



**August 2024**

# **Family Office & RIA/Broker Dealer Monthly Data Report**

A high-level synopsis featuring key insights from the FINTRX platform, including newly added family office and wealth management advisors, direct transactions, asset class preferences, AUM, geographical breakdowns and more.



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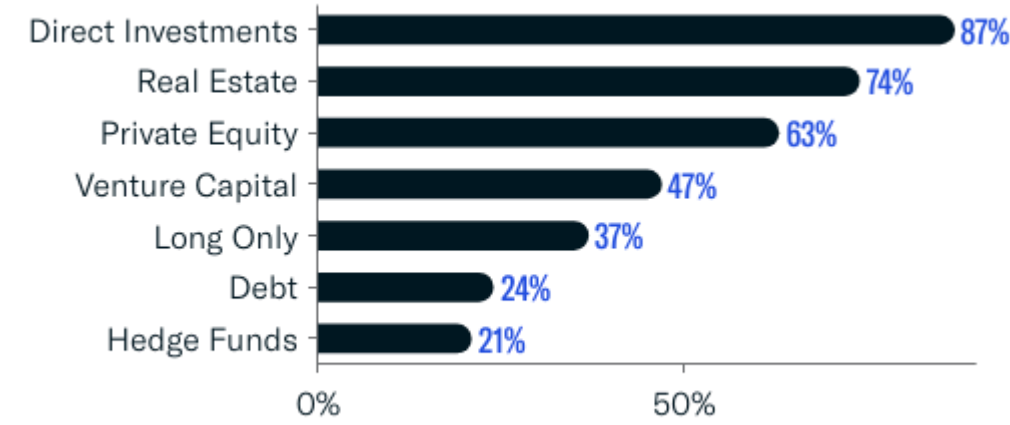
# Family Office Data: August 2024

Data: [FINTRX Family Office Data](#)

## Family Office Platform Updates & Additions

- New Family Offices: 38
- New Family Office Contacts: 450+
- Total Family Office Additions: 630+
- Total Updated Family Office Entities: 2,450+
- Newly Tracked Family Office Investments: 130+
- New Family Office Data Points: 5,030+
- Total Family Office Assets Added: \$68.575 Billion

