



RIA Pulse Report

Data Up Through: 04/01/2022

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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!

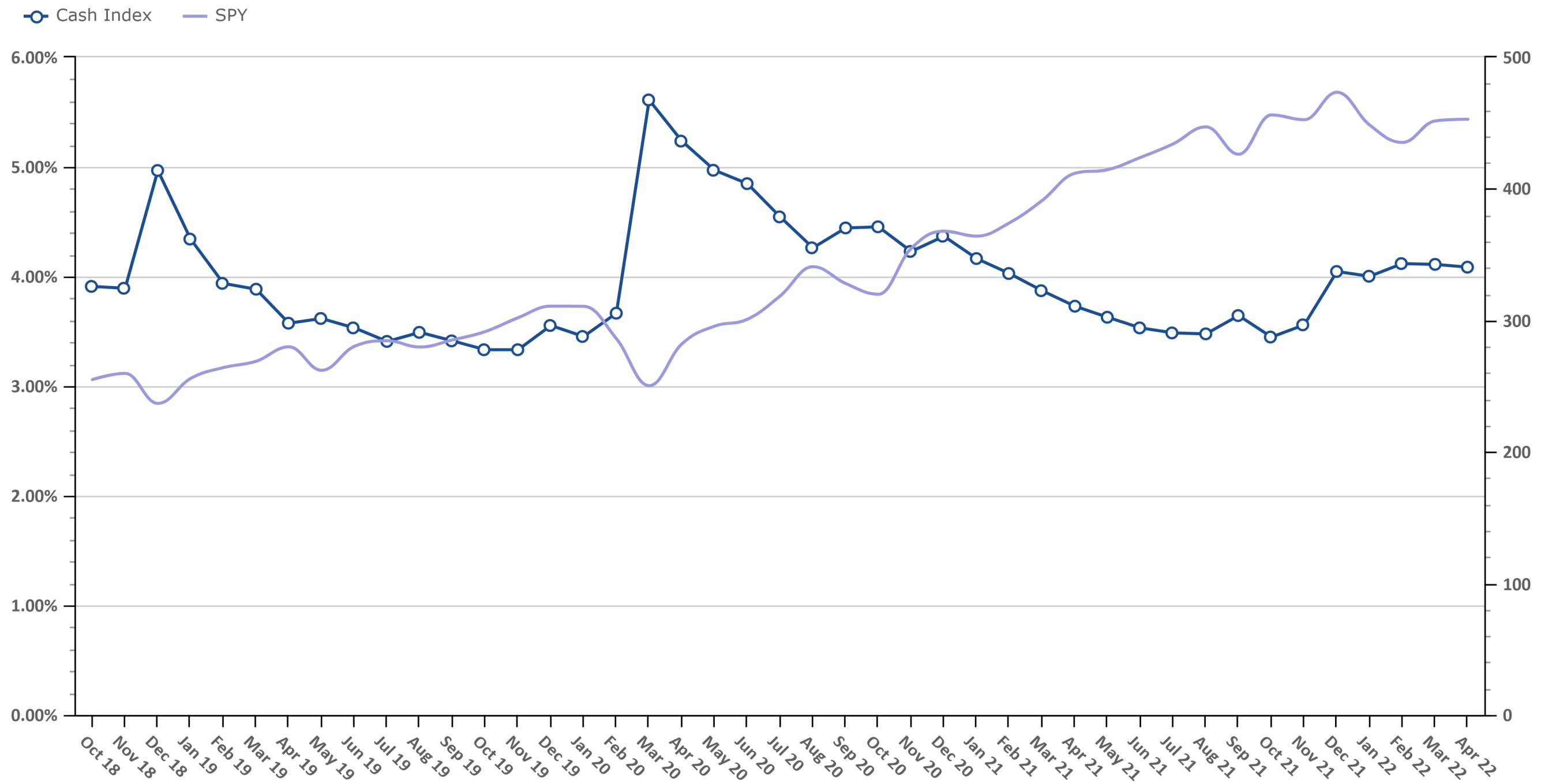
Your feedback is crucial to making this report most beneficial to advisors like you. If you have any comments on the data we show in this report or additional metrics you'd like to see included, please email feedback@investnetintelligence.com. We'd love to hear from you.

