



# RIA Pulse Report

Data Up Through: 07/02/2020

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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!

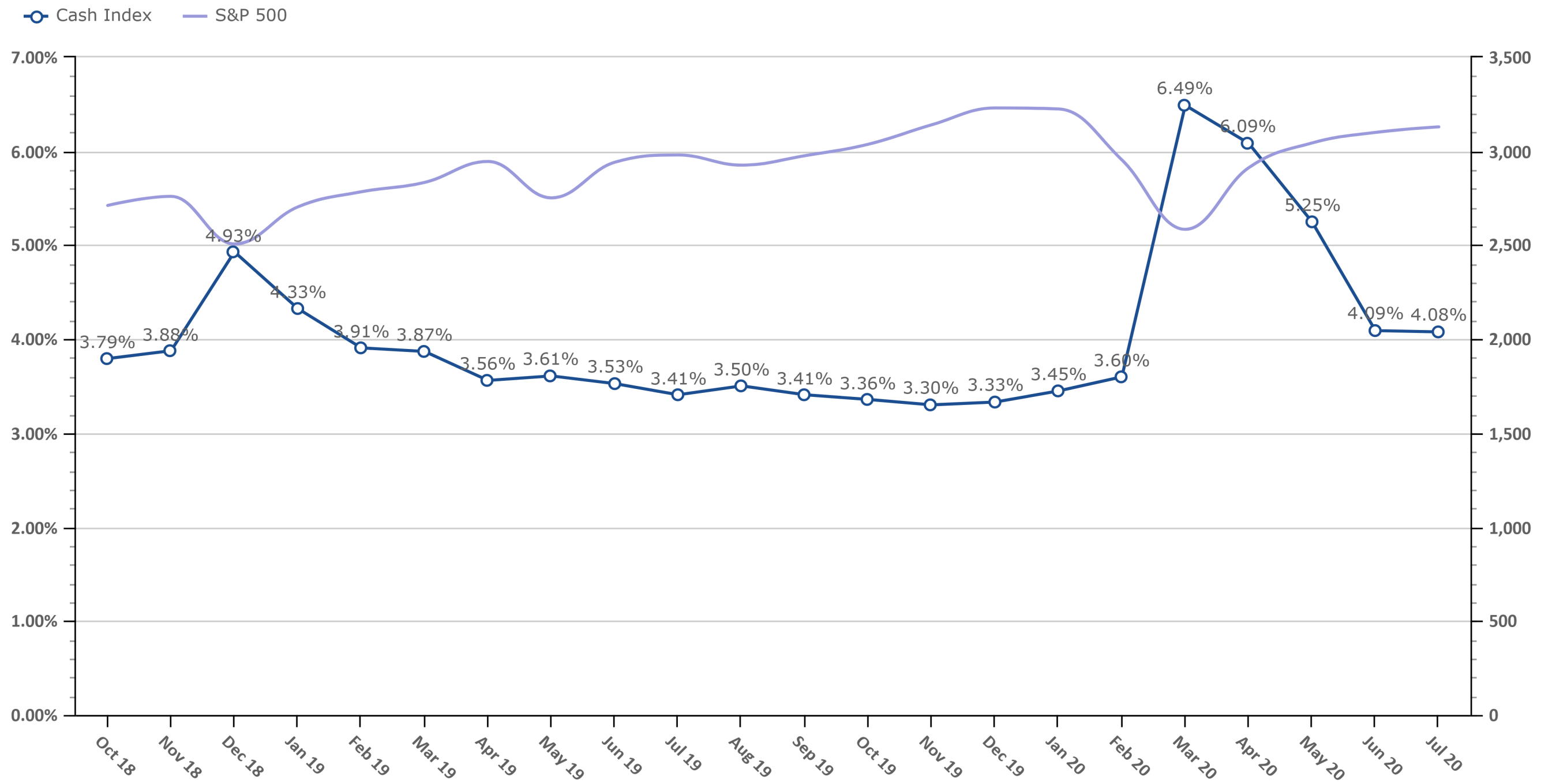
Your feedback is crucial to making this report most beneficial to advisors like you. If you have any comments on the data we show in this report or additional metrics you'd like to see included, please email [feedback@envestnetintelligence.com](mailto:feedback@envestnetintelligence.com). We'd love to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

