



RIA Pulse Report

Data Up Through: 10/07/2022

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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!

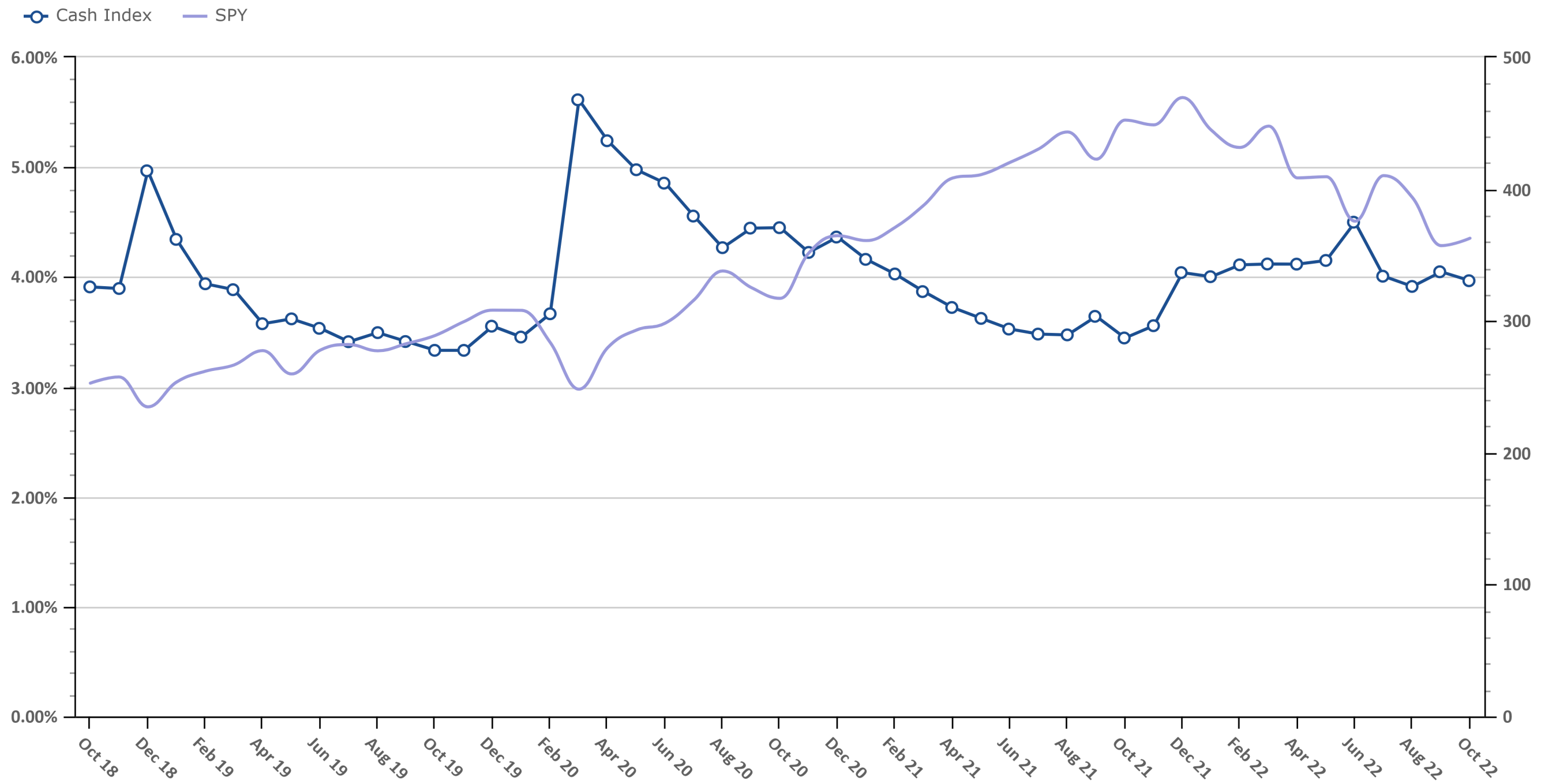
Your feedback is crucial to making this report most beneficial to advisors like you. If you have any comments on the data we show in this report or additional metrics you'd like to see included, please email feedback@envestnetintelligence.com. We'd love to hear from you.

