



# RIA Pulse Report

Data Up Through: 09/09/2022

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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!

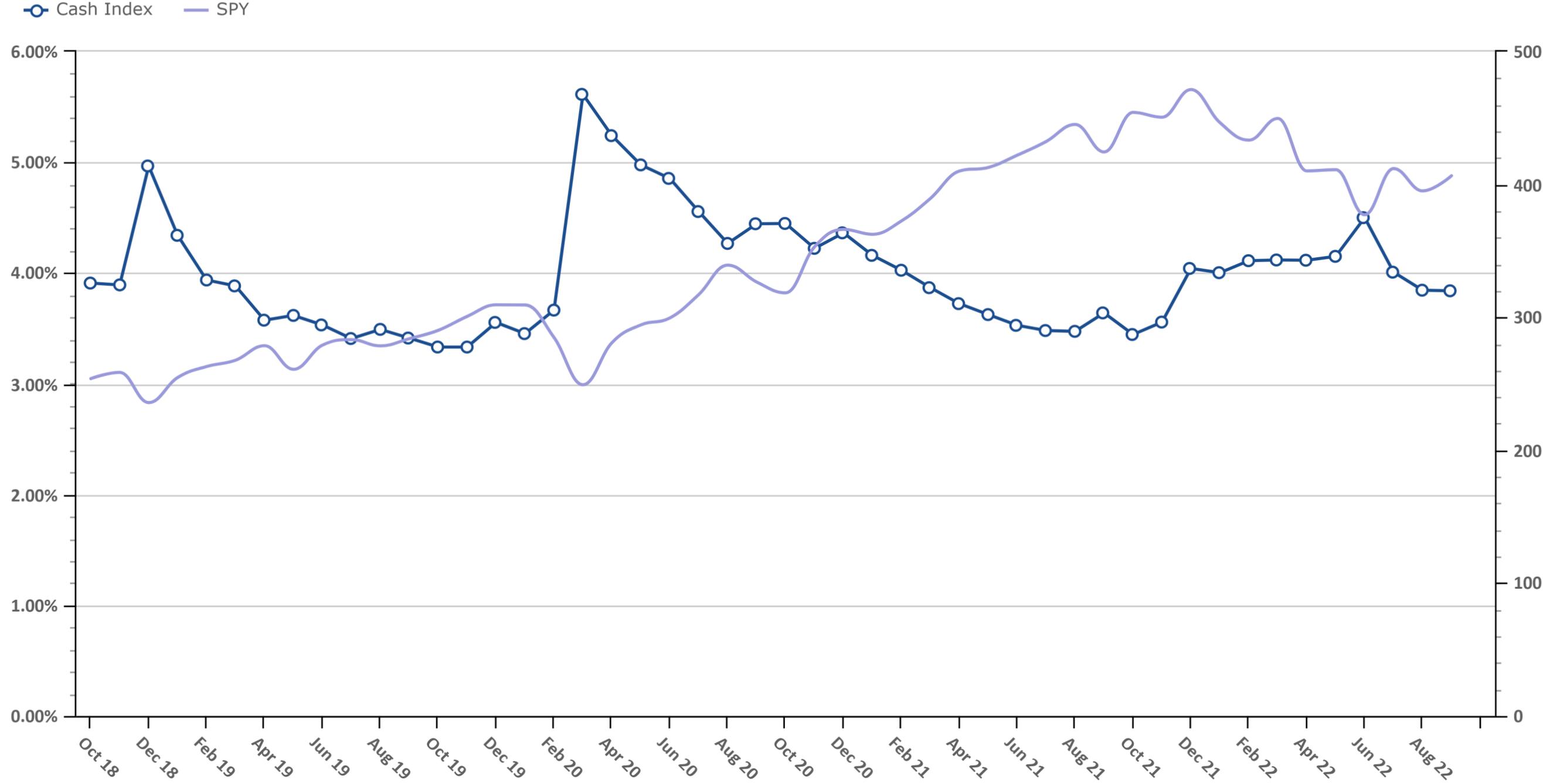
Your feedback is crucial to making this report most beneficial to advisors like you. If you have any comments on the data we show in this report or additional metrics you'd like to see included, please email [feedback@envestnetintelligence.com](mailto:feedback@envestnetintelligence.com). We'd love to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

