



RIA Pulse Report

Data Up Through: 03/04/2022

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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!

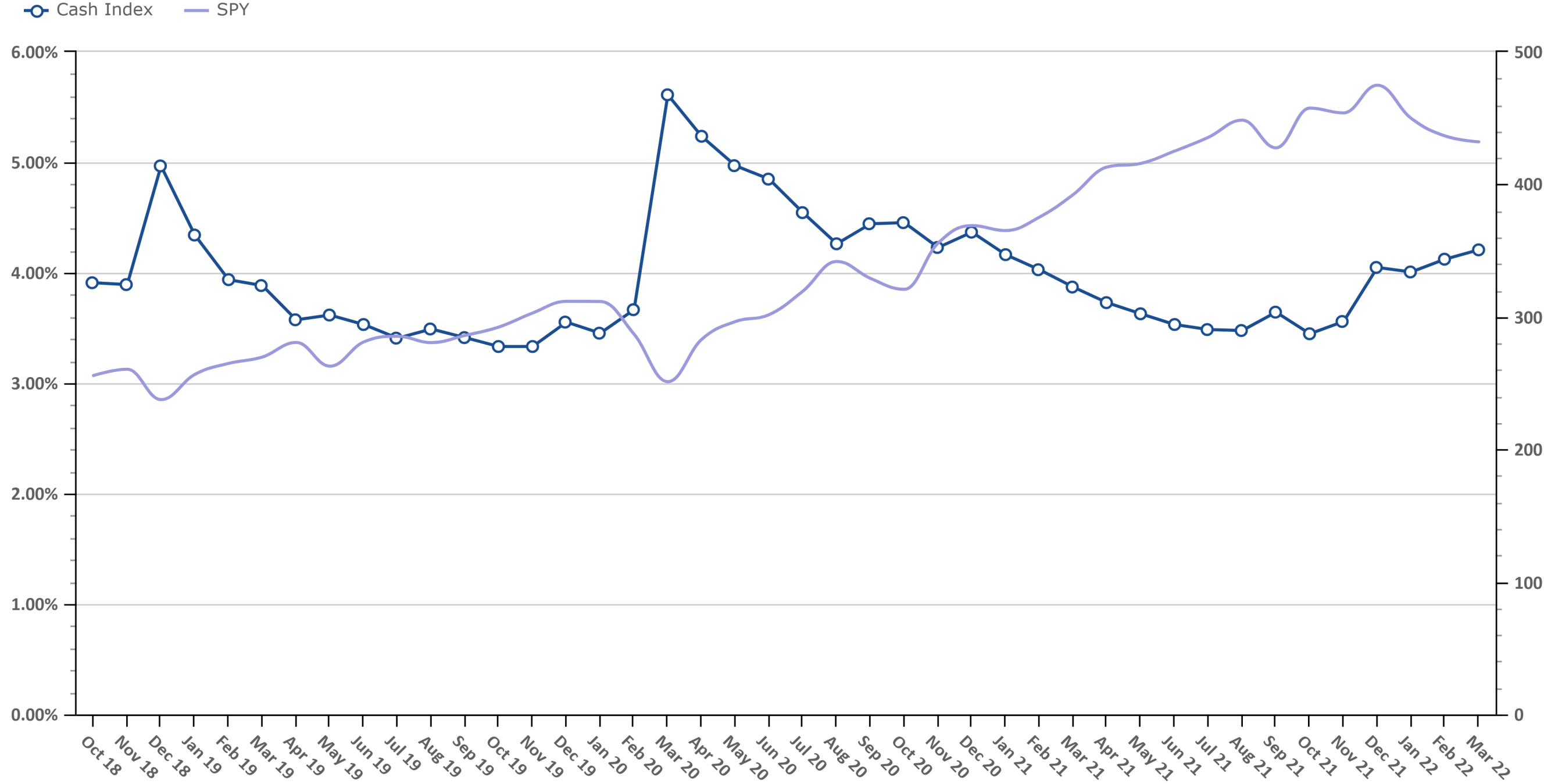
Your feedback is crucial to making this report most beneficial to advisors like you. If you have any comments on the data we show in this report or additional metrics you'd like to see included, please email feedback@envestnetintelligence.com. We'd love to hear from you.

