



RIA Pulse Report

Data Up Through: 10/14/2022

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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!

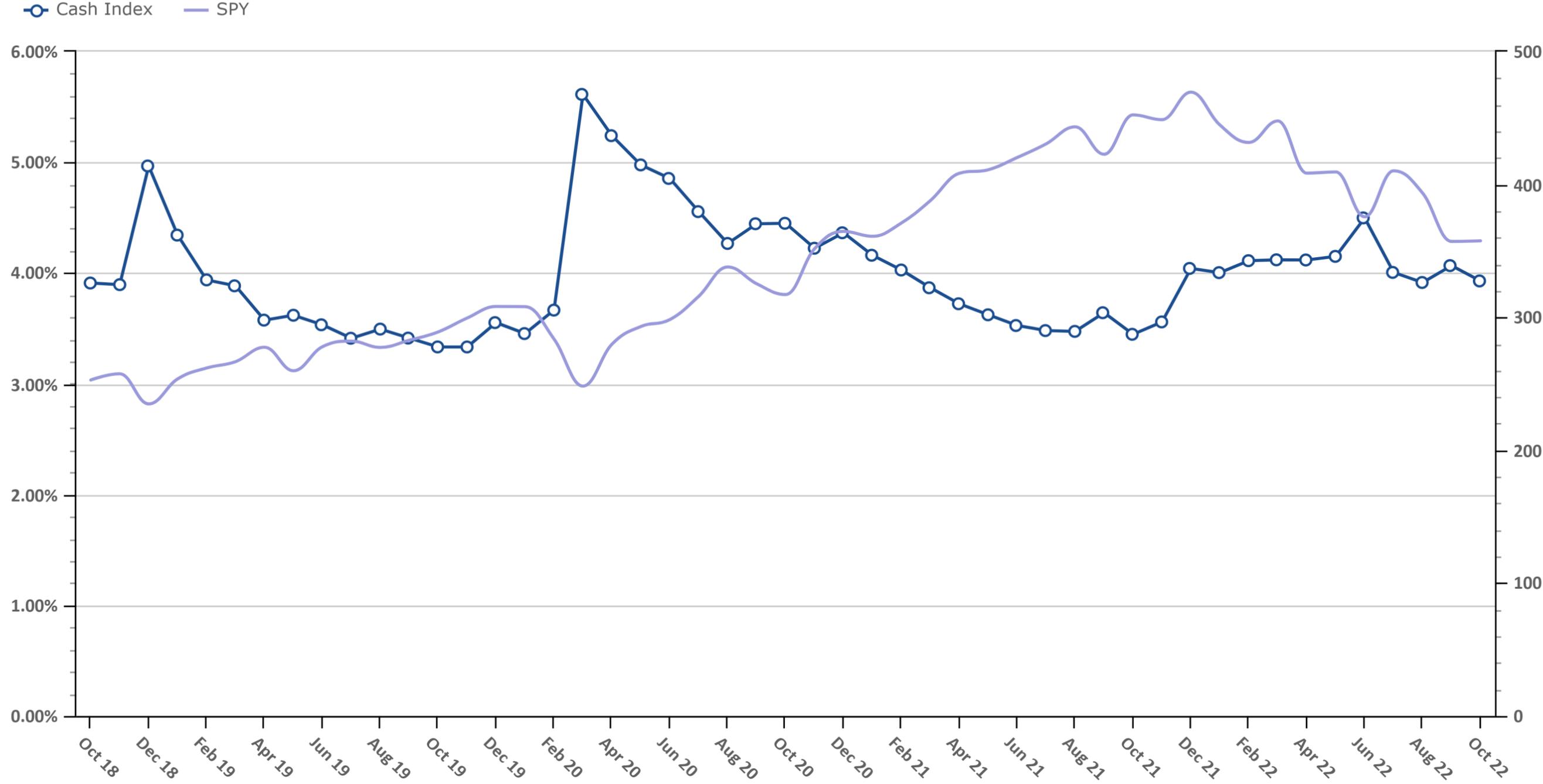
Your feedback is crucial to making this report most beneficial to advisors like you. If you have any comments on the data we show in this report or additional metrics you'd like to see included, please email feedback@envestnetintelligence.com. We'd love to hear from you.

