FINTRX

July 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 advisers, direct transactions, asset class preferences, AUM, geographical breakdowns, and more.

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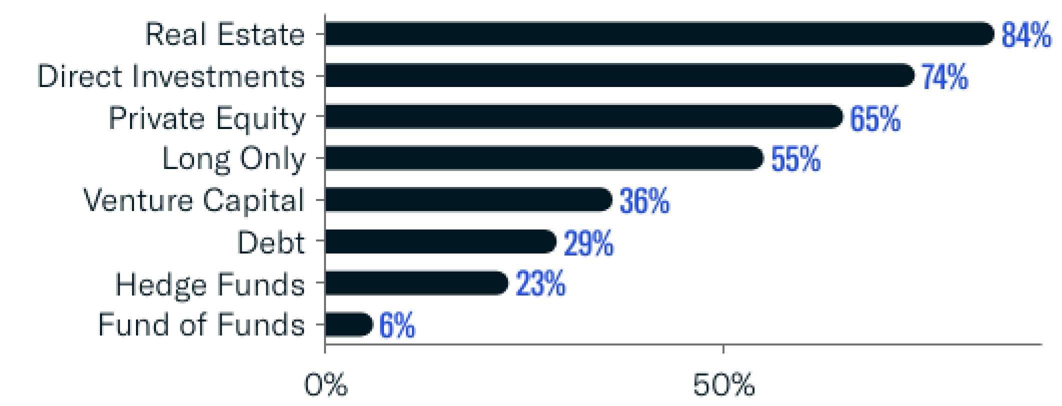
Family Office Data: July 2024

Data: FINTRX Family Office Data

Family Office Platform Updates & Additions

- New Family Offices: 30+
- New Family Office Contacts: 545+
- Total Family Office Additions: 785+
- Total Updated Family Office Entities: 2,290+
- Newly Tracked Family Office Investments: 200+
- New Family Office Data Points: 5,800+
- Total Family Office Assets Added: $16.775 Billion

