



# RIA Pulse Report

Data Up Through: 08/19/2022

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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!

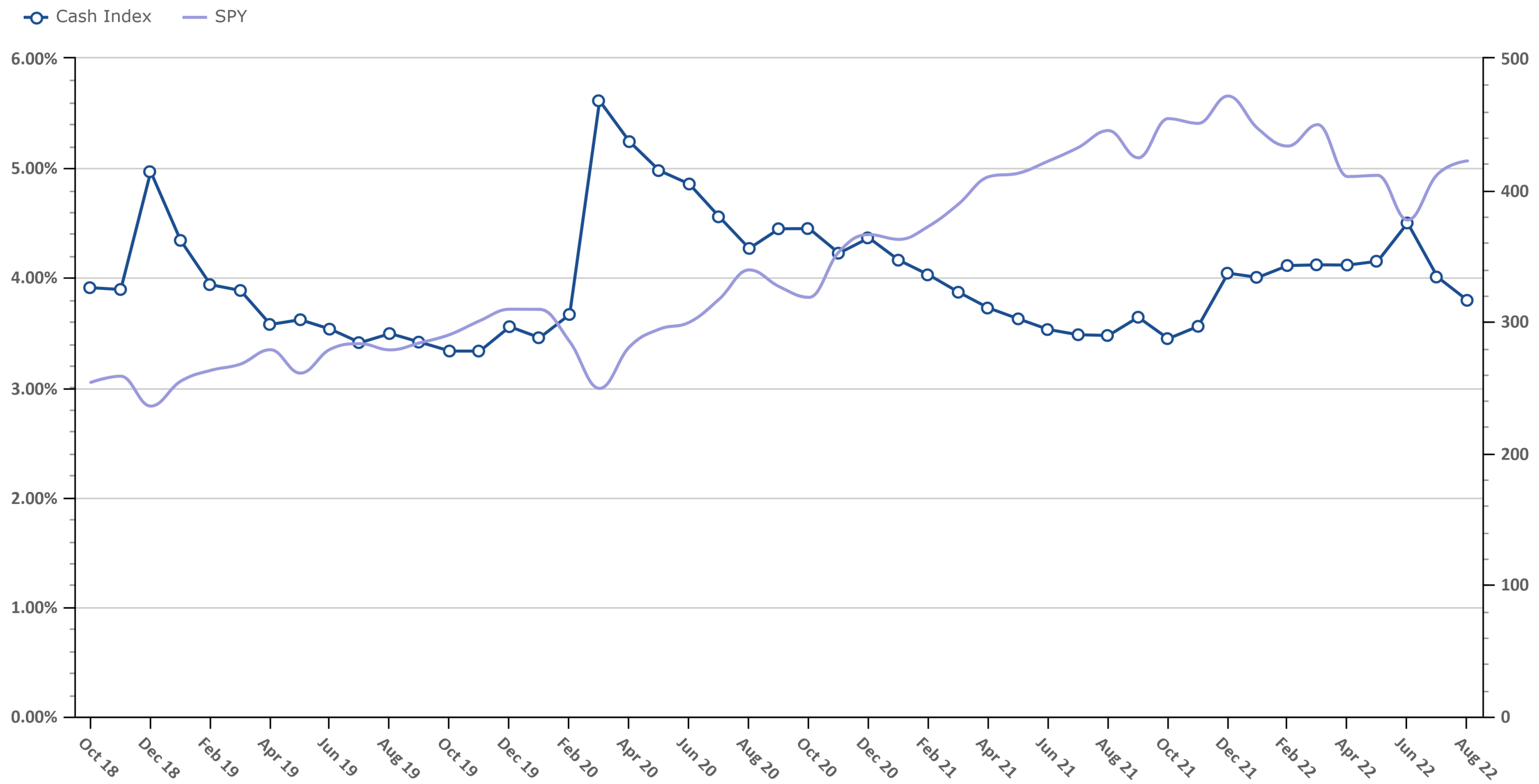
Your feedback is crucial to making this report most beneficial to advisors like you. If you have any comments on the data we show in this report or additional metrics you'd like to see included, please email [feedback@envestnetintelligence.com](mailto:feedback@envestnetintelligence.com). We'd love to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