## Asset Class Interest Breakdown

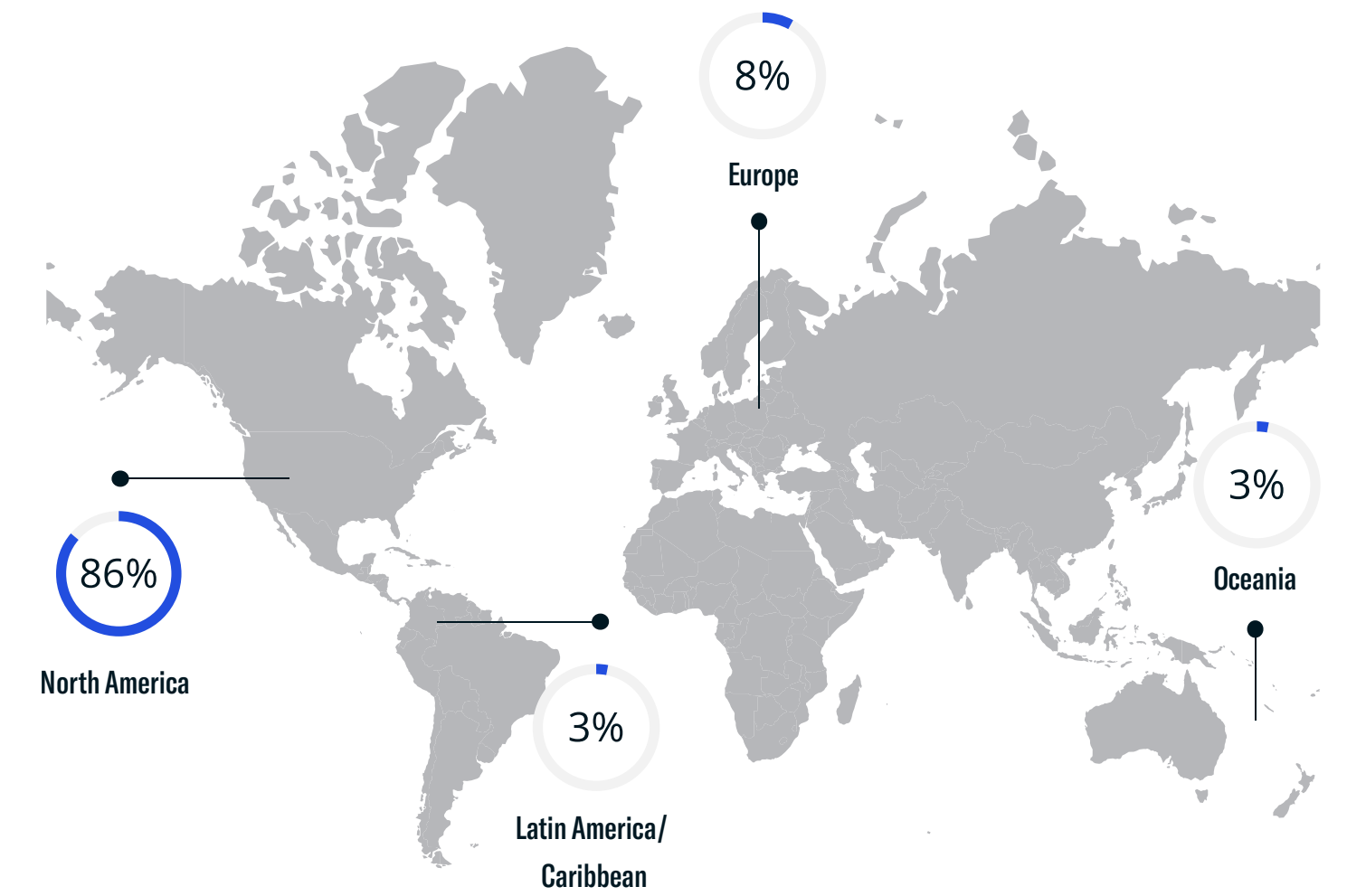


Nearly 90% of firms are actively engaged in direct investments in private companies, with real estate investments following at 74%. Other notable asset classes include private equity, venture capital and long-only equities.

## Family Office Geographical Breakdown

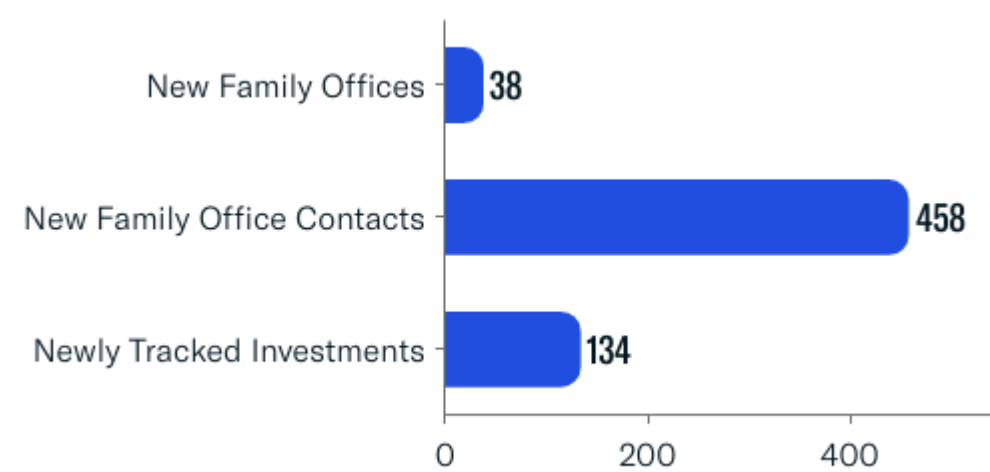
### Regions with New Family Office Activity

The majority of family offices added to the FINTRX dataset are based in North America, accounting for 86% of all firms. European offices follow at 8%, with Latin America/Caribbean and Oceania each representing 3%. This highlights the ongoing dominance of North American firms in the industry.