**215.240.7063**

# Cash Levels Index

Data Up Through: 09/09/2022

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

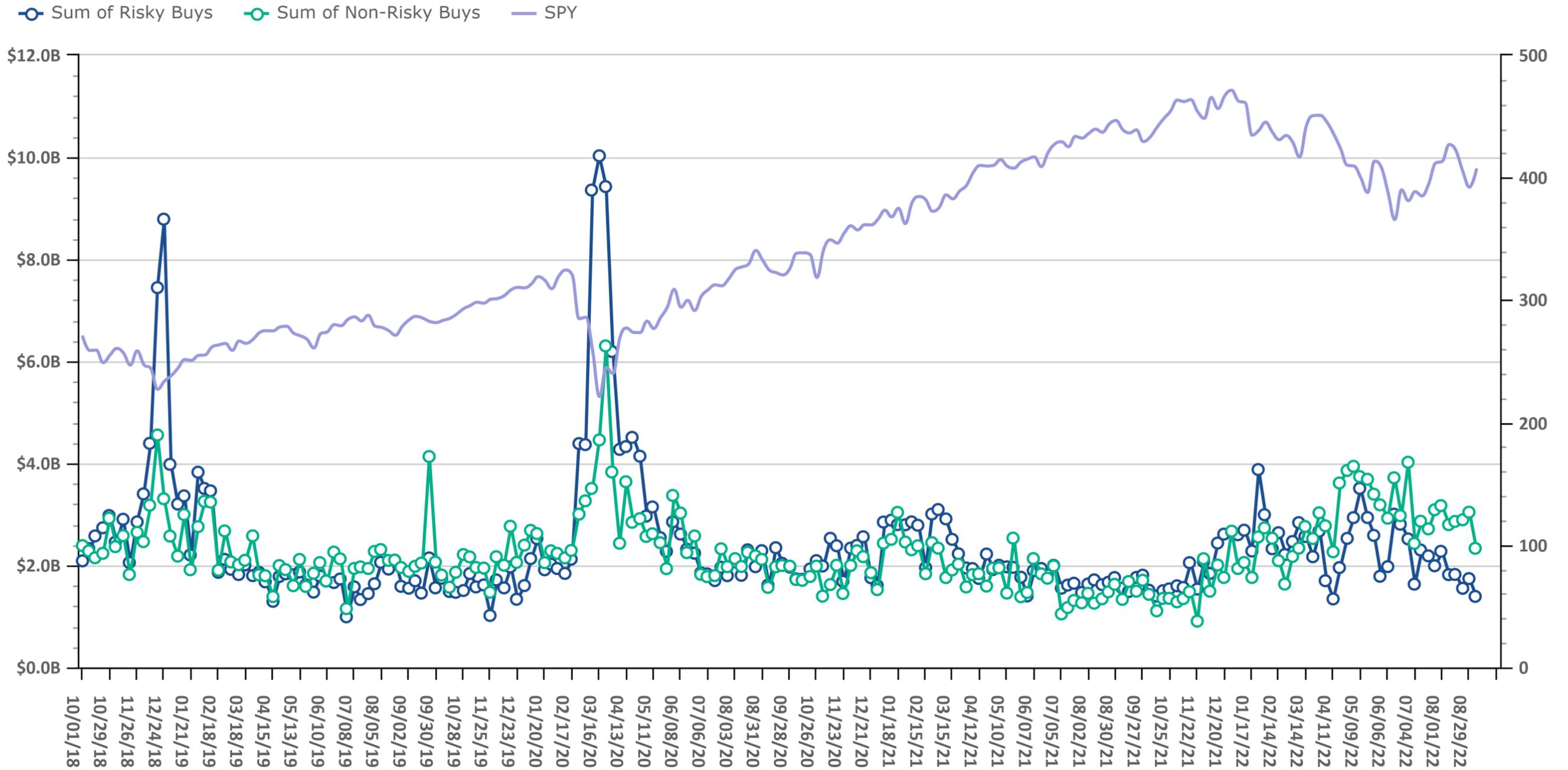


Source: Evestnet Wealth Management Platform

# Risk On vs. Risk Off Sums

Data Up Through: 09/09/2022

**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.

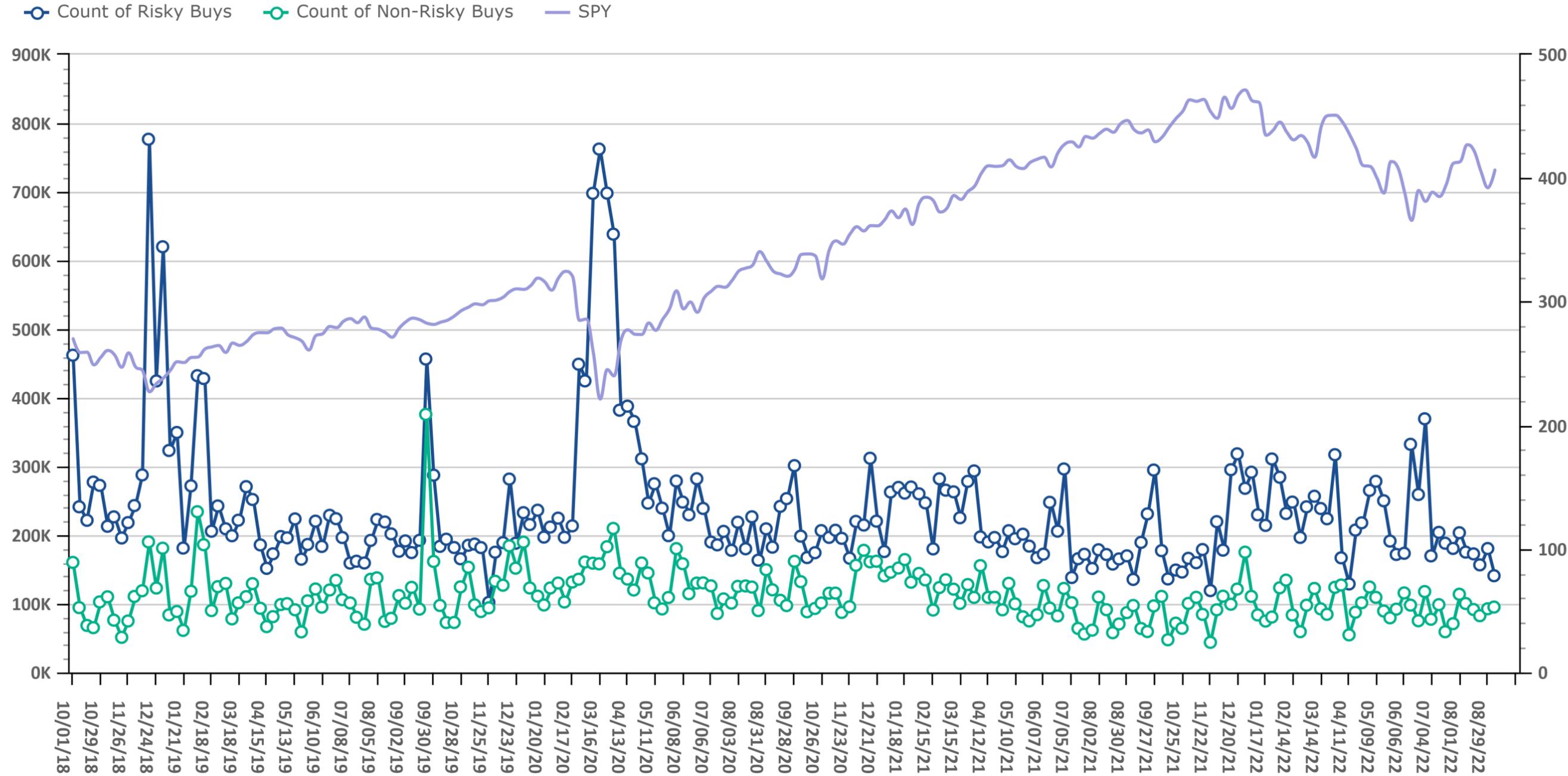


Source: Investnet Wealth Management Platform

# Risk On vs. Risk Off Volume

Data Up Through: 09/09/2022

**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.

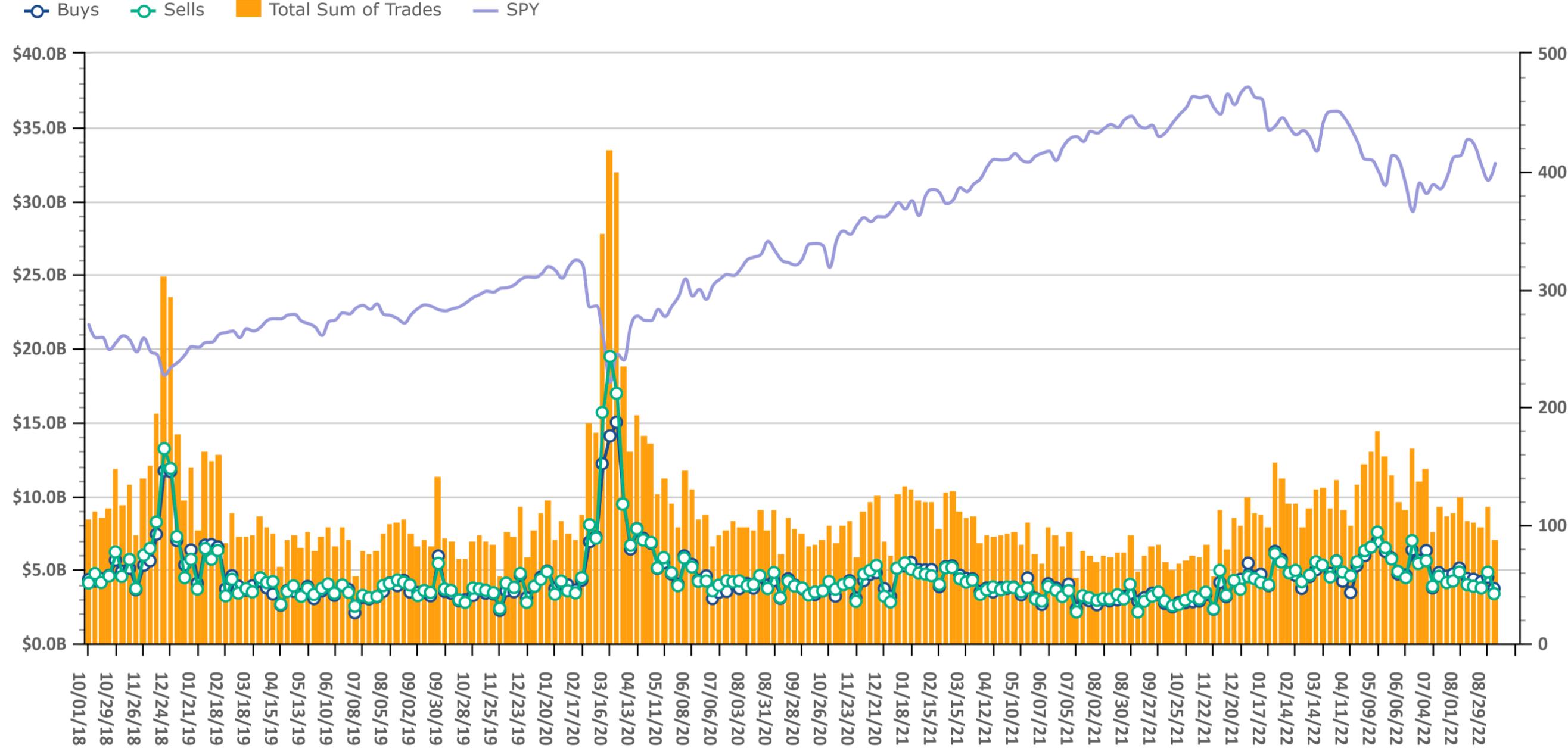


Source: Investnet Wealth Management Platform