**215.240.7063**

# Cash Levels Index

Data Up Through: 08/19/2022

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

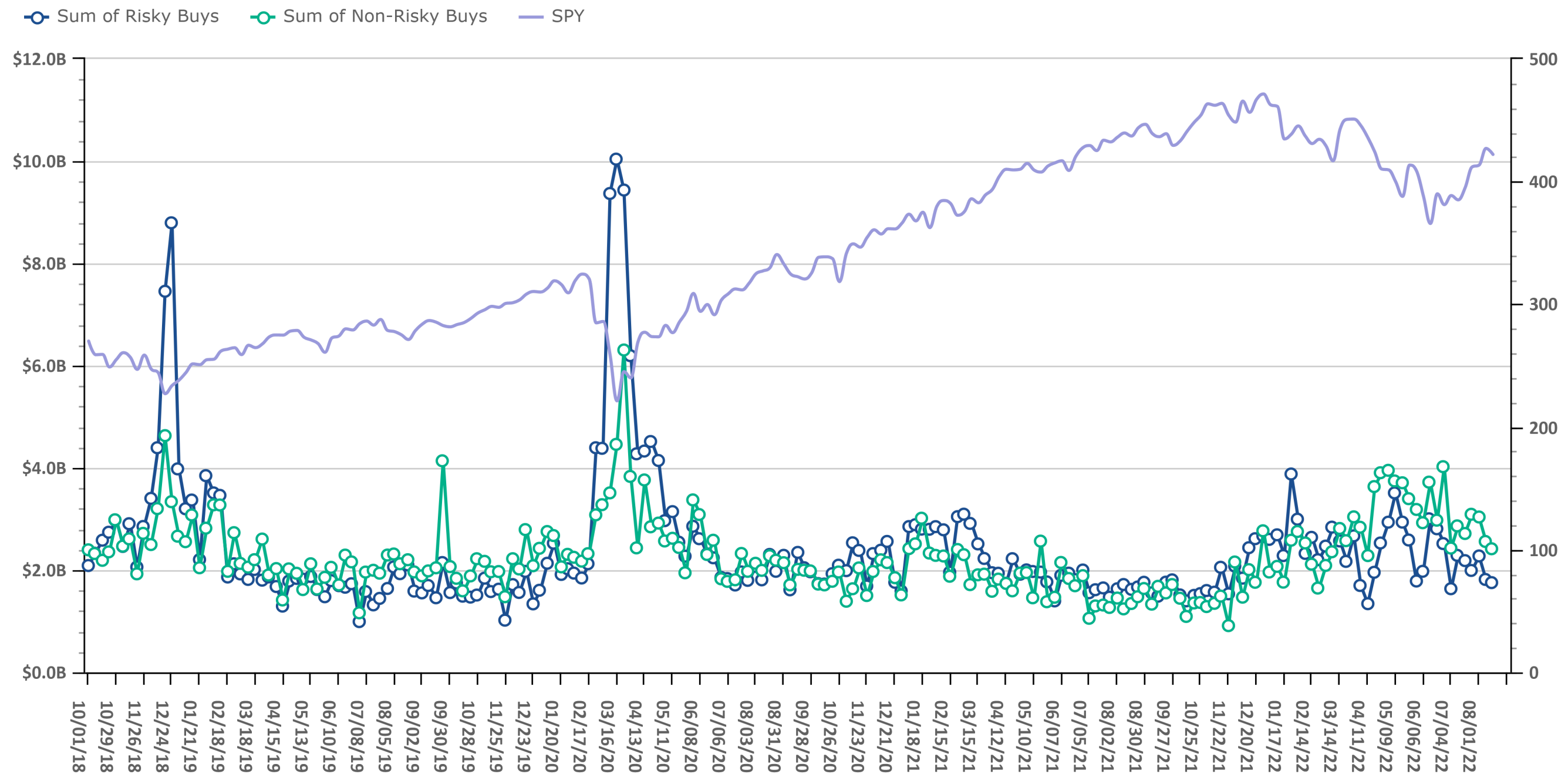


Source: Envestnet Wealth Management Platform

# Risk On vs. Risk Off Sums

Data Up Through: 08/19/2022