215.240.7063

Cash Levels Index

Data Up Through: 03/04/2022

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

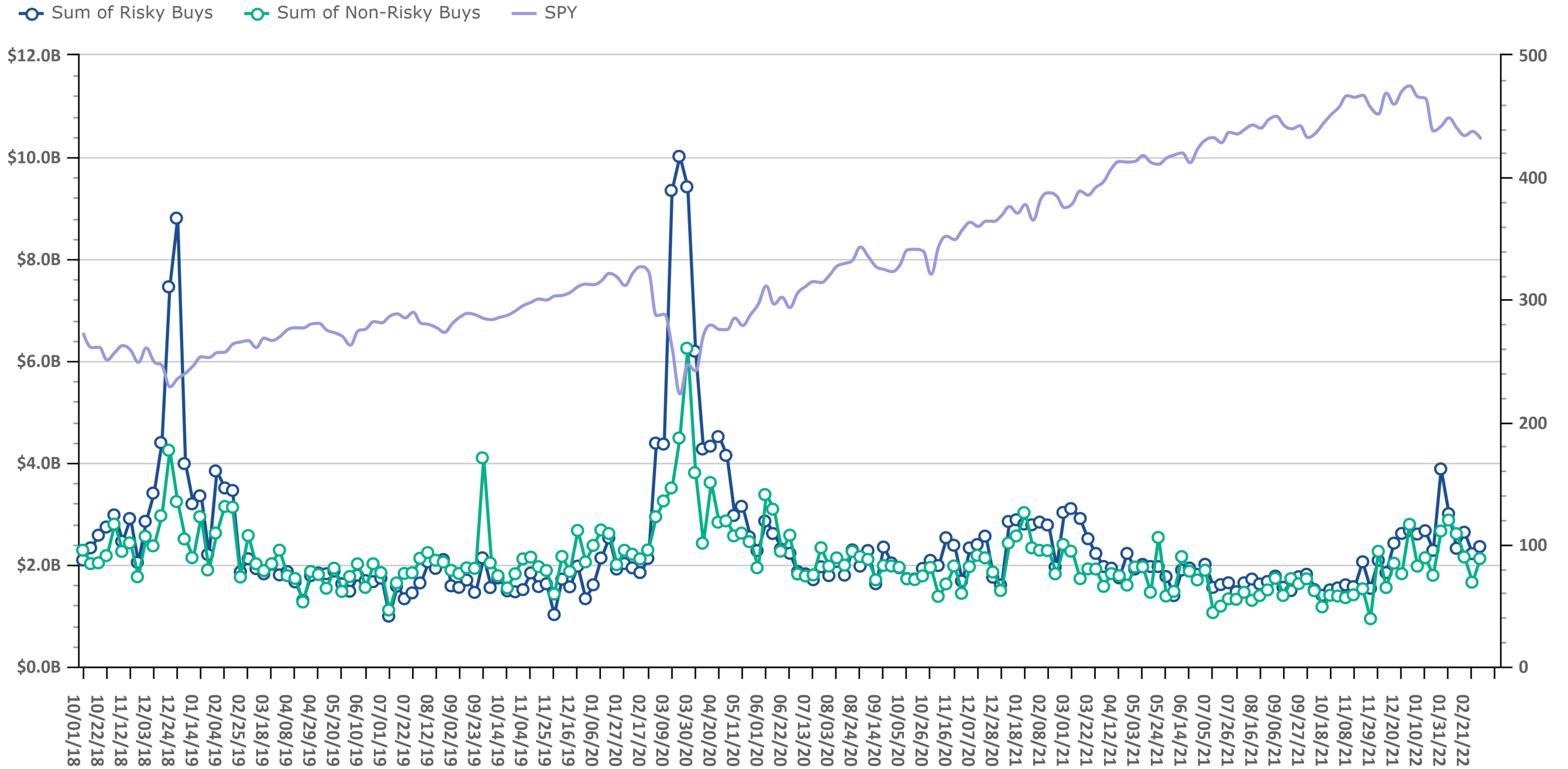


Source: Investnet Wealth Management Platform

Risk On vs. Risk Off Sums

Data Up Through: 03/04/2022

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.

