



RIA Pulse Report

Data Up Through: 03/18/2022

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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!

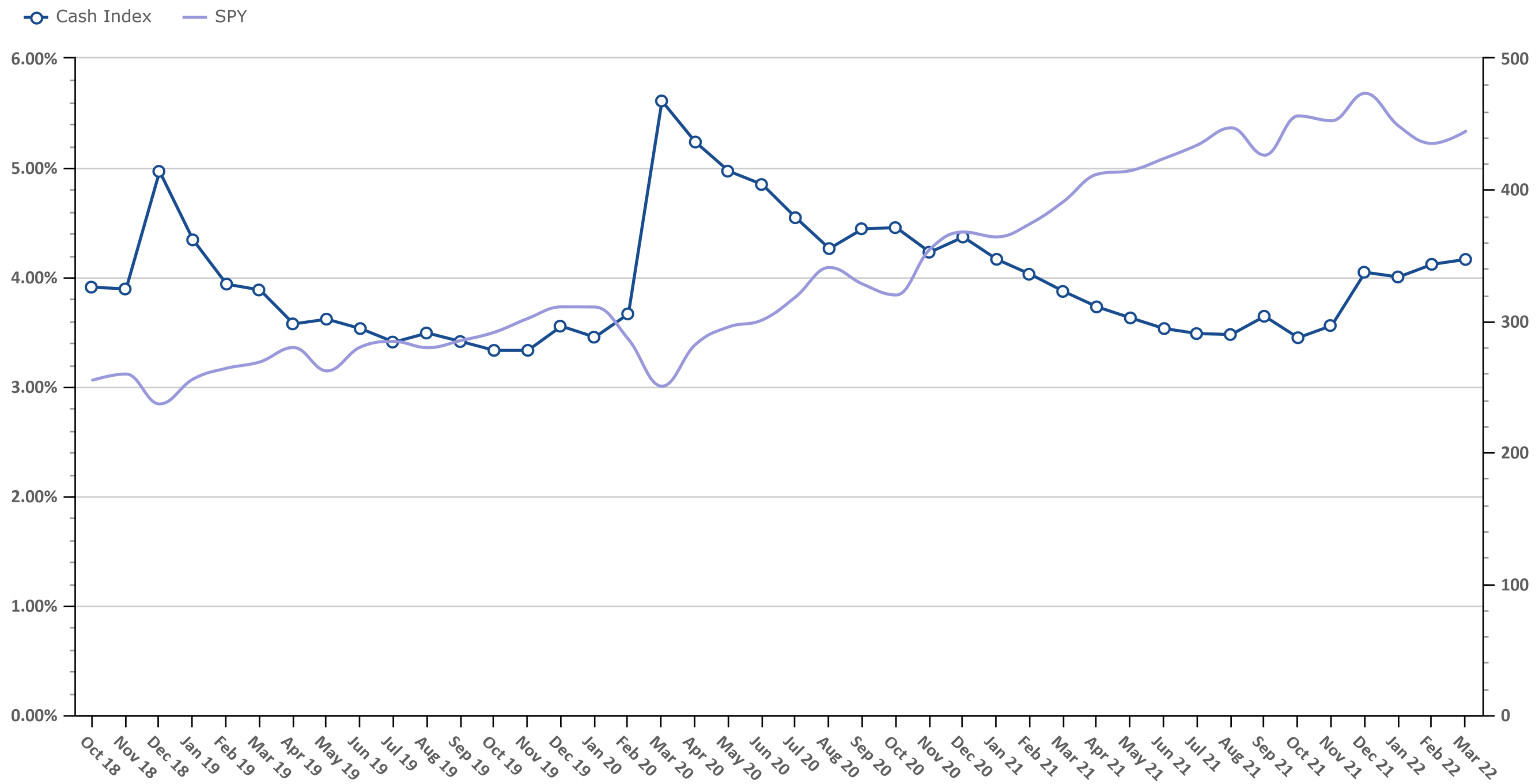
Your feedback is crucial to making this report most beneficial to advisors like you. If you have any comments on the data we show in this report or additional metrics you'd like to see included, please email feedback@envestnetintelligence.com. We'd love to hear from you.