215.240.7063

Cash Levels Index

Data Up Through: 10/14/2022

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

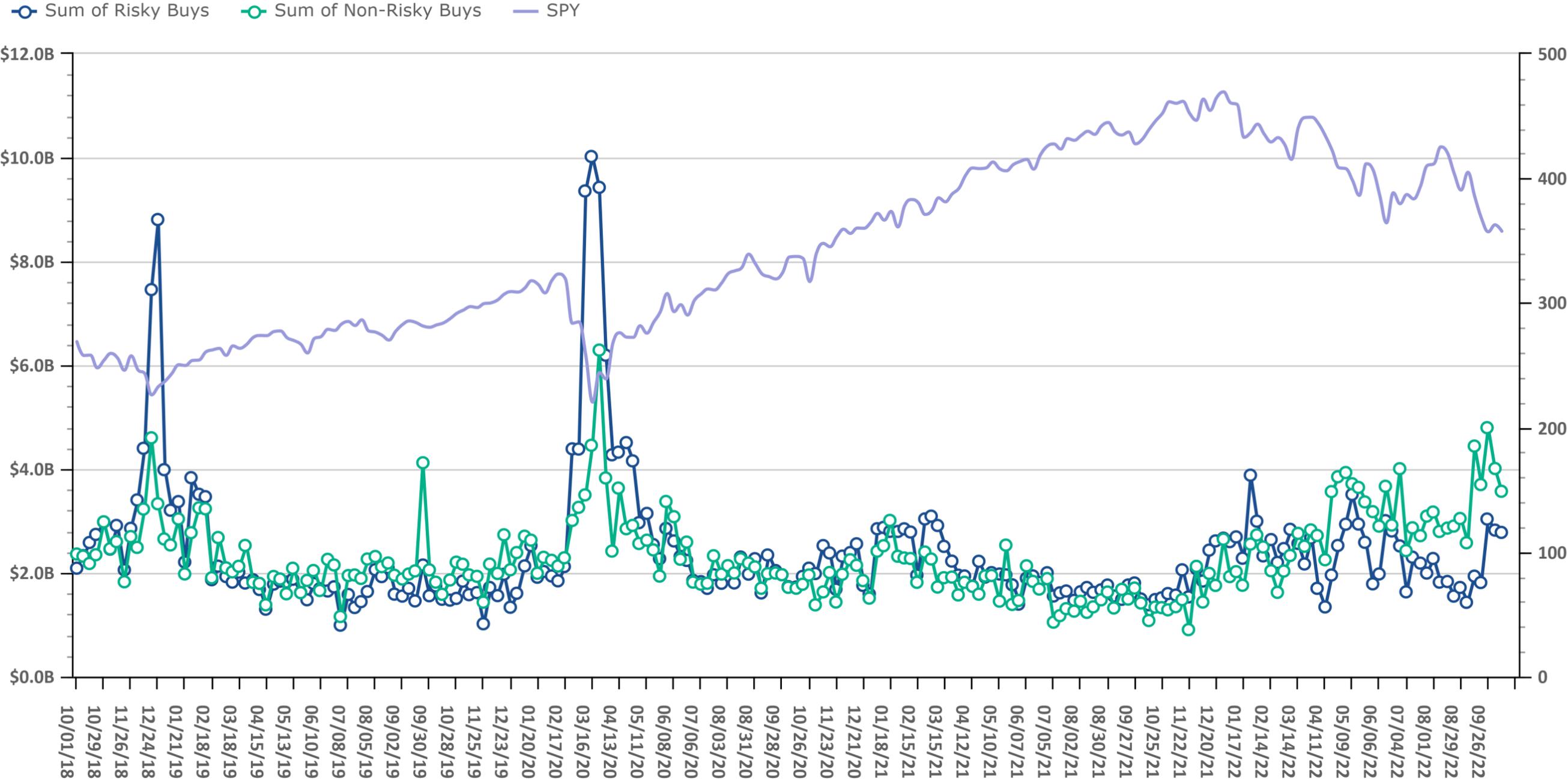


Source: Evestnet Wealth Management Platform

Risk On vs. Risk Off Sums

Data Up Through: 10/14/2022

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.

