



RIA Pulse Report

Data Up Through: 03/11/2022

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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!

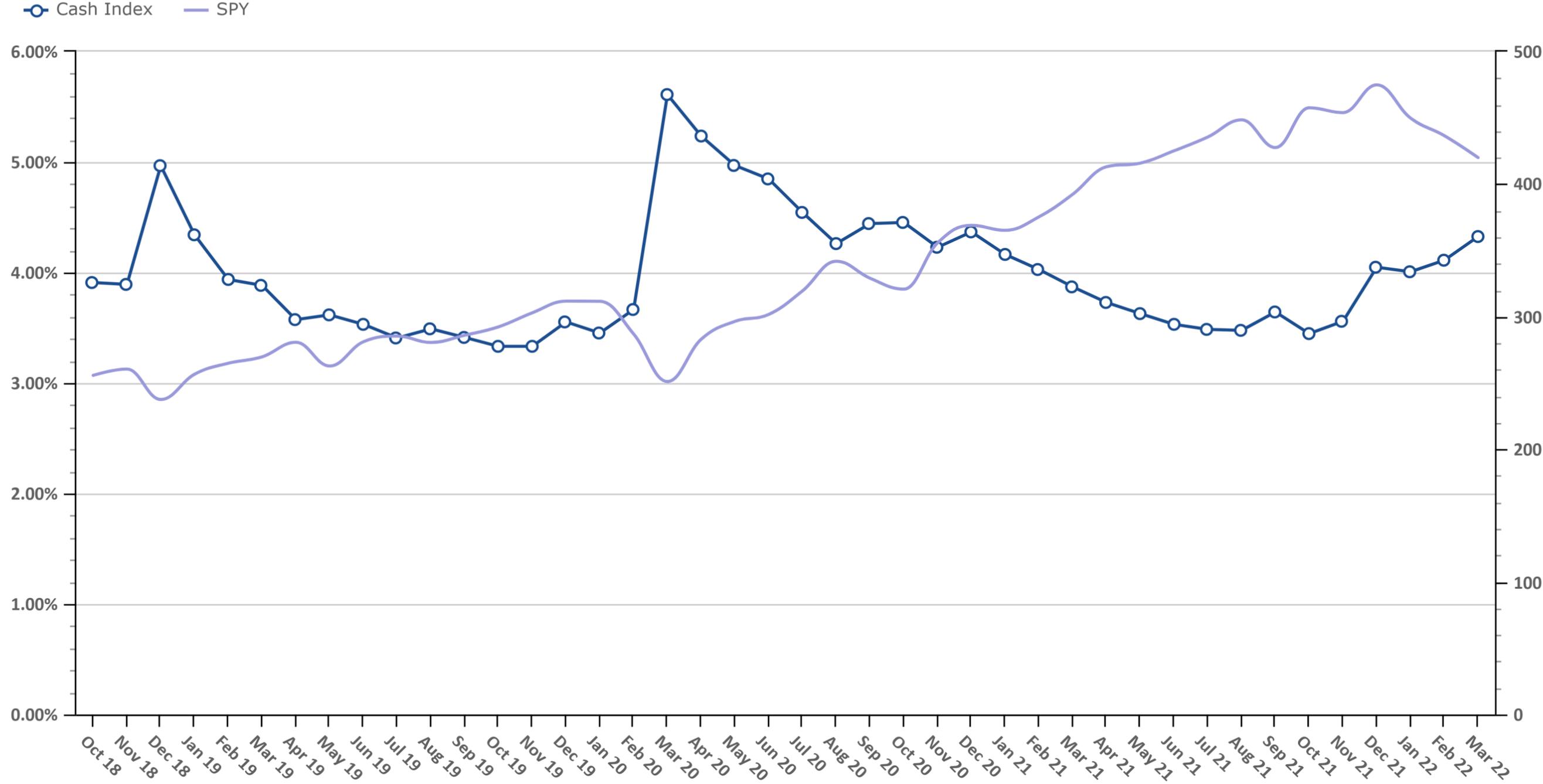
Your feedback is crucial to making this report most beneficial to advisors like you. If you have any comments on the data we show in this report or additional metrics you'd like to see included, please email feedback@envestnetintelligence.com. We'd love to hear from you.

