



# RIA Pulse Report

Data Up Through: 04/29/2022

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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!

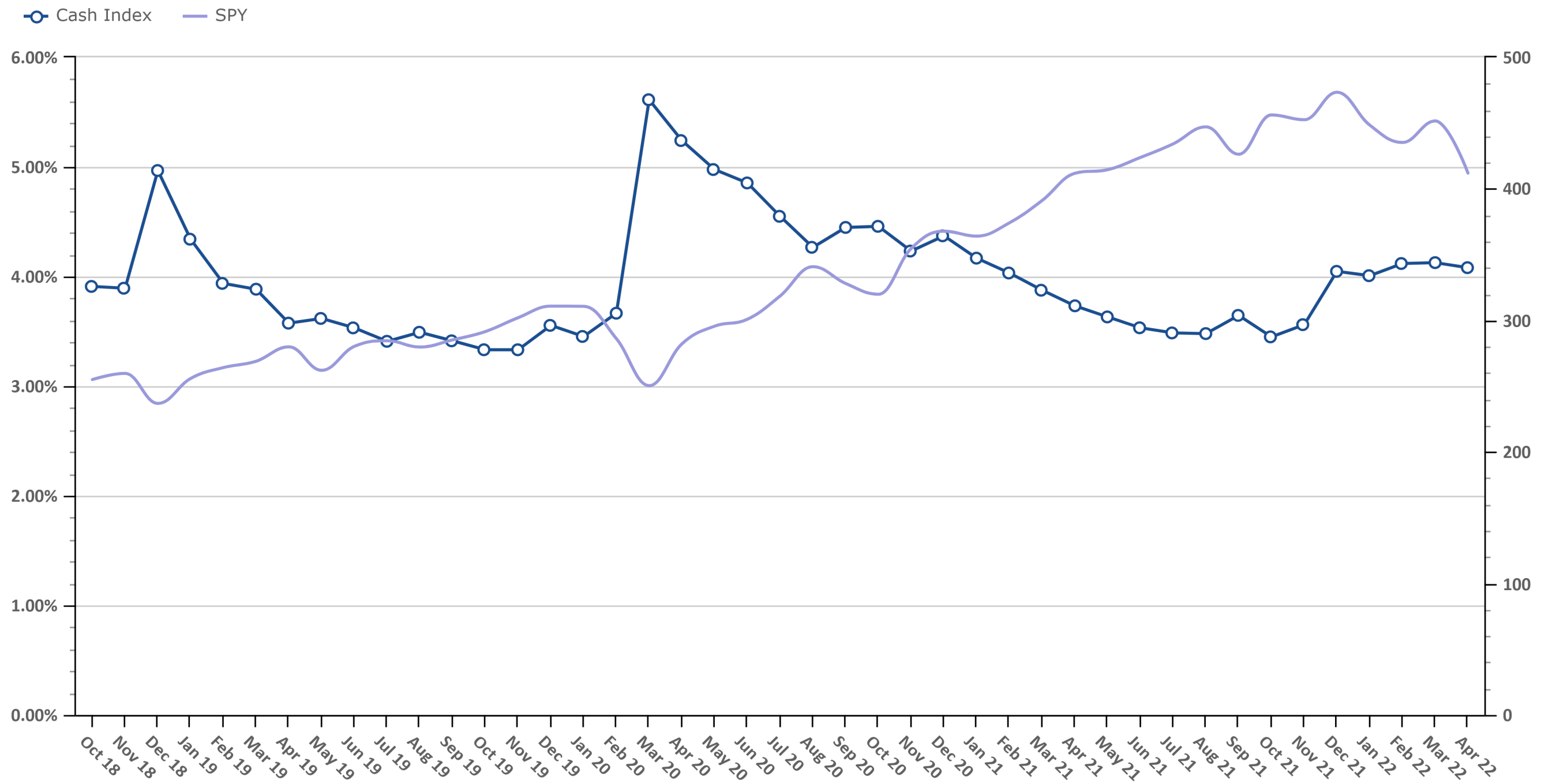
Your feedback is crucial to making this report most beneficial to advisors like you. If you have any comments on the data we show in this report or additional metrics you'd like to see included, please email [feedback@envestnetintelligence.com](mailto:feedback@envestnetintelligence.com). We'd love to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