**215.240.7063**

# Cash Levels Index

Data Up Through: 07/02/2020

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

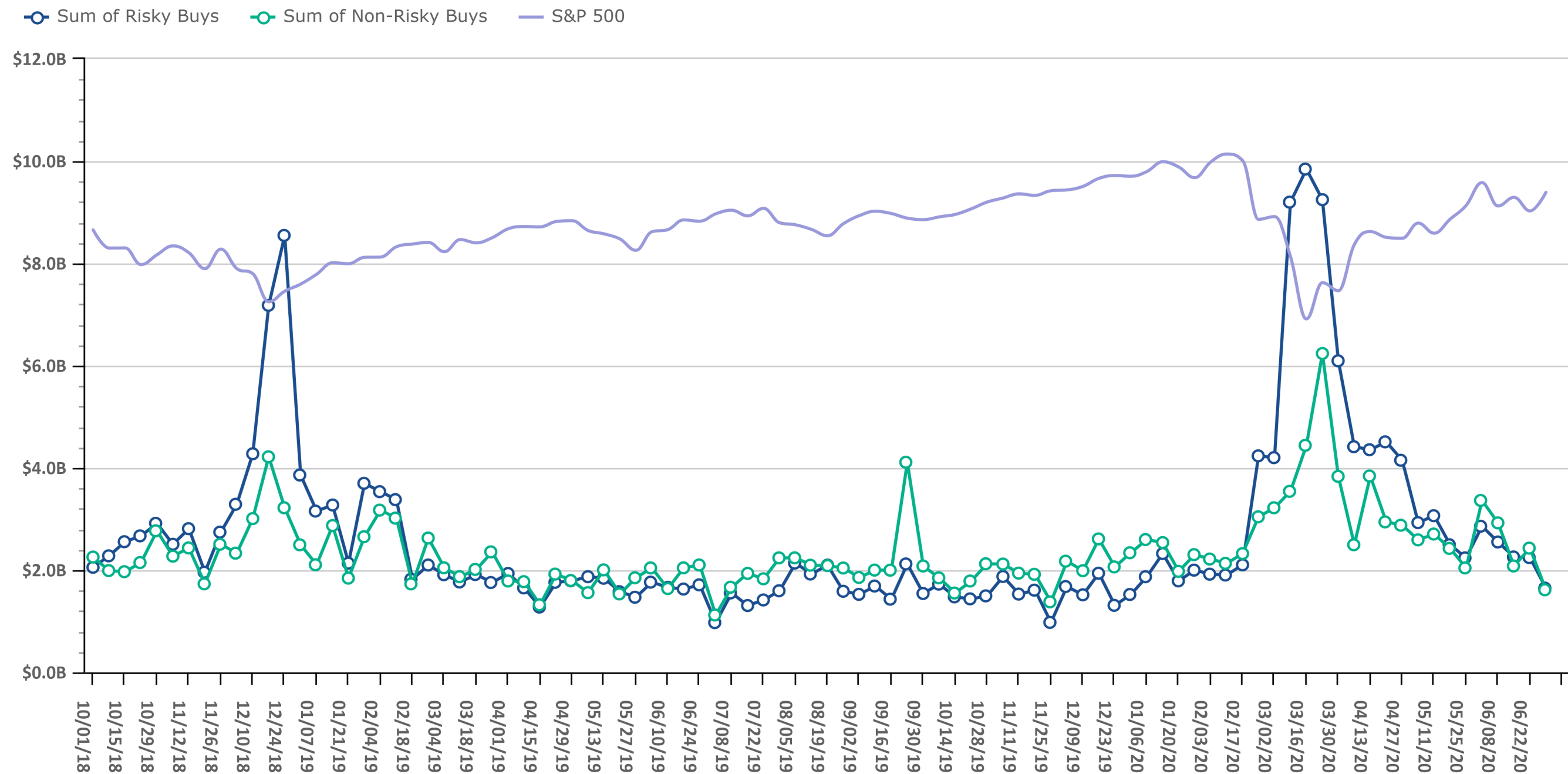


Source: Envestnet Wealth Management Platform

# Risk On vs. Risk Off Sums

Data Up Through: 07/02/2020