# Trading Amount

Data Up Through: 09/09/2022

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

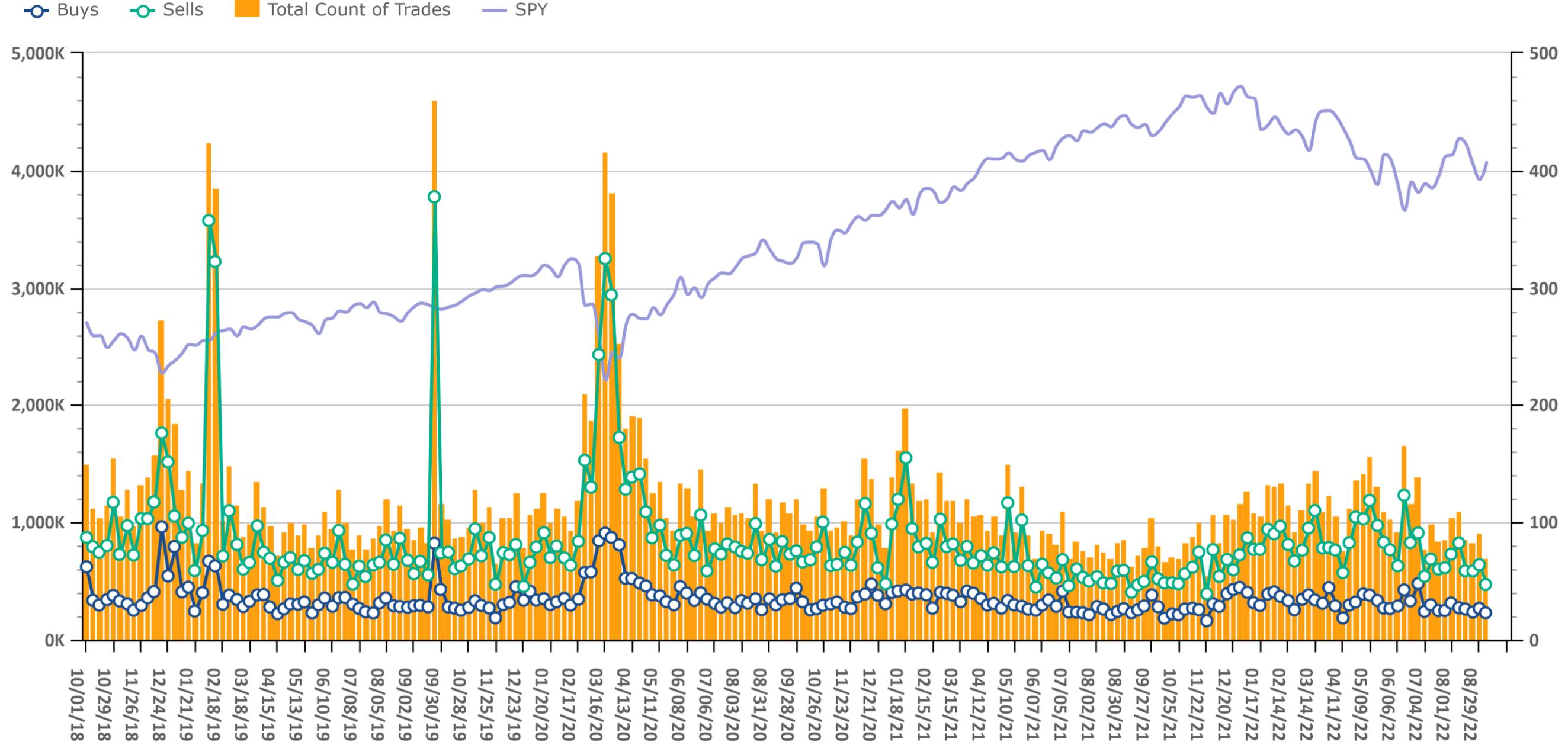


Source: Investnet Wealth Management Platform

# Trading Volume

Data Up Through: 09/09/2022

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

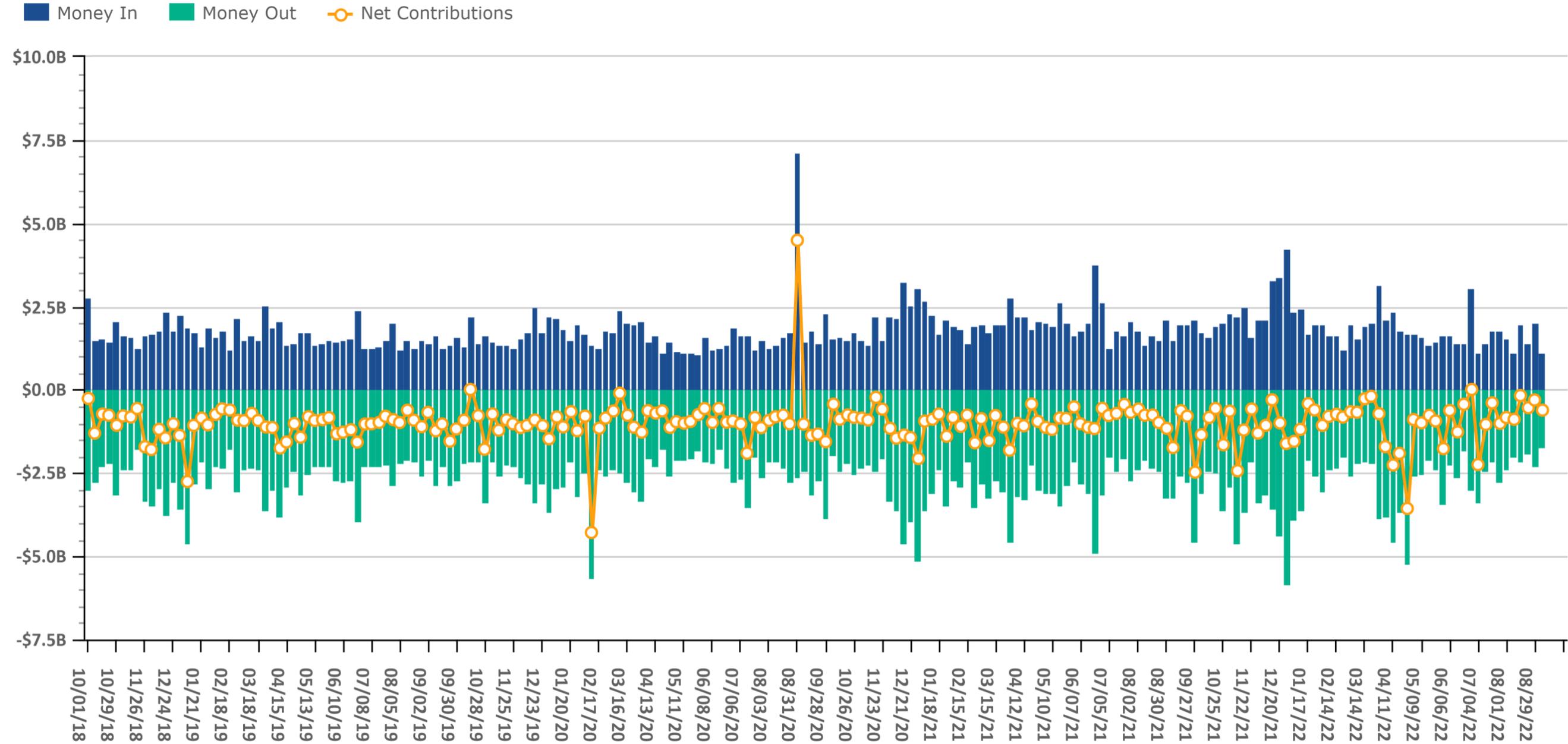


Source: Investnet Wealth Management Platform

# Client Contributions

Data Up Through: 09/09/2022

**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.

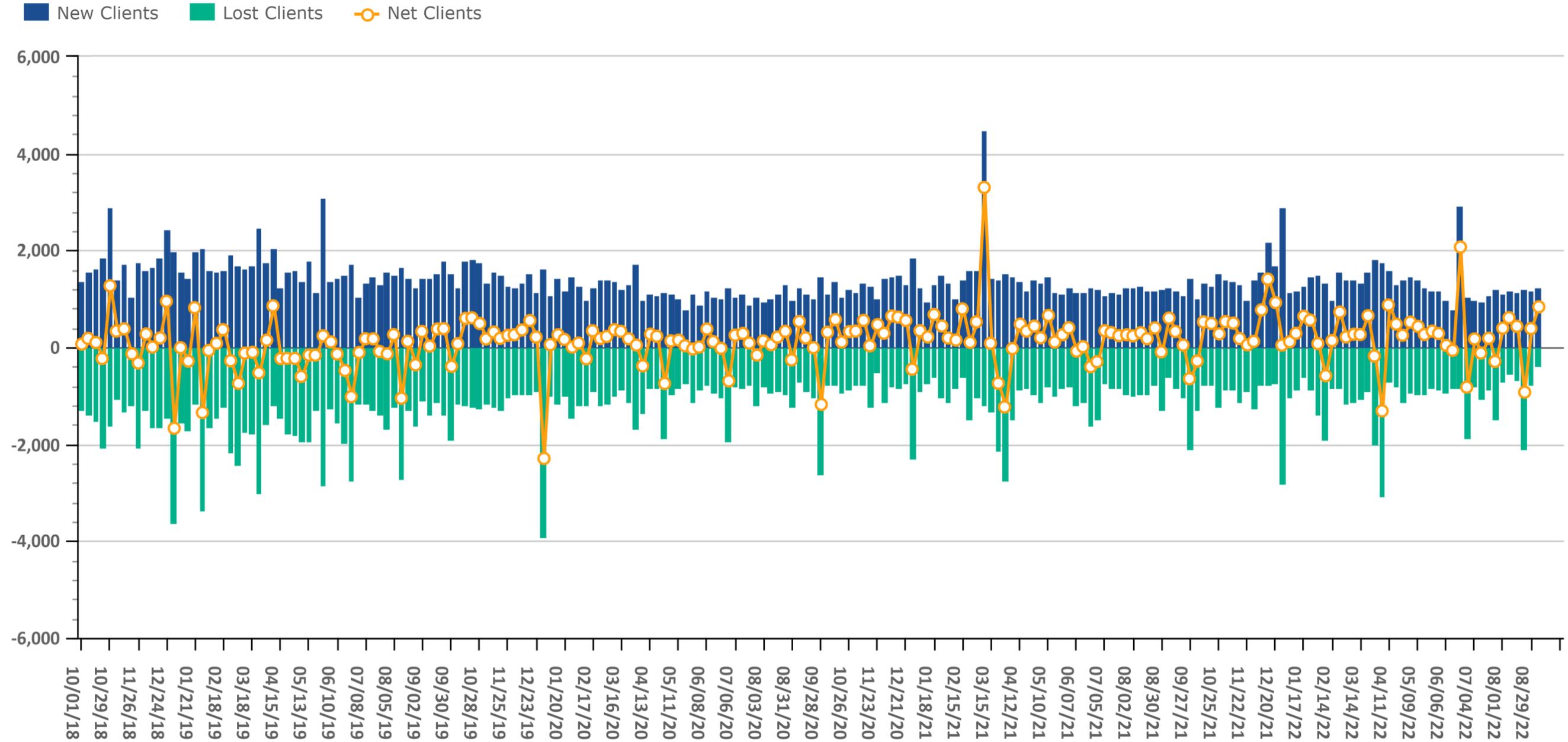


Source: Investnet Wealth Management Platform