215.240.7063

Cash Levels Index

Data Up Through: 03/11/2022

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

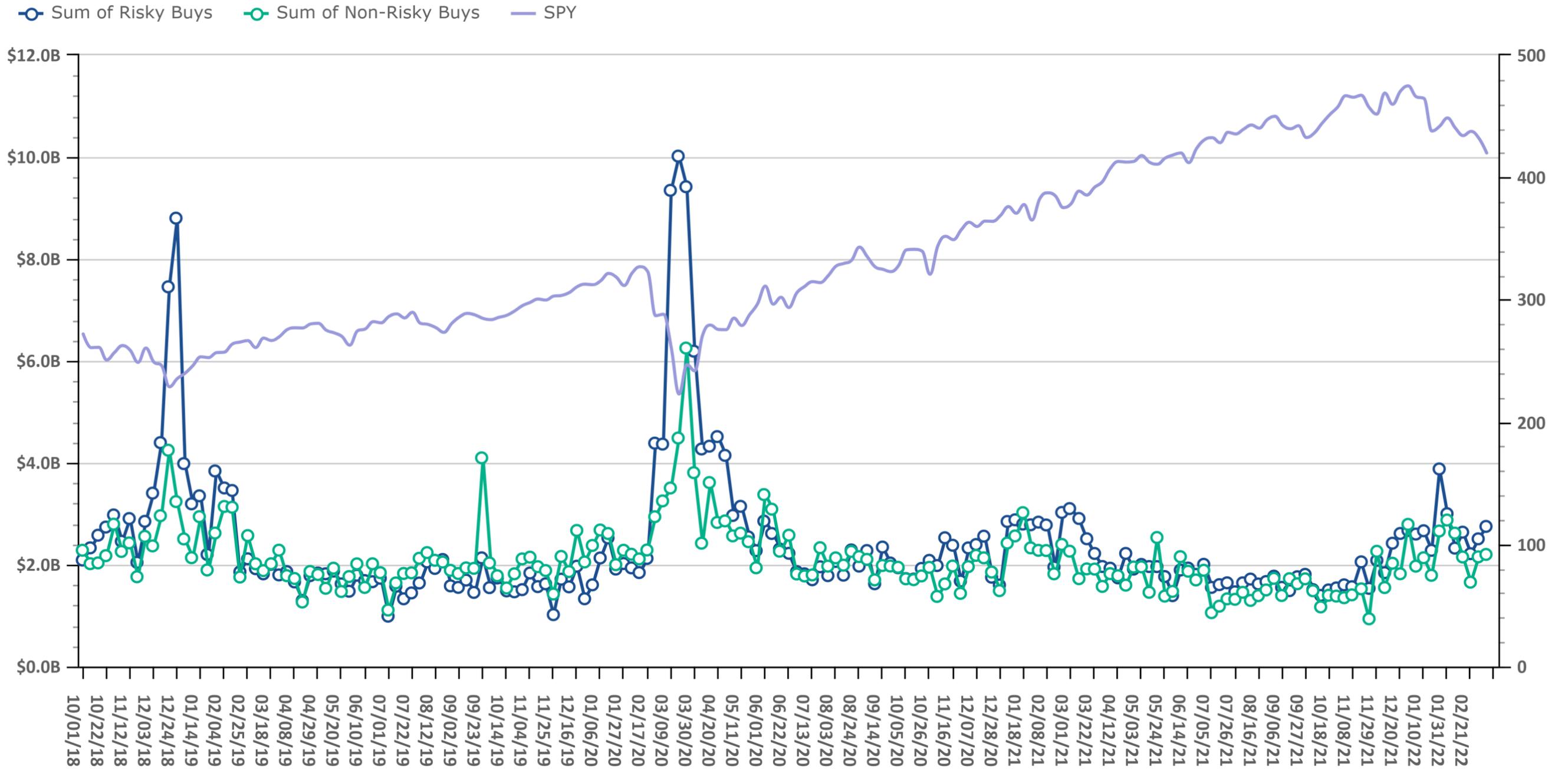


Source: Investnet Wealth Management Platform

Risk On vs. Risk Off Sums

Data Up Through: 03/11/2022

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.