**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.

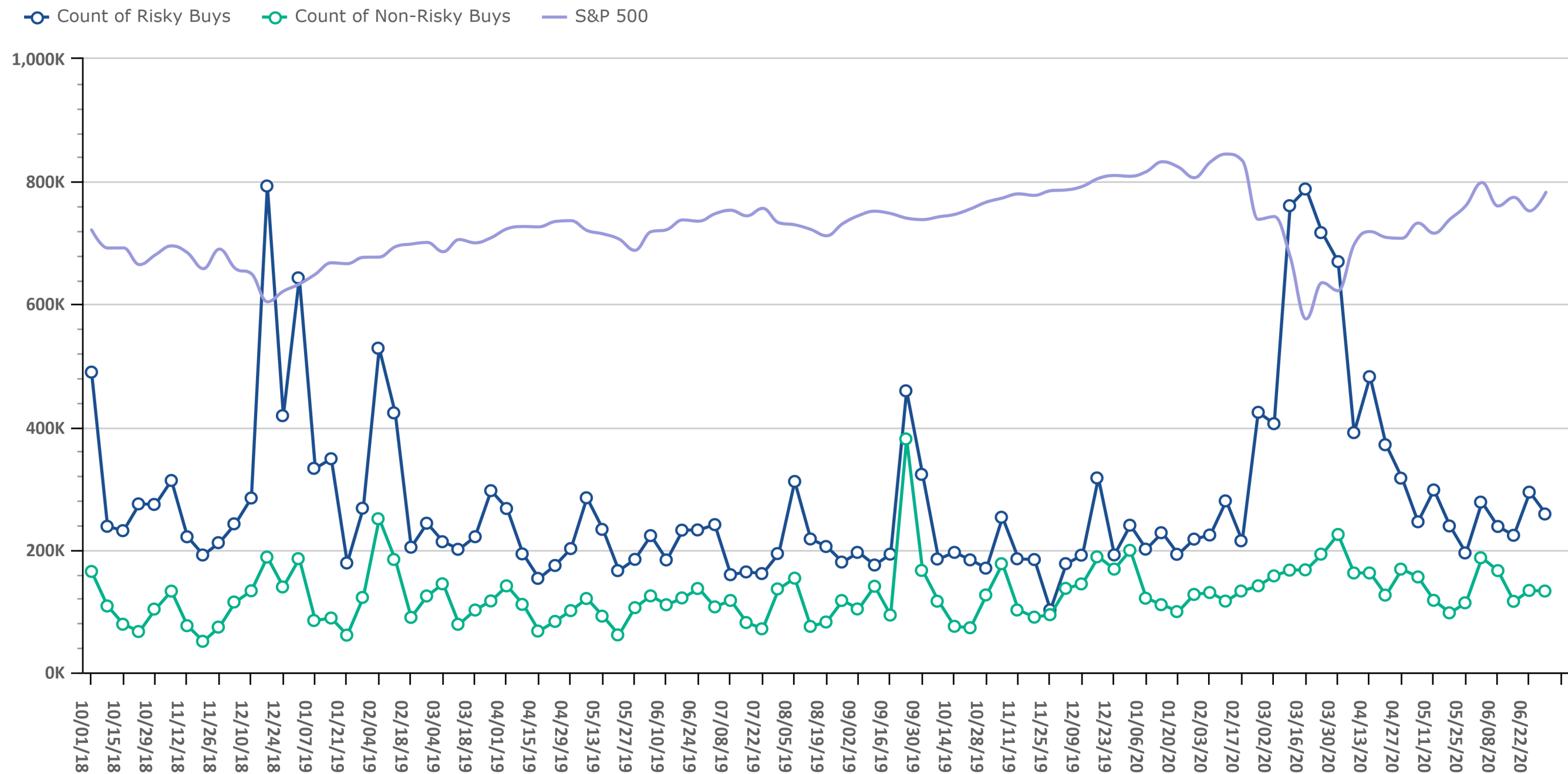


Source: Envestnet Wealth Management Platform

# Risk On vs. Risk Off Volume

Data Up Through: 07/02/2020