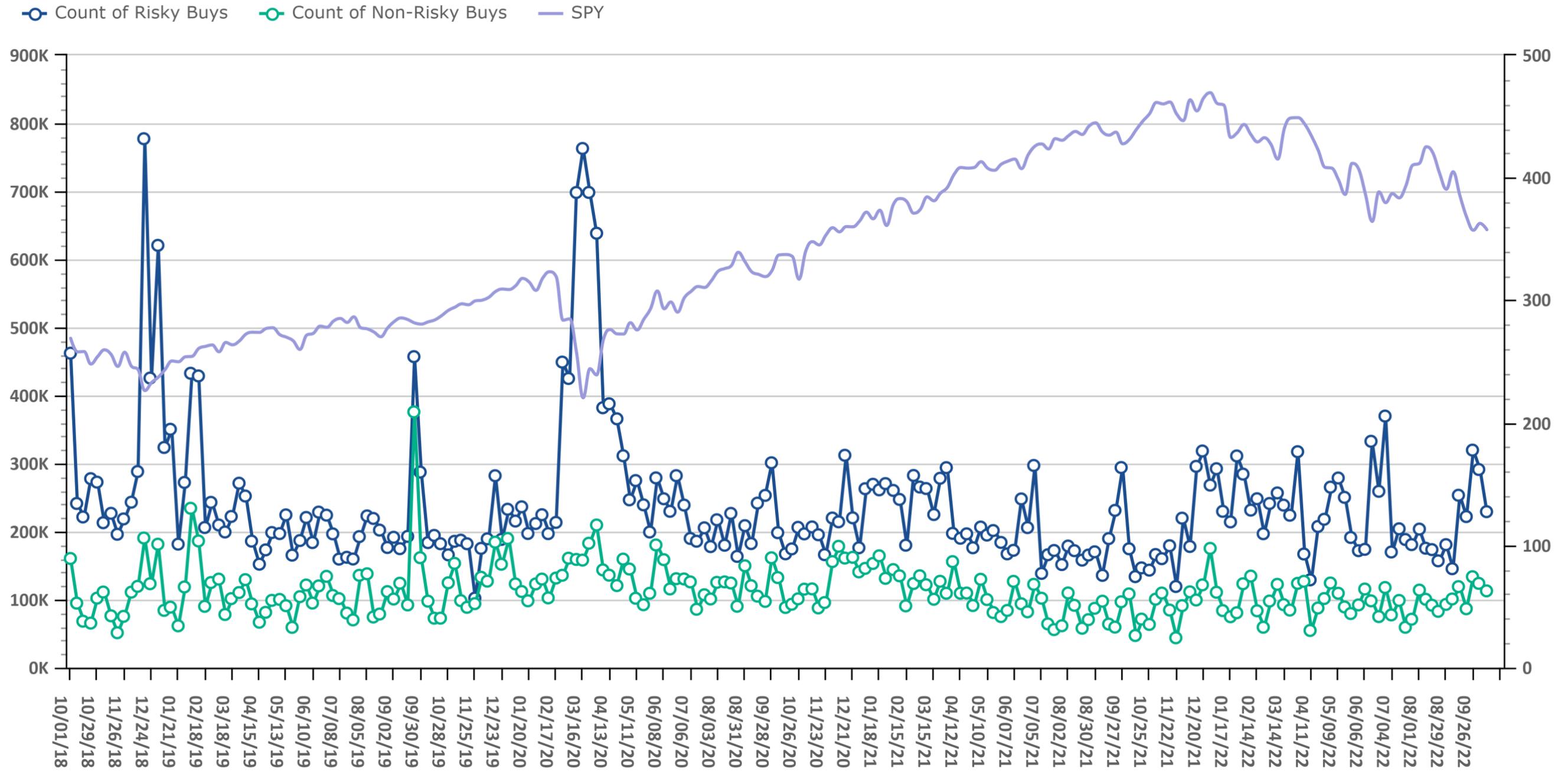


Source: Investnet Wealth Management Platform

Risk On vs. Risk Off Volume

Data Up Through: 10/14/2022

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.