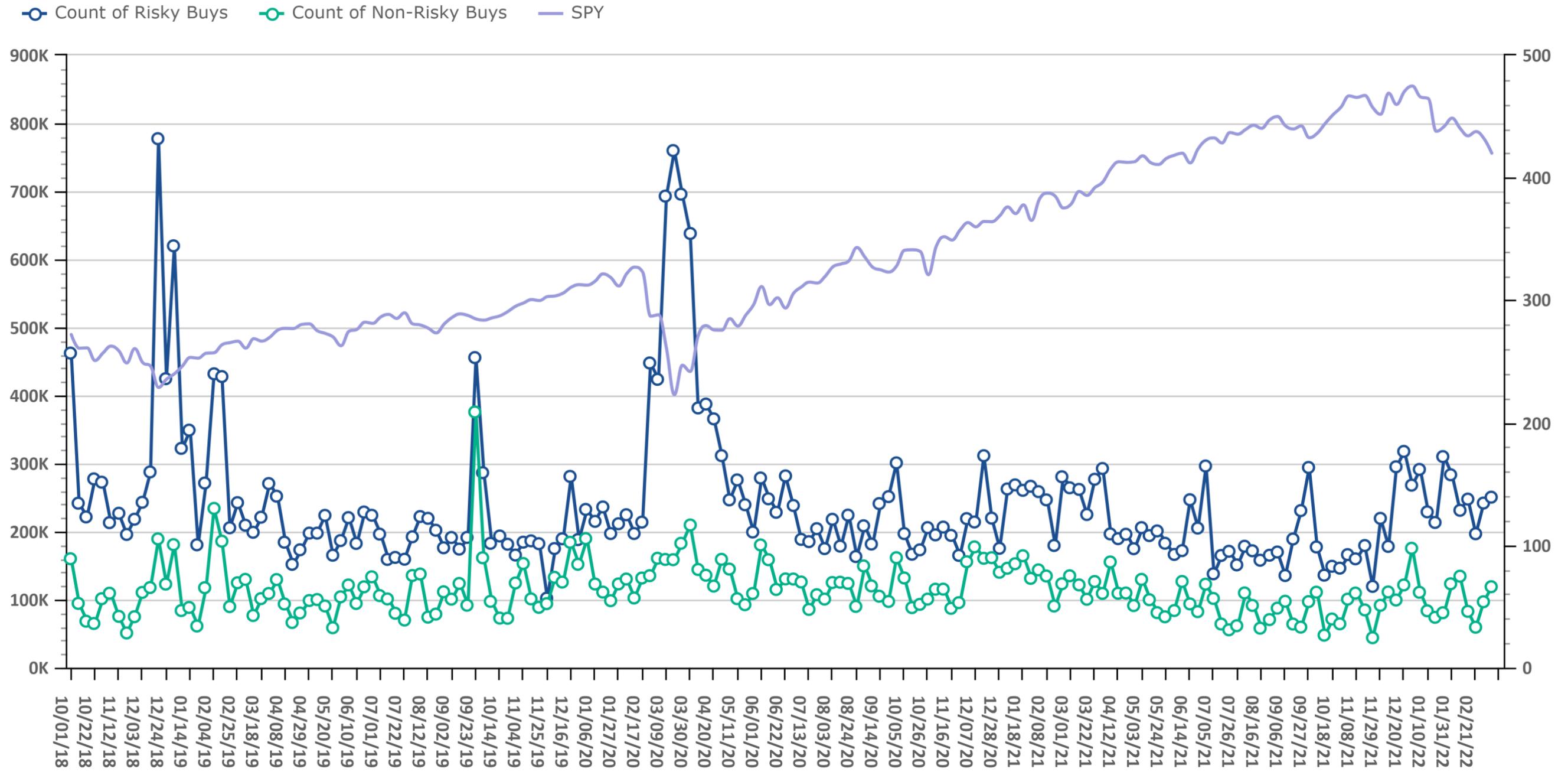


Source: Investnet Wealth Management Platform

Risk On vs. Risk Off Volume

Data Up Through: 03/11/2022

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.