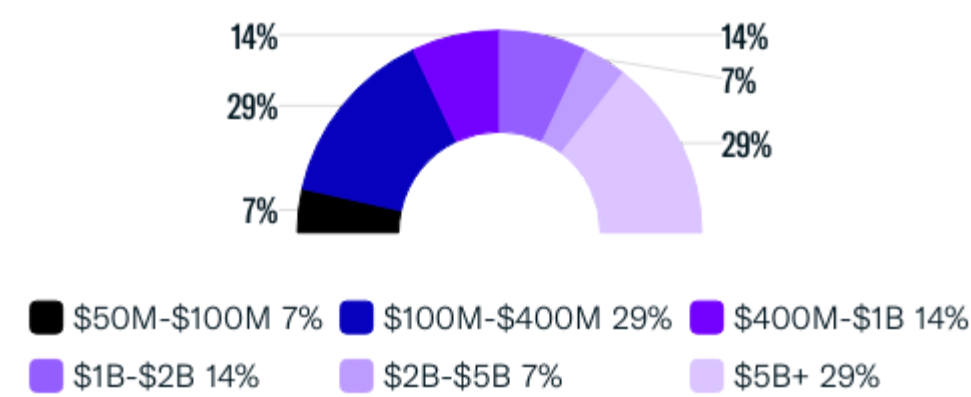
## Family Office Platform Additions

### Newly Added Family Offices, FO Contacts & Tracked Investments



## Assets Under Management (AUM)

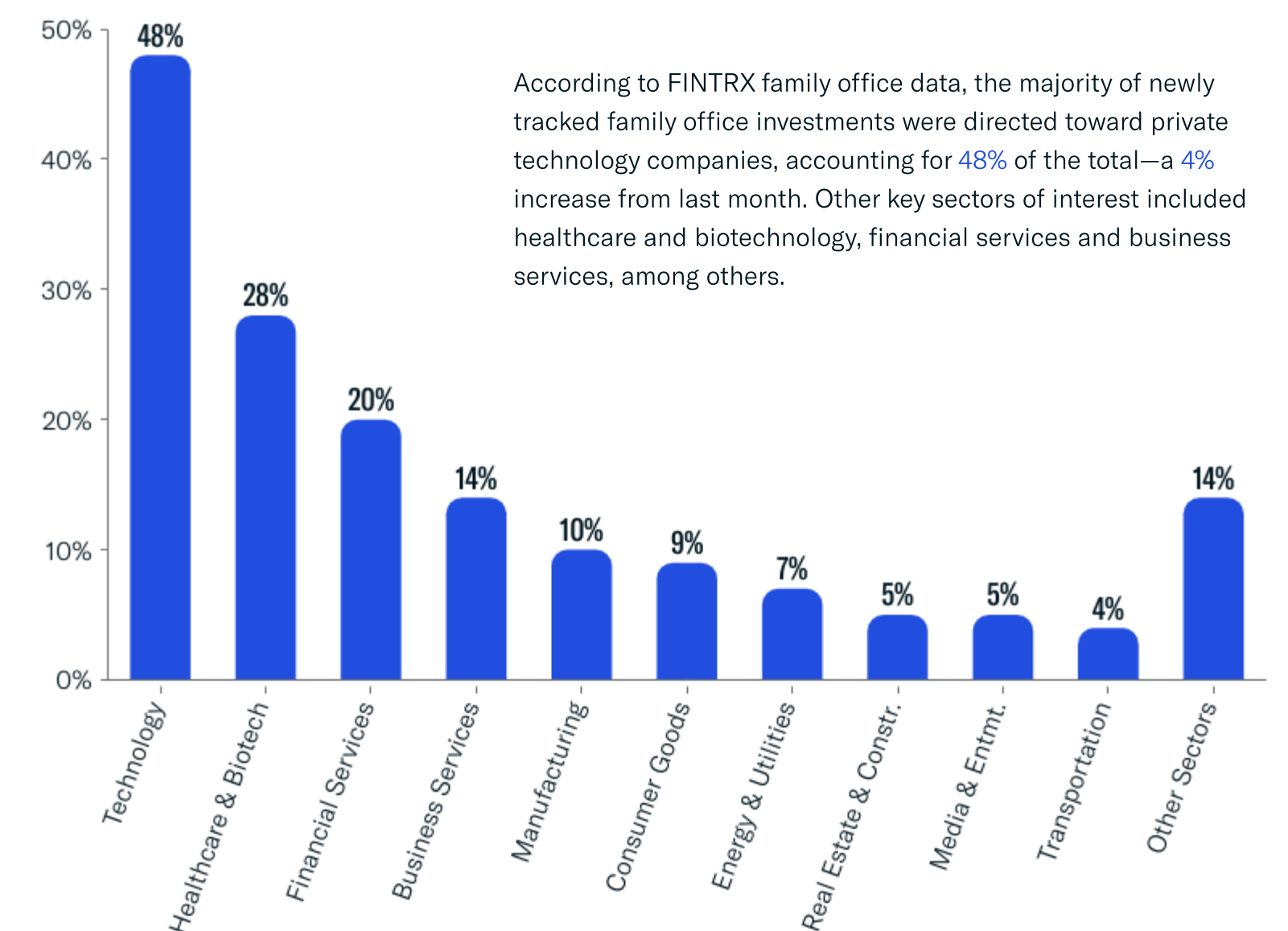
### Newly Added Family Offices that Disclosed their AUM



29% of the new family office additions manage client assets in the ranges of \$100M to \$400M, as well as those exceeding \$5 billion.