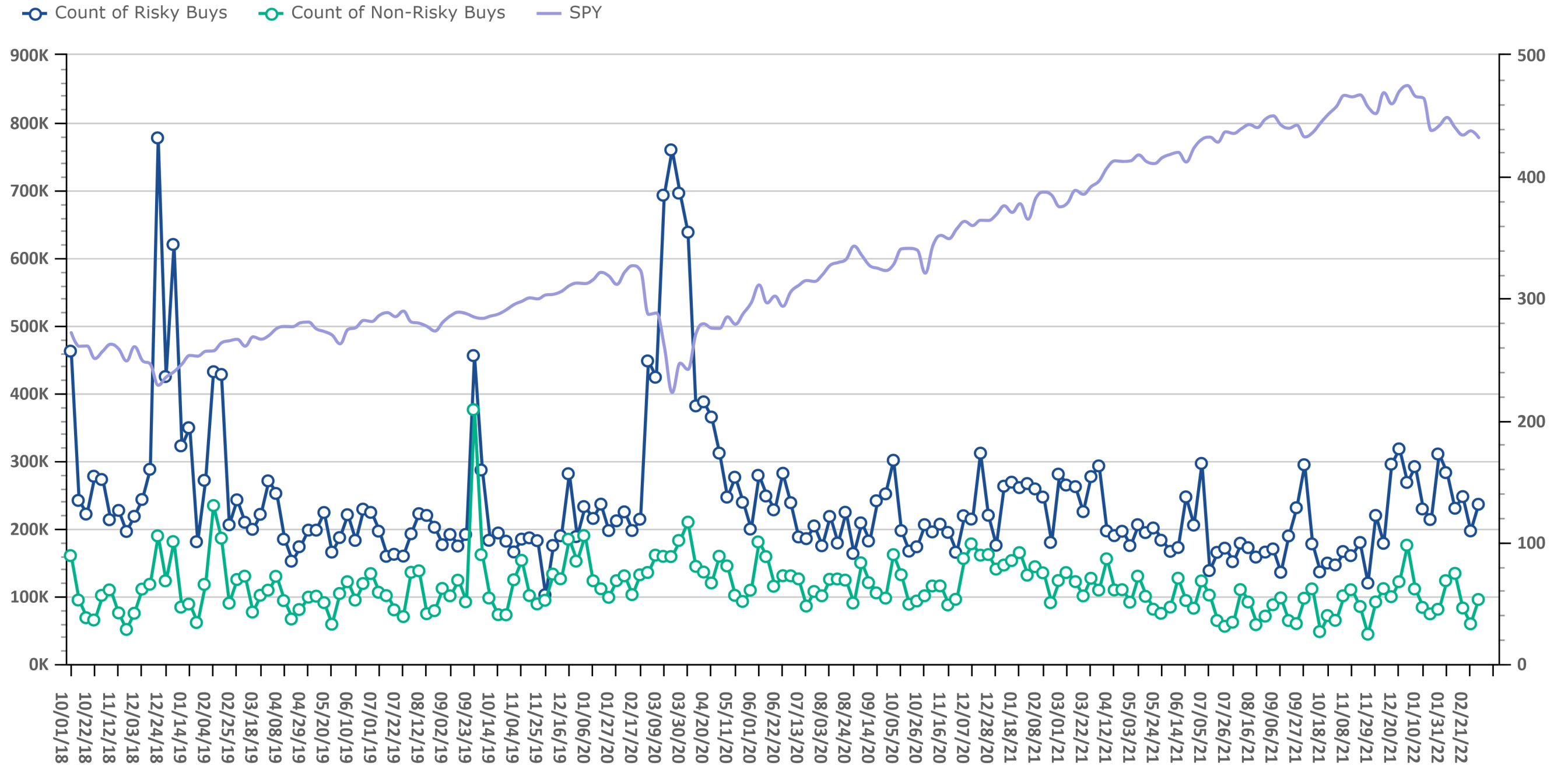


Source: Investnet Wealth Management Platform

Risk On vs. Risk Off Volume

Data Up Through: 03/04/2022

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.