Asset Class Interest Breakdown

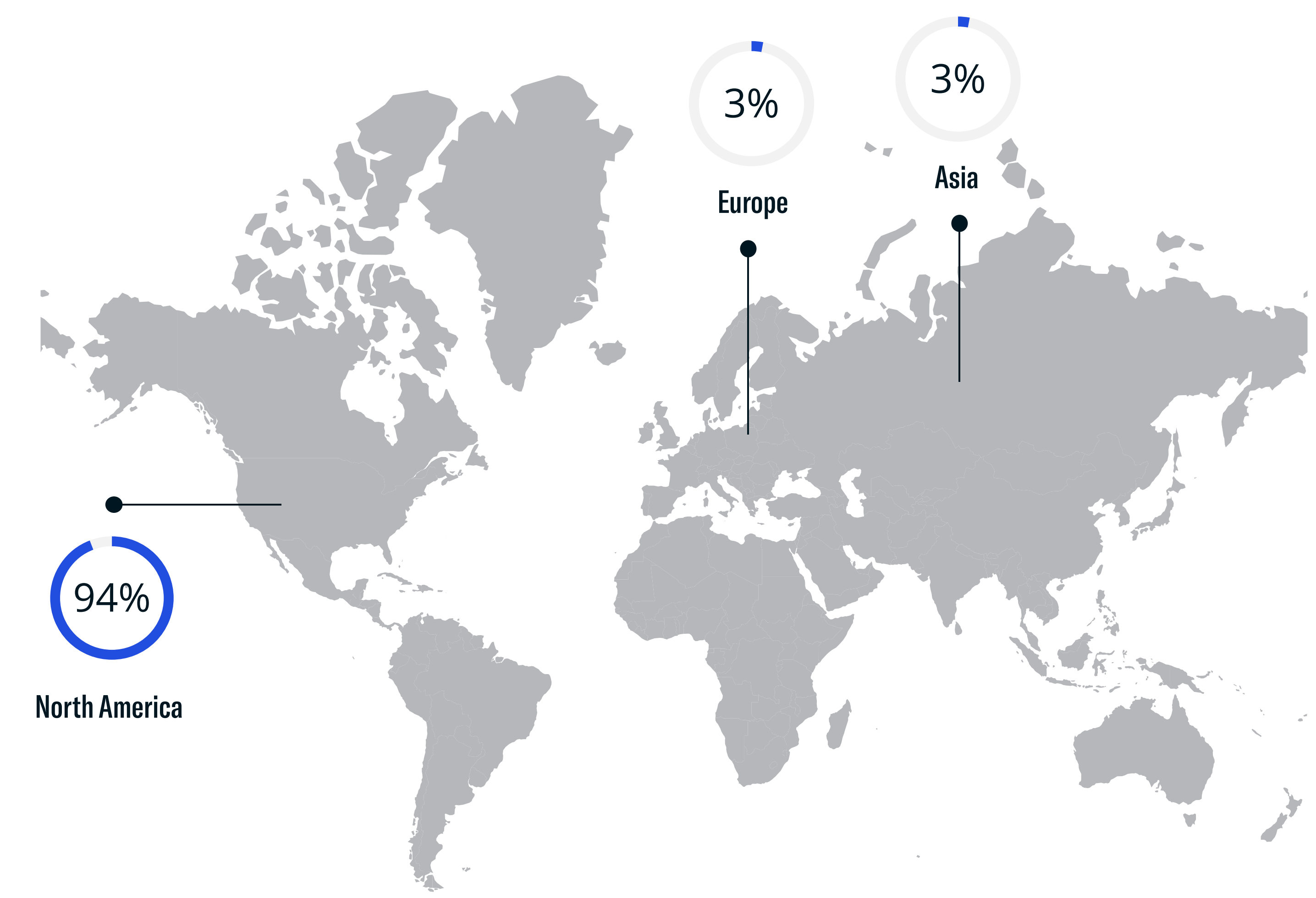


The majority of newly added firms (84%) are actively involved in real estate investments. Direct investments into private companies followed at 74%. Other prominent asset classes include private equity, long only equities and venture capital, among others.

Family Office Geographical Breakdown

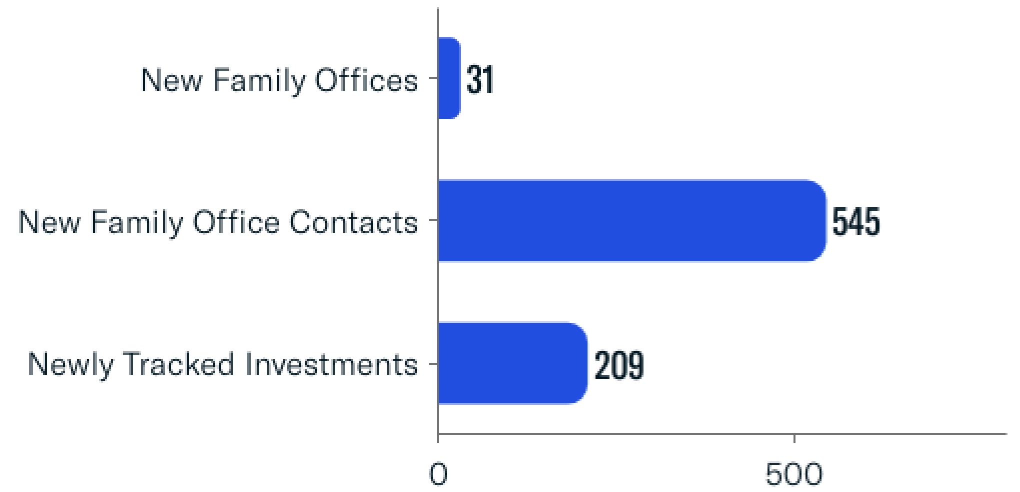
Regions with New Family Office Activity

The majority of family offices added to the FINTRX dataset are headquartered in North America, making up 94% of firms—an increase of 19% from last quarter. European and Asian offices follow, each representing 3% of the total. This underscores the continued dominance of North American firms.



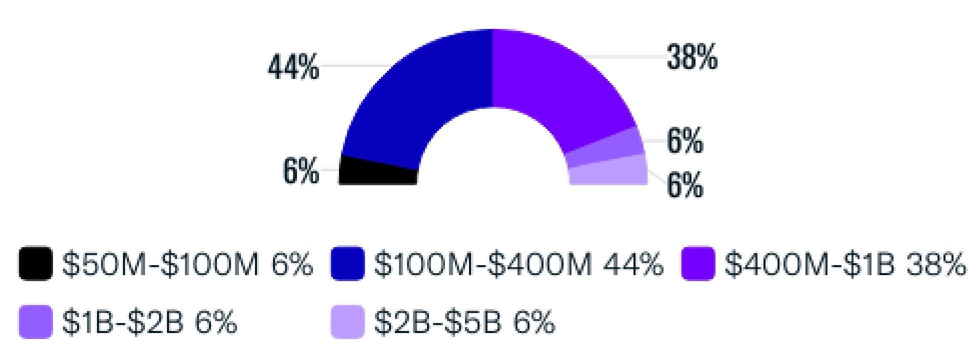
Family Office Platform Additions

Newly Added Family Offices, FO Contacts & Tracked Investments



Assets Under Management (AUM)