**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.

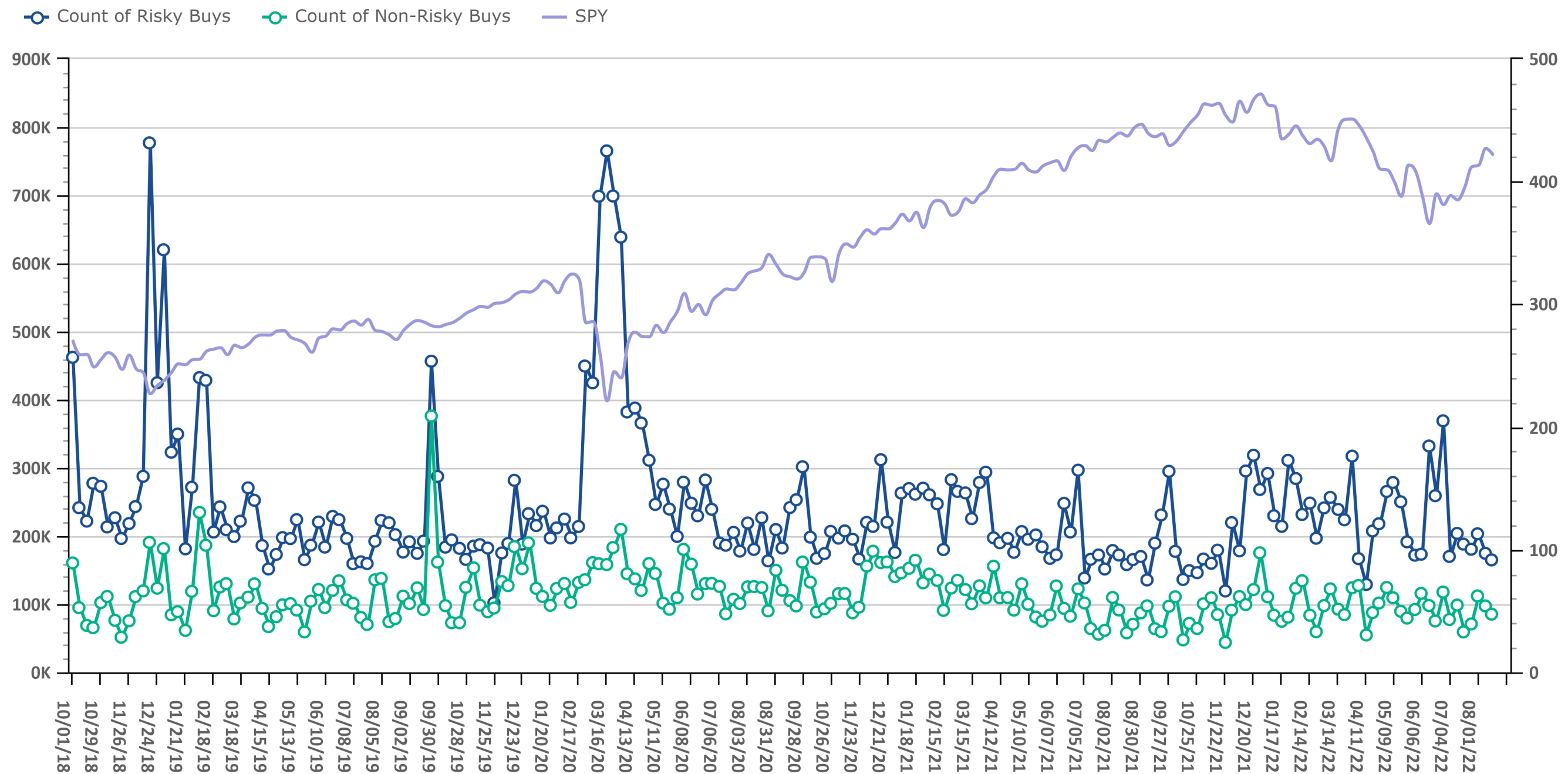


Source: Envestnet Wealth Management Platform

# Risk On vs. Risk Off Volume

Data Up Through: 08/19/2022

**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.

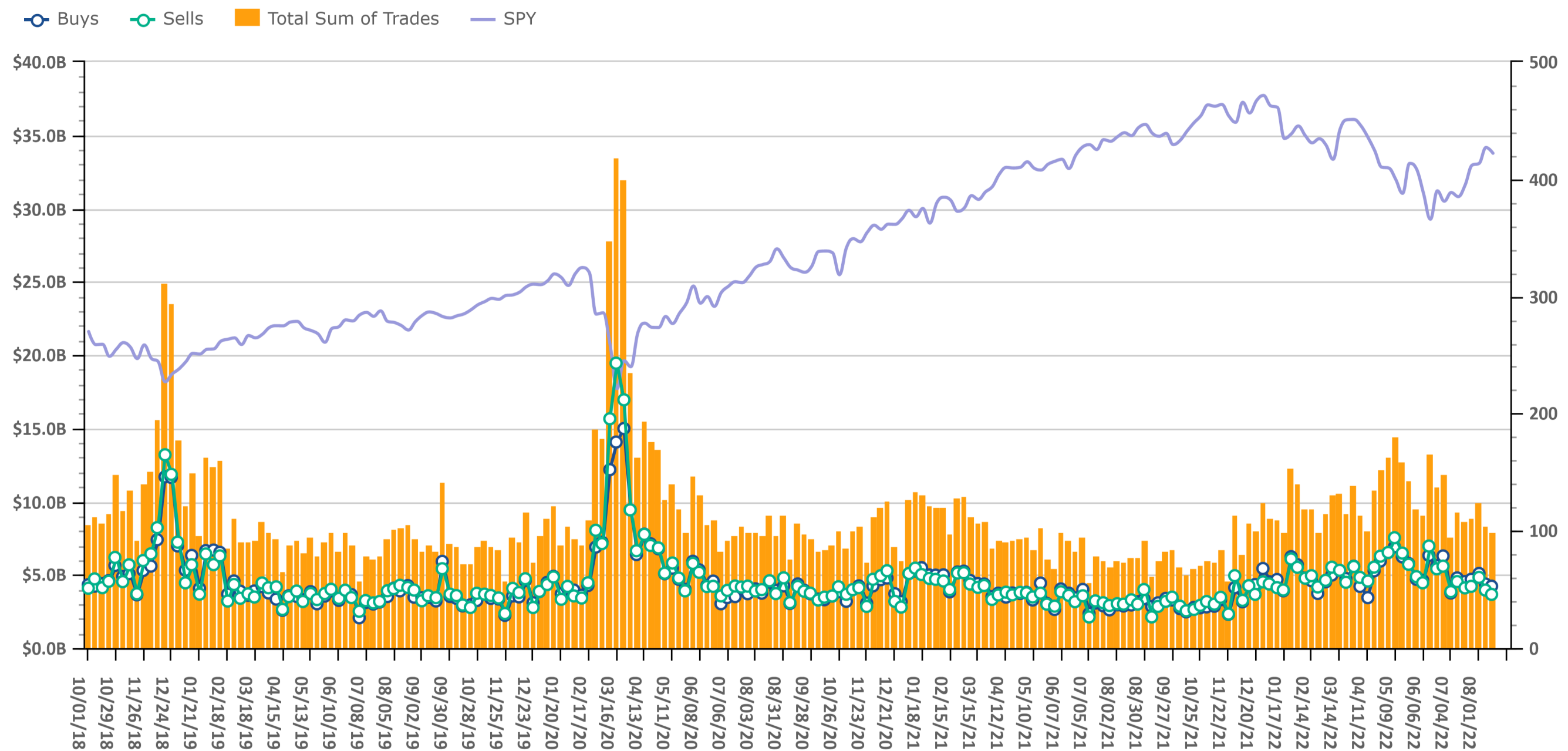