215.240.7063

Cash Levels Index

Data Up Through: 03/18/2022

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

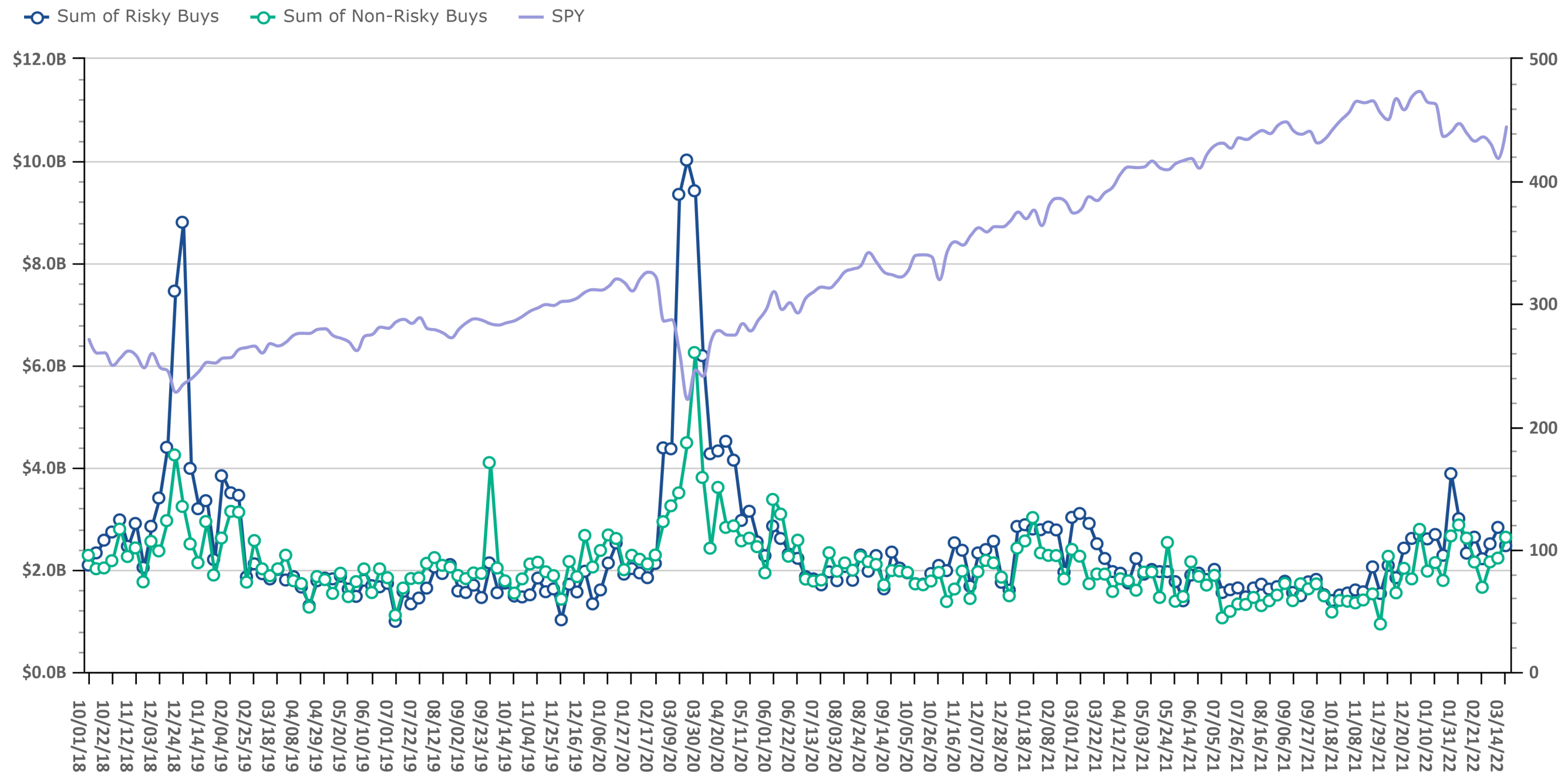


Source: Envestnet Wealth Management Platform

Risk On vs. Risk Off Sums

Data Up Through: 03/18/2022

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.