**215.240.7063**

# Cash Levels Index

Data Up Through: 04/29/2022

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

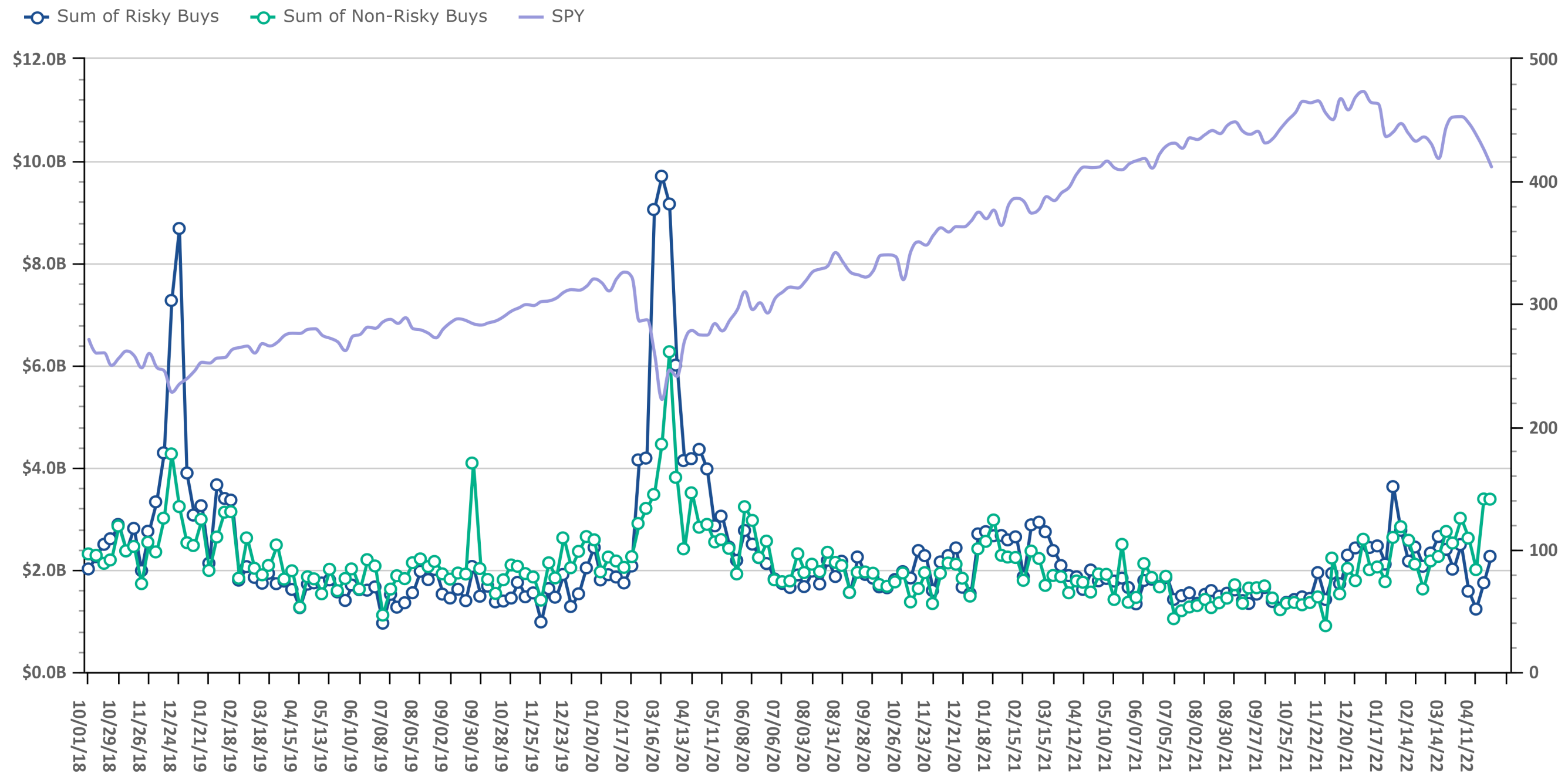


Source: Envestnet Wealth Management Platform

# Risk On vs. Risk Off Sums

Data Up Through: 04/29/2022

**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.

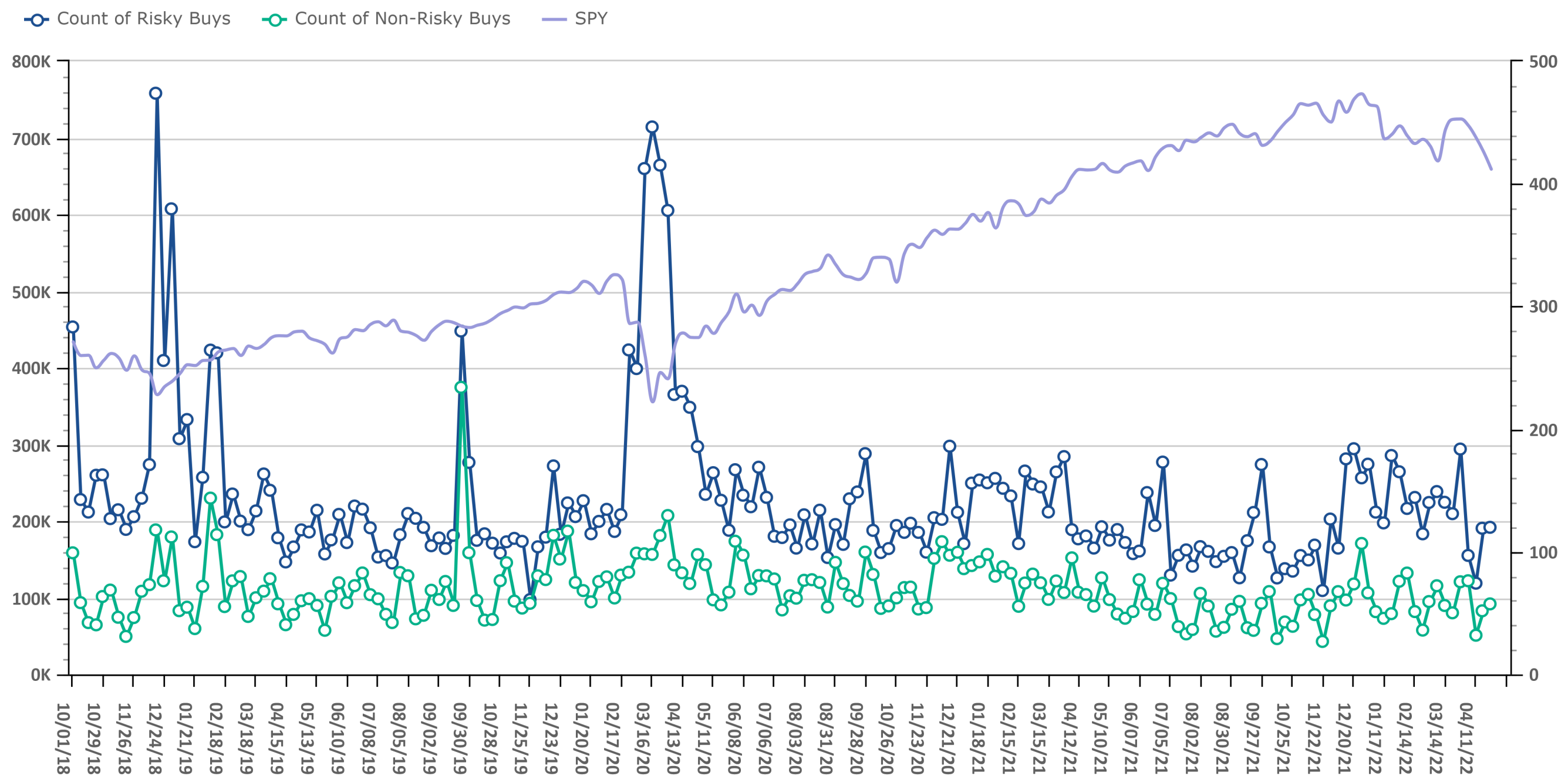