Source: Envestnet Wealth Management Platform

# Trading Amount

Data Up Through: 08/19/2022

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



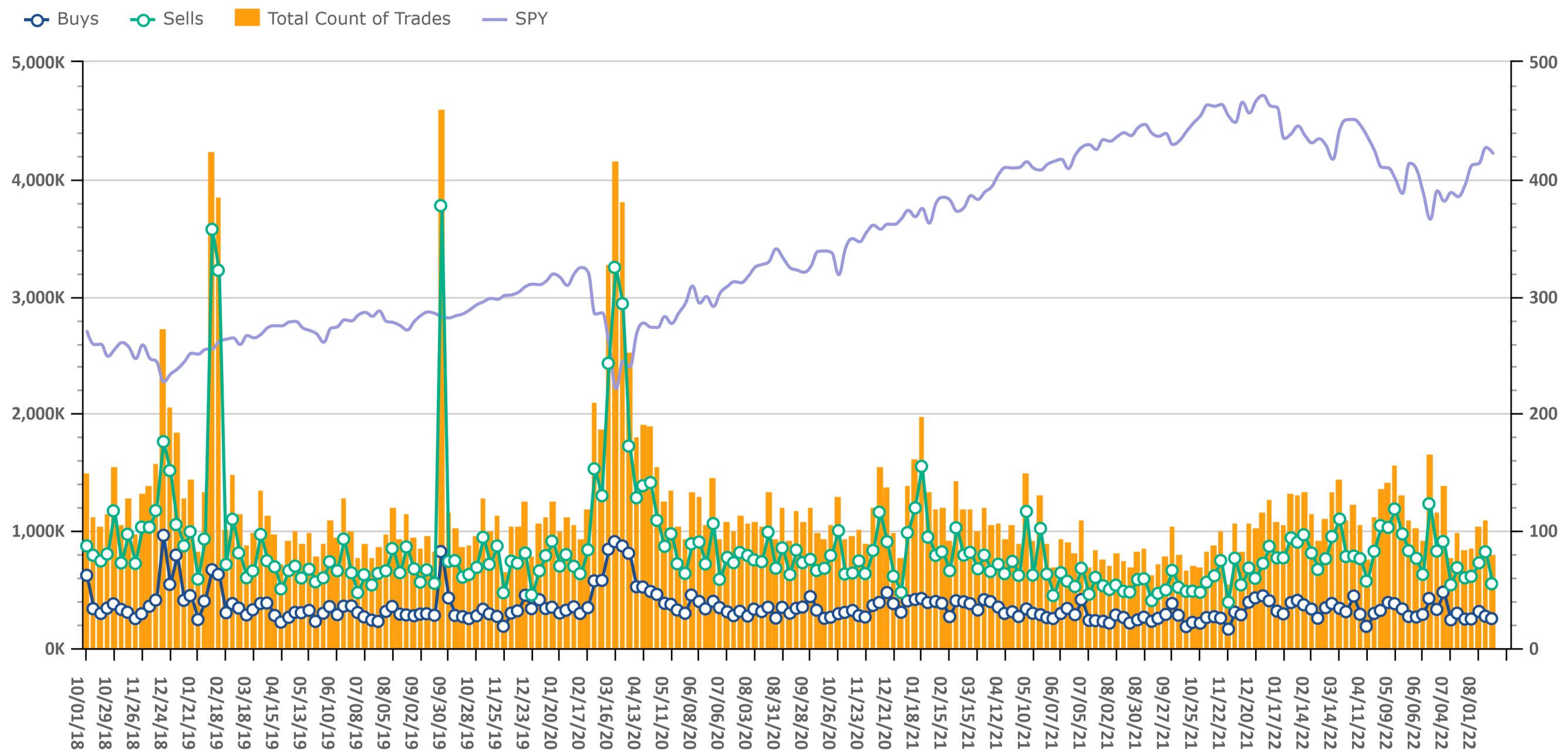
Source: Envestnet Wealth Management Platform