215.240.7063

Cash Levels Index

Data Up Through: 04/01/2022

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

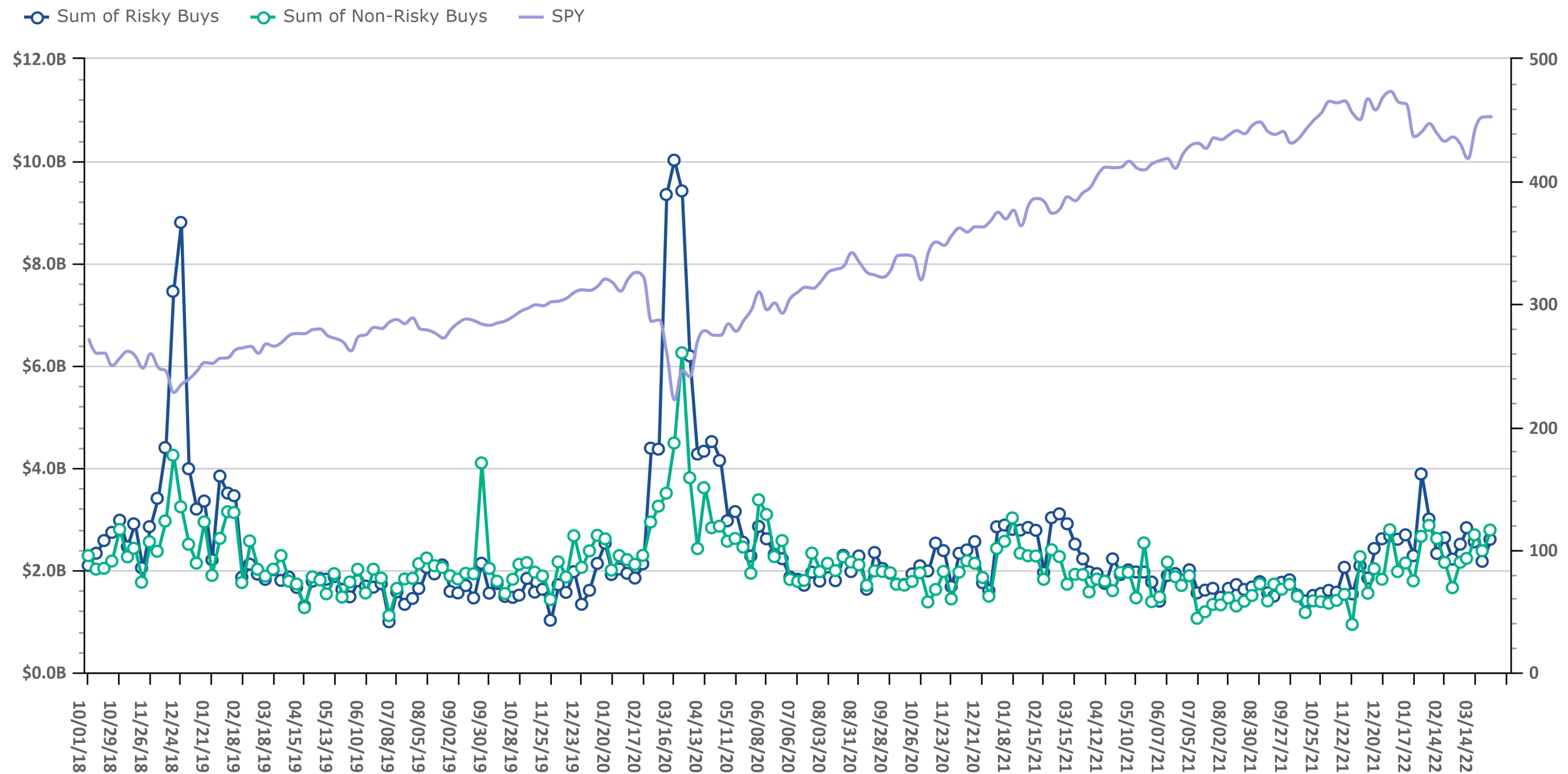


Source: Envestnet Wealth Management Platform

Risk On vs. Risk Off Sums

Data Up Through: 04/01/2022

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.