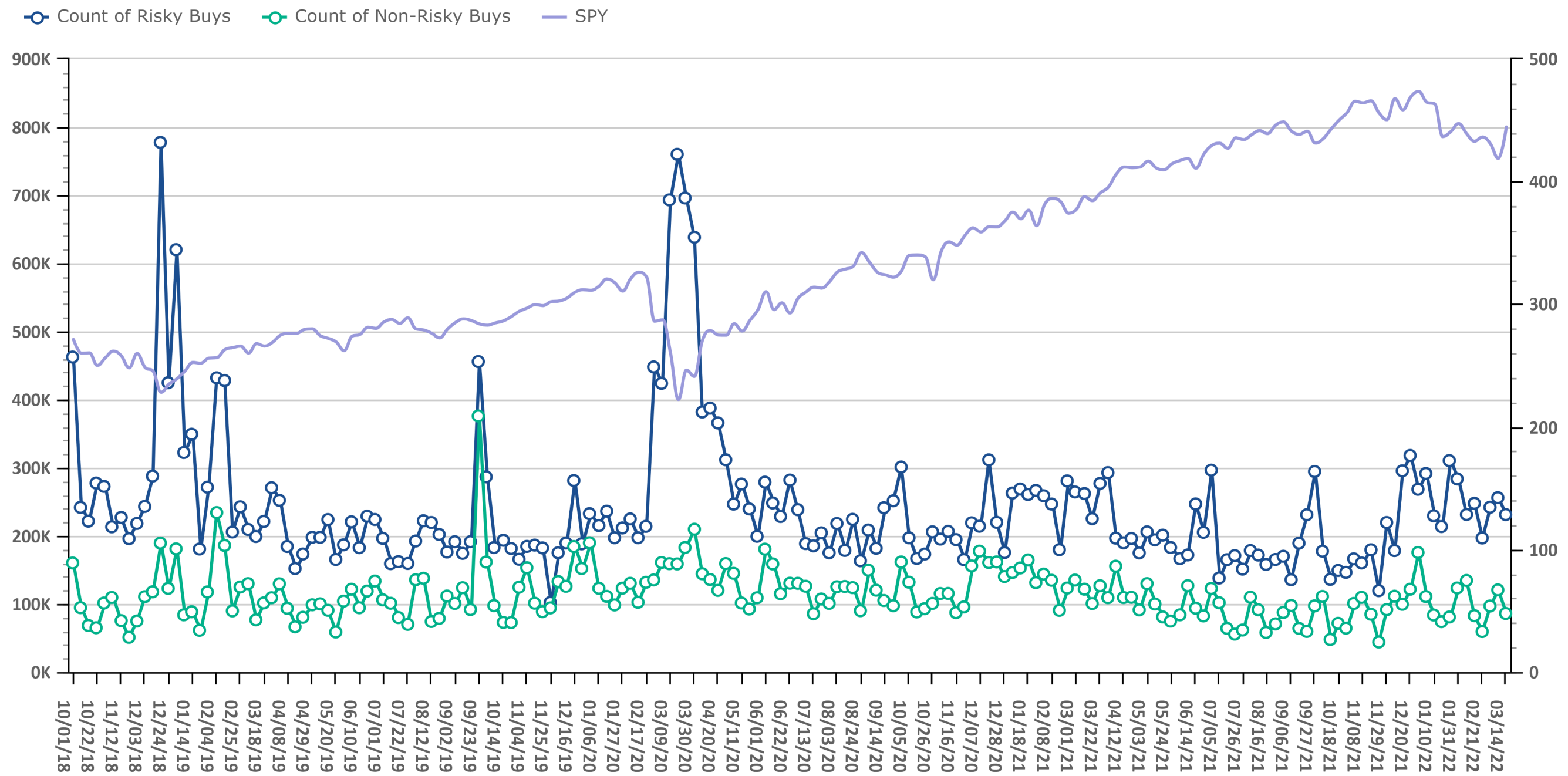


Source: Envestnet Wealth Management Platform

Risk On vs. Risk Off Volume

Data Up Through: 03/18/2022

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.