# Trading Volume

Data Up Through: 08/19/2022

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

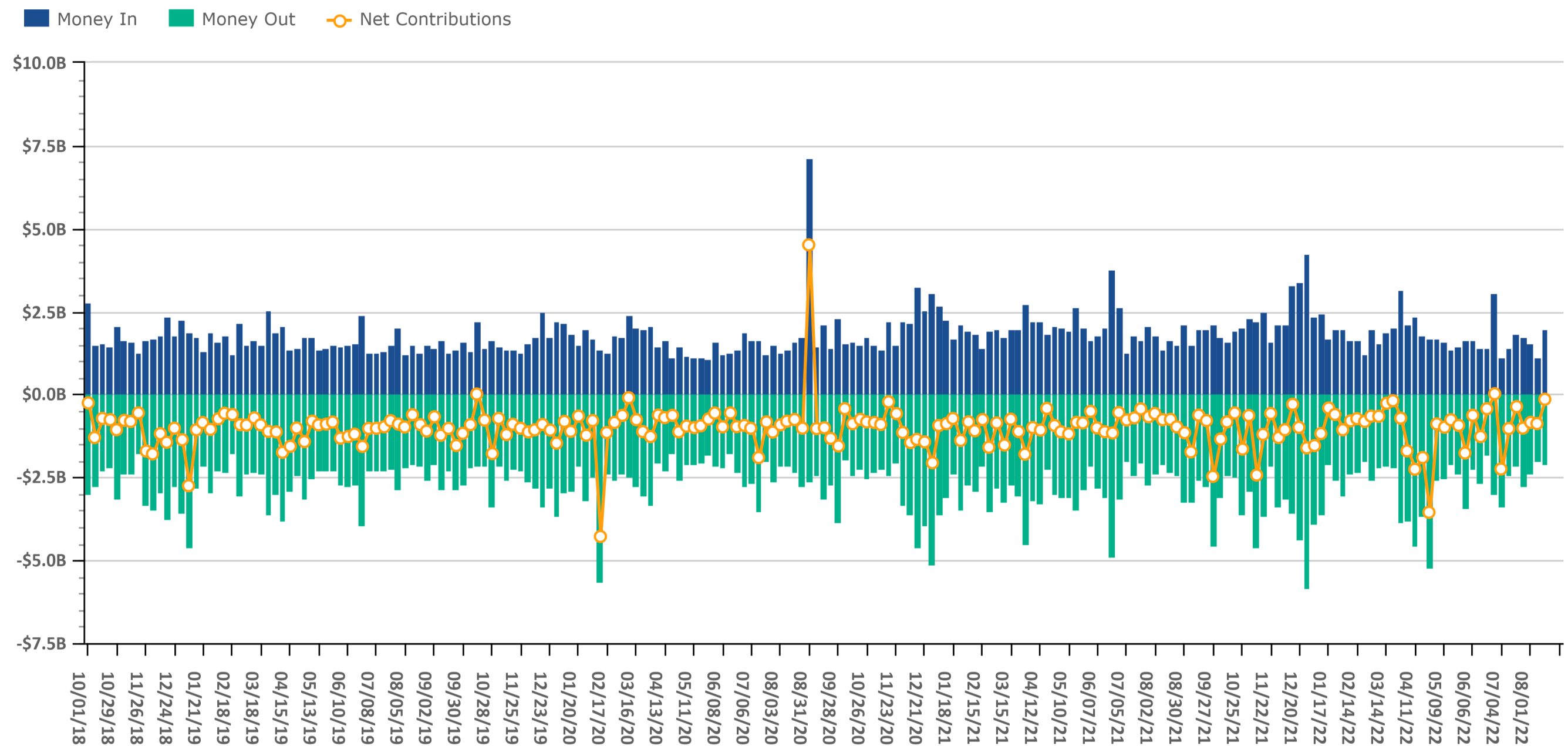


Source: Envestnet Wealth Management Platform