**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.

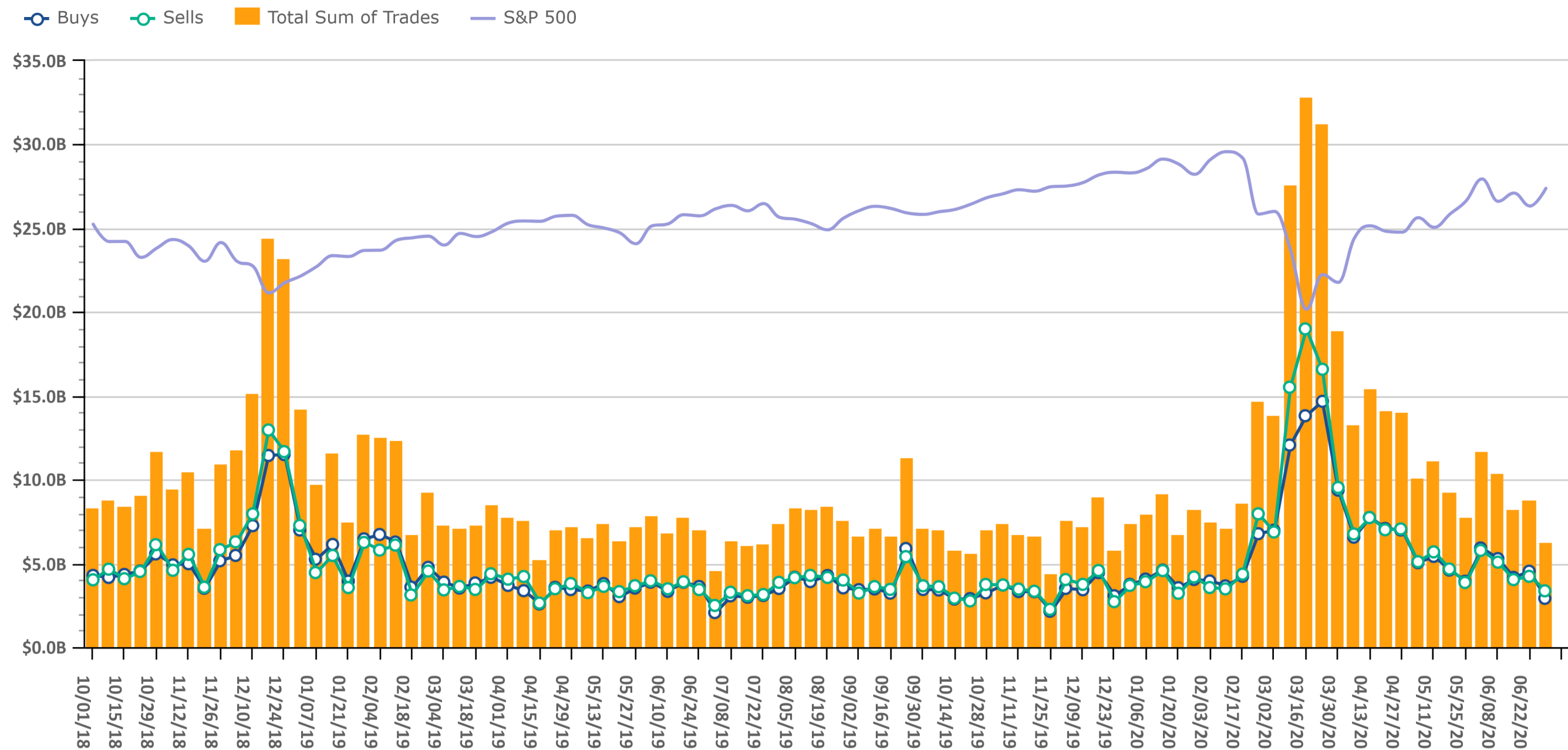


Source: Envestnet Wealth Management Platform

# Trading Amount

Data Up Through: 07/02/2020

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

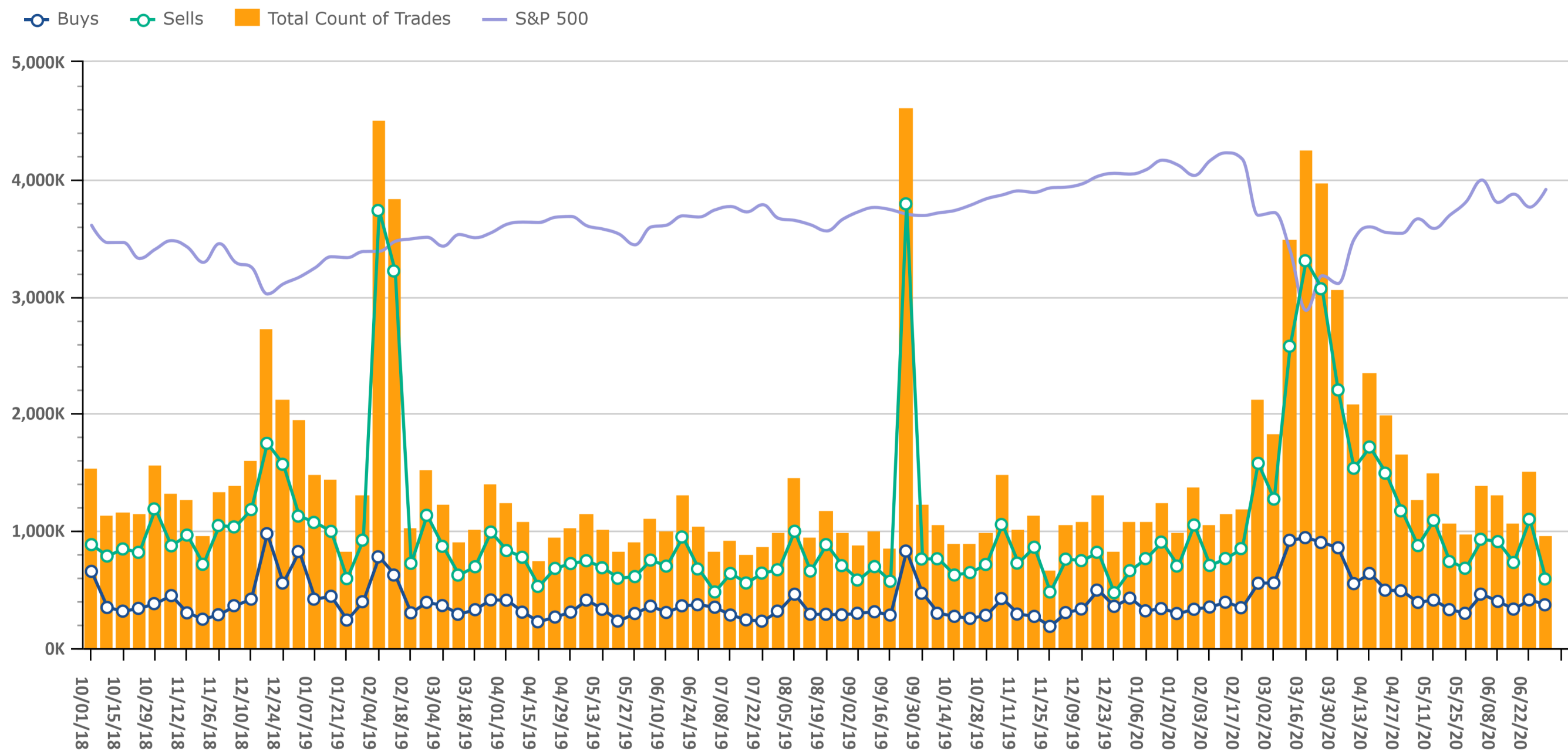