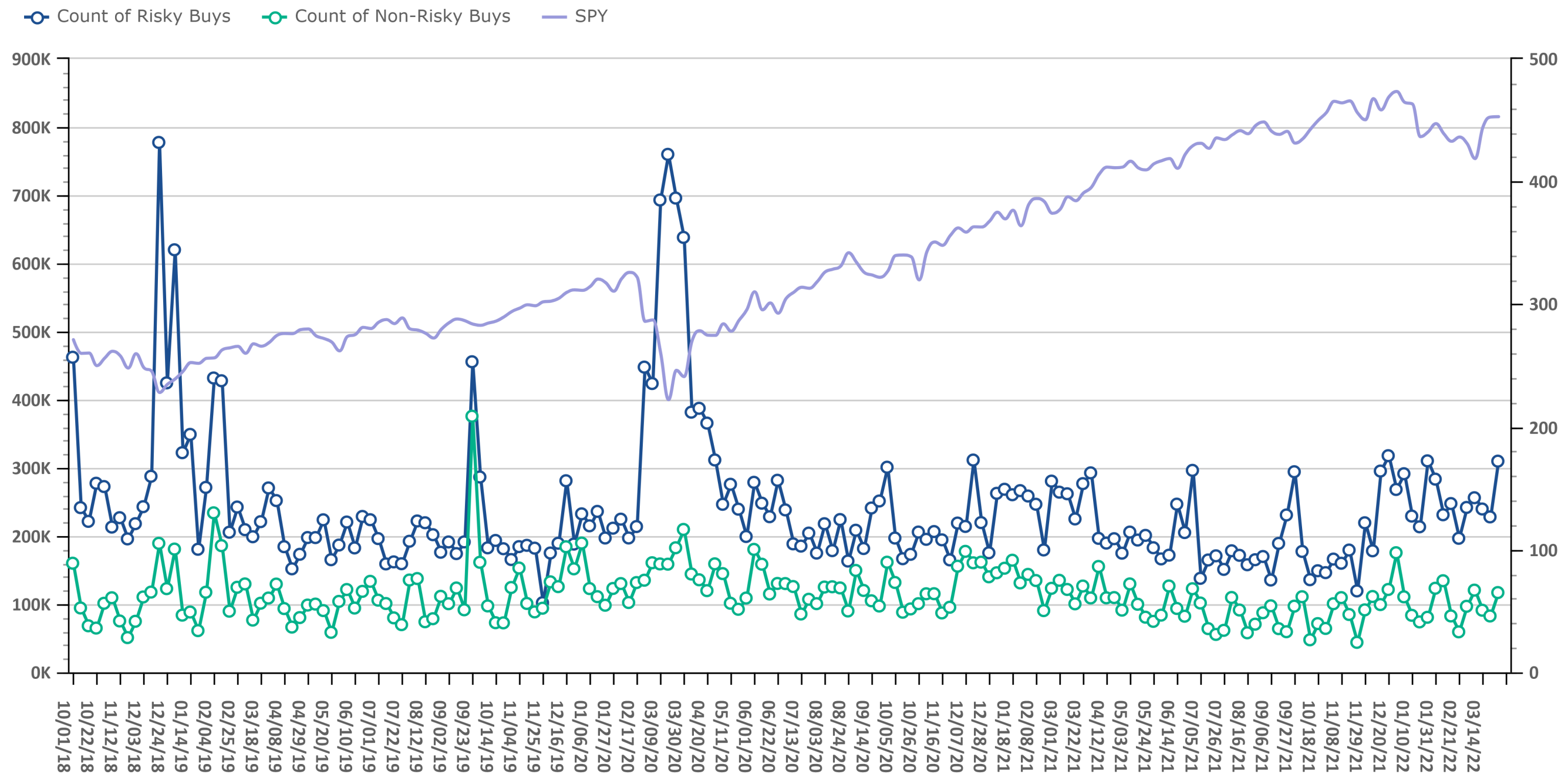


Source: Envestnet Wealth Management Platform

Risk On vs. Risk Off Volume

Data Up Through: 04/01/2022

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.