# Client Contributions

Data Up Through: 08/19/2022

**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.



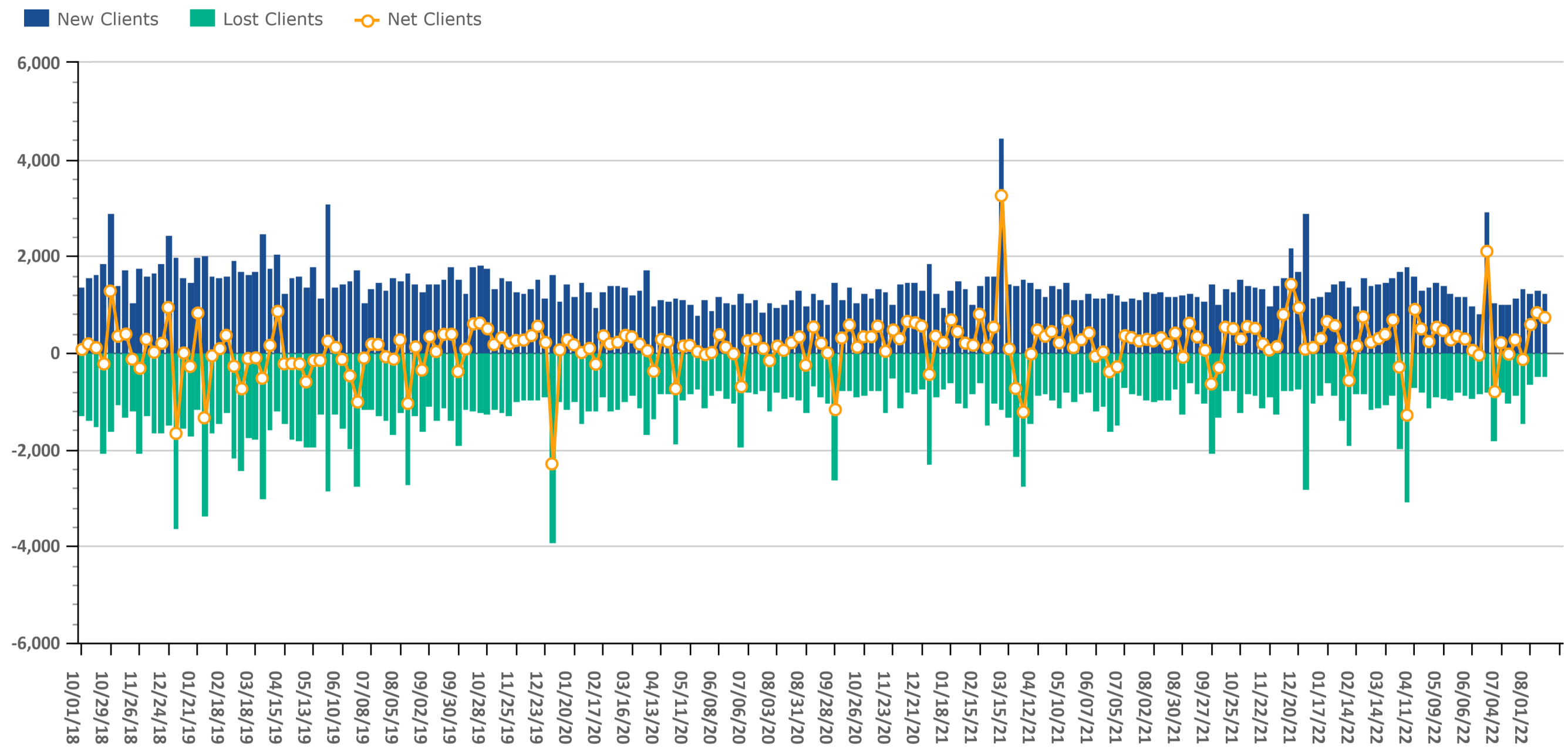
Source: Envestnet Wealth Management Platform