Source: Envestnet Wealth Management Platform

# Trading Volume

Data Up Through: 07/02/2020

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



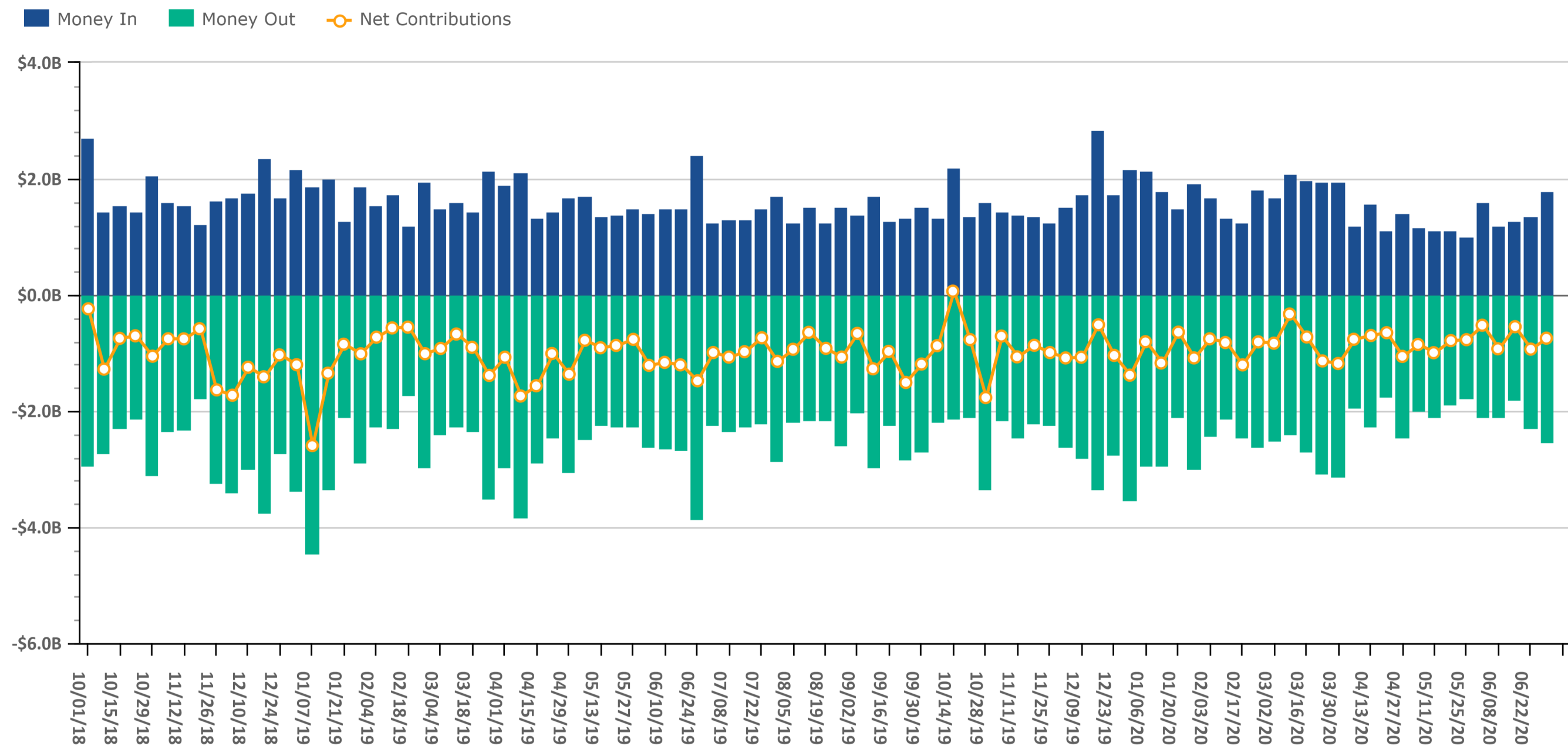
Source: Envestnet Wealth Management Platform