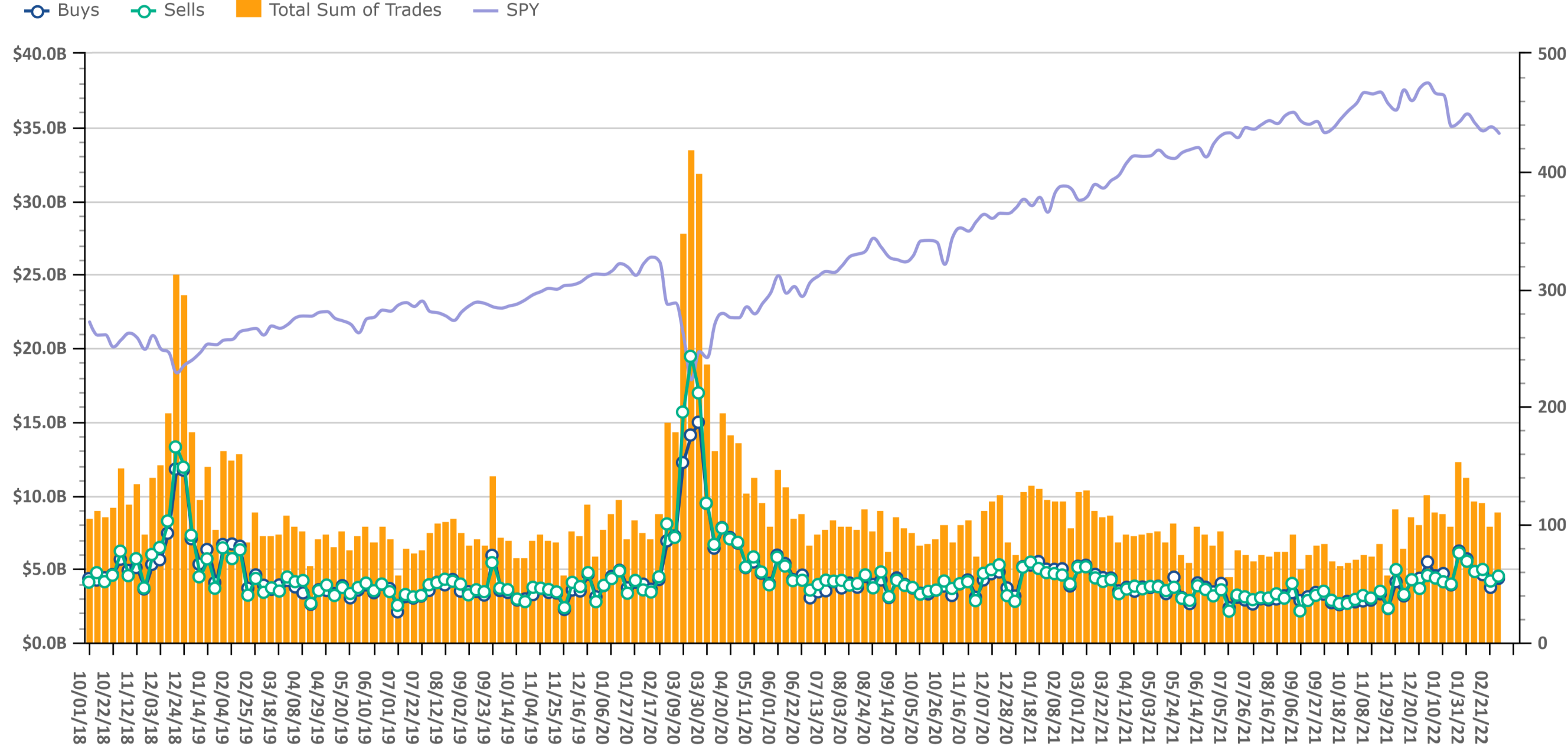


Source: Investnet Wealth Management Platform

Trading Amount

Data Up Through: 03/04/2022

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