Source: Envestnet Wealth Management Platform

# Risk On vs. Risk Off Volume

Data Up Through: 04/29/2022

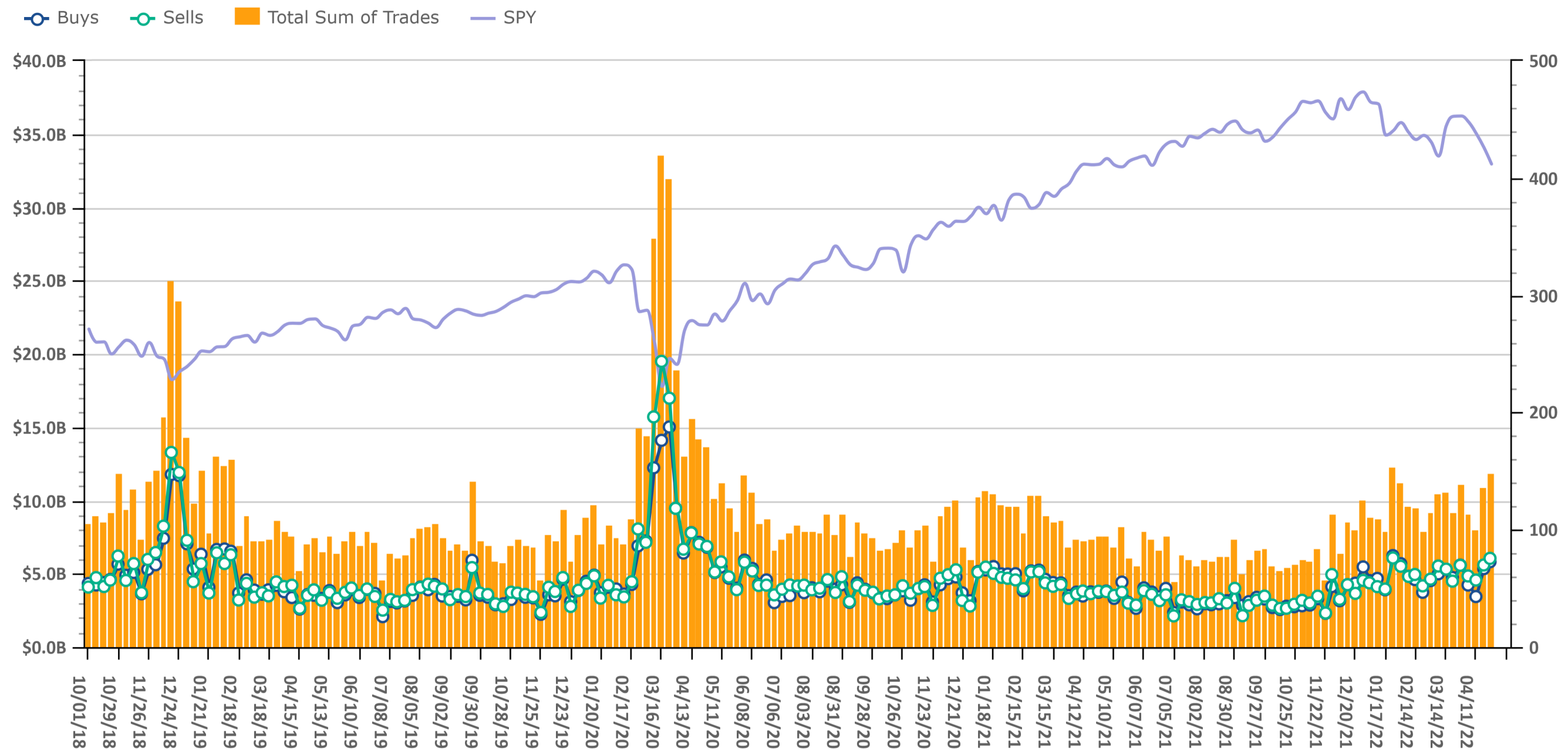
**Notes:** Risk On vs. Risk Off displays the count of both "risky" and "non-risky" buys. See the disclosure for a definition of Risk On & Risk Off.