215.240.7063

Cash Levels Index

Data Up Through: 10/07/2022

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

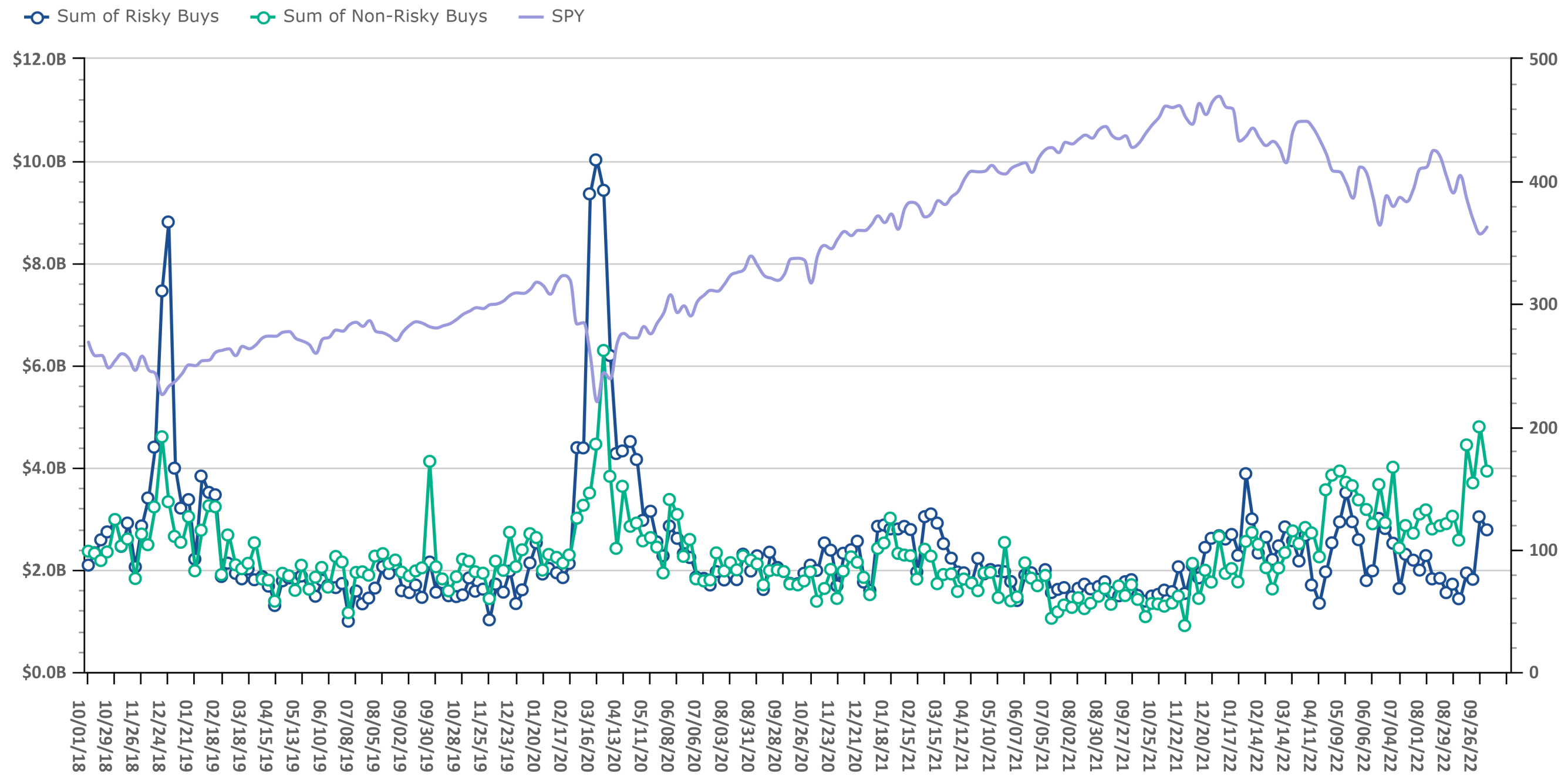


Source: Envestnet Wealth Management Platform

Risk On vs. Risk Off Sums

Data Up Through: 10/07/2022

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.