# Client Contributions

Data Up Through: 07/02/2020

**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.



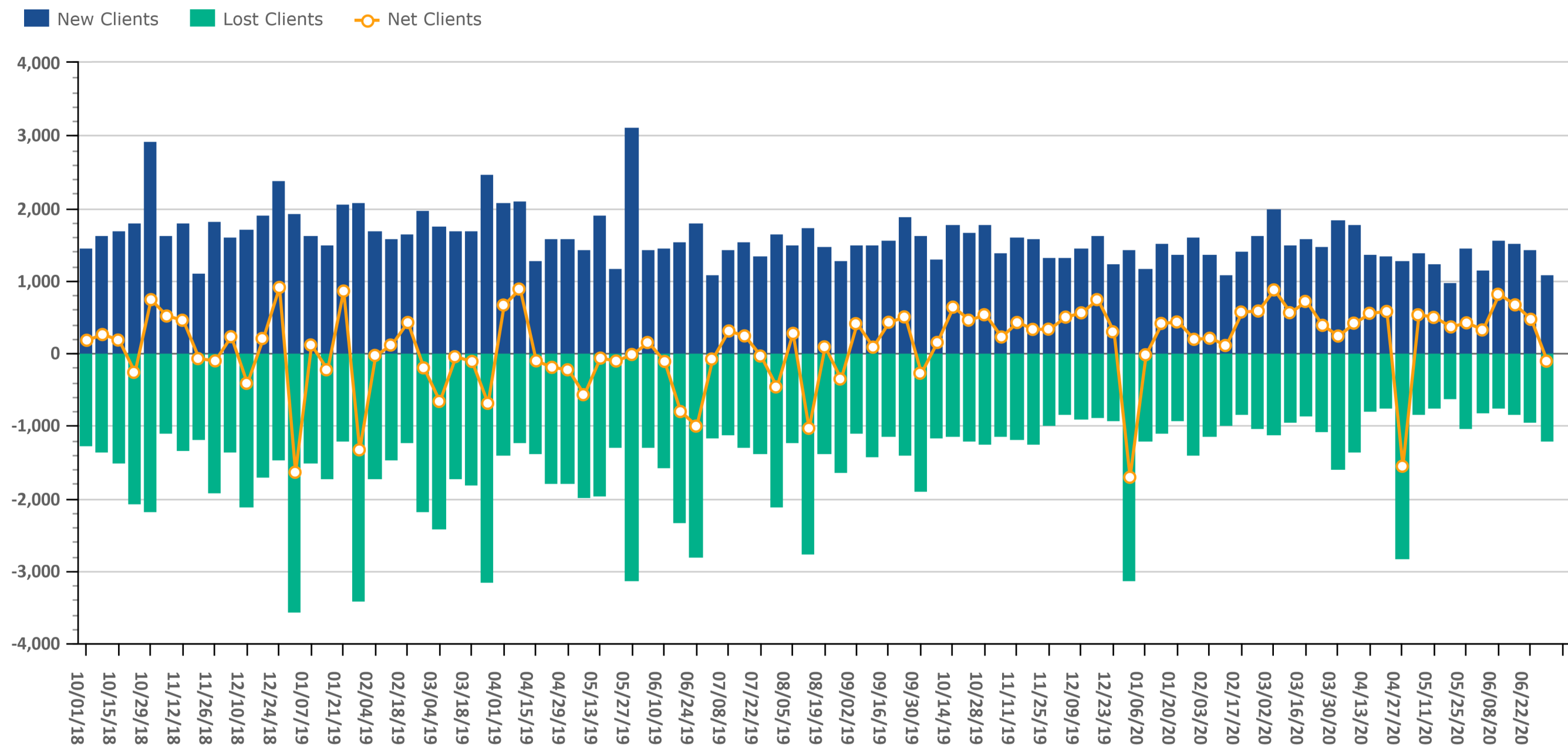
Source: Envestnet Wealth Management Platform