# Trading Amount

Data Up Through: 04/29/2022

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



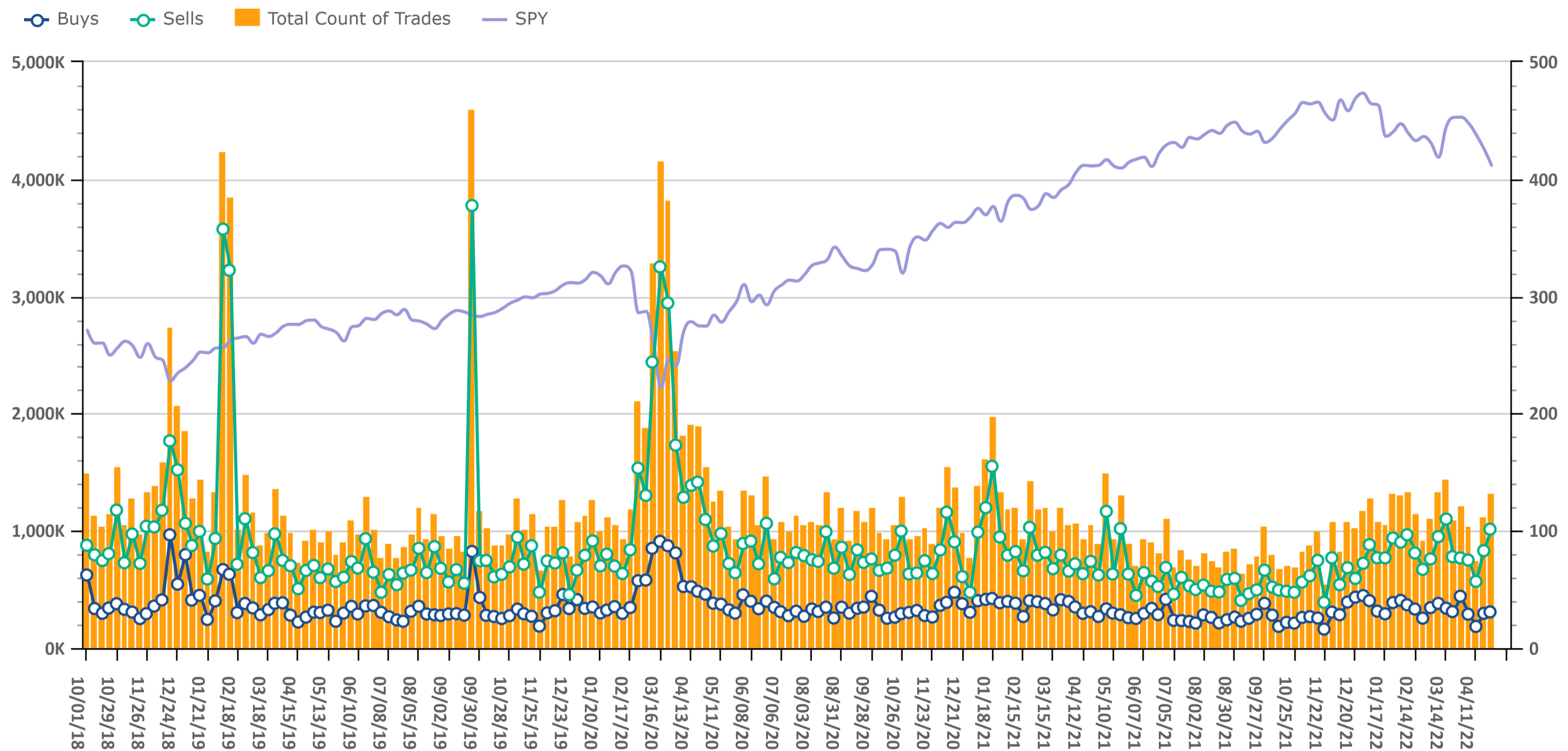
Source: Envestnet Wealth Management Platform