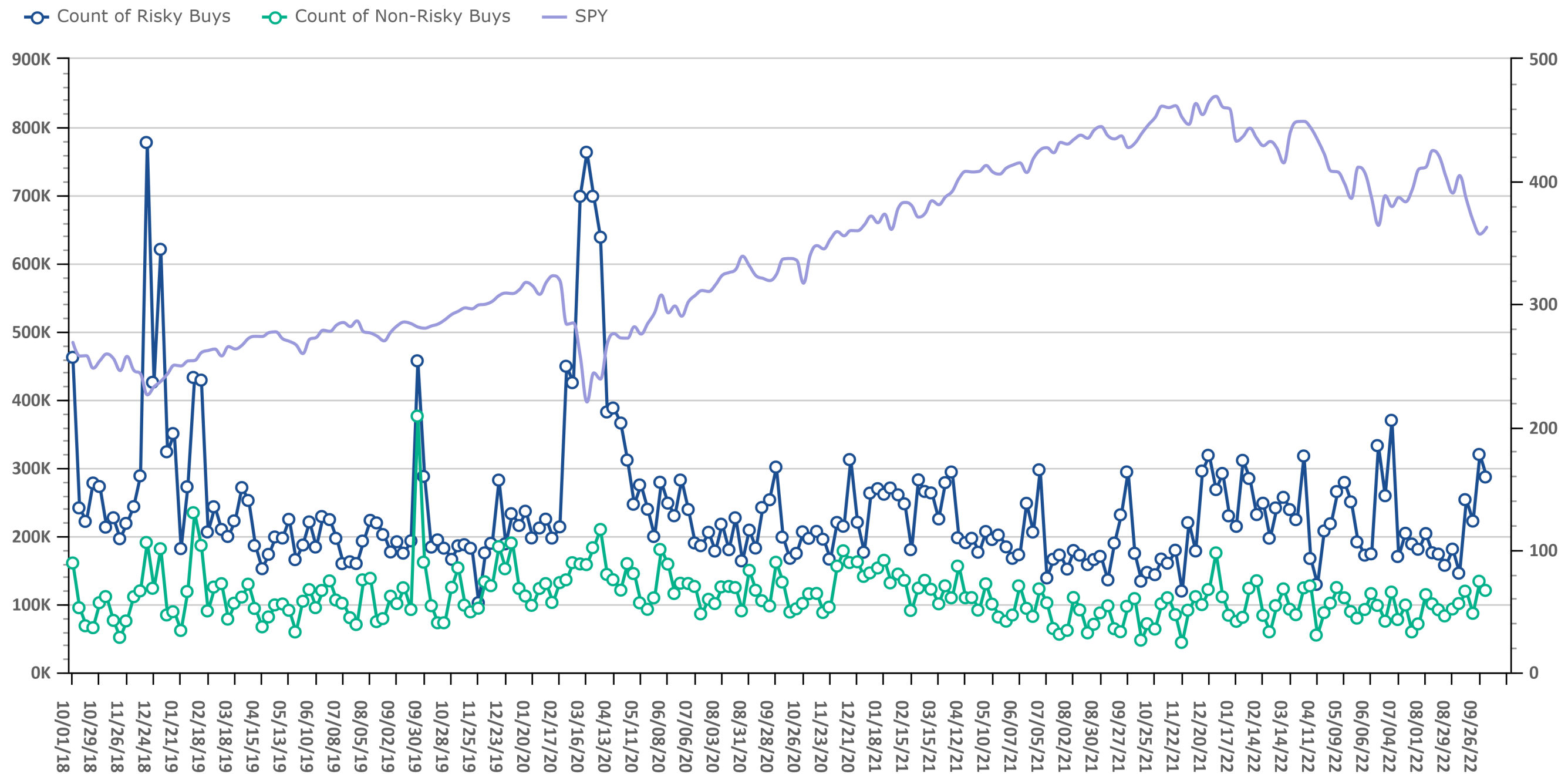


Source: Envestnet Wealth Management Platform

Risk On vs. Risk Off Volume

Data Up Through: 10/07/2022

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.