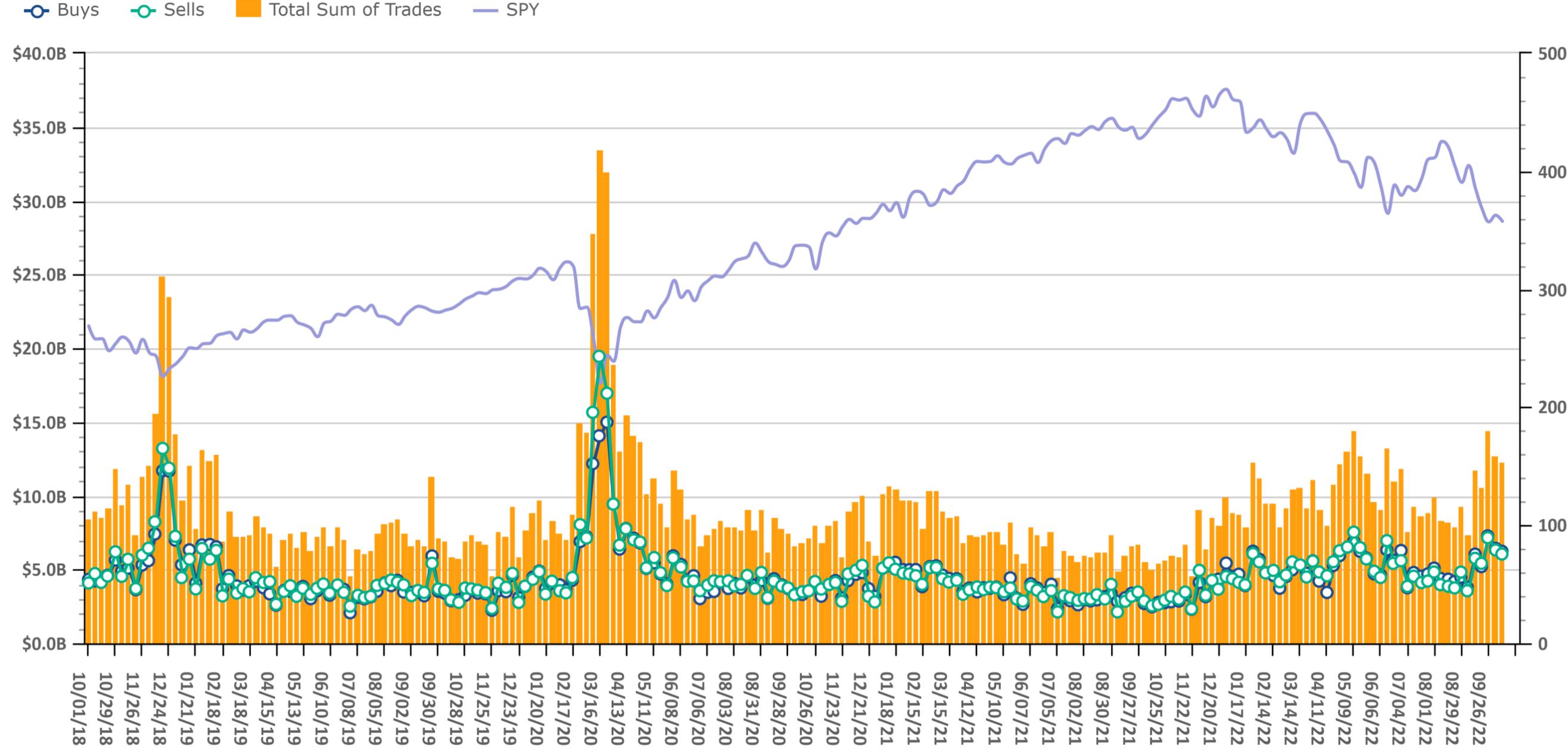


Source: Investnet Wealth Management Platform

Trading Amount

Data Up Through: 10/14/2022

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