# Trading Volume

Data Up Through: 04/29/2022

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

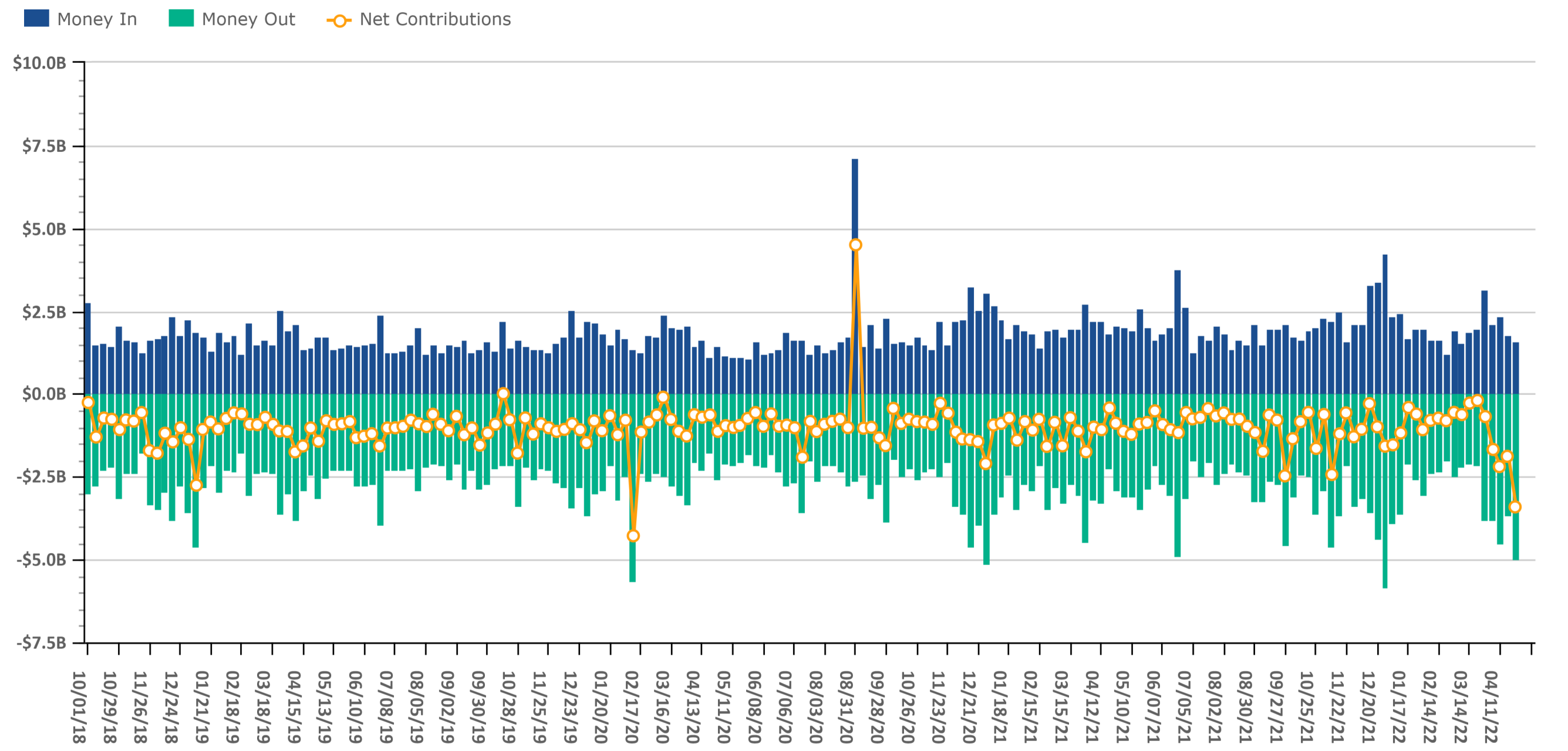


Source: Envestnet Wealth Management Platform