# Client Growth

Data Up Through: 09/09/2022

Notes: Client Growth measures new and lost clients.



Source: Investnet 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



Smart Compliance



Intelligent Investments



Transition Services

Schedule a personalized meeting with an ASx Specialist ready to help you increase your RIA's valuation.

Send an email to [info@advisorservicesexchange.com](mailto:info@advisorservicesexchange.com)

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

# Combined Mutual Fund & ETF Styles by Net Flows

Data Up Through: 09/09/2022

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

Style	Weekly Rank	Weekly Delta
Short Bond	1	0
Inverse	2	5▲
Managed Futures	3	6▲
Leveraged	4	25▲
REITs	5	3▲
Commodity	6	25▲
Emerging Markets Bond	7	5▲
Foreign Small Mid Cap Value	8	-3▼
Global Macro	9	5▲
High Yield	10	30▲

## 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
Managed Futures	9
Event Driven	10

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

Style	Weekly Rank	Weekly Delta
Intermediate Bond	1	1▲
Large-Cap Growth	2	1▲
Int'l Developed Mkts	3	38▲
Alternative Fixed Income	4	10▲
Short Muni	5	-4▼
Bank Loan	6	-1▼
Foreign Large Cap Value	7	22▲
Equity Market Neutral	8	10▲
Balanced	9	-2▼
Small-Cap Value	10	28▲

## YTD Lowest Styles

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

Source: Investnet Wealth Management Platform

## Highest & Lowest MFs & ETFs by Net Flows

Data Up Through: 09/09/2022

### Weekly Highest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
SWLGX - Schwab  US Large-Cap Gro	1	59▲
TILIX - TIAA-CREF Large-Cap Gr Id	2	649▲
WACIX - Western Asset Core Plus B	3	3,298▲
EBNGX - American Funds Emerging M	4	94▲
VFWAX - Vanguard FTSE All-Wld ex-	5	3,986▲
DHRAX - Diamond Hill Core Bond In	6	317▲
VWIUX - Vanguard Interm-Term Tx-E	7	-1▼
CIVIX - Causeway International Va	8	4,124▲
PHYZX - PGIM High Yield Z	9	309▲
FPNIX - FPA New Income	10	7▲

### Weekly Lowest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
FMACX - American Funds AMCAP F3	1	3,514▲
MDIJX - MFS Intl Diversification	2	754▲
DFIEX - DFA International Core Eq	3	18▲
BSIIX - BlackRock Strategic Incom	4	94▲
QMNNX - AQR Equity Market Neutral	5	2,002▲
WATFX - Western Asset Core Bond I	6	4▲
PIMIX - PIMCO Income Instl	7	4,195▲
VMLUX - Vanguard Ltd-Term Tx-Ex A	8	18▲
TFAIX - T. Rowe Price Floating Ra	9	54▲
VDIGX - Vanguard Dividend Growth	10	292▲