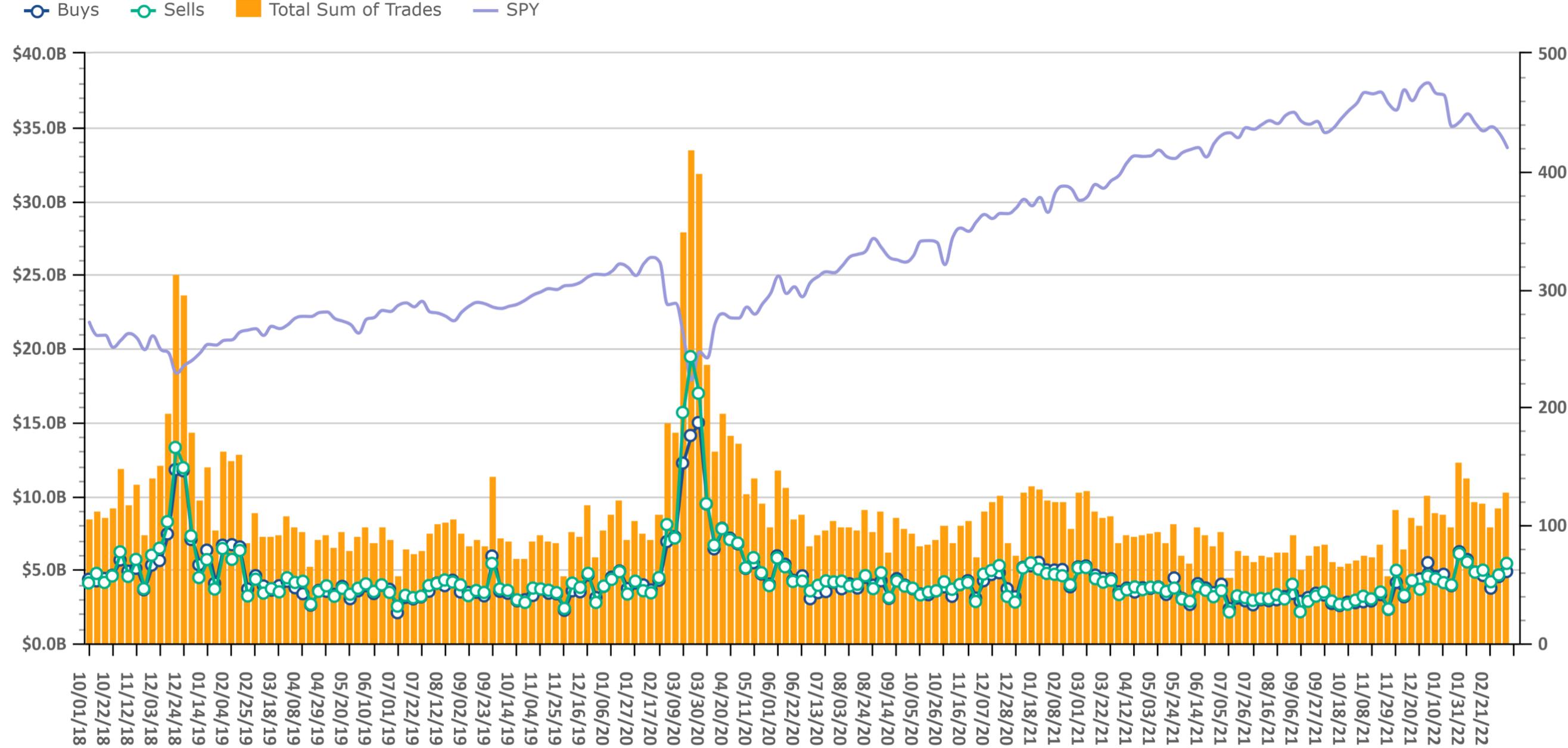


Source: Investnet Wealth Management Platform

Trading Amount

Data Up Through: 03/11/2022

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