Newly Added Family Offices that Disclosed their AUM

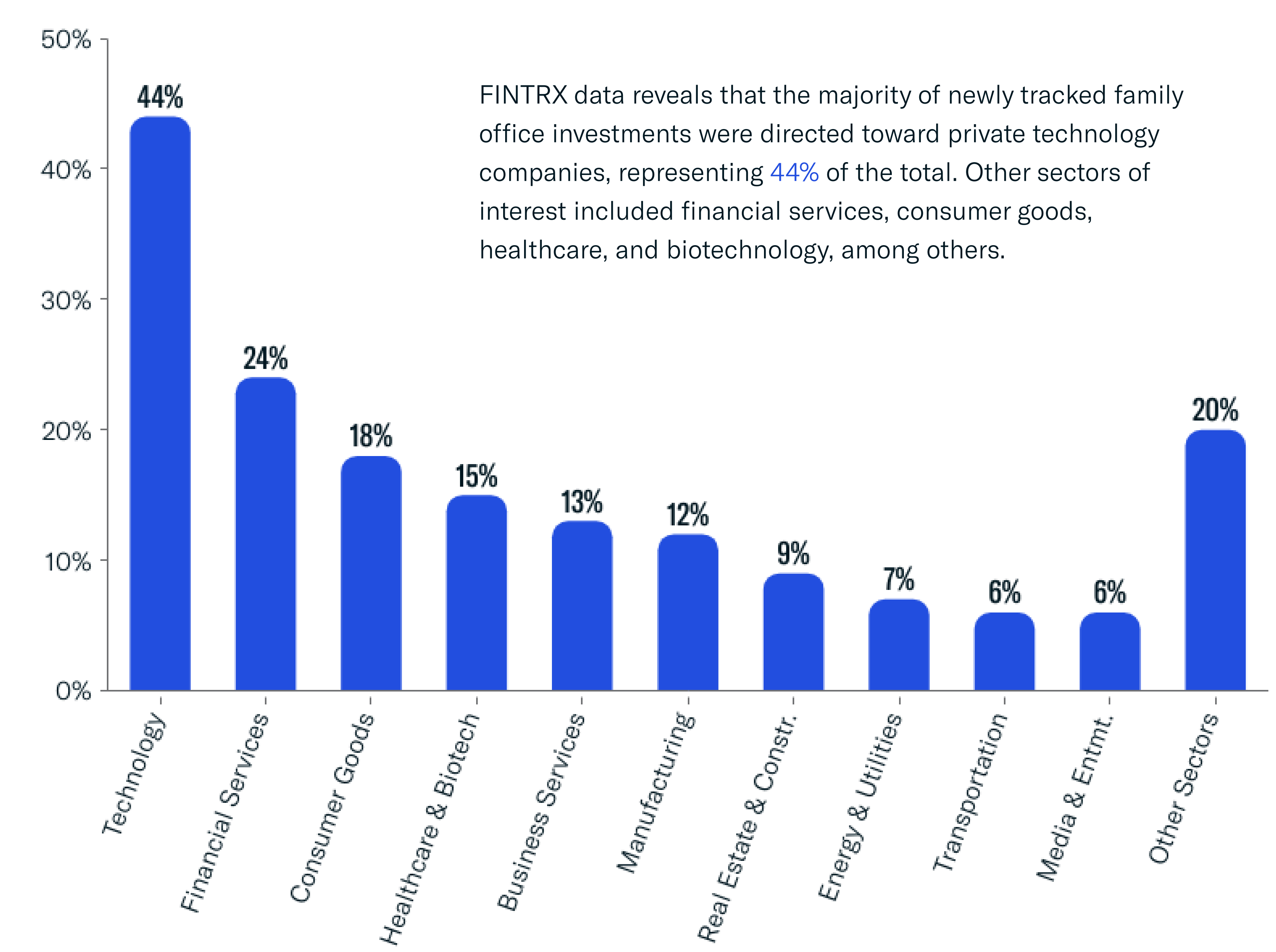


44% of newly added firms manage client assets ranging from $100M to $400M, while 38% are family offices overseeing assets between $400M and $1B.