## Newly Tracked Family Office Investments

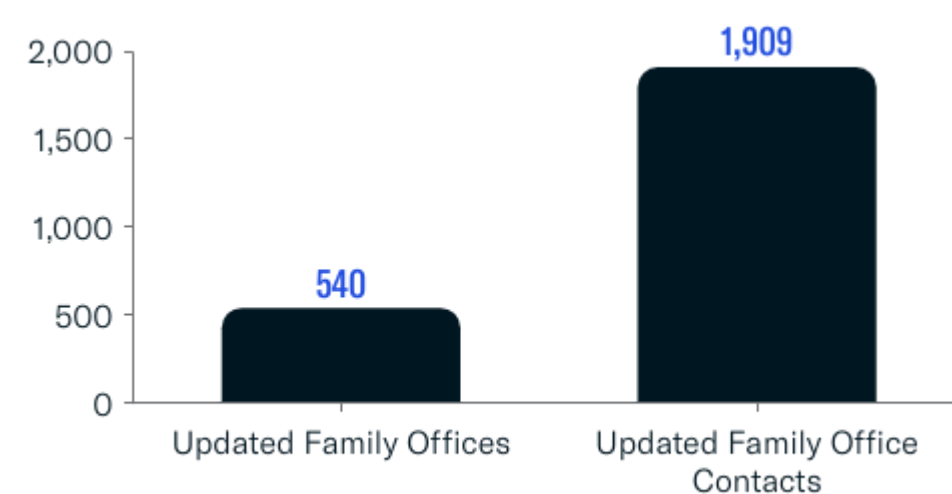
### Top 10 Sectors of Interest



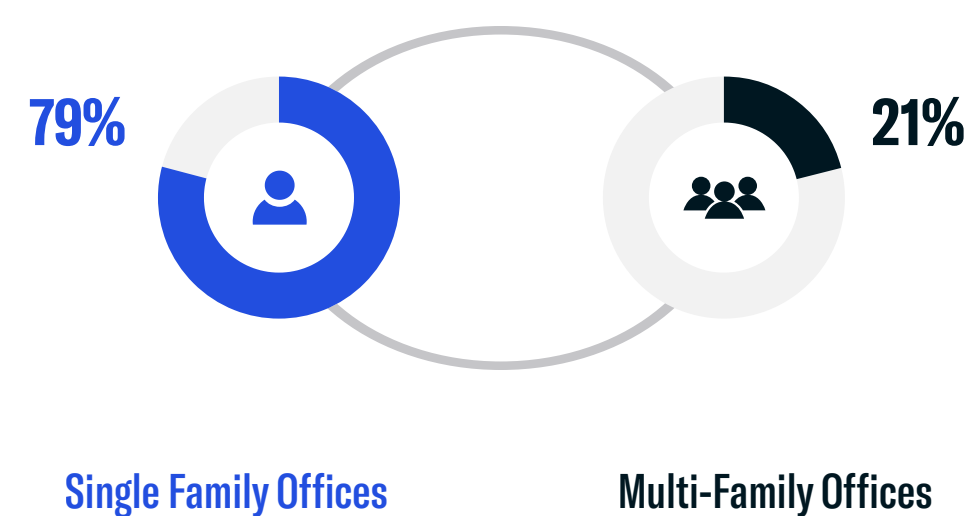
According to FINTRX family office data, the majority of newly tracked family office investments were directed toward private technology companies, accounting for 48% of the total—a 4% increase from last month. Other key sectors of interest included healthcare and biotechnology, financial services and business services, among others.

## Updated Family Office Entities

### Updated Family Offices & Family Office Contacts



## Single Family Offices vs Multi-Family Offices



# Registered Investment Adviser (RIA) & Broker Dealer Data: August 2024

Data: [FINTRX RIA & Broker Dealer Data](#)