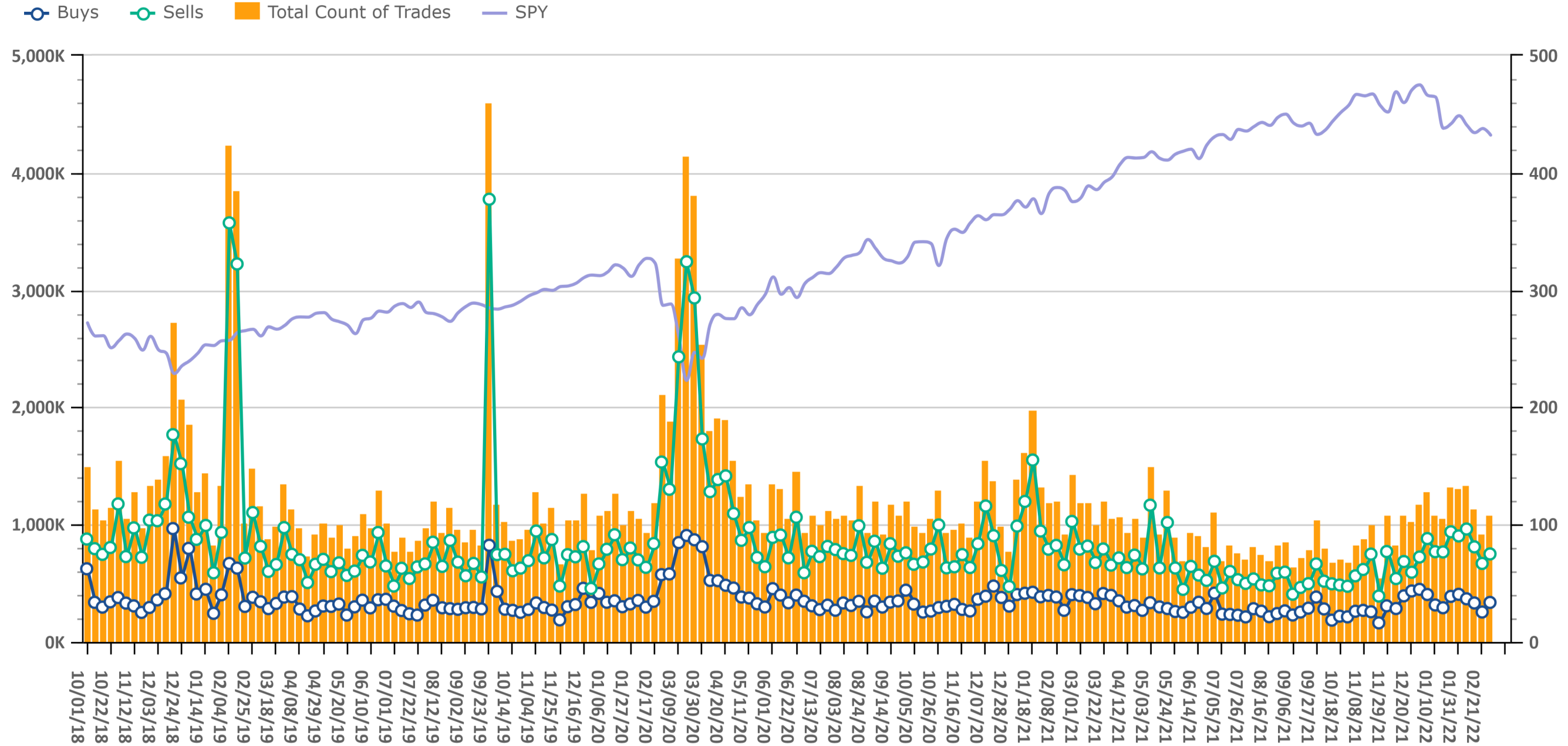


Source: Investnet Wealth Management Platform

Trading Volume

Data Up Through: 03/04/2022

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