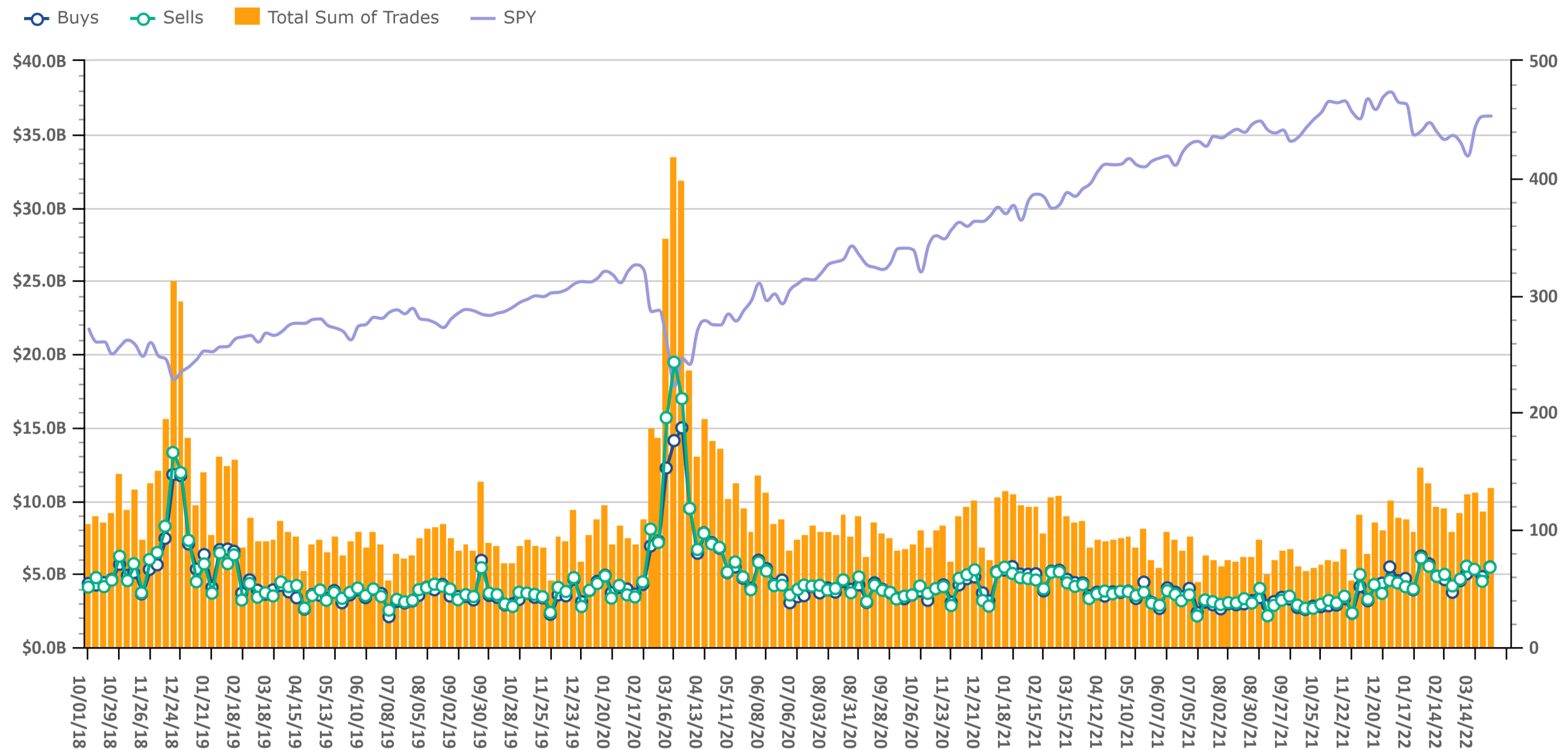


Source: Envestnet Wealth Management Platform

Trading Amount

Data Up Through: 04/01/2022

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