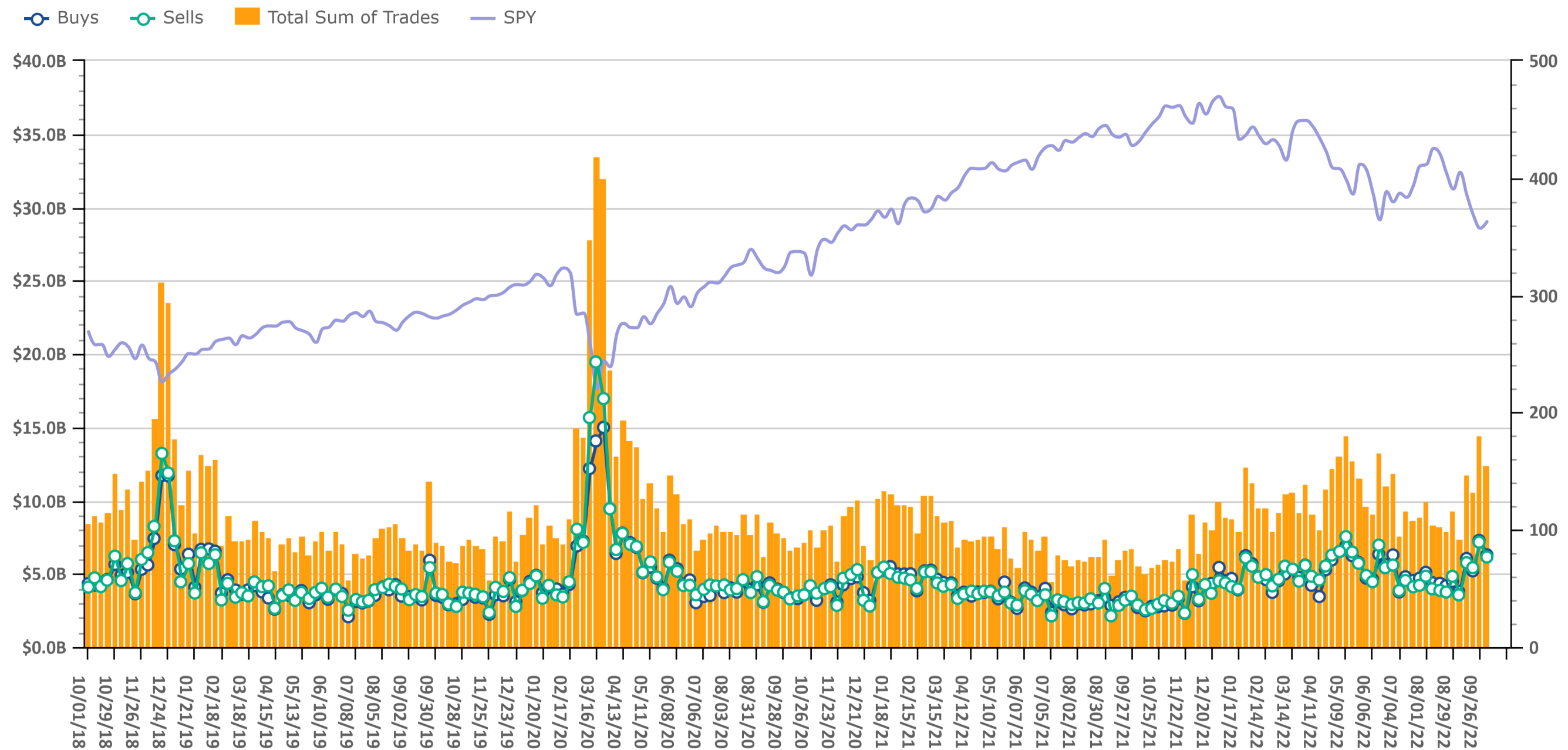


Source: Envestnet Wealth Management Platform

Trading Amount

Data Up Through: 10/07/2022

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