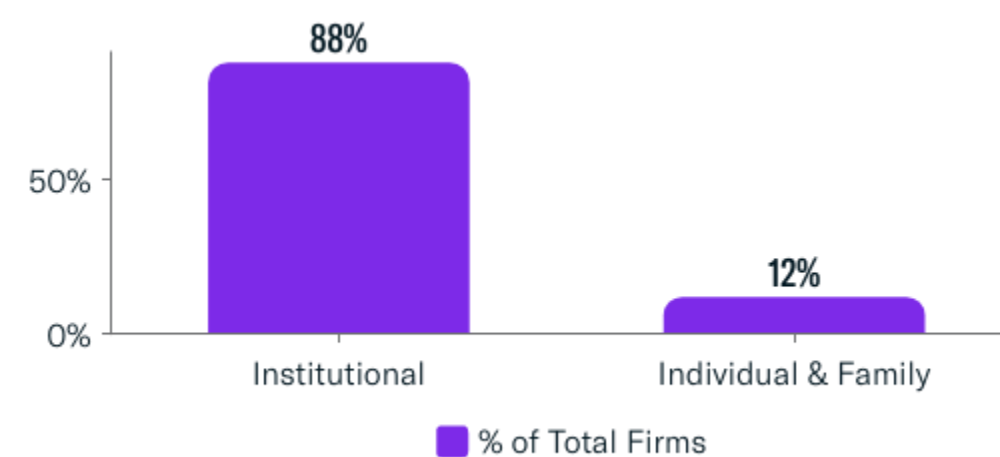
## RIA & Broker Dealer Data Highlights

New Platform Additions for August

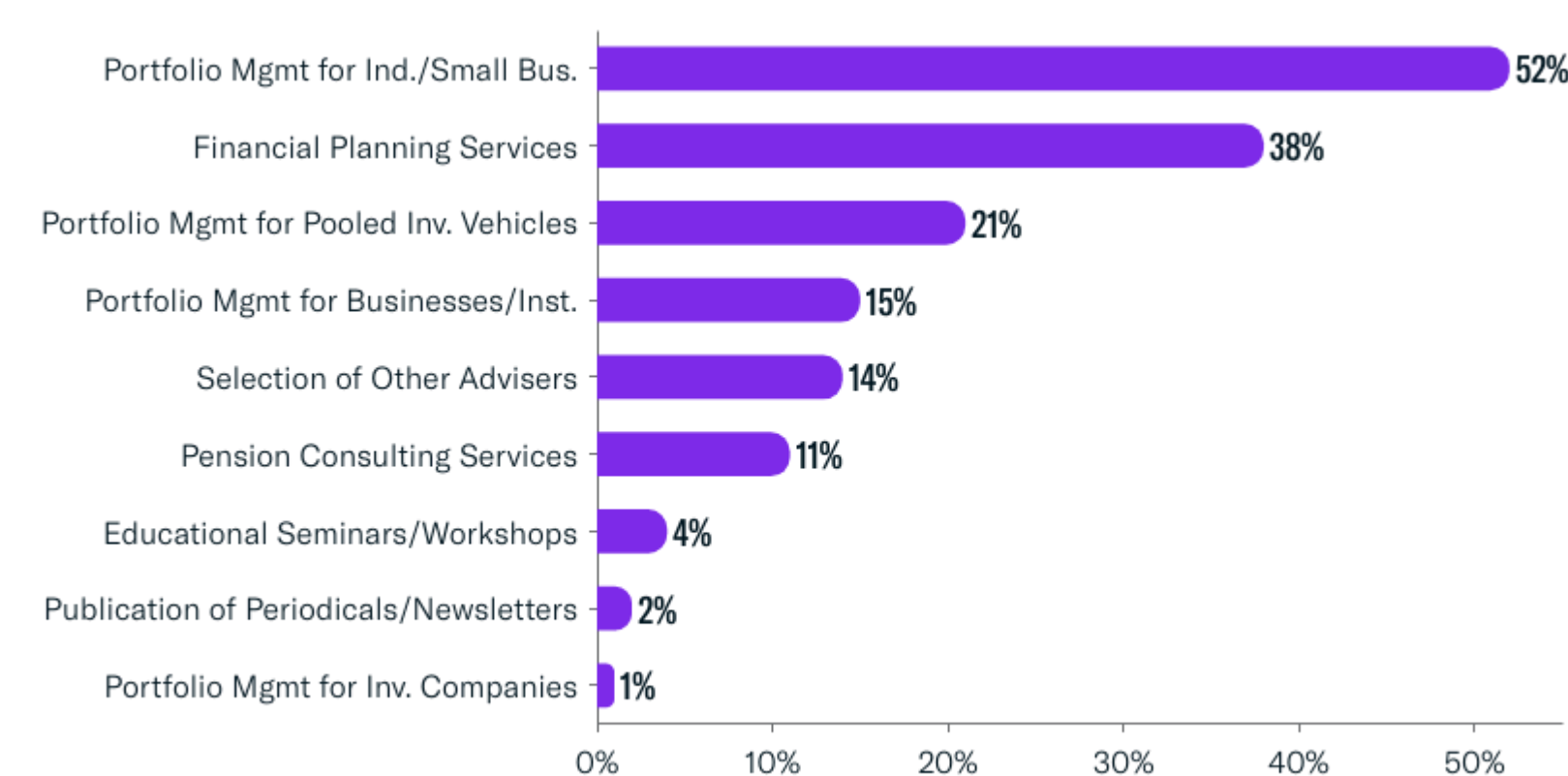
- Registered Entities: 280+
- Registered Contacts: 10,360+
- Total Accounts: 1,200+
- Firms Using Alternatives: 58%
- Total AUM Added by New Firms: \$26.4 Billion

## Client Base Breakdown

The August additions revealed that 88% of the client base consists of institutional clients, while individual and family clients make up the remaining 12%.



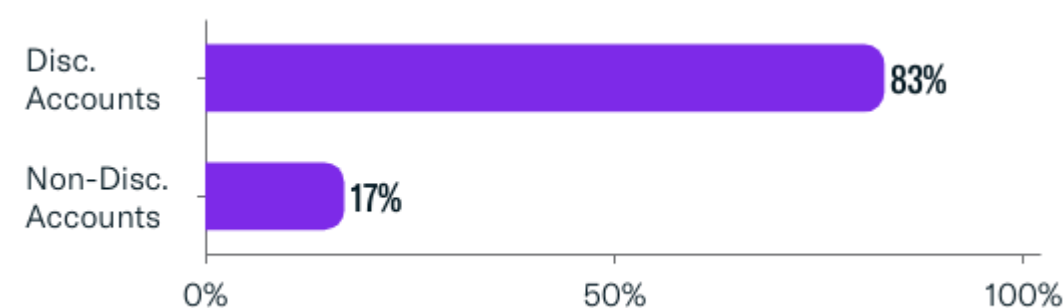
## Services Provided



Portfolio management for individuals and small businesses continues to be the most prominent service, offered by 52% of firms. Financial planning services followed at 38%. Other notable offerings, each representing 21% or less, include portfolio management for pooled investment vehicles, portfolio management for businesses and institutions, advisor selection and several others. It's important to note that firms typically offer a broad array of services to accommodate their clients' diverse needs.