# Client Growth

Data Up Through: 08/19/2022

**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



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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: 08/19/2022

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

Style	Weekly Rank	Weekly Delta
Long Bond	1	31▲
Intermediate Muni	2	3▲
Intermediate Bond	3	-2▼
Large-Cap Core	4	-2▼
Int'l Emerging Mkts	5	33▲
Int'l Developed Mkts	6	2▲
REITs	7	18▲
Inverse	8	2▲
Hedged Equity	9	0
Mid-Cap Growth	10	4▲

## YTD Highest Styles

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

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

Style	Weekly Rank	Weekly Delta
Large-Cap Growth	1	10▲
Short Bond	2	-1▼
Mid-Cap Value	3	14▲
Commodity	4	18▲
Inflation-Protected Bond	5	-1▼
Event Driven	6	25▲
Bank Loan	7	-5▼
Mid-Cap Core	8	17▲
Large-Cap Value	9	31▲
Small-Cap Core	10	28▲

## 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
Mid-Cap Growth	8
High Yield	9
Long Muni	10

Source: Investnet Wealth Management Platform

# Highest & Lowest MFs & ETFs by Net Flows

Data Up Through: 08/19/2022

## Weekly Highest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
BMNIX - Baird Core Intermediate M	1	28▲
ARSFX - Aristotle International E	2	3,890▲
BUBIX - Baird Ultra Short Bond In	3	106▲
DGSIX - DFA Global Allocation 60/	4	4,381▲
DODIX - Dodge & Cox Income I	5	37▲
BAGIX - Baird Aggregate Bond Inst	6	-5▼
VWILX - Vanguard International Gr	7	4,504▲
POLEX - Polar Capital Emerging Ma	8	1,749▲
GSIMX - Goldman Sachs GQG Ptnrs I	9	-1▼
HLIPX - JPMorgan Core Plus Bond I	10	4,311▲

## Weekly Lowest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
VWIUX - Vanguard Interm-Term Tx-E	1	4,543▲
DBLFX - DoubleLine Core Fixed Inc	2	44▲
WOBDX - JPMorgan Core Bond I	3	4,355▲
VUIAX - Vanguard Utilities Index	4	1,325▲
SWPPX - Schwab S&P 500 Index	5	29▲
JOHIX - JOHCM International Selec	6	55▲
CMNIX - Calamos Market Neutral In	7	4,516▲
SIGYX - Western Asset Corporate B	8	1,366▲
WATFX - Western Asset Core Bond I	9	-8▼
JHEQX - JPMorgan Hedged Equity I	10	71▲