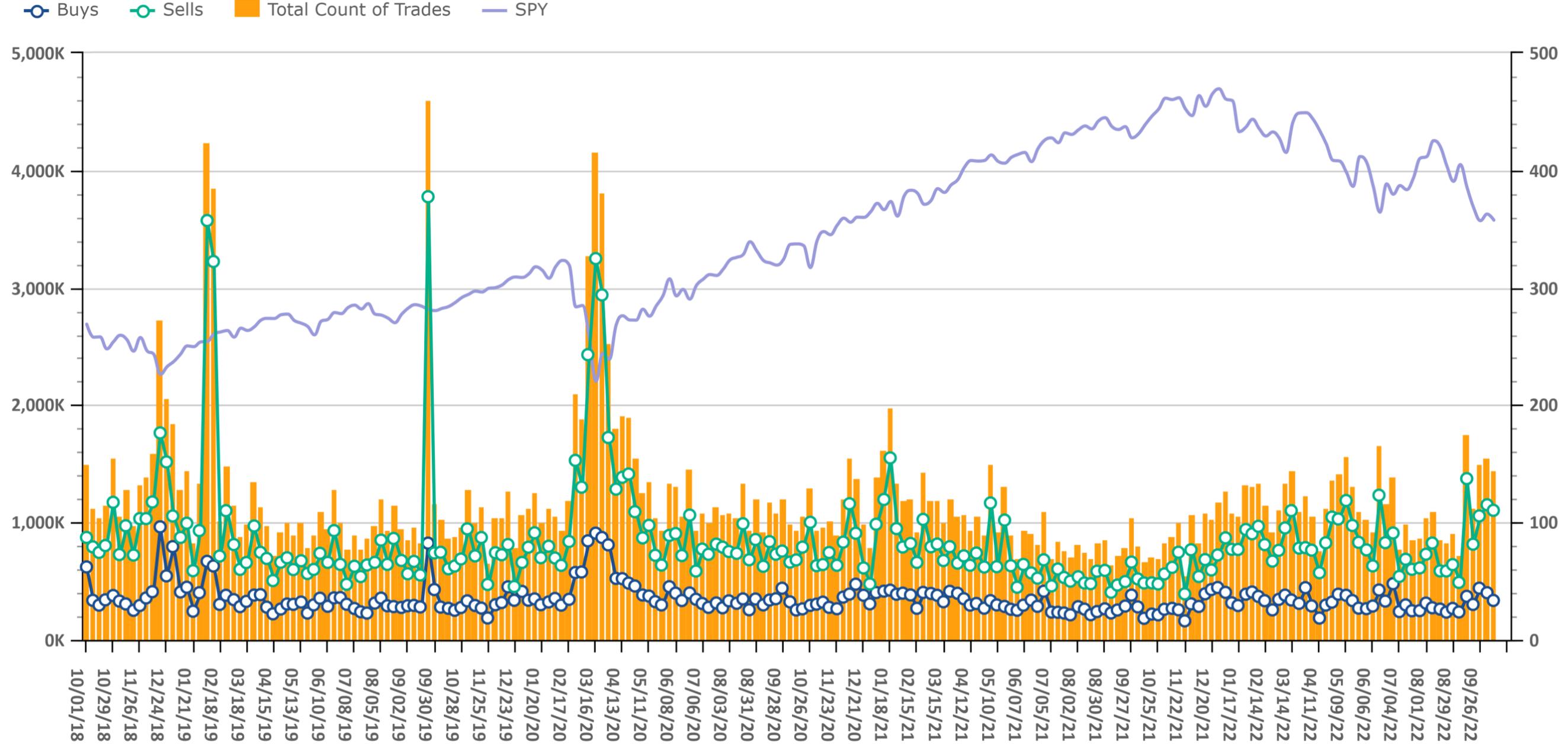


Source: Investnet Wealth Management Platform

Trading Volume

Data Up Through: 10/14/2022

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