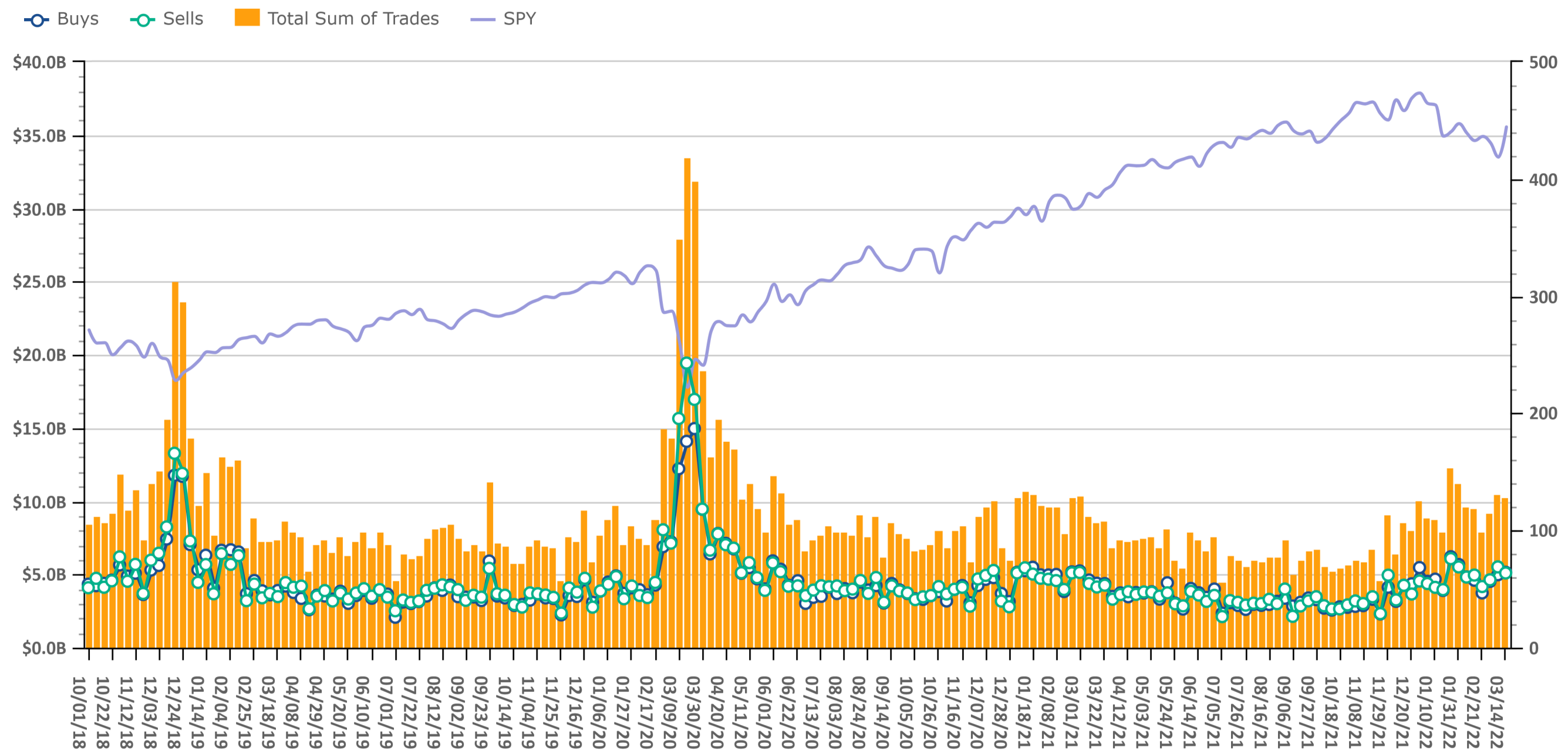


Source: Envestnet Wealth Management Platform

Trading Amount

Data Up Through: 03/18/2022

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