Source: Investnet Wealth Management Platform

## Weekly Highest ETFs

Security Description	Weekly Rank	Weekly Delta
BLV - Vanguard Long-Term Bond ETF	1	920▲
SCHK - Schwab 1000 ETF	2	1,157▲
BUFD - FT CBOE VEST FUND OF DEEP	3	243▲
JEPI - JPMorgan Equity Premium In	4	9▲
VTEB - Vanguard Tax-Exempt Bond E	5	1,302▲
VOO - Vanguard 500 ETF	6	20▲
IVV - iShares Core S&P 500	7	-5▼
XLY - Select Sector Spdr Fund Shs	8	130▲
DFCF - Dimensional Core Fixed Inc	9	49▲
SGOV - ISHARES 0 TO 3 MNTH TREASU	10	204▲

## Weekly Lowest ETFs

Security Description	Weekly Rank	Weekly Delta
SCHG - Schwab US Large-Cap Growth	1	1,249▲
BUFR - FT CBOE VEST FUND OF BUFEE	2	1,191▲
DFAX - DIMENSIONAL WLD EX US CR E	3	1,225▲
SCHO - Schwab Short-Term US Treas	4	0
MUB - iShares National Muni Bond	5	-4▼
GBIL - Goldman Sachs Access Treas	6	1,183▲
VWO - Vanguard FTSE Emerging Mark	7	27▲
SHV - iShares Short Treasury Bond	8	1,311▲
SPY - SPDR S&P 500 ETF	9	1,311▲
DNOV - FT CBOE VEST US EQUITY DEE	10	187▲

# Weekly Stock Buys & Sells

Data Up Through: 08/19/2022

## Weekly Buys | Stocks

Security Description	Weekly Rank	Weekly Delta
GOOGL - Alphabet Inc A	1	28▲
MSFT - Microsoft Corp	2	11▲
PXD - Pioneer Natural Resources C	3	59▲
CMG - Chipotle Mexican Grill Inc	4	256▲
AMZN - Amazon.com Inc	5	-4▼
DHR - Danaher Corp	6	137▲
WAL - Western Alliance Bancorp	7	3,523▲
JPM - JPMorgan Chase & Co	8	-5▼
NTDOY - Nintendo Co Ltd	9	583▲
AVGO - Broadcom Inc Com	10	121▲
BBBY - Bed Bath & Beyond Inc	11	213▲
BABA - Alibaba Group Holding Ltd	12	171▲
NFLX - Netflix Inc	13	18▲
AAPL - Apple Inc	14	-4▼
JNJ - Johnson & Johnson	15	13▲
PYPL - PayPal Holdings Inc	16	-10▼
AFG - American Financial Group In	17	807▲
LSTR - Landstar System Inc	18	1,540▲
DIS - Walt Disney Co	19	2▲
TSLA - Tesla Motors Inc	20	6▲
KRNT - Kornit Digital Ltd	21	4▲
WBA - Walgreen Boots Alliance Inc	22	58▲
TSM - Taiwan Semiconductor Manufa	23	71▲
NVDA - NVIDIA Corp	24	-16▼
BAC - Bank of America Corporation	25	14▲

## Weekly Sells | Stocks

Security Description	Weekly Rank	Weekly Delta
MSFT - Microsoft Corp	1	15▲
AAPL - Apple Inc	2	0
SAIL - SailPoint Technologies Hol	3	469▲
INTC - Intel Corp	4	3▲
UNH - UnitedHealth Group Inc	5	32▲
HD - The Home Depot Inc	6	-2▼
BR - Broadridge Financial Solutio	7	423▲
AMZN - Amazon.com Inc	8	-5▼
ADP - Automatic Data Processing I	9	155▲
MMM - 3M Co	10	-4▼
META - Meta Platforms Inc Class A	11	1▲
DIS - Walt Disney Co	12	16▲
BBBY - Bed Bath & Beyond Inc	13	202▲
CMCSA - Comcast Corp Class A	14	32▲
HRB - H&R Block Inc	15	523▲
BSY - Bentley Systems Inc - Class	16	95▲
WMT - Wal-Mart Stores Inc	17	8▲
NVDA - NVIDIA Corp	18	-1▼
TREX - Trex Co Inc	19	80▲
VZC - Verizon Communications Inc	20	-1▼
FSLR - First Solar Inc	21	265▲
XOM - Exxon Mobil Corp	22	-2▼
BABA - Alibaba Group Holding Ltd	23	-10▼
KO - Coca-Cola Co	24	122▲
AVGO - Broadcom Inc Com	25	103▲

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.

## **Disclosure**

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