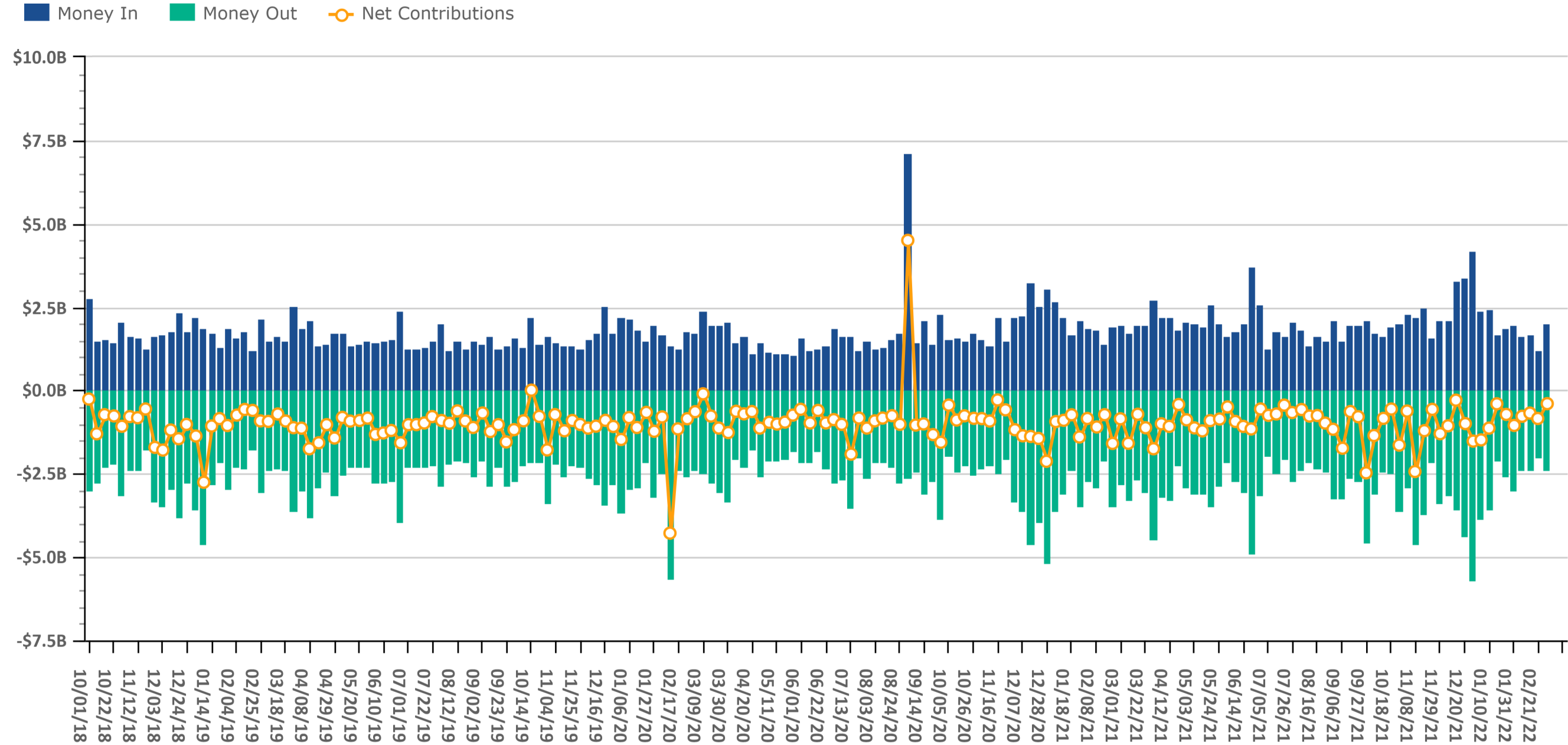


Source: Investnet Wealth Management Platform

Client Contributions

Data Up Through: 03/04/2022

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.