Newly Tracked Family Office Investments

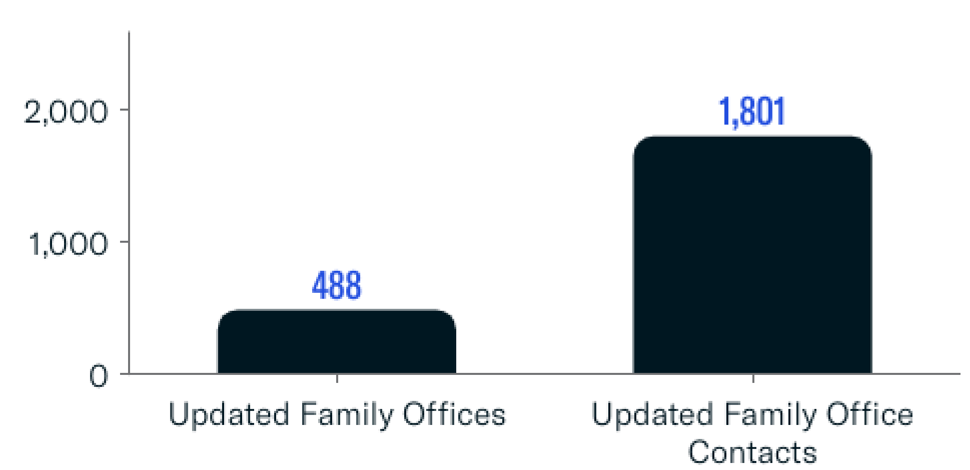
Top 10 Sectors of Interest

FINTRX data reveals that the majority of newly tracked family office investments were directed toward private technology companies, representing 44% of the total. Other sectors of interest included financial services, consumer goods, healthcare, and biotechnology, among others.

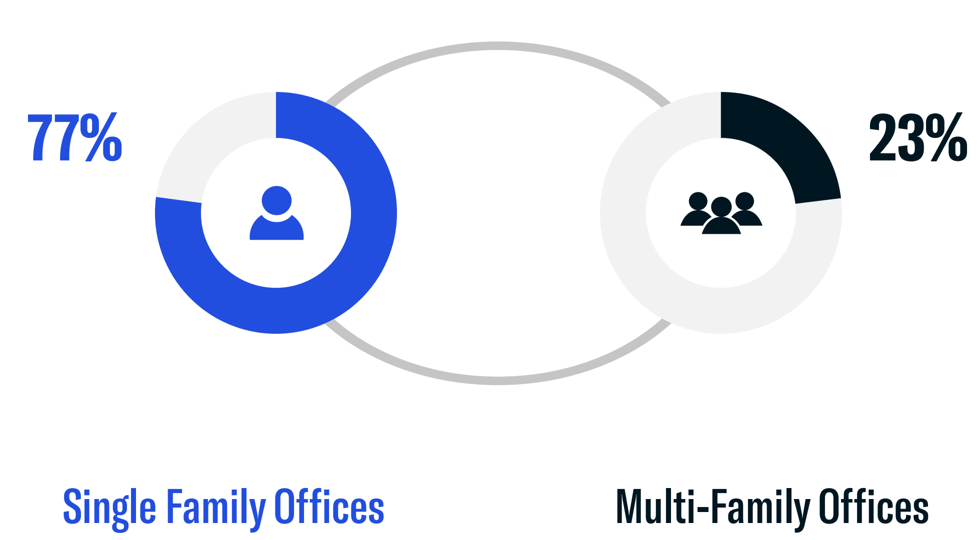


Updated Family Office Entities

Updated Family Offices & Family Office Contacts



Single Family Offices vs Multi-Family Offices



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

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Data: [FINTRX RIA & Broker Dealer Data]