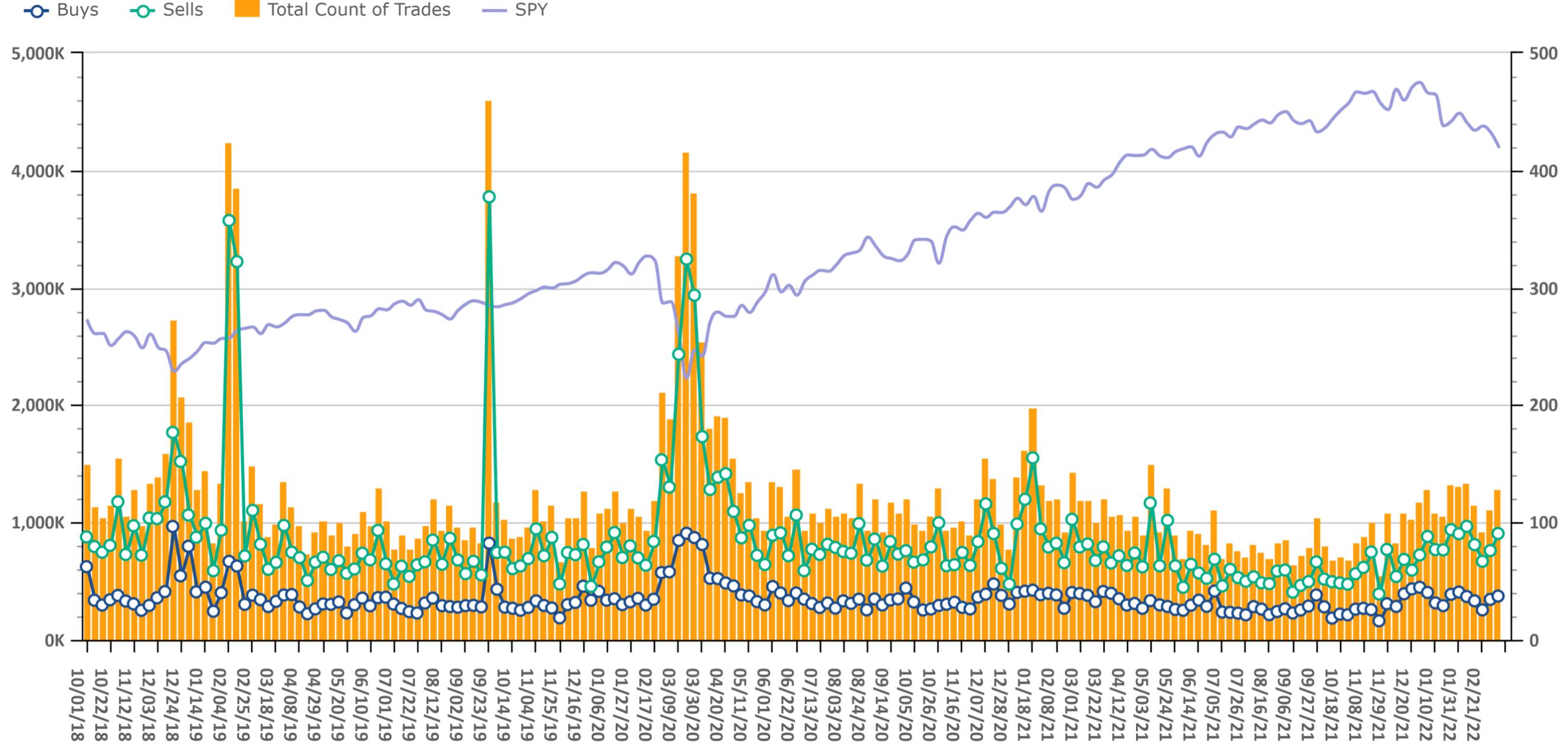


Source: Investnet Wealth Management Platform

Trading Volume

Data Up Through: 03/11/2022

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