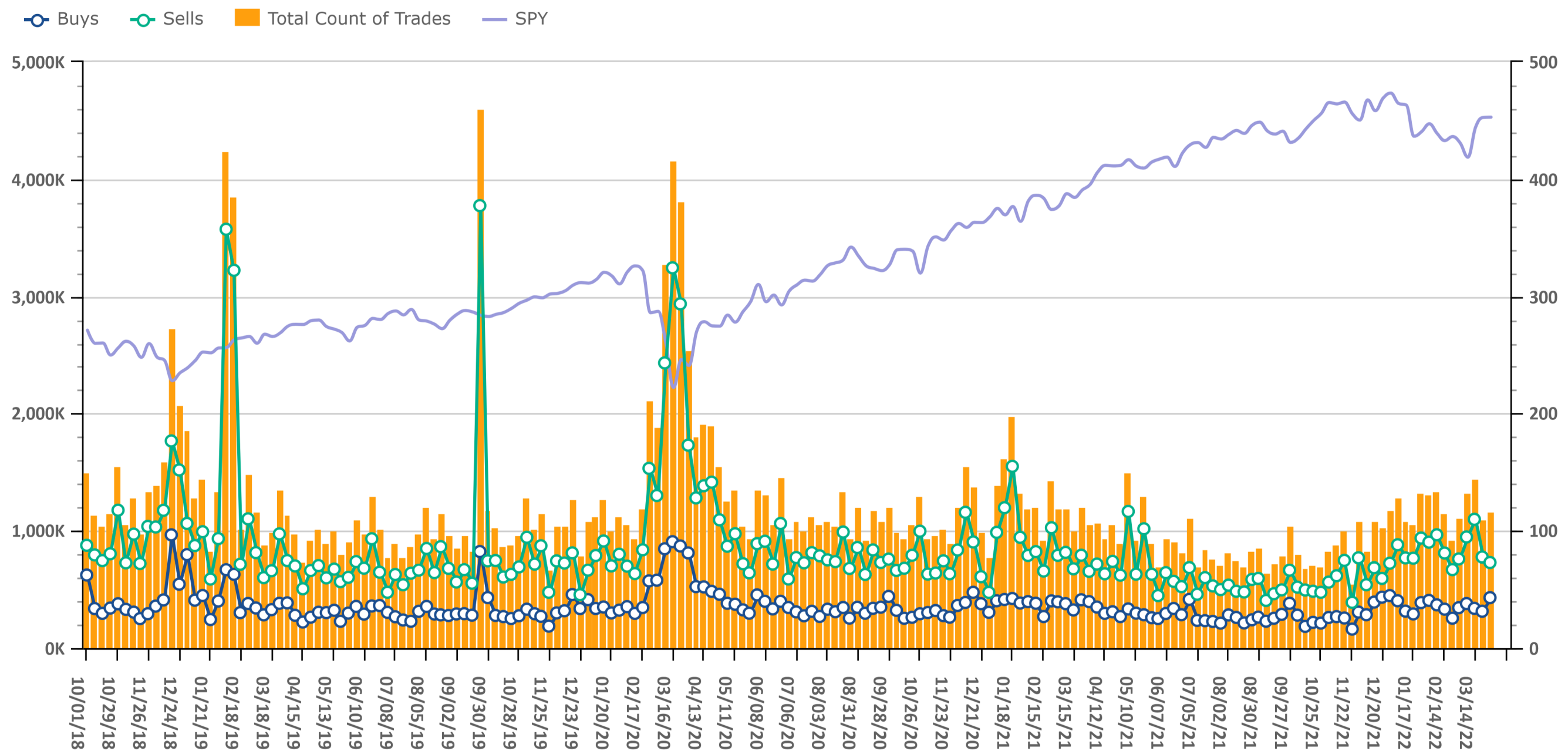


Source: Envestnet Wealth Management Platform

Trading Volume

Data Up Through: 04/01/2022

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