Source: Investnet Wealth Management Platform

### Weekly Highest ETFs

Security Description	Weekly Rank	Weekly Delta
BSV - Vanguard Short-Term Bond ET	1	22▲
VOO - Vanguard 500 ETF	2	4▲
BIL - SPDR  Blmbg Barclays 1-3 Mt	3	12▲
GSY - Invesco Ultra Short Duratio	4	1,065▲
DFIC - DIMENSIONAL INTERN CORE EQ	5	47▲
IXUS - iShares Core MSCI Total In	6	141▲
BNDX - Vanguard Total Internation	7	948▲
BND - Vanguard Total Bond Market	8	1,089▲
ACWX - iShares MSCI ACWI ex US ET	9	1,129▲
SPIB - SPDR  Portfolio Interm Ter	10	58▲

### Weekly Lowest ETFs

Security Description	Weekly Rank	Weekly Delta
AGG - iShares Core US Aggregate B	1	12▲
VXUS - Vanguard Total Internation	2	1,229▲
IVW - iShares S&P 500 Growth	3	152▲
VEU - Vanguard FTSE All-World ex-	4	990▲
SCHG - Schwab US Large-Cap Growth	5	94▲
TLT - Ishares 20 Plus Year Treasu	6	44▲
BOND - PIMCO Active Bond ETF	7	1,130▲
MUB - iShares National Muni Bond	8	8▲
VV - Vanguard Large-Cap ETF	9	58▲
MINT - PIMCO Enhanced Short Matur	10	21▲

# Weekly Stock Buys & Sells

Data Up Through: 09/09/2022

## Weekly Buys | Stocks

Security Description	Weekly Rank	Weekly Delta
BMJ - Bristol-Myers Squibb Compan	1	41▲
TJX - TJX Companies Inc	2	9▲
AEP - American Electric Power Co	3	402▲
SBNY - Signature Bank	4	1,268▲
CVS - CVS Health Corp	5	123▲
AVGO - Broadcom Inc Com	6	76▲
AAPL - Apple Inc	7	9▲
GMED - Globus Medical Inc	8	9▲
D - Dominion Resources Inc	9	280▲
NVDA - NVIDIA Corp	10	12▲
IRTC - iRhythm Technologies Inc	11	227▲
NRDBY - Nordea Bank Abp	12	77▲
CSCO - Cisco Systems Inc	13	-1▼
JPM - JPMorgan Chase & Co	14	12▲
VZC - Verizon Communications Inc	15	8▲
AMZN - Amazon.com Inc	16	-7▼
ETN - Eaton Corp PLC	17	112▲
MRK - Merck & Co Inc	18	45▲
PYPL - PayPal Holdings Inc	19	50▲
ETRN - Equitrans Midstream Corp	20	1,800▲
GOOGL - Alphabet Inc A	21	-6▼
MDT - Medtronic PLC	22	25▲
INTU - Intuit Inc	23	150▲
OKTA - Okta Inc	24	106▲
RTX - Raytheon Technologies Ord	25	62▲

## Weekly Sells | Stocks

Security Description	Weekly Rank	Weekly Delta
MMM - 3M Co	1	0
ROST - Ross Stores Inc	2	1▲
AXP - American Express Co	3	183▲
TREX - Trex Co Inc	4	300▲
WRK - WestRock Co	5	836▲
META - Meta Platforms Inc Class A	6	11▲
AAPL - Apple Inc	7	0
EMN - Eastman Chemical Co	8	471▲
WMB - Williams Companies Inc	9	379▲
ABB - ABB Ltd	10	840▲
MSFT - Microsoft Corp	11	-9▼
BSY - Bentley Systems Inc - Class	12	976▲
UPS - United Parcel Service Inc C	13	68▲
NVDA - NVIDIA Corp	14	-9▼
AMZN - Amazon.com Inc	15	3▲
VZC - Verizon Communications Inc	16	-7▼
GOOGL - Alphabet Inc A	17	9▲
GS - Goldman Sachs Group Inc	18	44▲
MRK - Merck & Co Inc	19	134▲
INTC - Intel Corp	20	-10▼
MCK - McKesson Corp	21	69▲
SQ - Block Inc	22	202▲
FISV - Fiserv Inc	23	223▲
WMT - Wal-Mart Stores Inc	24	49▲
TYL - Tyler Technologies Inc	25	529▲

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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