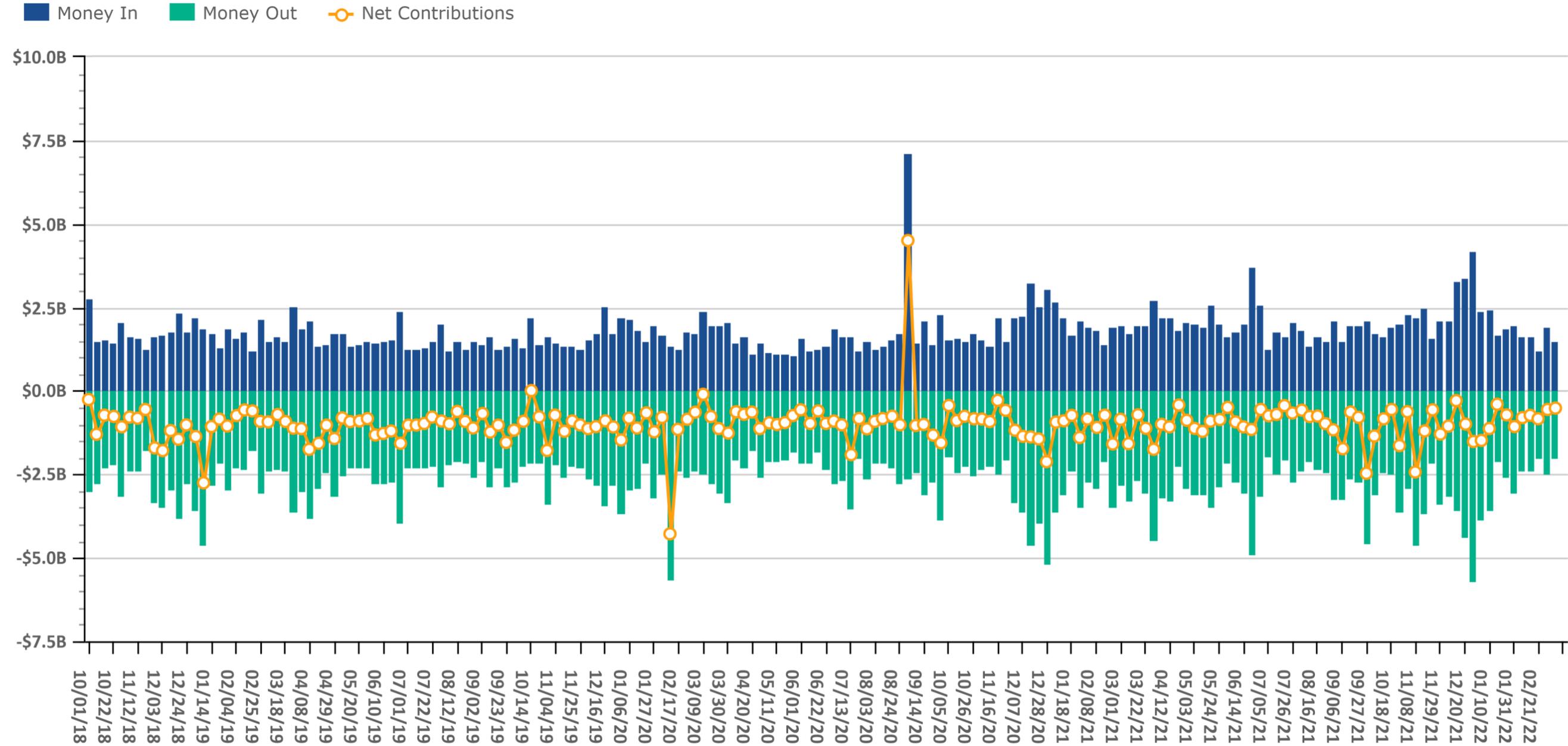


Source: Investnet Wealth Management Platform

Client Contributions

Data Up Through: 03/11/2022

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.