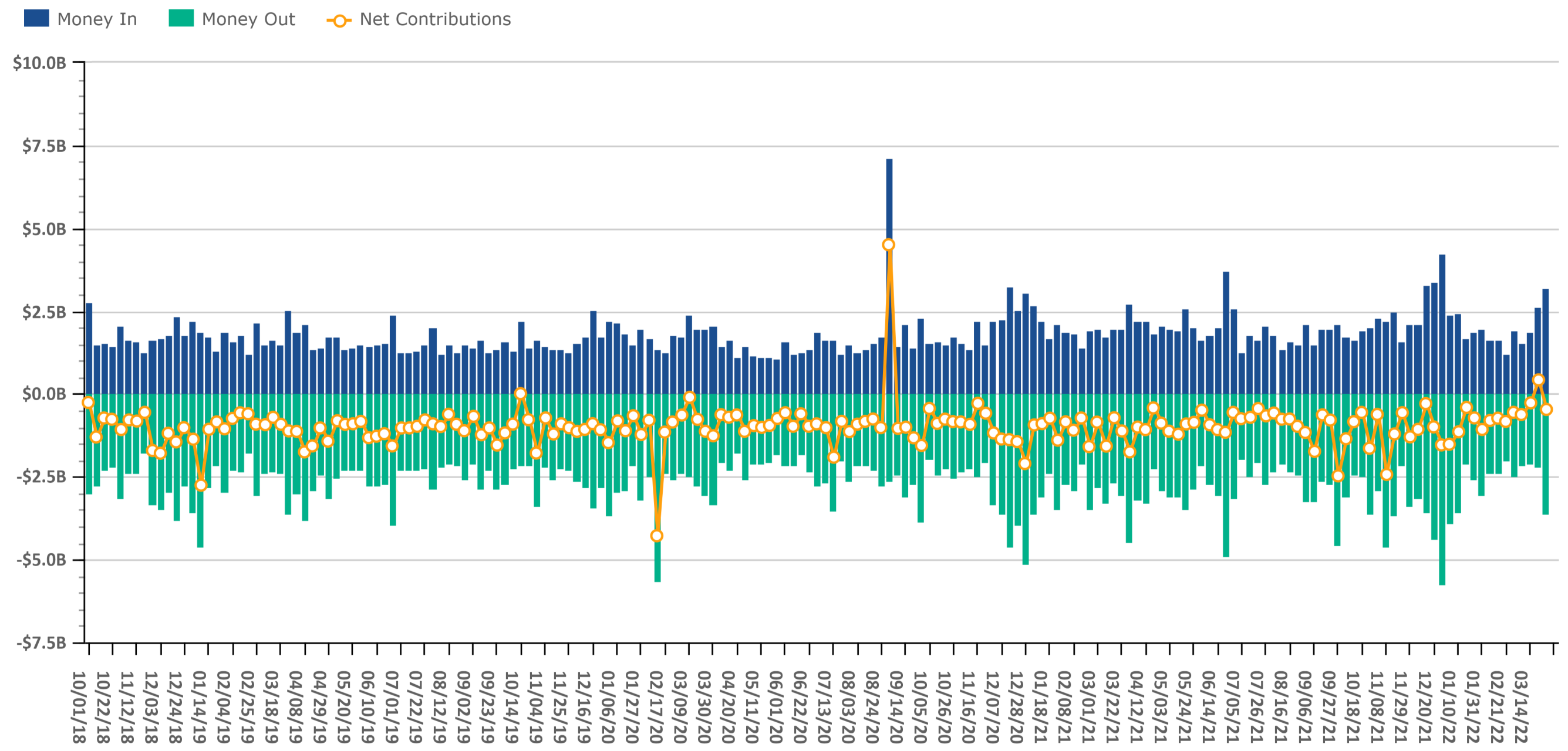


Source: Envestnet Wealth Management Platform

Client Contributions

Data Up Through: 04/01/2022

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.