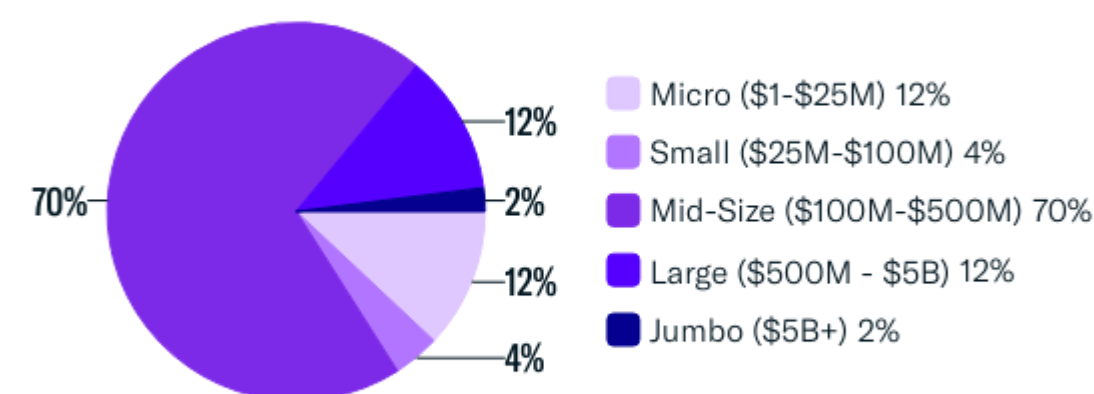
## Accounts Breakdown

Discretionary vs Non-Discretionary Accounts Added



Among the newly added advisory firms, 83% of accounts are discretionary, marking a 10% decrease from last month, with the remaining 17% being non-discretionary. This ongoing preference for discretionary accounts highlights the firms' focus on retaining control over investment decisions.