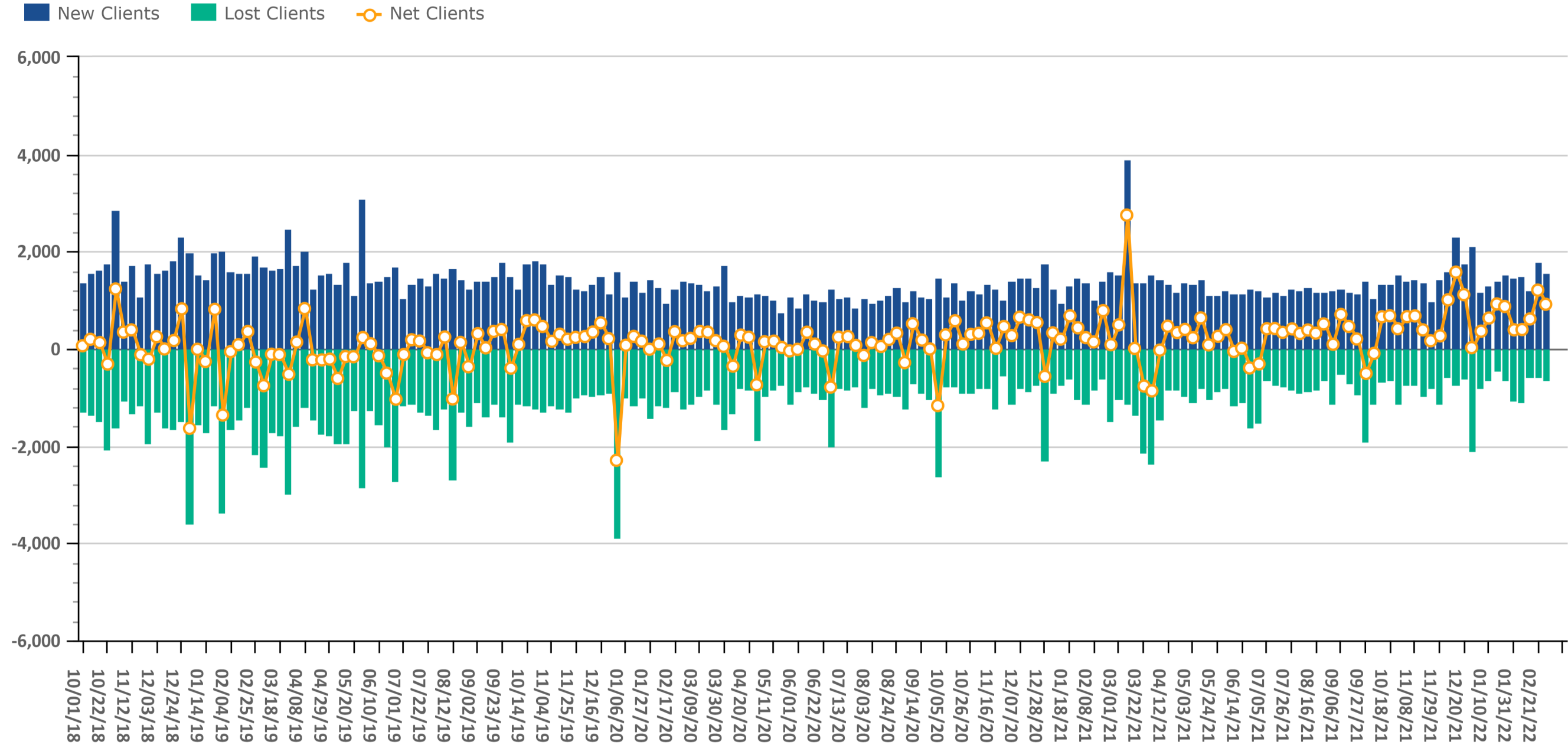


Source: Investnet Wealth Management Platform

Client Growth

Data Up Through: 03/04/2022

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



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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: 03/04/2022

Weekly Highest Styles : Higher Ranks have best Net Flows

Style	Weekly Rank	Weekly Delta
Commodity	1	4▲
High Yield	2	28▲
Int'l Developed Mkts	3	1▲
Foreign Large Cap Value	4	-1▼
Bank Loan	5	31▲
Small-Cap Value	6	10▲
Small-Cap Core	7	10▲
Inverse	8	25▲
Mid-Cap Value	9	22▲
Hedged Equity	10	-8▼

YTD Highest Styles

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

Weekly Lowest Styles : Higher Ranks have worst Net Flows

Style	Weekly Rank	Weekly Delta
Intermediate Bond	1	2▲
Large-Cap Growth	2	-1▼
Int'l Emerging Mkts	3	28▲
Foreign Large Cap Growth	4	2▲
Global Equity	5	33▲
Emerging Markets Bond	6	26▲
Short Bond	7	22▲
Leveraged	8	28▲
International Bond	9	-4▼
Balanced	10	-6▼

YTD Lowest Styles

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

Source: Investnet Wealth Management Platform

Highest & Lowest MFs & ETFs by Net Flows

Data Up Through: 03/04/2022

Weekly Highest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
VITNX - Vanguard Instl Ttl Stk Mk	1	3,147▲
VBTLX - Vanguard Total Bond Marke	2	4,867▲
BIVSX - Invenomic Super Instituti	3	3,180▲
RNSIX - RiverNorth Doubleline Str	4	534▲
OSTIX - Osterweis Strategic Incom	5	53▲
TFAIX - T. Rowe Price Floating Ra	6	-1▼
GABXS - Gabelli Small Cap Growth	7	3,992▲
MADCX - BlackRock Emerging Mkts I	8	421▲
EBNGX - American Funds Emerging M	9	4,928▲
DFCEX - DFA Emerging Markets Core	10	4,891▲

Weekly Lowest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
VINIX - Vanguard Institutional In	1	42▲
VUSFX - Vanguard Ultra-Short-Term	2	6▲
VCOBX - Vanguard Core Bond Admira	3	110▲
VTWAX - Vanguard Total World Stoc	4	1,205▲
DODIX - Dodge & Cox Income	5	87▲
BIVIX - Invenomic Institutional	6	1,372▲
SBLYX - ClearBridge Large Cap Gro	7	-2▼
AGEYX - American Beacon Frontier	8	4,751▲
FEUPX - American Funds Europacifi	9	4,495▲
VFSUX - Vanguard Short-Term Inves	10	11▲