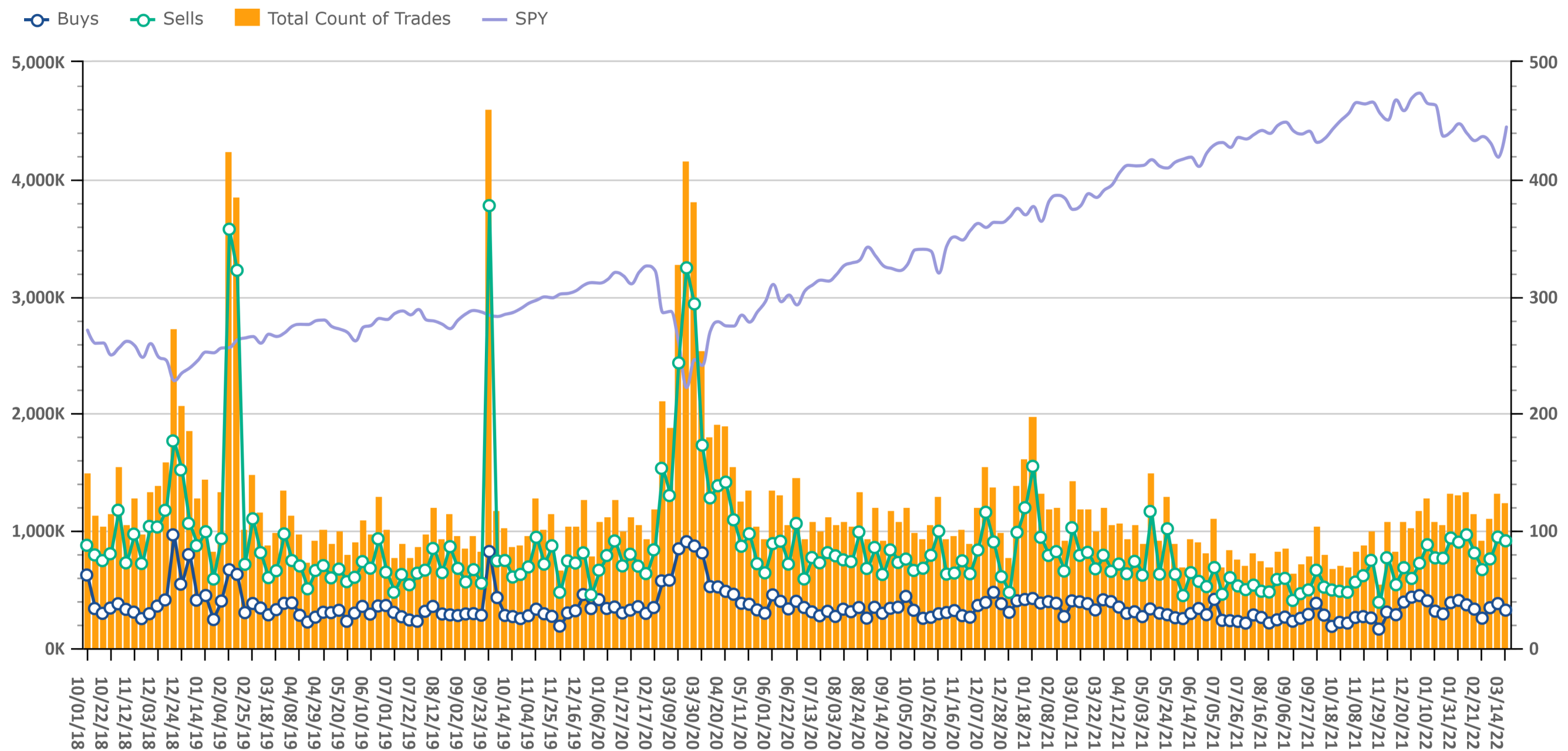


Source: Envestnet Wealth Management Platform

Trading Volume

Data Up Through: 03/18/2022

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