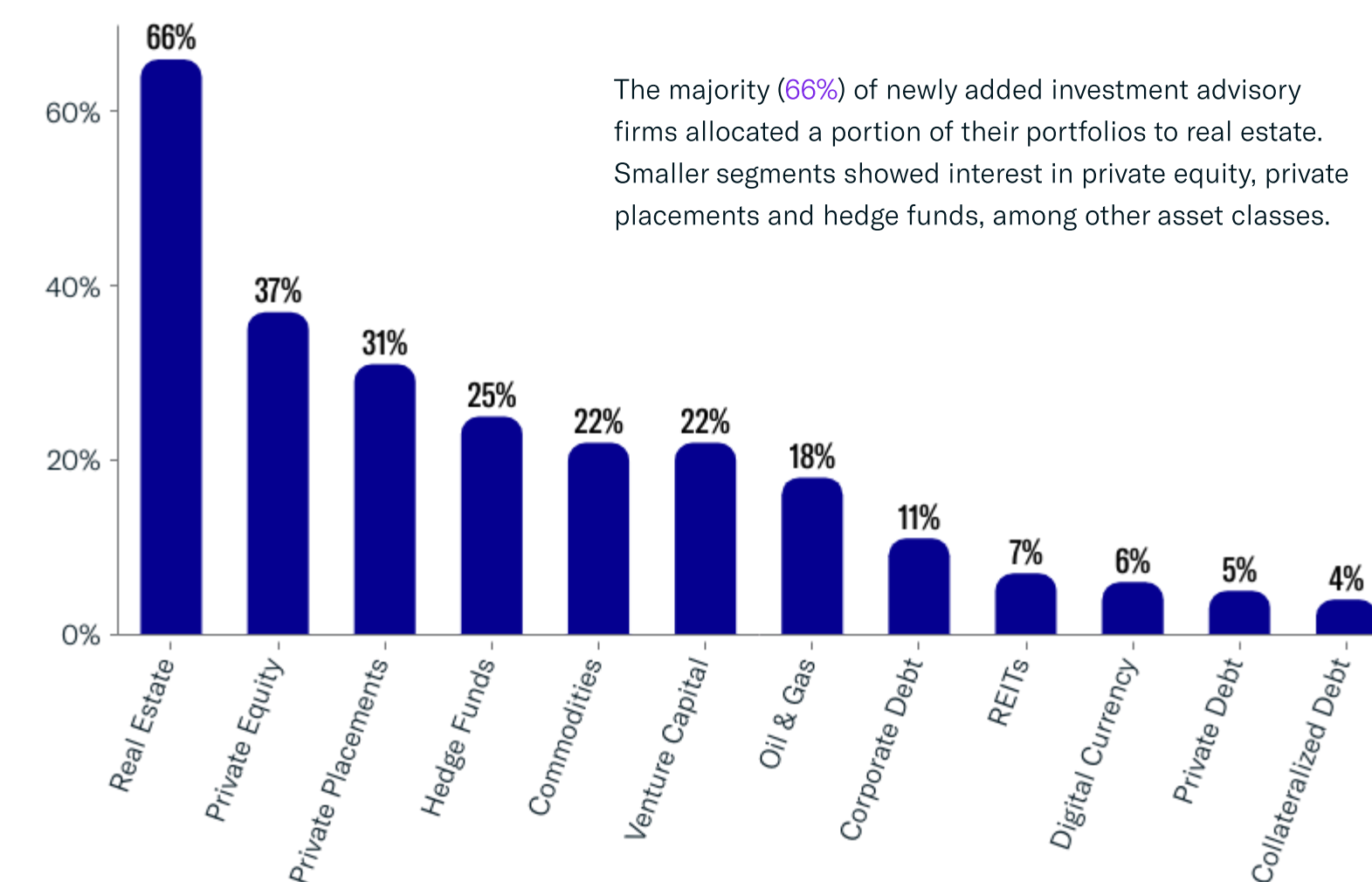
## Firm Size by Assets Under Management



70% of firms are classified as 'Mid-Size,' managing between \$100 million and \$500 million in client assets—an increase of 15% from last month.

## Alternative Investments Utilized

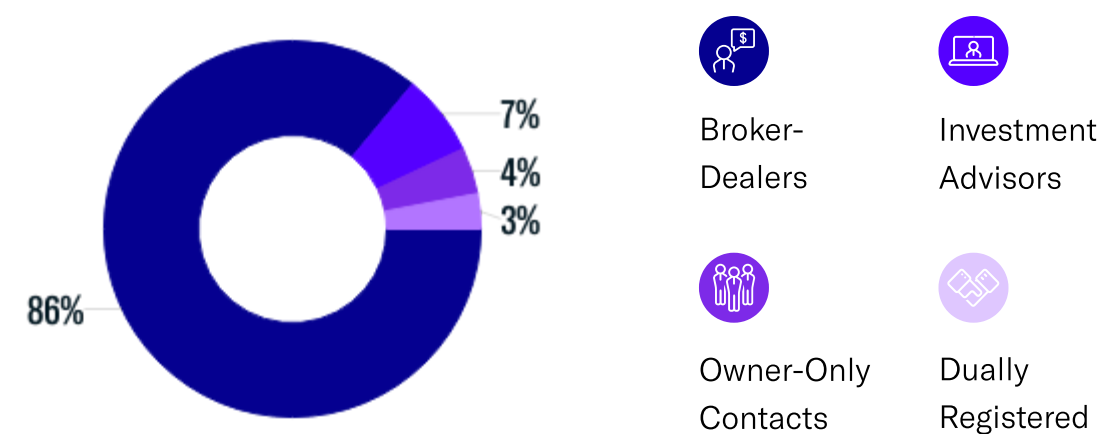
Top 10 (Firm Level)



The majority (66%) of newly added investment advisory firms allocated a portion of their portfolios to real estate. Smaller segments showed interest in private equity, private placements and hedge funds, among other asset classes.

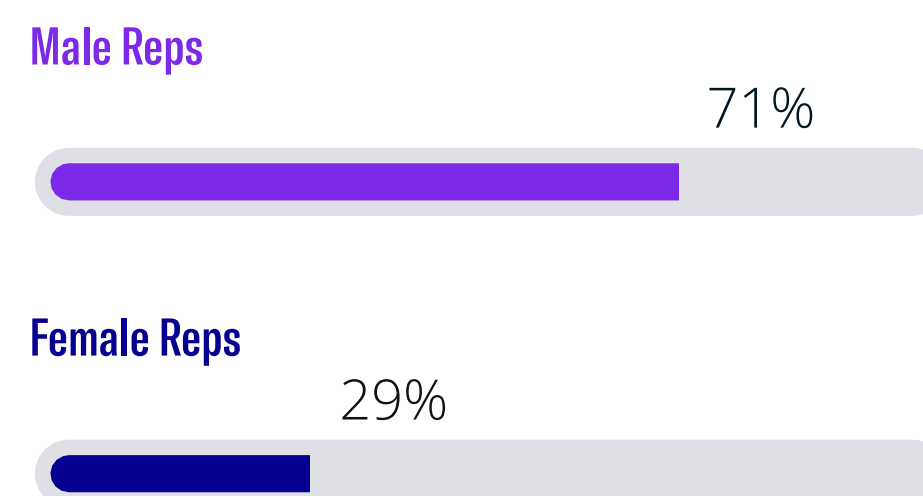
## Contact Breakdown by Rep Type

Of the newly added reps, 86% are registered as broker-dealers, reflecting an 11% increase from last month. Meanwhile, 7% are registered as investment advisors, 4% are designated as owner-only representatives and the remaining 3% hold dual registrations.