# Client Contributions

Data Up Through: 04/29/2022

**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.



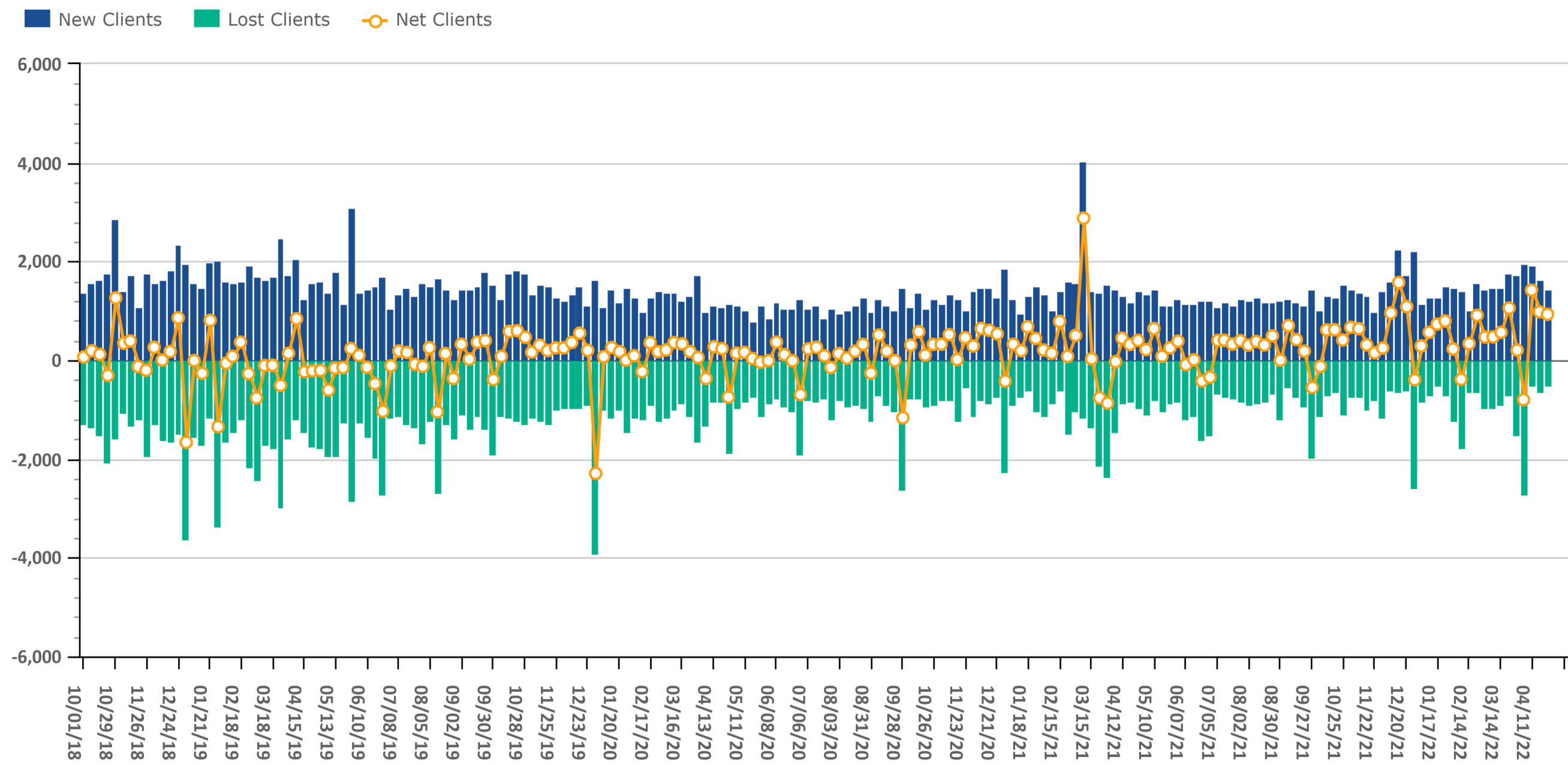
Source: Envestnet Wealth Management Platform