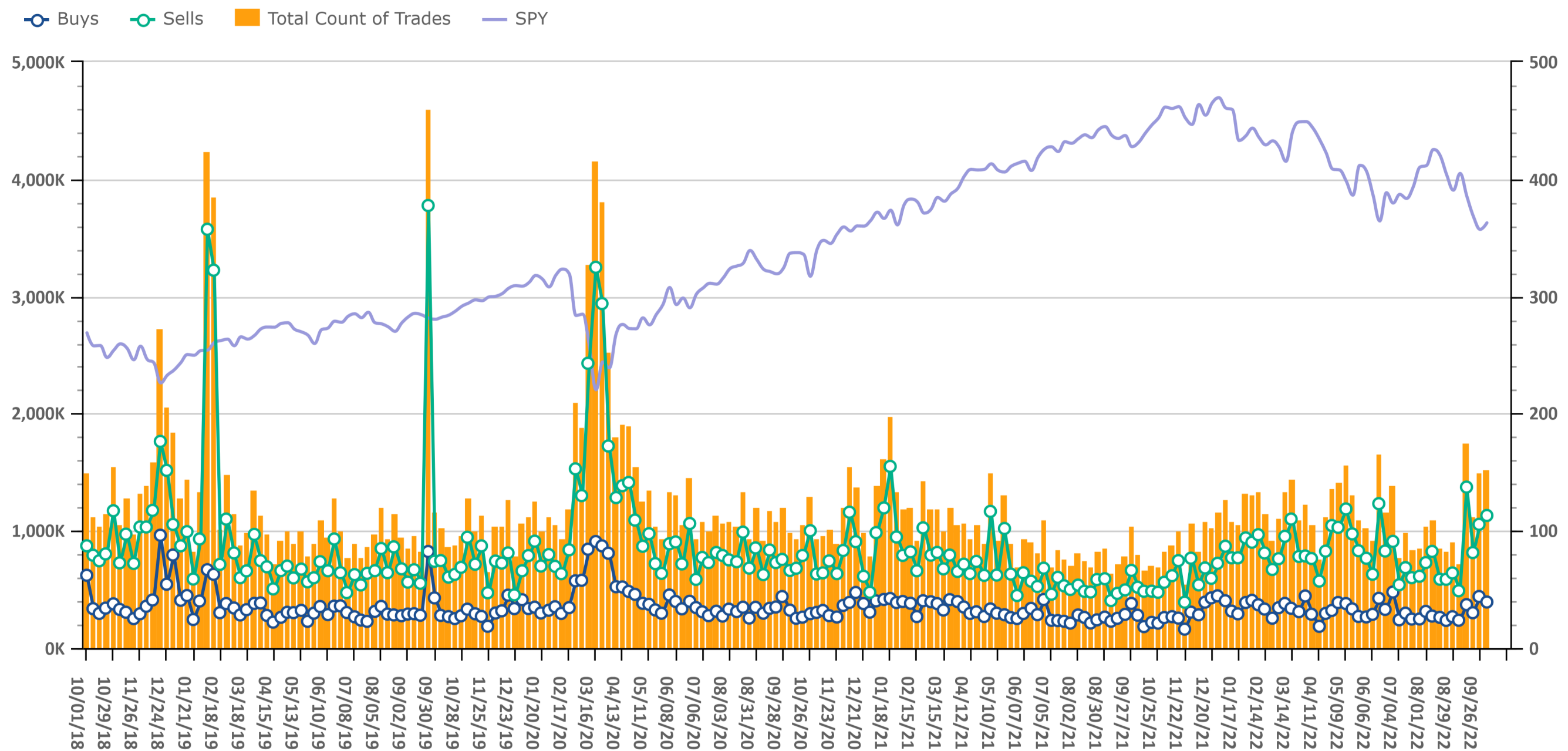


Source: Envestnet Wealth Management Platform

Trading Volume

Data Up Through: 10/07/2022

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