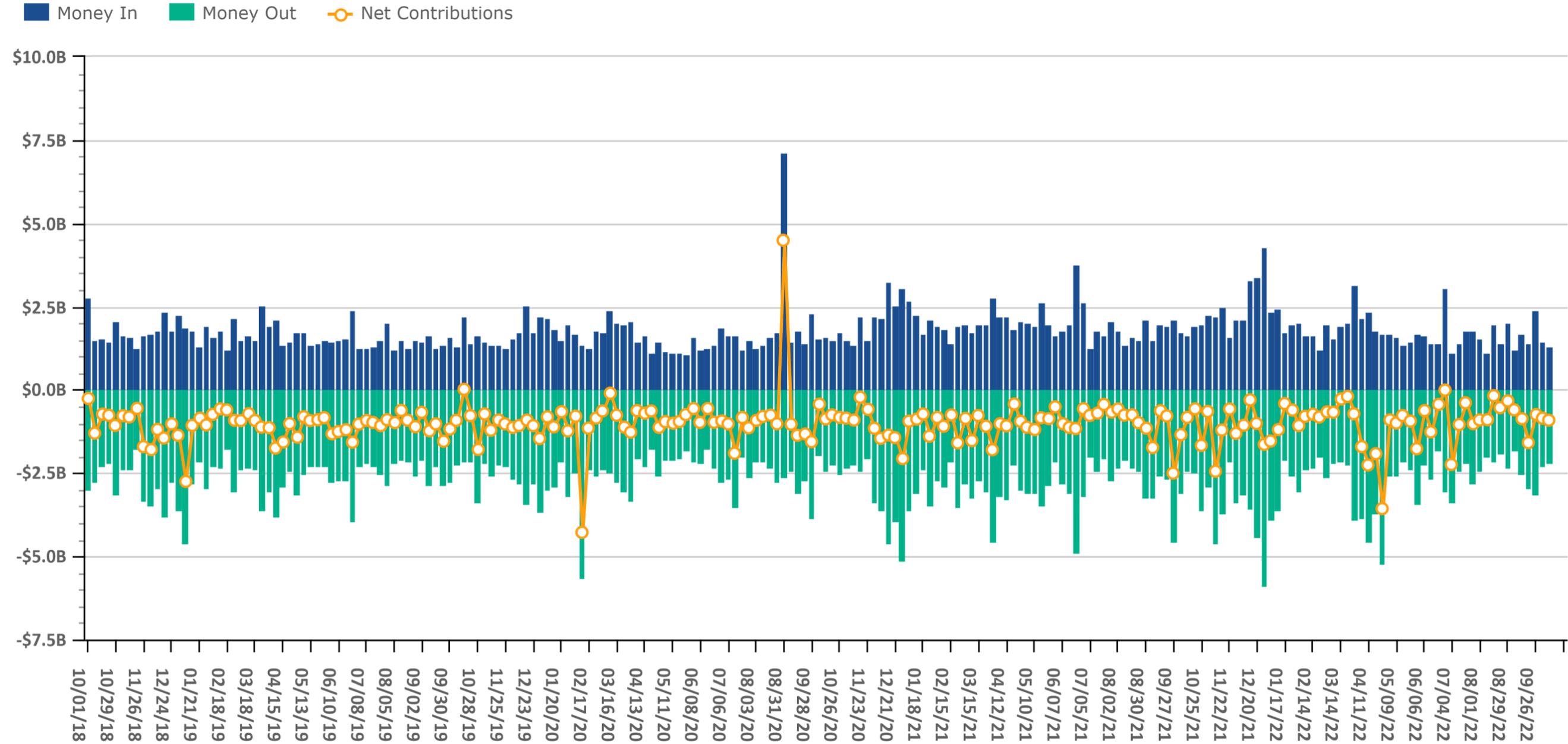


Source: Investnet Wealth Management Platform

Client Contributions

Data Up Through: 10/14/2022

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.