Source: Investnet Wealth Management Platform

Weekly Highest ETFs

Security Description	Weekly Rank	Weekly Delta
GLD - SPDR Gold Shares	1	58▲
IJS - iShares S&P Small-Cap 600 V	2	129▲
VUSB - Vanguard Ultra-Short Bond	3	1,132▲
ICSH - iShares Ultra Short-Term B	4	1,302▲
FNDF - Schwab Fundamental Intl Lg	5	38▲
VTEB - Vanguard Tax-Exempt Bond E	6	-1▼
SDS - ProShares UltraShort S&P500	7	1,313▲
IEF - iShares 7-10 Year Treasury	8	4▲
IBDP - iShares iBonds Dec 2024 Te	9	7▲
IJR - iShares Core S&P Small-Cap	10	115▲

Weekly Lowest ETFs

Security Description	Weekly Rank	Weekly Delta
FNDE - Schwab Fundamental Emerg M	1	57▲
SHV - iShares Short Treasury Bond	2	88▲
EBND - SPDR Blmbg Barclays Em Mk	3	935▲
BSCQ - Invesco BulletShares 2026	4	1,369▲
USMV - iShares Edge MSCI Min Vol	5	6▲
SHY - iShares 1-3 Year Treasury B	6	1,296▲
FLV - AMERICAN CNTRY FCSD LRG CP	7	1,104▲
SCHF - Schwab International Equit	8	-2▼
DEM - WisdomTree Emerging Markets	9	880▲
XLY - Select Sector Spdr Fund Shs	10	333▲

Weekly Stock Buys & Sells

Data Up Through: 03/04/2022

Weekly Buys | Stocks

Security Description	Weekly Rank	Weekly Delta
ANTM - Anthem Inc	1	556▲
AMZN - Amazon.com Inc	2	2▲
PYPL - PayPal Holdings Inc	3	2▲
KMX - CarMax Inc	4	289▲
SNOW - Snowflake Cl A Ord	5	295▲
SOFI - SoFi Technologies Inc	6	401▲
MGA - Magna International Inc	7	523▲
BA - Boeing Co	8	116▲
JPM - JPMorgan Chase & Co	9	13▲
AMD - Advanced Micro Devices Inc	10	17▲
MA - Mastercard Inc A	11	127▲
MSFT - Microsoft Corp	12	-9▼
FB - Meta Platforms Inc Class A	13	-6▼
UNH - UnitedHealth Group Inc	14	28▲
ASML - ASML Holding NV	15	66▲
SBUX - Starbucks Corp	16	25▲
VEEV - Veeva Systems Inc	17	357▲
AAPL - Apple Inc	18	-7▼
ITT - ITT Inc	19	3,882▲
BKU - BankUnited Inc	20	1,563▲
CRM - Salesforce.com Inc	21	29▲
GOOGL - Alphabet Inc A	22	-16▼
ACN - Accenture PLC A	23	32▲
GM - General Motors Co	24	45▲
NVDA - NVIDIA Corp	25	-17▼

Weekly Sells | Stocks

Security Description	Weekly Rank	Weekly Delta
LMT - Lockheed Martin Corp	1	8▲
NKE - Nike Inc B	2	39▲
MNR - Monmouth Real Estate Invest	3	1,115▲
XOM - Exxon Mobil Corp	4	55▲
AAPL - Apple Inc	5	-3▼
SPG - Simon Property Group Inc	6	222▲
BA - Boeing Co	7	16▲
RTX - Raytheon Technologies Ord	8	141▲
EXPD - Expeditors International o	9	320▲
ABBV - AbbVie Inc	10	15▲
FHN - First Horizon Corp	11	1,570▲
SNOW - Snowflake Cl A Ord	12	118▲
SBUX - Starbucks Corp	13	14▲
MSFT - Microsoft Corp	14	-9▼
AMZN - Amazon.com Inc	15	-8▼
CVX - Chevron Corp	16	13▲
PXD - Pioneer Natural Resources C	17	498▲
FB - Meta Platforms Inc Class A	18	-12▼
NOC - Northrop Grumman Corp	19	200▲
PYPL - PayPal Holdings Inc	20	-6▼
CVS - CVS Health Corp	21	10▲
CF - CF Industries Holdings Inc	22	353▲
COF - Capital One Financial Corp	23	545▲
WDAY - Workday Inc	24	80▲
C - Citigroup Inc	25	170▲

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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