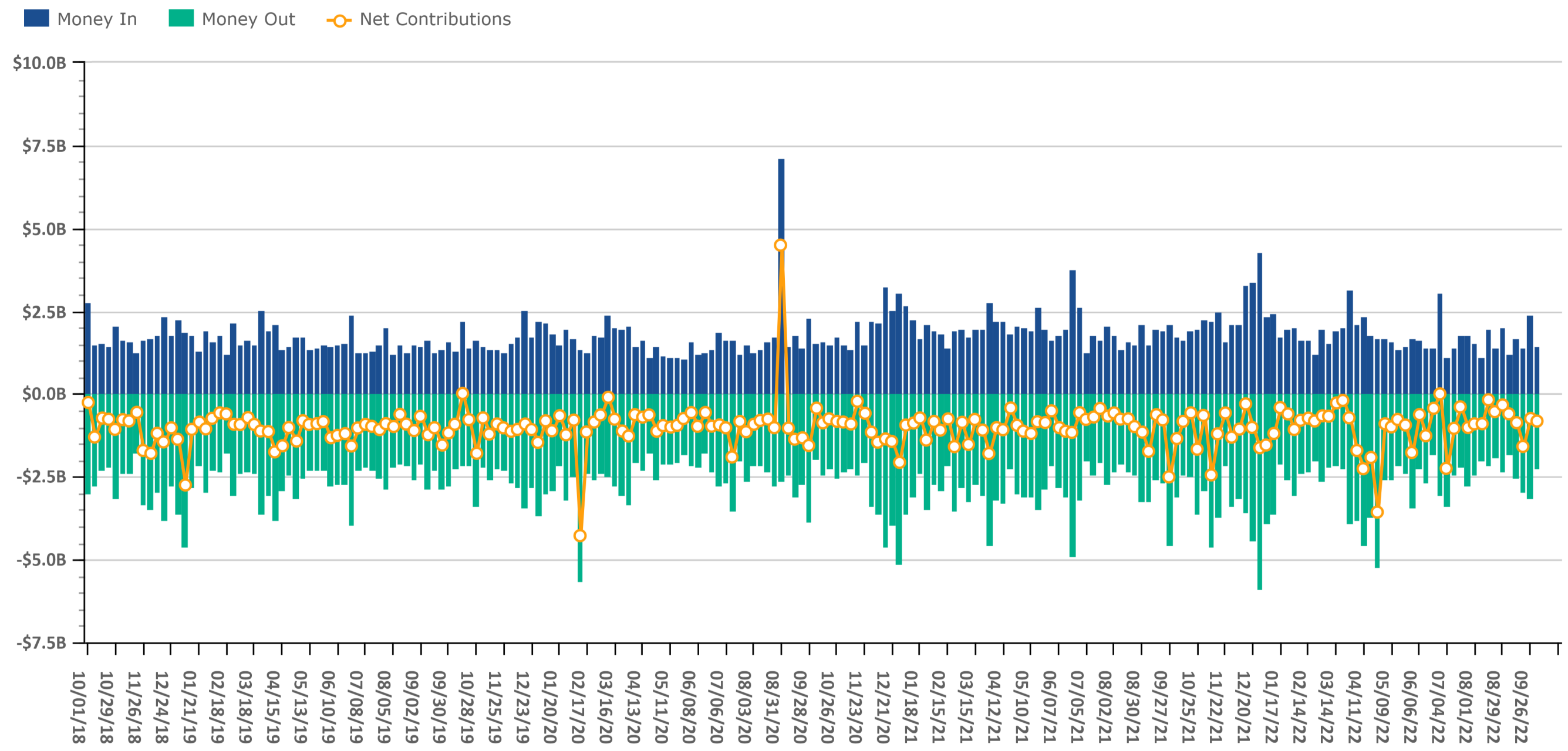


Source: Envestnet Wealth Management Platform

Client Contributions

Data Up Through: 10/07/2022

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.