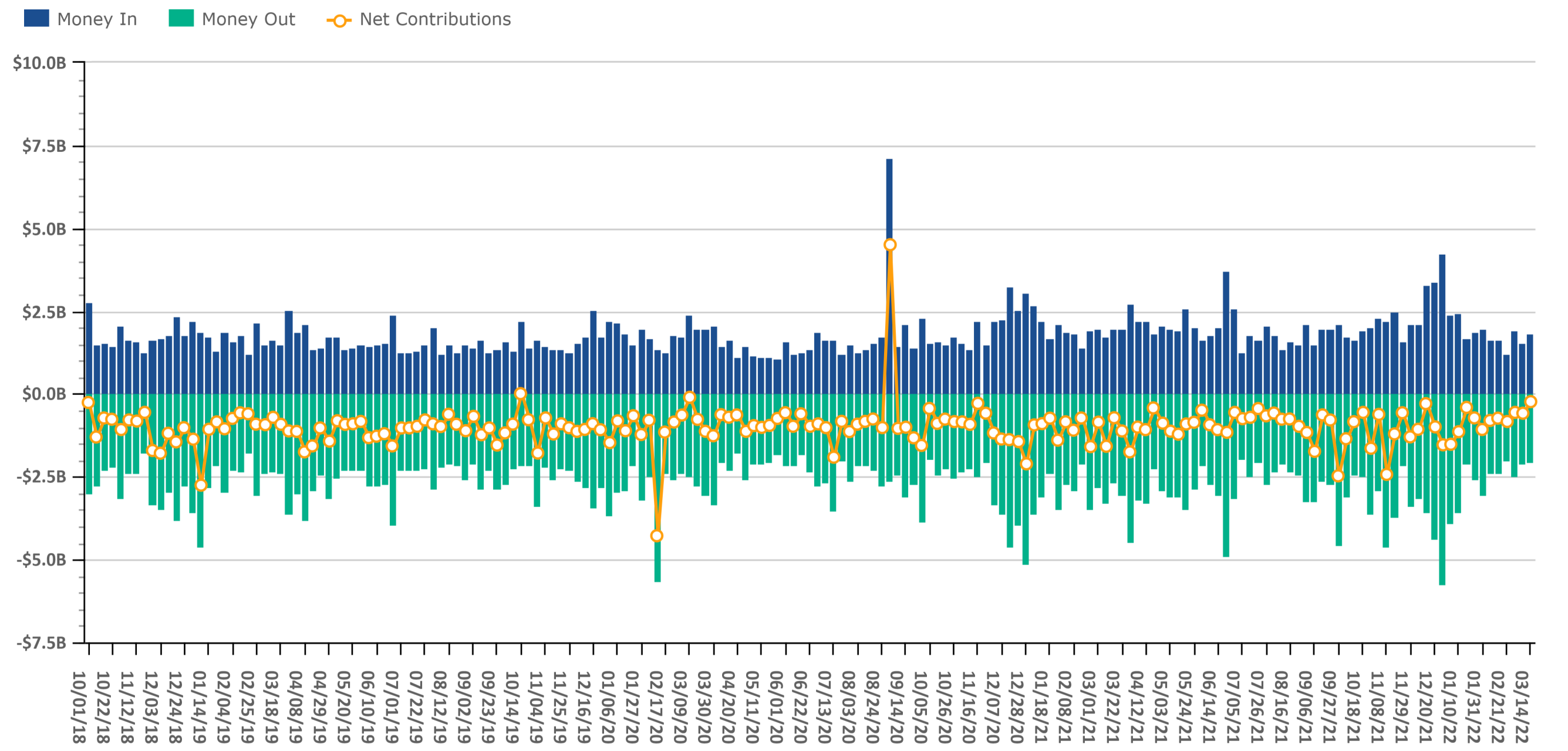


Source: Envestnet Wealth Management Platform

Client Contributions

Data Up Through: 03/18/2022

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.