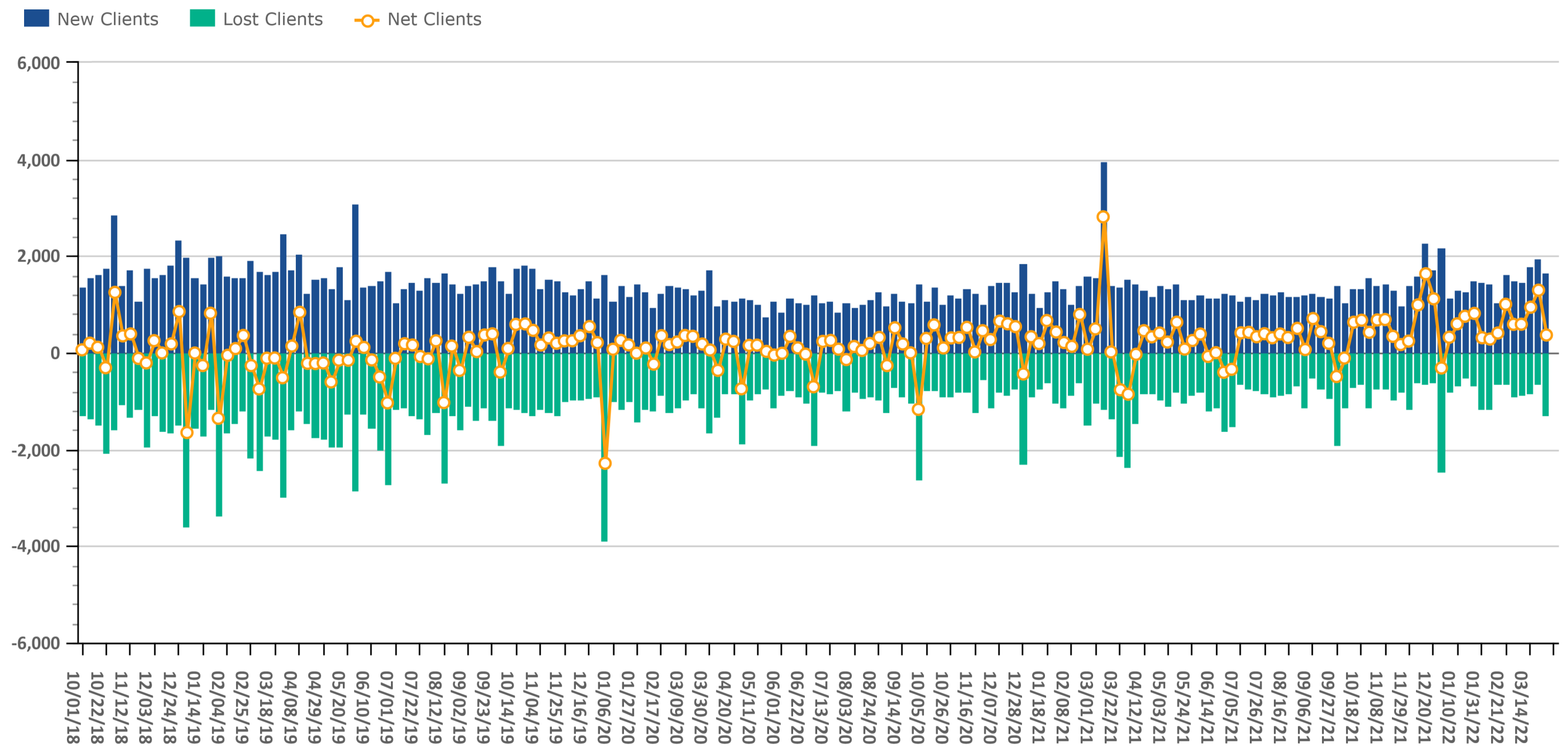


Source: Envestnet Wealth Management Platform

Client Growth

Data Up Through: 04/01/2022

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: 04/01/2022

Weekly Highest Styles : Higher Ranks have best Net Flows

Style	Weekly Rank	Weekly Delta
Commodity	1	1▲
Large-Cap Value	2	-1▼
Large-Cap Core	3	35▲
Inflation-Protected Bond	4	15▲
Alternative Fixed Income	5	10▲
Foreign Large Cap Value	6	6▲
Mid-Cap Value	7	1▲
Hedged Equity	8	3▲
REITs	9	-5▼
Managed Futures	10	12▲

YTD Highest Styles

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

Weekly Lowest Styles : Higher Ranks have worst Net Flows

Style	Weekly Rank	Weekly Delta
Short Bond	1	10▲
Intermediate Bond	2	-1▼
Short Muni	3	36▲
Intermediate Muni	4	0
Large-Cap Growth	5	-3▼
Foreign Large Cap Growth	6	-1▼
International Bond	7	0
Int'l Developed Mkts	8	-5▼
Inverse	9	1▲
Foreign Large Cap Core	10	11▲

YTD Lowest Styles

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

Source: Investnet Wealth Management Platform

Highest & Lowest MFs & ETFs by Net Flows

Data Up Through: 04/01/2022

Weekly Highest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
ODVYX - Invesco Developing Market	1	329▲
BSIIX - BlackRock Strategic Incom	2	45▲
NUVBX - Nuveen Intermediate Durat	3	54▲
GEMIX - Goldman Sachs Emerging Ma	4	165▲
MNCPX - Manning & Napier Unconstr	5	48▲
JENIX - Jensen Quality Growth I	6	4,743▲
DHLRX - Diamond Hill Large Cap I	7	4,940▲
FWMIX - American Funds Washington	8	493▲
FLTMX - Fidelity💎 Interm Muni Inc	9	4,899▲
ODMAX - Invesco Developing Market	10	4,872▲

Weekly Lowest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
VWSUX - Vanguard Short-Term Tx-Ex	1	5,003▲
VWIUX - Vanguard Interm-Term Tx-E	2	0
BEXIX - Baron Emerging Markets In	3	4,992▲
HLMEX - Harding Loevner Instl Eme	4	116▲
LASNX - Loomis Sayles Strategic A	5	2,643▲
GIBIX - Guggenheim Total Return B	6	-3▼
LASYX - Loomis Sayles Strategic A	7	4,480▲
LLDYX - Lord Abbett Short Duratio	8	30▲
FXNAX - Fidelity💎 US Bond Index I	9	39▲
OANMX - Oakmark Institutional	10	280▲