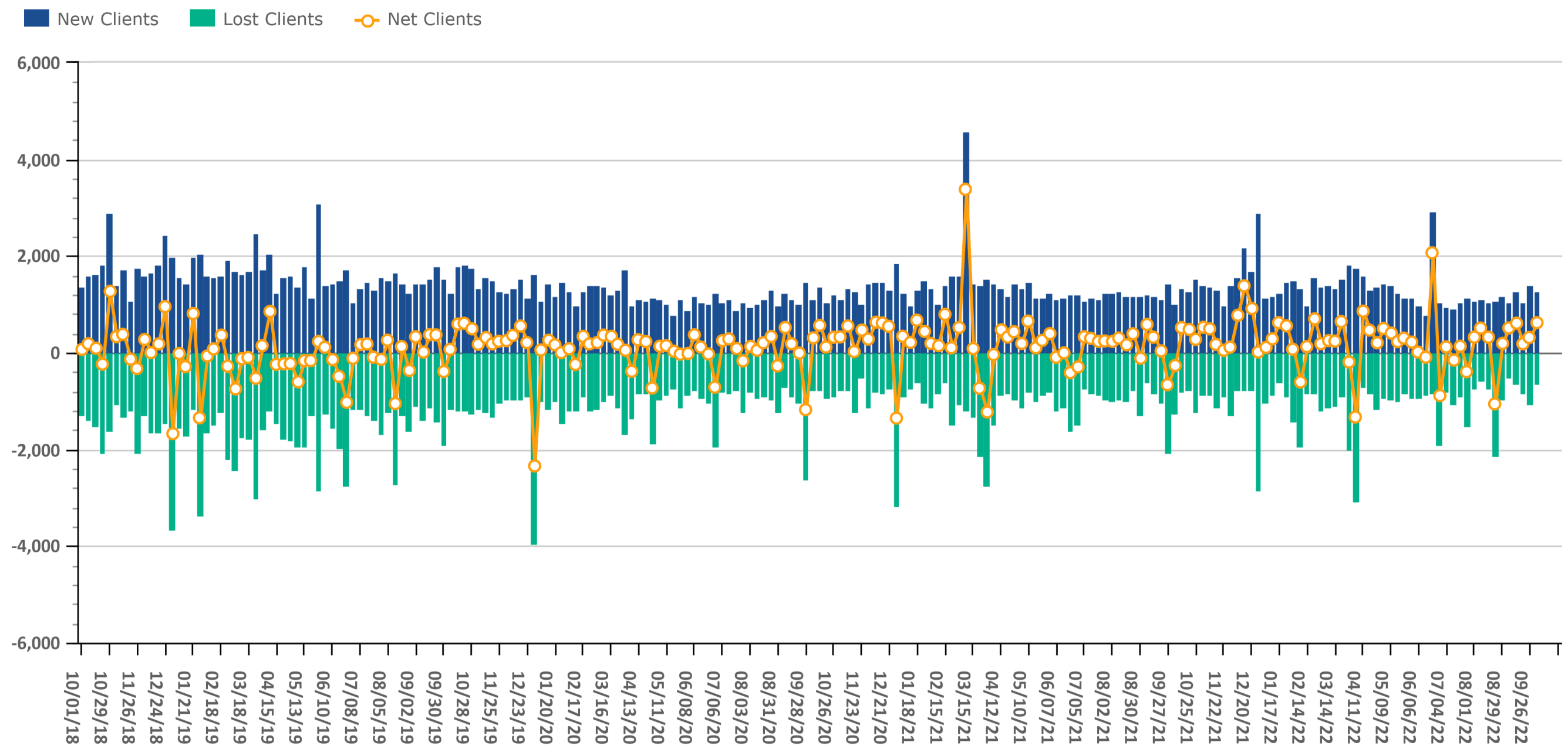


Source: Envestnet Wealth Management Platform

Client Growth

Data Up Through: 10/07/2022

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: 10/07/2022

Weekly Highest Styles : Higher Ranks have best Net Flows

Style	Weekly Rank	Weekly Delta
Int'l Developed Mkts	1	1▲
Mid-Cap Value	2	28▲
Mid-Cap Core	3	1▲
Global Equity	4	8▲
Long Bond	5	6▲
REITs	6	18▲
Small-Cap Value	7	0
Small-Cap Core	8	-3▼
Large-Cap Growth	9	5▲
Foreign Small Mid Cap Value	10	-4▼

YTD Highest Styles

Style	YTD Rank
Int'l Developed Mkts	1
Large-Cap Value	2
Hedged Equity	3
REITs	4
Inverse	5
Foreign Large Cap Value	6
Bank Loan	7
Small-Cap Value	8
Managed Futures	9
Foreign Small Mid Cap Value	10

Weekly Lowest Styles : Higher Ranks have worst Net Flows

Style	Weekly Rank	Weekly Delta
Short Muni	1	4▲
Foreign Large Cap Growth	2	1▲
Foreign Large Cap Value	3	19▲
Intermediate Bond	4	37▲
Intermediate Muni	5	-1▼
Balanced	6	4▲
Int'l Emerging Mkts	7	11▲
Short Bond	8	-7▼
Alternative Fixed Income	9	0
Inverse	10	9▲

YTD Lowest Styles

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

Source: Envestnet Wealth Management Platform

Highest & Lowest MFs & ETFs by Net Flows

Data Up Through: 10/07/2022

Weekly Highest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
FLTMX - Fidelity💎 Interm Muni Inc	1	15▲
FWGIX - American Funds Capital Wo	2	485▲
PFORX - PIMCO International Bond	3	4,624▲
PTIAX - Performance Trust Strateg	4	4,748▲
DFAPX - DFA Investment Grade I	5	4,730▲
BIGIX - William Blair Internation	6	4,368▲
TRMIX - T. Rowe Price Mid-Cap Val	7	4,259▲
BCTIX - American Century CA Inter	8	4,593▲
DFSIX - DFA US Sustainability Cor	9	4,028▲
GSIMX - Goldman Sachs GQG Ptnrs I	10	4,658▲

Weekly Lowest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
VWIUX - Vanguard Interm-Term Tx-E	1	4▲
VMLUX - Vanguard Ltd-Term Tx-Ex A	2	4▲
FSPSX - Fidelity💎 International I	3	4,719▲
VWSUX - Vanguard Short-Term Tx-Ex	4	17▲
LSBDX - Loomis Sayles Bond Instl	5	109▲
JOHIX - JOHCM International Selec	6	190▲
DFIVX - DFA International Value I	7	4,731▲
WIGRX - Wasatch Core Growth Insti	8	523▲
FEUPX - American Funds Europacifi	9	42▲
DFSVX - DFA US Small Cap Value I	10	417▲