# Client Growth

Data Up Through: 07/02/2020

**Notes:** Client Growth measures new and lost clients.



Source: Envestnet Wealth Management Platform

# Combined Mutual Fund & ETF Styles by Net Flows

Data Up Through: 07/02/2020

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

Style	Weekly Rank	Weekly Delta
Intermediate Bond	1	0
Short Bond	2	0
Large-Cap Core	3	41▲
Commodity	4	1▲
Hedged Equity	5	4▲
Large-Cap Growth	6	1▲
Short Muni	7	4▲
Mid-Cap Growth	8	8▲
Int'l Developed Mkts	9	36▲
Intermediate Muni	10	-7▼

## YTD Highest Styles

Style	YTD Rank
Large-Cap Core	1
Intermediate Bond	2
Large-Cap Growth	3
Foreign Large Cap Growth	4
Long Bond	5
Commodity	6
Small-Cap Core	7
Inverse	8
Mid-Cap Growth	9
Global Equity	10

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

Style	Weekly Rank	Weekly Delta
Balanced	1	9▲
Foreign Large Cap Value	2	12▲
Small-Cap Core	3	4▲
Emerging Markets Bond	4	19▲
Int'l Emerging Mkts	5	-2▼
Large-Cap Value	6	-2▼
Mid-Cap Value	7	1▲
REITs	8	10▲
Foreign Small Mid Cap Value	9	6▲
Foreign Large Cap Growth	10	30▲

## YTD Lowest Styles

Style	YTD Rank
Large-Cap Value	1
Int'l Developed Mkts	2
Balanced	3
International Bond	4
Alternative Fixed Income	5
Int'l Emerging Mkts	6
Foreign Large Cap Value	7
Bank Loan	8
Mid-Cap Value	9
Short Muni	10

Source: Envestnet Wealth Management Platform

# Highest & Lowest MFs & ETFs by Net Flows

Data Up Through: 07/02/2020

## Weekly Highest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
VSMPX - Vanguard Total Stock Mkt	1	5,395▲
VBTIX - Vanguard Total Bond Marke	2	39▲
JHEQX - JPMorgan Hedged Equity I	3	0
FCNVX - Fidelity Conservative In	4	73▲
WAPSX - Western Asset Core Plus B	5	-3▼
VTSNX - Vanguard Total Intl Stock	6	667▲
DODIX - Dodge & Cox Income	7	-6▼
VTIFX - Vanguard Total Intl Bd Id	8	593▲
PSDYX - Putnam Ultra Short Durati	9	2▲
THIIX - Thornburg Limited Term In	10	4▲

## Weekly Lowest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
TGBAX - Templeton Global Bond Adv	1	2▲
DFWIX - DFA World ex US Core Equi	2	17▲
FXAIX - Fidelity 500 Index	3	35▲
DFEOX - DFA US Core Equity 1 I	4	17▲
DFIEX - DFA International Core Eq	5	49▲
WPOPX - Weitz Partners III Opport	6	5▲
WABIX - Wells Fargo Absolute Retu	7	71▲
REIIX - West Loop Realty Instl	8	413▲
TSSIX - Thornburg Strategic Munic	9	4,559▲
JSOSX - JPMorgan Strategic Income	10	4▲

