	4	27▲
BCOIX - Baird Core Plus Bond Inst	5	382▲
PHYZX - PGIM High Yield Z	6	4,320▲
MWTIX - Metropolitan West Total R	7	4,241▲
GSIMX - Goldman Sachs GQG Ptnrs I	8	0
BAGSX - Baird Aggregate Bond Inv	9	101▲
JATIX - Janus Henderson Glb Tech	10	384▲

## Weekly Lowest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
WATFX - Western Asset Core Bond I	1	14▲
JSDSX - JPMorgan Short Duration C	2	28▲
VBTLX - Vanguard Total Bond Marke	3	44▲
PSDYX - Putnam Ultra Short Durati	4	46▲
LLDYX - Lord Abbett Short Duratio	5	7▲
CBHIX - Victory Market Neutral In	6	378▲
RPIFX - T. Rowe Price Instl Float	7	51▲
PIMSX - Virtus Newfleet Multi-Sec	8	222▲
VWALX - Vanguard High-Yield Tax-E	9	4,204▲
FXAIX - Fidelity 500 Index	10	4,291▲

Source: Investnet Wealth Management Platform

## Weekly Highest ETFs

Security Description	Weekly Rank	Weekly Delta
DFNM - DIMENSIONAL NATIONL MUNPL	1	180▲
IVV - iShares Core S&P 500	2	1,353▲
SPY - SPDR S&P 500 ETF	3	36▲
SHV - iShares Short Treasury Bond	4	49▲
ISTB - iShares Core 1-5 Year USD	5	1,270▲
GOVT - iShares US Treasury Bond	6	66▲
JNK - SPDR Blmbg Barclays High Y	7	23▲
IUSB - iShares Core Total USD Bon	8	1,338▲
BIL - SPDR Blmbg Barclays 1-3 Mt	9	1,276▲
VEA - Vanguard FTSE Developed Mar	10	11▲

## Weekly Lowest ETFs

Security Description	Weekly Rank	Weekly Delta
MUB - iShares National Muni Bond	1	1,323▲
JPST - JPMorgan Ultra-Short Incom	2	1,334▲
NEAR - iShares Short Maturity Bon	3	1,260▲
AIA - iShares Asia 50	4	984▲
TQQQ - ProShares UltraPro QQQ	5	142▲
SCHO - Schwab Short-Term US Treas	6	1,316▲
VGSH - Vanguard Short-Term Treasu	7	1,347▲
QDF - FlexShares Quality Dividend	8	954▲
IWF - iShares Russell 1000 Growth	9	16▲
STIP - iShares 0-5 Year TIPS Bond	10	1,194▲

# Weekly Stock Buys & Sells

Data Up Through: 08/12/2022

## Weekly Buys | Stocks

Security Description	Weekly Rank	Weekly Delta
AMZN - Amazon.com Inc	1	0
META - Meta Platforms Inc Class A	2	26▲
JPM - JPMorgan Chase & Co	3	1▲
ZBRA - Zebra Technologies Corp	4	509▲
BRK.B - Berkshire Hathaway Inc B	5	12▲
HPQ - HP Inc	6	279▲
PYPL - PayPal Holdings Inc	7	-5▼
NVDA - NVIDIA Corp	8	11▲
GOOG - Alphabet Inc C	9	20▲
MCK - McKesson Corp	10	272▲
IQV - Iqvia Hldgs Inc	11	341▲
AAPL - Apple Inc	12	-3▼
MSFT - Microsoft Corp	13	-10▼
AMAT - Applied Materials Inc	14	123▲
XOM - Exxon Mobil Corp	15	30▲
ADBE - Adobe Systems Inc	16	-10▼
SHOP - Shopify Inc	17	162▲
TGT - Target Corp	18	57▲
IIVI - II-VI Inc	19	146▲
MGY - Magnolia Oil & Gas Corp CI	20	174▲
DIS - Walt Disney Co	21	23▲
INTC - Intel Corp	22	33▲
GE - General Electric Co	23	369▲
KR - The Kroger Co	24	438▲
KRNT - Kornit Digital Ltd	25	465▲

## Weekly Sells | Stocks

Security Description	Weekly Rank	Weekly Delta
JPM - JPMorgan Chase & Co	1	6▲
AAPL - Apple Inc	2	1▲
AMZN - Amazon.com Inc	3	2▲
HD - The Home Depot Inc	4	44▲
LEN - Lennar Corp	5	593▲
MMM - 3M Co	6	17▲
INTC - Intel Corp	7	-3▼
NOC - Northrop Grumman Corp	8	356▲
TTD - Tinkerine Studios Ltd	9	549▲
GWV - W.W. Grainger Inc	10	111▲
V - Visa Inc Class A	11	-9▼
FITB - Fifth Third Bancorp	12	286▲
META - Meta Platforms Inc Class A	13	-12▼
MA - Mastercard Inc A	14	-8▼
NVDA - NVIDIA Corp	15	38▲
MSFT - Microsoft Corp	16	-5▼
WBD - WARNER BROS. DISCOVERY SRS	17	5▲
VZC - Verizon Communications Inc	18	-5▼
XOM - Exxon Mobil Corp	19	35▲
TNDM - Tandem Diabetes Care Inc	20	1,616▲
PCAR - PACCAR Inc	21	39▲
GSK - GlaxoSmithKline PLC ADR	22	83▲
AVLR - Avalara Inc	23	611▲
WMT - Wal-Mart Stores Inc	24	7▲
GOOG - Alphabet Inc C	25	-15▼

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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