## Rep Gender Breakdown

Male vs Female Reps



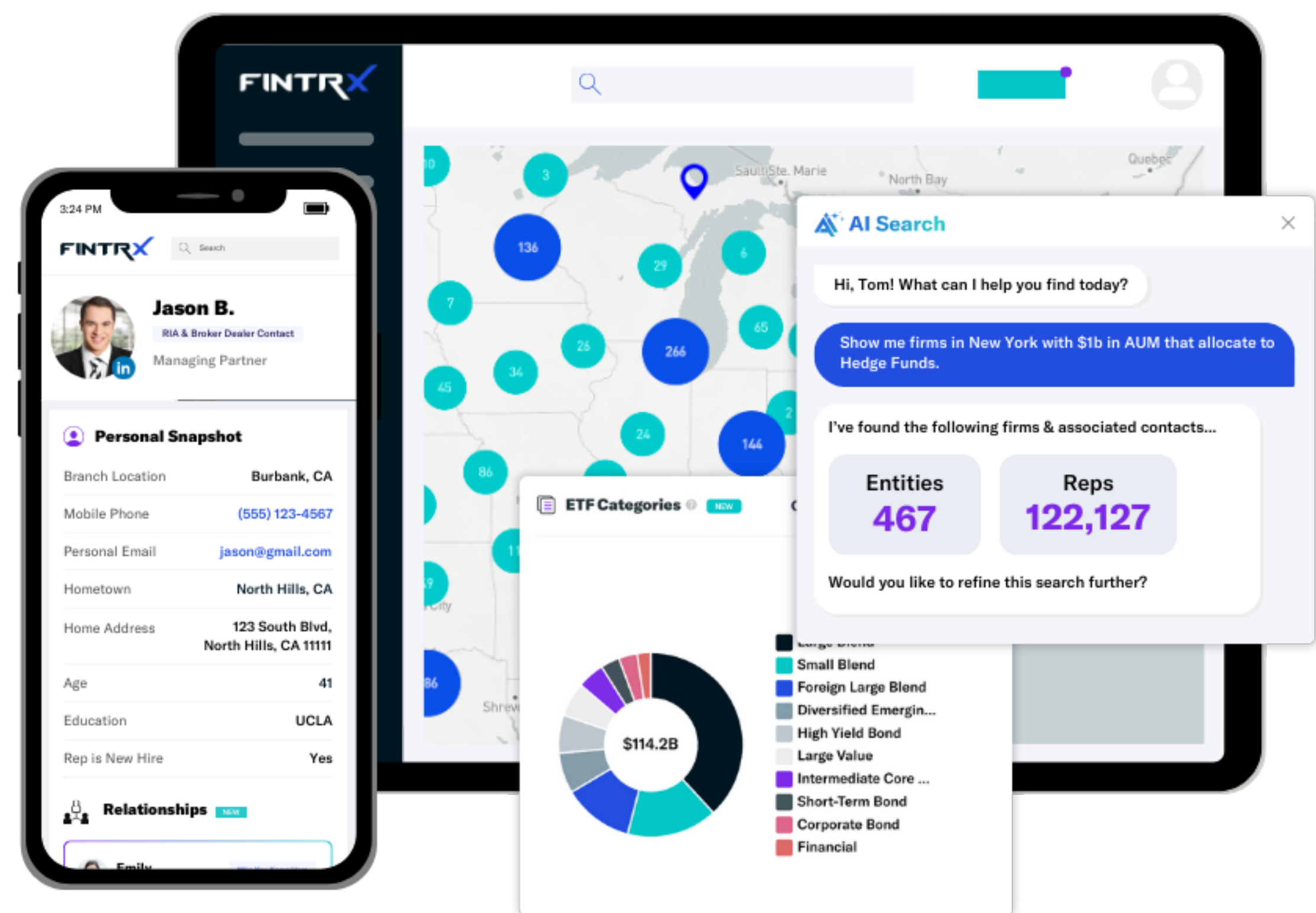


# About FINTRX

FINTRX is a unified data and research platform, offering extensive data intelligence on **850,000+** wealth management firm & contact records, designed to enhance industry professionals' ability to access, map and engage with the global wealth management ecosystem.

FINTRX is a unified data and research platform that provides unparalleled data intelligence on **850,000+** wealth management firm and contact records. Our platform is designed to empower industry professionals to seamlessly access, map and engage with the global wealth management landscape. With **375+** advanced search filters and customizable workflow tools, FINTRX enables seamless tracking of allocation trends, in-depth analysis of investment data and much more.

FINTRX offers a robust suite of features, including custom list building, actionable news alerts, real-time updates and flexible reporting options tailored to your needs. Additionally, new AI-powered features such as [natural language search capabilities](#) and [advanced relationship intelligence](#) empower users to book more meetings and ultimately close more deals.



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