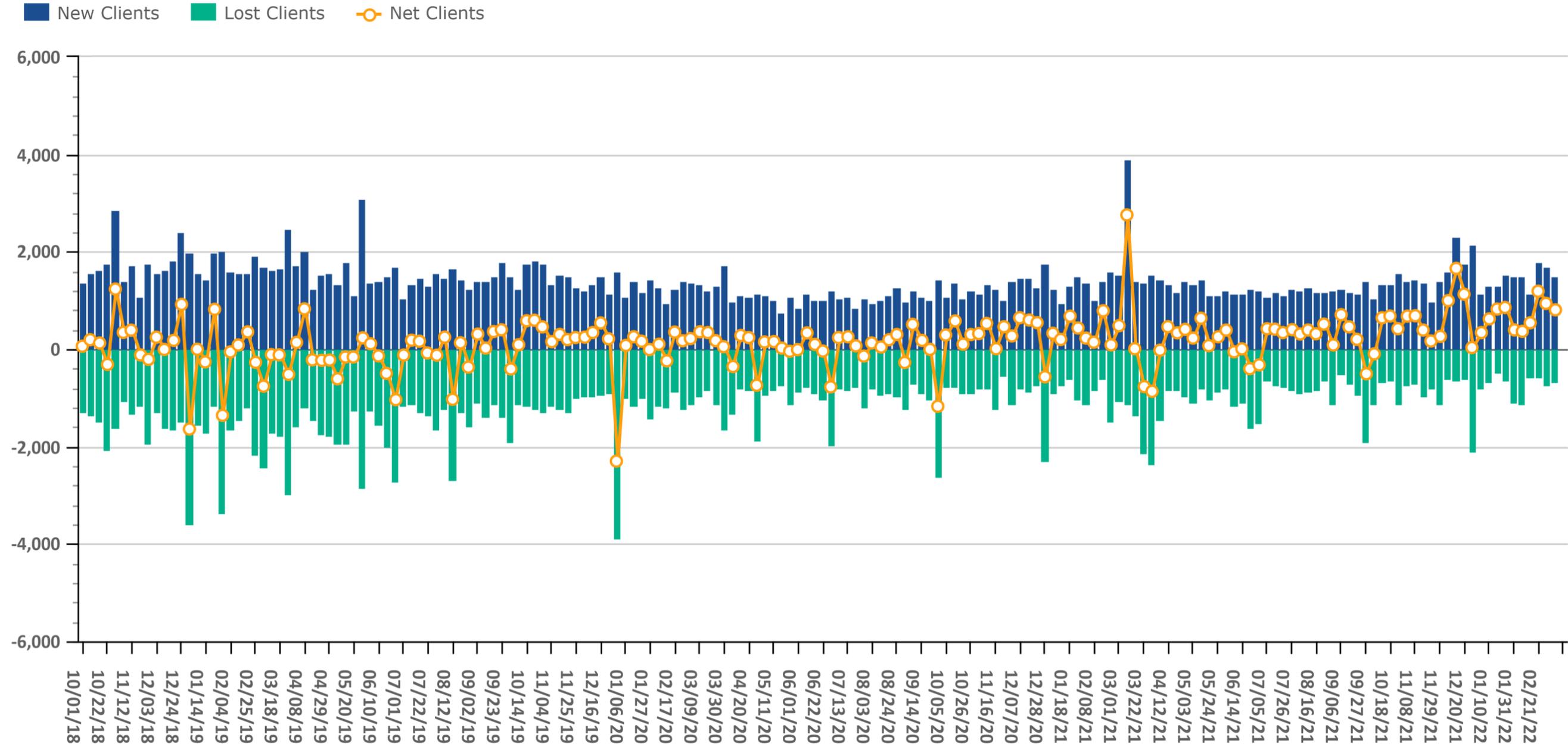


Source: Investnet Wealth Management Platform

Client Growth

Data Up Through: 03/11/2022

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



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M&A Strategy



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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: 03/11/2022

Weekly Highest Styles : Higher Ranks have best Net Flows

Style	Weekly Rank	Weekly Delta
Short Bond	1	38▲
Inflation-Protected Bond	2	24▲
Short Muni	3	26▲
Int'l Developed Mkts	4	-1▼
Long Muni	5	23▲
Inverse	6	2▲
Hedged Equity	7	5▲
Event Driven	8	7▲
Large-Cap Core	9	1▲
Foreign Large Cap Value	10	-3▼

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
Hedged Equity	7
Alternative Fixed Income	8
Event Driven	9
Commodity	10

Weekly Lowest Styles : Higher Ranks have worst Net Flows

Style	Weekly Rank	Weekly Delta
Intermediate Bond	1	0
Intermediate Muni	2	9▲
Large-Cap Growth	3	-1▼
Global Macro	4	14▲
High Yield	5	38▲
International Bond	6	4▲
Mid-Cap Core	7	14▲
Long Bond	8	23▲
Commodity	9	35▲
Mid-Cap Growth	10	3▲

YTD Lowest Styles

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

Source: Investnet Wealth Management Platform

Highest & Lowest MFs & ETFs by Net Flows

Data Up Through: 03/11/2022

Weekly Highest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
VFSUX - Vanguard Short-Term Inves	1	4,596▲
APOIX - American Century Short Du	2	255▲
VWSUX - Vanguard Short-Term Tx-Ex	3	4,536▲
VWLUX - Vanguard Long-Term Tax-Ex	4	362▲
VMLUX - Vanguard Ltd-Term Tx-Ex A	5	4,254▲
VRGWX - Vanguard Russell 1000 Gro	6	3,278▲
PPEFX - American Funds Preservati	7	1,030▲
DBLFX - DoubleLine Core Fixed Inc	8	4,545▲
APOHX - American Century Short Du	9	472▲
SPFYX - American Beacon Sound Poi	10	515▲

Weekly Lowest Mutual Funds

Security Description	Weekly Rank	Weekly Delta
VWUIUX - Vanguard Interm-Term Tx-E	1	30▲
VBTLX - Vanguard Total Bond Marke	2	4,604▲
RPIFX - T. Rowe Price Instl Float	3	326▲
PIMIX - PIMCO Income Instl	4	228▲
EIGMX - Eaton Vance Gbl Macr Abs	5	199▲
GIBIX - Guggenheim Total Return B	6	355▲
BAFGX - Brown Advisory Growth Equ	7	369▲
PONAX - PIMCO Income A	8	356▲
JOEMX - JOHCM Emerging Markets Op	9	388▲
FPNIX - FPA New Income	10	96▲