Source: Envestnet Wealth Management Platform

## Weekly Highest ETFs

Security Description	Weekly Rank	Weekly Delta
GLDM - SPDR Gold MiniShares	1	0
XT - iShares Exponential Technolo	2	4▲
IEMG - iShares Core MSCI Emerging	3	1,130▲
GSLC - Goldman Sachs ActiveBeta	4	11▲
AGG - iShares Core US Aggregate B	5	7▲
VTI - Vanguard Total Stock Market	6	1,145▲
MINT - PIMCO Enhanced Short Matur	7	1,063▲
BND - Vanguard Total Bond Market	8	1▲
IXUS - iShares Core MSCI Total In	9	69▲
VTIP - Vanguard Short-Term Infl-P	10	45▲

## Weekly Lowest ETFs

Security Description	Weekly Rank	Weekly Delta
EMB - iShares JPMorgan USD Emerg	1	50▲
JMIN - JPMorgan US Minimum Volati	2	1▲
BNDW - Vanguard Total World Bond	3	6▲
ICSH - iShares Ultra Short-Term B	4	1,156▲
STPZ - PIMCO 1-5 Year US TIPS ETF	5	723▲
LQD - iShares iBoxx \$ Investment	6	1,121▲
SDY - SPDR S&P Dividend ETF	7	1,134▲
FNDF - Schwab Fundamental Intl Lg	8	13▲
VB - Vanguard Small-Cap ETF	9	1,093▲
JNK - SPDR Blmbg Barclays High Y	10	1,032▲

# Weekly Stock Buys & Sells

Data Up Through: 07/02/2020

## Weekly Buys | Stocks

Security Description	Weekly Rank	Weekly Delta
AMZN - Amazon.com Inc	1	0
ABMD - Abiomed Inc Com	2	0
DNB - Dun & Bradstreet Corp	3	3,554▲
QCOM - QUALCOMM Inc	4	122▲
WMT - Wal-Mart Stores Inc	5	55▲
FB - Facebook Inc A	6	19▲
VZ - Verizon Communications Inc	7	9▲
AAPL - Apple Inc	8	-3▼
JPM - JPMorgan Chase & Co	9	1▲
GILD - Gilead Sciences Inc	10	163▲
MSFT - Microsoft Corp	11	2▲
CVS - CVS Health Corp	12	45▲
ZTS - Zoetis Inc	13	167▲
BR - Broadridge Financial Solutio	14	563▲
CSCO - Cisco Systems Inc	15	56▲
NEM - Newmont Mining Corp	16	323▲
ADBE - Adobe Systems Inc	17	10▲
GOOGL - Alphabet Inc A	18	43▲
ACN - Accenture PLC A	19	24▲
DHI - D.R. Horton Inc	20	211▲
KO - Coca-Cola Co	21	56▲
LPLA - LPL Financial Holdings Inc	22	1,660▲
MAS - Masco Corp	23	1,573▲
URI - United Rentals Inc	24	393▲
BA - Boeing Co	25	-3▼

## Weekly Sells | Stocks

Security Description	Weekly Rank	Weekly Delta
AAPL - Apple Inc	1	0
AMZN - Amazon.com Inc	2	0
MSFT - Microsoft Corp	3	0
JPM - JPMorgan Chase & Co	4	0
FB - Facebook Inc A	5	8▲
C - Citigroup Inc	6	39▲
TECD - Tech Data Corp	7	827▲
ABBV - AbbVie Inc	8	3▲
T - AT&T Inc	9	27▲
WFC - Wells Fargo & Co	10	10▲
AMGN - Amgen Inc	11	47▲
TSLA - Tesla Motors Inc	12	54▲
UPS - United Parcel Service Inc C	13	174▲
PG - Procter & Gamble Co	14	64▲
MA - Mastercard Inc A	15	10▲
LLY - Eli Lilly and Co	16	80▲
CSCO - Cisco Systems Inc	17	5▲
BRK.B - Berkshire Hathaway Inc B	18	-13▼
DOCU - DocuSign INC	19	18▲
CVX - Chevron Corp	20	26▲
GOOG - Alphabet Inc C	21	39▲
PYPL - PayPal Holdings Inc	22	-14▼
DIS - Walt Disney Co	23	-16▼
CSX - CSX Corp	24	576▲
BLK - BlackRock Inc	25	125▲

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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