# Client Growth

Data Up Through: 04/29/2022

**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



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Performance Marketing



The CFO Program



Smart Compliance



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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: 04/29/2022

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

Style	Weekly Rank	Weekly Delta
Short Bond	1	29▲
Large-Cap Value	2	-1▼
Inverse	3	3▲
REITs	4	29▲
Hedged Equity	5	0
Long Bond	6	22▲
Bank Loan	7	-5▼
Short Muni	8	18▲
Int'l Developed Mkts	9	8▲
Foreign Small Mid Cap Core	10	0

## YTD Highest Styles

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

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

Style	Weekly Rank	Weekly Delta
Intermediate Bond	1	0
Large-Cap Core	2	0
Inflation-Protected Bond	3	33▲
Intermediate Muni	4	-1▼
Foreign Large Cap Growth	5	-1▼
High Yield	6	-1▼
Mid-Cap Growth	7	5▲
Long Muni	8	0
International Bond	9	0
Small-Cap Growth	10	14▲

## YTD Lowest Styles

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

Source: Envestnet Wealth Management Platform

# Highest & Lowest MFs & ETFs by Net Flows

Data Up Through: 04/29/2022

## Weekly Highest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
FLTMX - Fidelity💎 Interm Muni Inc	1	4,689▲
GLIFX - Lazard Global Listed Infr	2	17▲
VWSUX - Vanguard Short-Term Tx-Ex	3	19▲
VEIRX - Vanguard Equity-Income Ad	4	4,572▲
BCTIX - American Century CA Inter	5	20▲
FMUSX - Federated Hermes Municipa	6	4,589▲
RYURX - Rydex Inverse S&P 500💎 St	7	818▲
SGIIX - First Eagle Global I	8	18▲
APHKX - Artisan International Val	9	54▲
VTSNX - Vanguard Total Intl Stock	10	4,255▲

## Weekly Lowest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
VWIUX - Vanguard Interm-Term Tx-E	1	0
DBLTX - DoubleLine Total Return B	2	52▲
VFIDX - Vanguard Interm-Term Inve	3	77▲
ARTFX - Artisan High Income Inves	4	4,165▲
DODIX - Dodge & Cox Income	5	1▲
VCADX - Vanguard CA Interm-Term T	6	4,588▲
MWTIX - Metropolitan West Total R	7	48▲
VMLUX - Vanguard Ltd-Term Tx-Ex A	8	-5▼
SHXYX - American Beacon Shapiro E	9	2,448▲
VBIRX - Vanguard Short-Term Bond	10	4,610▲