Source: Investnet Wealth Management Platform

Weekly Highest ETFs

Security Description	Weekly Rank	Weekly Delta
SPDW - SPDR💎 Portfolio Developed	1	78▲
USFR - WisdomTree Floating Rate T	2	222▲
VGSH - Vanguard Short-Term Treasu	3	-1▼
DFAI - DIMENSIONAL INTERN CORE EQ	4	63▲
IUSB - iShares Core Total USD Bon	5	1,151▲
AVUV - AVANTIS US SMALL CAP VALUE	6	38▲
VEA - Vanguard FTSE Developed Mar	7	122▲
BSV - Vanguard Short-Term Bond ET	8	1,099▲
IBTE - ISHARES IBONDS TERM TREASU	9	6▲
IEI - iShares 3-7 Year Treasury B	10	48▲

Weekly Lowest ETFs

Security Description	Weekly Rank	Weekly Delta
VTI - Vanguard Total Stock Market	1	1,409▲
SHY - iShares 1-3 Year Treasury B	2	1,402▲
IWD - iShares Russell 1000 Value	3	208▲
SH - ProShares Short S&P500	4	276▲
NTSX - WisdomTree U.S. Efficient	5	85▲
INTF - iShares International Equi	6	1,209▲
DFCF - Dimensional Core Fixed Inc	7	1,369▲
BND - Vanguard Total Bond Market	8	-7▼
FLRN - SPDR💎 Blmbg Barclays Inv G	9	632▲
AGG - iShares Core US Aggregate B	10	1,413▲

Weekly Stock Buys & Sells

Data Up Through: 10/07/2022

Weekly Buys | Stocks

Security Description	Weekly Rank	Weekly Delta
VZC - Verizon Communications Inc	1	11▲
V - Visa Inc Class A	2	40▲
LAMR - Lamar Advertising Co	3	500▲
AMZN - Amazon.com Inc	4	7▲
INTU - Intuit Inc	5	56▲
MNST - Monster Beverage Corp	6	0
NFLX - Netflix Inc	7	11▲
TSLA - Tesla Motors Inc	8	21▲
MSFT - Microsoft Corp	9	-4▼
MC - Moelis & Co	10	1,101▲
DIS - Walt Disney Co	11	-8▼
T - AT&T Inc	12	38▲
CRM - Salesforce Inc	13	19▲
GOOGL - Alphabet Inc A	14	11▲
ILMN - Illumina Inc	15	164▲
AAPL - Apple Inc	16	-9▼
KR - The Kroger Co	17	606▲
UPS - United Parcel Service Inc C	18	91▲
INTC - Intel Corp	19	-9▼
GOLD - Barrick Gold Corp	20	1,165▲
UNH - UnitedHealth Group Inc	21	51▲
FDX - FedEx Corp	22	4▲
SLB - Schlumberger Ltd	23	21▲
NOW - ServiceNow Inc	24	98▲
META - Meta Platforms Inc Class A	25	-8▼

Weekly Sells | Stocks

Security Description	Weekly Rank	Weekly Delta
T - AT&T Inc	1	12▲
AAPL - Apple Inc	2	3▲
FDX - FedEx Corp	3	19▲
CTXS - Citrix Systems Inc	4	200▲
XOM - Exxon Mobil Corp	5	62▲
JNJ - Johnson & Johnson	6	29▲
AMZN - Amazon.com Inc	7	5▲
HRB - H&R Block Inc	8	149▲
NFLX - Netflix Inc	9	17▲
RBLX - Roblox Corp	10	190▲
JPM - JPMorgan Chase & Co	11	12▲
VZC - Verizon Communications Inc	12	-5▼
PEP - PepsiCo Inc	13	92▲
MSFT - Microsoft Corp	14	-6▼
META - Meta Platforms Inc Class A	15	-9▼
MDT - Medtronic PLC	16	26▲
GPRK - GeoPark Ltd	17	269▲
TWTR - Twitter Inc	18	315▲
DIS - Walt Disney Co	19	-1▼
MMM - 3M Co	20	8▲
INTC - Intel Corp	21	-19▼
V - Visa Inc Class A	22	-1▼
KHC - The Kraft Heinz Co	23	229▲
FHN - First Horizon Corp	24	1,588▲
CRM - Salesforce Inc	25	-10▼

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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