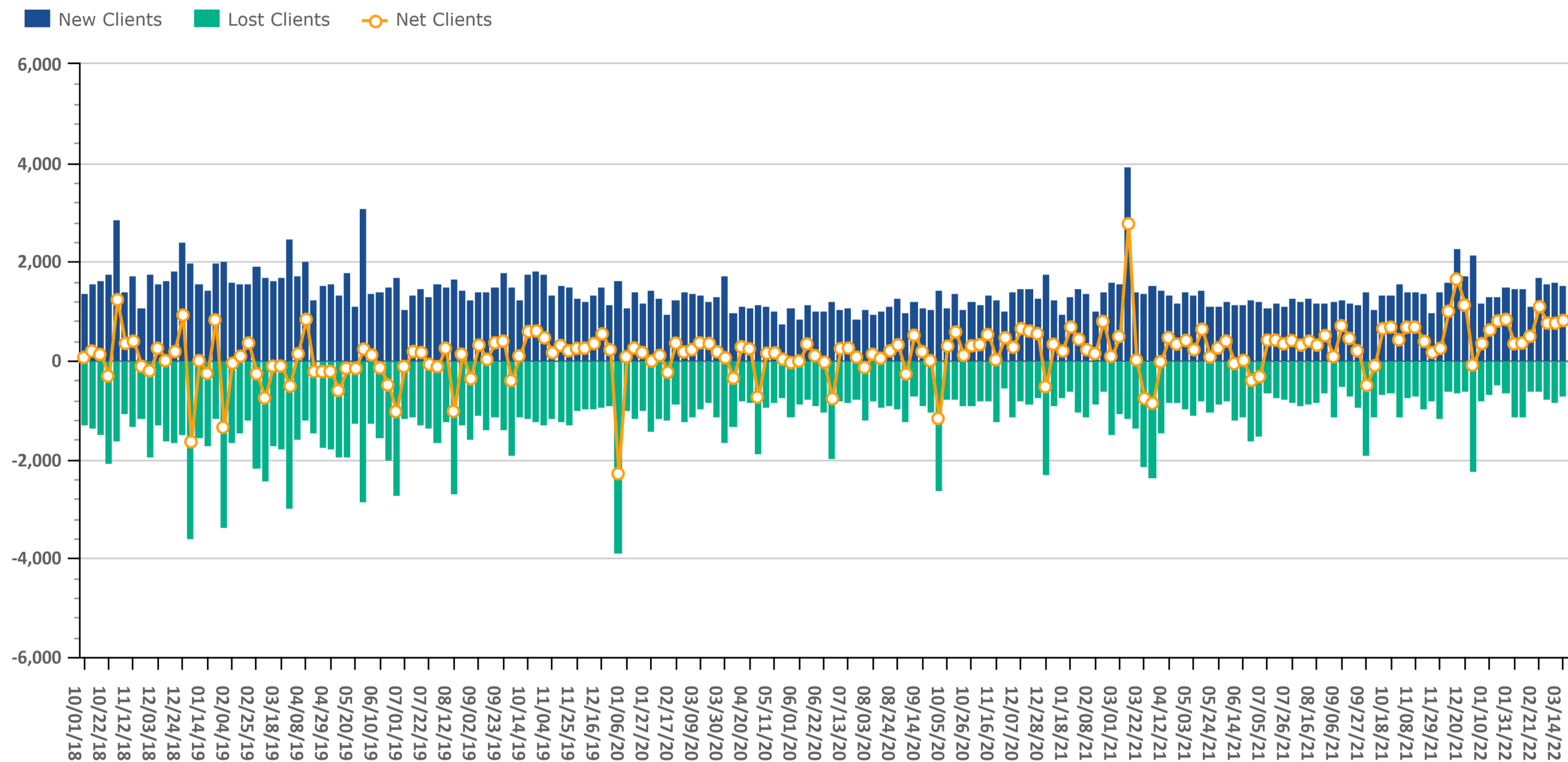


Source: Investnet Wealth Management Platform

Client Growth

Data Up Through: 03/18/2022

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



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

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

Combined Mutual Fund & ETF Styles by Net Flows

Data Up Through: 03/18/2022

Weekly Highest Styles : Higher Ranks have best Net Flows

Style	Weekly Rank	Weekly Delta
Large-Cap Value	1	20▲
Foreign Large Cap Value	2	8▲
Large-Cap Core	3	2▲
Commodity	4	30▲
Balanced	5	25▲
Large-Cap Growth	6	35▲
Long Bond	7	29▲
Inverse	8	-1▼
Equity Market Neutral	9	8▲
Small-Cap Growth	10	2▲

YTD Highest Styles

Style	YTD Rank
Int'l Developed Mkts	1
Large-Cap Value	2
Bank Loan	3
Short Bond	4
Small-Cap Value	5
Inverse	6
Hedged Equity	7
Foreign Large Cap Value	8
Commodity	9
Alternative Fixed Income	10

Weekly Lowest Styles : Higher Ranks have worst Net Flows

Style	Weekly Rank	Weekly Delta
Intermediate Bond	1	0
Intermediate Muni	2	0
Foreign Small Mid Cap Core	3	15▲
High Yield	4	1▲
Foreign Large Cap Growth	5	15▲
International Bond	6	0
Foreign Large Cap Core	7	17▲
Mid-Cap Growth	8	1▲
Mid-Cap Value	9	7▲
Alternative Fixed Income	10	21▲

YTD Lowest Styles

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

Source: Envestnet Wealth Management Platform

Highest & Lowest MFs & ETFs by Net Flows

Data Up Through: 03/18/2022

Weekly Highest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
VFIDX - Vanguard Interm-Term Inve	1	4,631▲
FLTMX - Fidelity◈ Interm Muni Inc	2	112▲
DBLFX - DoubleLine Core Fixed Inc	3	5▲
GSIMX - Goldman Sachs GQG Ptnrs I	4	30▲
ABCIX - American Beacon The Londo	5	3,840▲
CBHIX - Victory Market Neutral In	6	174▲
VEIRX - Vanguard Equity-Income Ad	7	6▲
VEGBX - Vanguard Emerging Markets	8	43▲
DFIVX - DFA International Value I	9	72▲
LSVEX - LSV Value Equity	10	654▲

Weekly Lowest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
FXNAX - Fidelity◈ US Bond Index I	1	207▲
VWIUX - Vanguard Interm-Term Tx-E	2	-1▼
GIBIX - Guggenheim Total Return B	3	3▲
DFISX - DFA International Small C	4	127▲
NLSIX - Neuberger Berman Long Sho	5	4,557▲
VUSFX - Vanguard Ultra-Short-Term	6	13▲
MDIIX - MFS Intl Diversification	7	3,863▲
VCADX - Vanguard CA Interm-Term T	8	58▲
DFAPX - DFA Investment Grade I	9	3▲
IOFIX - AlphaCentric Income Oppor	10	36▲