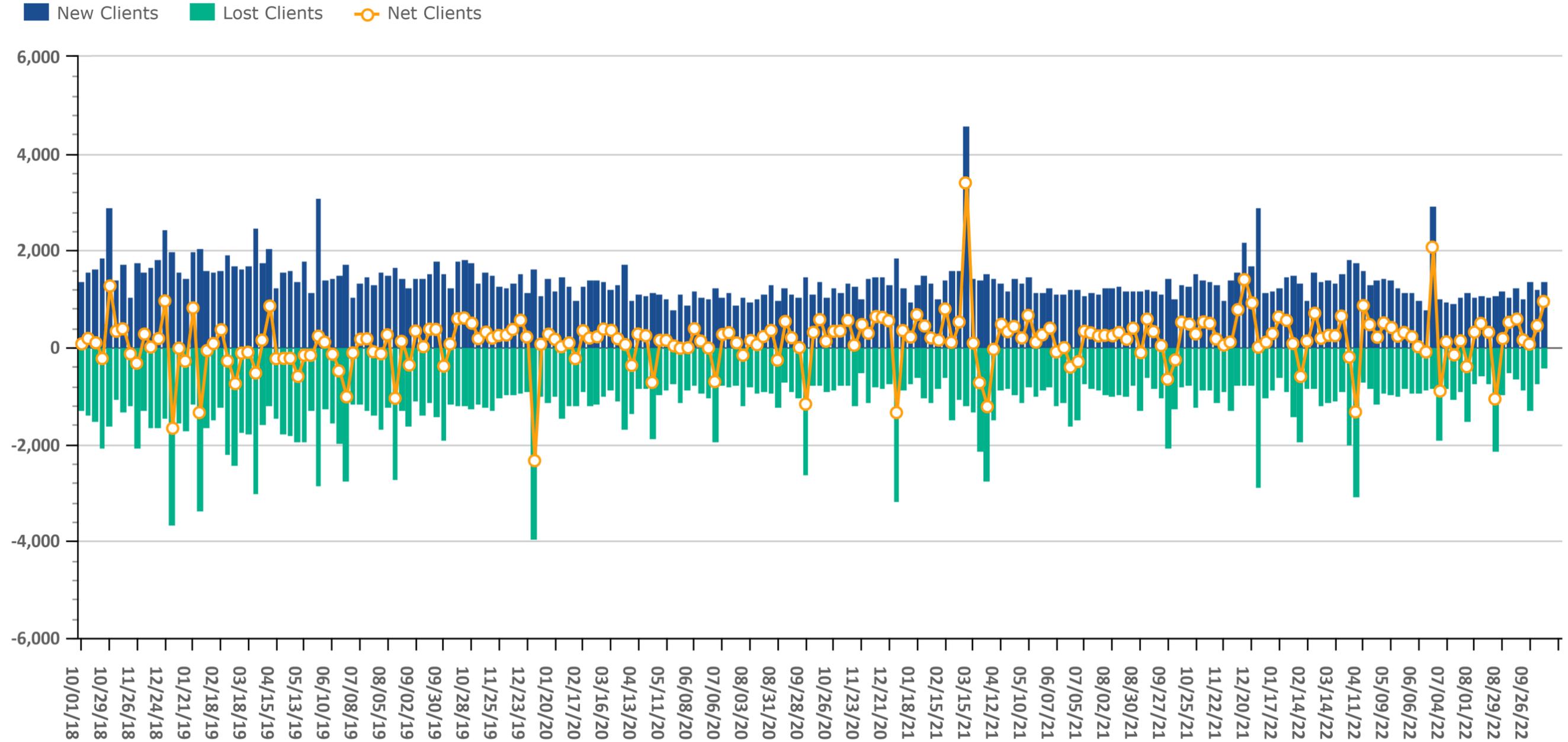


Source: Investnet Wealth Management Platform

Client Growth

Data Up Through: 10/14/2022

Notes: Client Growth measures new and lost clients.



Source: Investnet Wealth Management Platform



ADVISOR SERVICES
EXCHANGE

Introducing
the Investnet 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



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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: 10/14/2022

Weekly Highest Styles : Higher Ranks have best Net Flows

Style	Weekly Rank	Weekly Delta
Int'l Developed Mkts	1	0
Long Bond	2	4▲
Large-Cap Value	3	31▲
REITs	4	3▲
Mid-Cap Value	5	-3▼
High Yield	6	19▲
Global Equity	7	-2▼
Large-Cap Core	8	20▲
Equity Market Neutral	9	6▲
Foreign Small Mid Cap Value	10	-1▼

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
Managed Futures	7
Bank Loan	8
Small-Cap Value	9
Foreign Small Mid Cap Value	10

Weekly Lowest Styles : Higher Ranks have worst Net Flows

Style	Weekly Rank	Weekly Delta
Intermediate Bond	1	3▲
Foreign Large Cap Growth	2	0
Short Bond	3	4▲
Alternative Fixed Income	4	5▲
Short Muni	5	-4▼
Balanced	6	0
Bank Loan	7	5▲
Intermediate Muni	8	-3▼
Multi-Strategy	9	6▲
Large-Cap Growth	10	23▲

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: Investnet Wealth Management Platform

Highest & Lowest MFs & ETFs by Net Flows

Data Up Through: 10/14/2022

Weekly Highest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
VCOBX - Vanguard Core Bond Admira	1	4,324▲
ABNFX - American Funds Bond Fund	2	3,494▲
MHYIX - MainStay MacKay High Yiel	3	3,058▲
WACSX - Western Asset Core Bond I	4	3,953▲
BBBIX - BBH Limited Duration I	5	4,258▲
PFIIX - PIMCO Low Duration Income	6	3,909▲
ABCIX - American Beacon The Londo	7	160▲
QMNNX - AQR Equity Market Neutral	8	2,121▲
VTMGX - Vanguard Developed Market	9	4,311▲
BAGIX - Baird Aggregate Bond Inst	10	4,429▲

Weekly Lowest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
MWTIX - Metropolitan West Total R	1	59▲
DFIEX - DFA International Core Eq	2	25▲
VWIUX - Vanguard Interm-Term Tx-E	3	-2▼
ANGIX - Angel Oak Multi-Strategy	4	172▲
MWTRX - Metropolitan West Total R	5	183▲
PIMIX - PIMCO Income Instl	6	6▲
BAMBX - BlackRock Systematic Mult	7	314▲
VMLUX - Vanguard Ltd-Term Tx-Ex A	8	-6▼
DLFNX - DoubleLine Core Fixed Inc	9	250▲
BSIKX - BlackRock Strategic Incom	10	413▲