Source: Investnet Wealth Management Platform

Weekly Highest ETFs

Security Description	Weekly Rank	Weekly Delta
IWB - iShares Russell 1000	1	1,383▲
MUB - iShares National Muni Bond	2	13▲
SPTM - SPDR💎 Port S&P 1500 Comps	3	235▲
MBB - iShares MBS	4	1,427▲
IJJ - iShares S&P Mid-Cap 400 Val	5	2▲
VIG - Vanguard Dividend Appreciat	6	37▲
USFR - WisdomTree Floating Rate T	7	81▲
SPY - SPDR💎 S&P 500 ETF	8	113▲
AGG - iShares Core US Aggregate B	9	1,281▲
SCHP - Schwab US TIPS ETF💎	10	1,396▲

Weekly Lowest ETFs

Security Description	Weekly Rank	Weekly Delta
BIL - SPDR💎 Blmbg Barclays 1-3 Mt	1	1,345▲
MINT - PIMCO Enhanced Short Matur	2	7▲
IVV - iShares Core S&P 500	3	1,289▲
ITOT - iShares Core S&P Total US	4	99▲
SPYV - SPDR💎 Portfolio S&P 500 Va	5	-3▼
PST - ProShares UltraShort 7-10 Y	6	931▲
BIV - Vanguard Intermediate-Term	7	87▲
SCHZ - Schwab US Aggregate Bond E	8	1,214▲
XITK - SPDR💎 FactSet Innovative T	9	161▲
SHV - iShares Short Treasury Bond	10	29▲

Weekly Stock Buys & Sells

Data Up Through: 04/01/2022

Weekly Buys | Stocks

Security Description	Weekly Rank	Weekly Delta
DE - Deere & Co	1	2▲
AXON - Axon Enterprise Inc	2	2,532▲
AMZN - Amazon.com Inc	3	2▲
BMJ - Bristol-Myers Squibb Compan	4	5▲
VRTX - Vertex Pharmaceuticals Inc	5	782▲
JPM - JPMorgan Chase & Co	6	-5▼
PODD - Insulet Corp	7	310▲
AMH - American Homes 4 Rent	8	2,139▲
HD - The Home Depot Inc	9	5▲
TSLA - Tesla Motors Inc	10	15▲
MSFT - Microsoft Corp	11	-1▼
GOOGL - Alphabet Inc A	12	3▲
SBNY - Signature Bank	13	764▲
FSK - FS KKR Capital Corp	14	3,567▲
ADBE - Adobe Systems Inc	15	-11▼
PG - Procter & Gamble Co	16	-14▼
NVDA - NVIDIA Corp	17	-11▼
TMUS - T-Mobile US Inc	18	168▲
AGCO - AGCO Corp	19	66▲
CDW - CDW Corp	20	433▲
AVY - Avery Dennison Corp	21	710▲
AAPL - Apple Inc	22	-5▼
AVGO - Broadcom Inc Com	23	34▲
ALGN - Align Technology Inc	24	114▲
T - AT&T Inc	25	51▲

Weekly Sells | Stocks

Security Description	Weekly Rank	Weekly Delta
KMX - CarMax Inc	1	85▲
CONE - CyrusOne Inc	2	1,159▲
AAPL - Apple Inc	3	1▲
CCI - Crown Castle International	4	229▲
JPM - JPMorgan Chase & Co	5	2▲
TRGP - Targa Resources Corp	6	983▲
AMZN - Amazon.com Inc	7	7▲
MSFT - Microsoft Corp	8	-2▼
FBHS - Fortune Brands Home & Secu	9	192▲
MDT - Medtronic PLC	10	106▲
BRK.B - Berkshire Hathaway Inc B	11	-6▼
GBDC - Golub Capital BDC Inc	12	450▲
CERN - Cerner Corp	13	611▲
ECL - Ecolab Inc	14	6▲
BAC - Bank of America Corporation	15	132▲
COST - Costco Wholesale Corp	16	1▲
CVS - CVS Health Corp	17	54▲
BK - Bank of New York Mellon Corp	18	533▲
GOOGL - Alphabet Inc A	19	2▲
RNG - RingCentral Inc	20	444▲
AVGO - Broadcom Inc Com	21	27▲
DIS - Walt Disney Co	22	32▲
CVX - Chevron Corp	23	-15▼
TMO - Thermo Fisher Scientific In	24	45▲
UNH - UnitedHealth Group Inc	25	11▲

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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