Source: Investnet Wealth Management Platform

Weekly Highest ETFs

Security Description	Weekly Rank	Weekly Delta
BND - Vanguard Total Bond Market	1	1,361▲
IUSB - iShares Core Total USD Bon	2	151▲
VEA - Vanguard FTSE Developed Mar	3	33▲
AOR - iShares Core Growth Allocat	4	1,229▲
VTI - Vanguard Total Stock Market	5	-4▼
VGSH - Vanguard Short-Term Treasu	6	83▲
IWF - iShares Russell 1000 Growth	7	1,353▲
SH - ProShares Short S&P500	8	39▲
IAU - iShares Gold Trust	9	30▲
FBND - Fidelity◈ Total Bond ETF	10	336▲

Weekly Lowest ETFs

Security Description	Weekly Rank	Weekly Delta
VCIT - Vanguard Intermediate-Term	1	34▲
AGG - iShares Core US Aggregate B	2	5▲
IGSB - Ishares Tr Sh Tr Crport Et	3	84▲
BIL - SPDR◈ Blmbg Barclays 1-3 Mt	4	1,367▲
EFA - iShares MSCI EAFE	5	1,341▲
NTSI - WISDOMTREE INTRNAT EFCNT C	6	1,208▲
VMBS - Vanguard Mortgage-Backed S	7	333▲
BNDX - Vanguard Total Internation	8	22▲
EMLP - First Trust North Amer Eng	9	296▲
JPUS - JPMorgan Diversified Retur	10	209▲

Weekly Stock Buys & Sells

Data Up Through: 03/18/2022

Weekly Buys | Stocks

Security Description	Weekly Rank	Weekly Delta
PYPL - PayPal Holdings Inc	1	4▲
SBUX - Starbucks Corp	2	4▲
AMZN - Amazon.com Inc	3	-2▼
DE - Deere & Co	4	56▲
NVDA - NVIDIA Corp	5	23▲
FDX - FedEx Corp	6	12▲
QCOM - QUALCOMM Inc	7	3▲
FB - Meta Platforms Inc Class A	8	9▲
AAPL - Apple Inc	9	13▲
DIS - Walt Disney Co	10	19▲
RTX - Raytheon Technologies Ord	11	46▲
MSFT - Microsoft Corp	12	-3▼
PANW - Palo Alto Networks Inc	13	97▲
CMG - Chipotle Mexican Grill Inc	14	72▲
DVN - Devon Energy Corp	15	58▲
BA - Boeing Co	16	4▲
CSCO - Cisco Systems Inc	17	24▲
JPM - JPMorgan Chase & Co	18	8▲
RHHVF - Roche Holding AG Dividend	19	3,886▲
NXST - Nexstar Media Group Inc	20	-16▼
MMM - 3M Co	21	61▲
T - AT&T Inc	22	81▲
CCI - Crown Castle International	23	28▲
INTC - Intel Corp	24	-5▼
TJX - TJX Companies Inc	25	119▲

Weekly Sells | Stocks

Security Description	Weekly Rank	Weekly Delta
FDX - FedEx Corp	1	194▲
BRK.B - Berkshire Hathaway Inc B	2	10▲
MSFT - Microsoft Corp	3	5▲
AAPL - Apple Inc	4	0
AMZN - Amazon.com Inc	5	-2▼
KR - The Kroger Co	6	3▲
DOCU - Docusign INC	7	66▲
CVX - Chevron Corp	8	-7▼
V - Visa Inc Class A	9	41▲
TRMB - Trimble Inc	10	433▲
CHWY - Chewy Inccl A	11	100▲
SLB - Schlumberger Ltd	12	-5▼
XOM - Exxon Mobil Corp	13	-8▼
WFC - Wells Fargo & Co	14	61▲
FB - Meta Platforms Inc Class A	15	-5▼
INTC - Intel Corp	16	65▲
LYB - LyondellBasell Industries N	17	662▲
NVDA - NVIDIA Corp	18	13▲
AON - Aon PLC	19	419▲
MMM - 3M Co	20	38▲
MTTR - Matterport Inc	21	2,101▲
GOOG - Alphabet Inc C	22	64▲
SBUX - Starbucks Corp	23	-7▼
PAYX - Paychex Inc	24	91▲
ABBV - AbbVie Inc	25	36▲

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.

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