Source: Investnet Wealth Management Platform

Weekly Highest ETFs

Security Description	Weekly Rank	Weekly Delta
DFCF - Dimensional Core Fixed Inc	1	1,350▲
VEA - Vanguard FTSE Developed Mar	2	5▲
DFIC - DIMENSIONAL INTERN CORE EQ	3	35▲
VGSH - Vanguard Short-Term Treasu	4	-1▼
SUB - iShares Short-Term National	5	83▲
USFR - WisdomTree Floating Rate T	6	-4▼
AVEM - AVANTIS EMERGING MARKETS E	7	129▲
AVDE - AVANTIS INTERNATIONAL EQUI	8	58▲
IEFA - iShares Core MSCI EAFE	9	81▲
AGG - iShares Core US Aggregate B	10	1,339▲

Weekly Lowest ETFs

Security Description	Weekly Rank	Weekly Delta
DWM - WisdomTree International Eq	1	137▲
IGSB - Ishares Tr Sh Tr Crport Et	2	45▲
BSV - Vanguard Short-Term Bond ET	3	1,348▲
SCHZ - Schwab US Aggregate Bond E	4	46▲
VUG - Vanguard Growth ETF	5	1,340▲
VTV - Vanguard Value ETF	6	988▲
JPST - JPMorgan Ultra-Short Incom	7	16▲
IWM - iShares Russell 2000	8	60▲
VCIT - Vanguard Intermediate-Term	9	92▲
JAGG - JPMorgan US Aggregate Bond	10	1,243▲

Weekly Stock Buys & Sells

Data Up Through: 10/14/2022

Weekly Buys | Stocks

Security Description	Weekly Rank	Weekly Delta
BRK.B - Berkshire Hathaway Inc B	1	72▲
THO - Thor Industries Inc	2	125▲
KMX - CarMax Inc	3	207▲
NFLX - Netflix Inc	4	3▲
VZC - Verizon Communications Inc	5	-4▼
XOM - Exxon Mobil Corp	6	56▲
JPM - JPMorgan Chase & Co	7	32▲
TSLA - Tesla Motors Inc	8	0
MSFT - Microsoft Corp	9	0
OTIS - OTIS Worldwide Corp-Wi	10	449▲
CVX - Chevron Corp	11	11▲
CSCO - Cisco Systems Inc	12	16▲
LRCX - Lam Research Corp	13	90▲
CPRT - Copart Inc	14	192▲
CRM - Salesforce Inc	15	-2▼
ADBE - Adobe Systems Inc	16	31▲
MA - Mastercard Inc A	17	81▲
GNRC - Generac Holdings Inc	18	28▲
REGN - Regeneron Pharmaceuticals	19	326▲
DE - Deere & Co	20	143▲
INTU - Intuit Inc	21	-16▼
INTC - Intel Corp	22	-5▼
CVS - CVS Health Corp	23	59▲
SLB - Schlumberger Ltd	24	0
SO - Southern Co	25	274▲

Weekly Sells | Stocks

Security Description	Weekly Rank	Weekly Delta
LOW - Lowe's Companies Inc	1	191▲
META - Meta Platforms Inc Class A	2	13▲
SBNY - Signature Bank	3	661▲
NKE - Nike Inc B	4	74▲
NSRGY - Nestle SA ADR	5	101▲
CVX - Chevron Corp	6	31▲
NVDA - NVIDIA Corp	7	39▲
AAPL - Apple Inc	8	-6▼
VZC - Verizon Communications Inc	9	-3▼
MSFT - Microsoft Corp	10	3▲
NOC - Northrop Grumman Corp	11	321▲
INTC - Intel Corp	12	9▲
ULTA - Ulta Beauty Inc	13	347▲
AMZN - Amazon.com Inc	14	-7▼
V - Visa Inc Class A	15	7▲
KMX - CarMax Inc	16	160▲
AVGO - Broadcom Inc Com	17	12▲
NFLX - Netflix Inc	18	-9▼
AMAT - Applied Materials Inc	19	168▲
JPM - JPMorgan Chase & Co	20	-9▼
CMCSA - Comcast Corp Class A	21	13▲
GNRC - Generac Holdings Inc	22	225▲
VOD - Vodafone Group PLC ADR	23	323▲
XOM - Exxon Mobil Corp	24	-20▼
DOX - Amdocs Ltd	25	1,065▲

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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