Source: Investnet Wealth Management Platform

## Weekly Highest ETFs

Security Description	Weekly Rank	Weekly Delta
MUB - iShares National Muni Bond	1	113▲
IBDR - iShares iBonds Dec 2026 Te	2	1,012▲
VGSH - Vanguard Short-Term Treasu	3	1,238▲
VTEB - Vanguard Tax-Exempt Bond E	4	-3▼
VCIT - Vanguard Intermediate-Term	5	1,256▲
BIL - SPDR💎 Blmbg Barclays 1-3 Mt	6	42▲
IWD - iShares Russell 1000 Value	7	1,201▲
PSQ - ProShares Short QQQ	8	1,112▲
USFR - WisdomTree Floating Rate T	9	6▲
SPTS - SPDR💎 Portfolio Short Term	10	1,152▲

## Weekly Lowest ETFs

Security Description	Weekly Rank	Weekly Delta
BSCQ - Invesco BulletShares 2026	1	188▲
VTIP - Vanguard Short-Term Infl-P	2	1,247▲
IVV - iShares Core S&P 500	3	1▲
VCSH - Vanguard Short-Term Corpor	4	1,258▲
SPYV - SPDR💎 Portfolio S&P 500 Va	5	12▲
IEFA - iShares Core MSCI EAFE	6	48▲
IQLT - iShares MSCI Intl Quality	7	319▲
EMLP - First Trust North Amer Eng	8	1,143▲
BNDX - Vanguard Total Internation	9	1,248▲
BIV - Vanguard Intermediate-Term	10	40▲

# Weekly Stock Buys & Sells

Data Up Through: 04/29/2022

## Weekly Buys | Stocks

Security Description	Weekly Rank	Weekly Delta
AMZN - Amazon.com Inc	1	3▲
GOOGL - Alphabet Inc A	2	10▲
ADBE - Adobe Systems Inc	3	82▲
CVX - Chevron Corp	4	58▲
MSFT - Microsoft Corp	5	28▲
CSGP - CoStar Group Inc	6	68▲
FB - Meta Platforms Inc Class A	7	7▲
STE - STERIS PLC	8	820▲
PII - Polaris Inc	9	182▲
NEE - Nextera Energy Inc	10	86▲
FRC - First Republic Bank	11	284▲
WMG - Nevada Clean Magnesium Inc	12	998▲
JPM - JPMorgan Chase & Co	13	-11▼
COST - Costco Wholesale Corp	14	37▲
GOOG - Alphabet Inc C	15	33▲
DIS - Walt Disney Co	16	-10▼
QCOM - QUALCOMM Inc	17	37▲
BLK - BlackRock Inc	18	49▲
ODFL - Old Dominion Freight Line	19	610▲
FERG - Ferguson PLC	20	8▲
ORLY - O'Reilly Automotive Inc	21	-20▼
SNY - Sanofi	22	137▲
KKR - KKR & Co Inc	23	372▲
NFLX - Netflix Inc	24	-19▼
NVDA - NVIDIA Corp	25	-4▼

## Weekly Sells | Stocks

Security Description	Weekly Rank	Weekly Delta
AMZN - Amazon.com Inc	1	9▲
AAPL - Apple Inc	2	3▲
JPM - JPMorgan Chase & Co	3	15▲
FB - Meta Platforms Inc Class A	4	16▲
MSFT - Microsoft Corp	5	-3▼
BA - Boeing Co	6	120▲
GOOGL - Alphabet Inc A	7	17▲
DIS - Walt Disney Co	8	-4▼
PINS - Pinterest Inc	9	383▲
HD - The Home Depot Inc	10	7▲
NFLX - Netflix Inc	11	-10▼
COST - Costco Wholesale Corp	12	28▲
ADBE - Adobe Systems Inc	13	75▲
BLK - BlackRock Inc	14	71▲
ECL - Ecolab Inc	15	-6▼
NVDA - NVIDIA Corp	16	-5▼
STT - State Street Corporation	17	165▲
PYPL - PayPal Holdings Inc	18	-12▼
GOOG - Alphabet Inc C	19	16▲
SBUX - Starbucks Corp	20	-8▼
BMJ - Bristol-Myers Squibb Compan	21	31▲
ABBV - AbbVie Inc	22	12▲
VZC - Verizon Communications Inc	23	40▲
CVX - Chevron Corp	24	-10▼
MA - Mastercard Inc A	25	25▲

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.

## **Disclosure**

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