Source: Investnet Wealth Management Platform

Weekly Highest ETFs

Security Description	Weekly Rank	Weekly Delta
VTI - Vanguard Total Stock Market	1	1,252▲
IXUS - iShares Core MSCI Total In	2	170▲
BIL - SPDR Blmbg Barclays 1-3 Mt	3	29▲
JAAA - Janus Henderson AAA CLO ET	4	258▲
VTEB - Vanguard Tax-Exempt Bond E	5	2▲
STIP - iShares 0-5 Year TIPS Bond	6	78▲
IEFA - iShares Core MSCI EAFE	7	1,269▲
IEMG - iShares Core MSCI Emerging	8	1,313▲
VNLA - Janus Henderson Short Dura	9	1,275▲
IDEV - iShares Core MSCI Intl Dev	10	18▲

Weekly Lowest ETFs

Security Description	Weekly Rank	Weekly Delta
SPMB - SPDR Portfolio Mortgage B	1	64▲
JPST - JPMorgan Ultra-Short Incom	2	19▲
EFAV - iShares MSCI EAFE Min Vol	3	97▲
BLV - Vanguard Long-Term Bond ETF	4	1,199▲
VXUS - Vanguard Total Internation	5	1,304▲
XLE - Select Sector Spdr Trust Sh	6	78▲
IJH - iShares Core S&P Mid-Cap	7	8▲
AGG - iShares Core US Aggregate B	8	1,269▲
IWP - iShares Russell Mid-Cap Gro	9	986▲
SCHZ - Schwab US Aggregate Bond E	10	59▲

Weekly Stock Buys & Sells

Data Up Through: 03/11/2022

Weekly Buys | Stocks

Security Description	Weekly Rank	Weekly Delta
AMZN - Amazon.com Inc	1	1▲
APD - Air Products & Chemicals In	2	77▲
NFLX - Netflix Inc	3	44▲
NXST - Nexstar Media Group Inc	4	38▲
PYPL - PayPal Holdings Inc	5	-2▼
V - Visa Inc Class A	6	24▲
BRP - BRP group inc-a	7	1,785▲
SBUX - Starbucks Corp	8	9▲
MSFT - Microsoft Corp	9	4▲
QCOM - QUALCOMM Inc	10	103▲
TSLA - Tesla Motors Inc	11	35▲
GOOGL - Alphabet Inc A	12	13▲
TSM - Taiwan Semiconductor Manufa	13	43▲
VZC - Verizon Communications Inc	14	34▲
GM - General Motors Co	15	9▲
UNP - Union Pacific Corp	16	105▲
FB - Meta Platforms Inc Class A	17	-5▼
FDX - FedEx Corp	18	83▲
BA - Boeing Co	19	-10▼
INTC - Intel Corp	20	40▲
FCX - Freeport-McMoRan Inc	21	17▲
SNA - Snap-on Inc	22	895▲
AAPL - Apple Inc	23	-4▼
MCK - McKesson Corp	24	146▲
AXP - American Express Co	25	-10▼

Weekly Sells | Stocks

Security Description	Weekly Rank	Weekly Delta
CVX - Chevron Corp	1	14▲
C - Citigroup Inc	2	21▲
AMZN - Amazon.com Inc	3	10▲
AAPL - Apple Inc	4	0
UNH - UnitedHealth Group Inc	5	59▲
XOM - Exxon Mobil Corp	6	-3▼
SLB - Schlumberger Ltd	7	229▲
KR - The Kroger Co	8	169▲
FB - Meta Platforms Inc Class A	9	9▲
MSFT - Microsoft Corp	10	4▲
JPM - JPMorgan Chase & Co	11	17▲
BRK.B - Berkshire Hathaway Inc B	12	34▲
GOOGL - Alphabet Inc A	13	42▲
INTU - Intuit Inc	14	90▲
LKQ - LKQ Corp	15	253▲
SBUX - Starbucks Corp	16	-4▼
ADBE - Adobe Systems Inc	17	66▲
NKE - Nike Inc B	18	-16▼
CTSH - Cognizant Technology Solut	19	39▲
ARNA - Arena Pharmaceuticals Inc	20	1,230▲
HON - Honeywell International Inc	21	76▲
LMT - Lockheed Martin Corp	22	-21▼
FIS - Fidelity National Informati	23	327▲
BAC - Bank of America Corporation	24	43▲
MKL - Markel Corp	25	805▲

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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