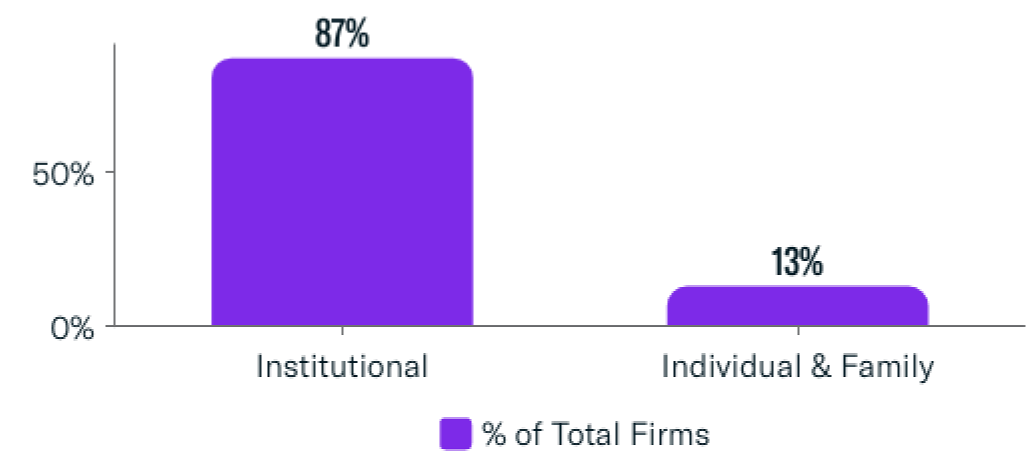
RIA & Broker Dealer Data Highlights

New Platform Additions for July

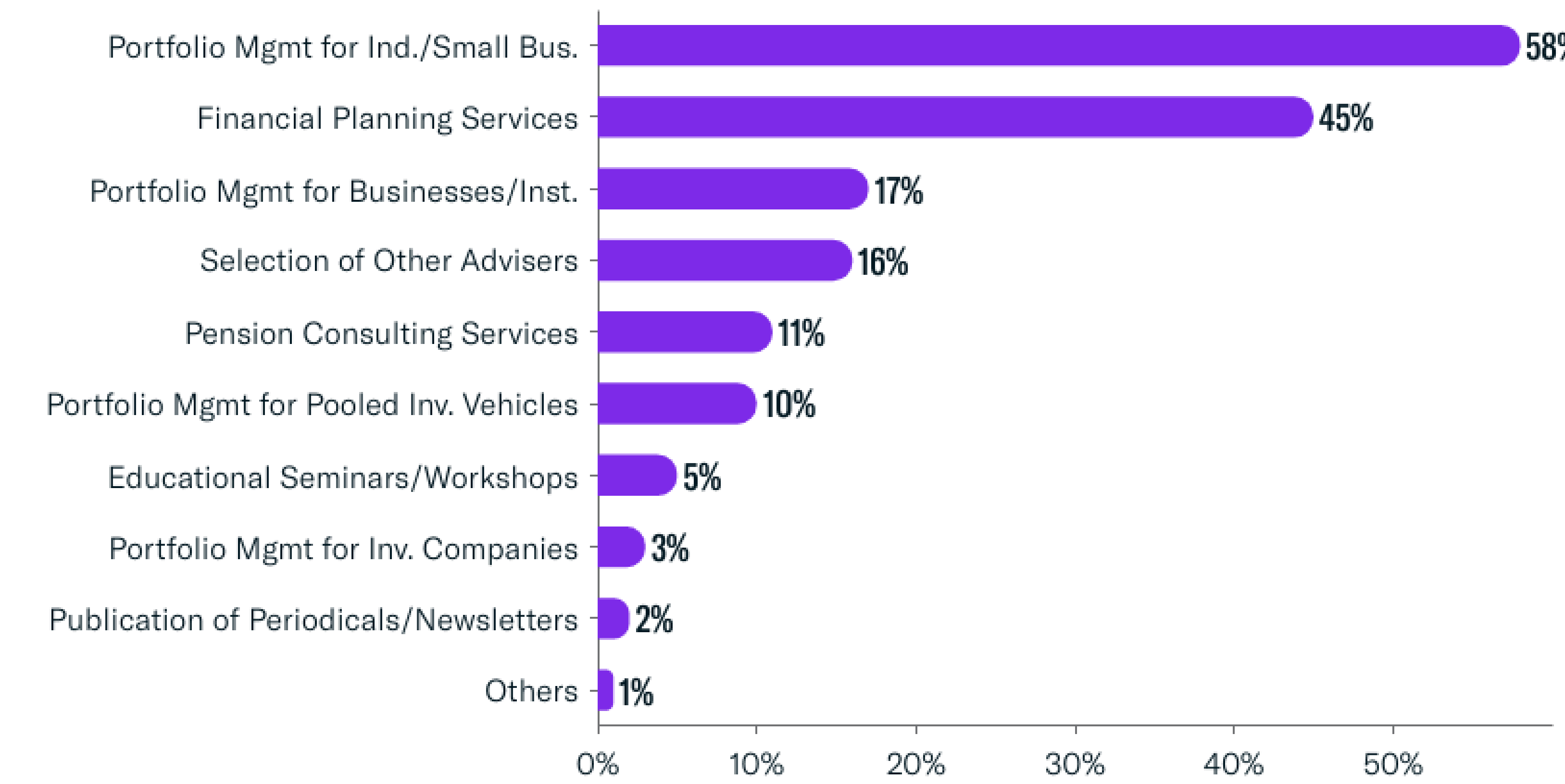
- **Total Registered Entities (including Dually Registered): 193**
- **Total Registered Contacts: 3,520+**
- **Total Accounts: 660+**
- **Firms Using Alternatives: 51%**
- **Total AUM Added by New Firms: $5.6 Billion**

Client Base Breakdown

The July additions revealed that 87% of their client base comprises institutional clients, with individual and family clients accounting for the remaining 13%.



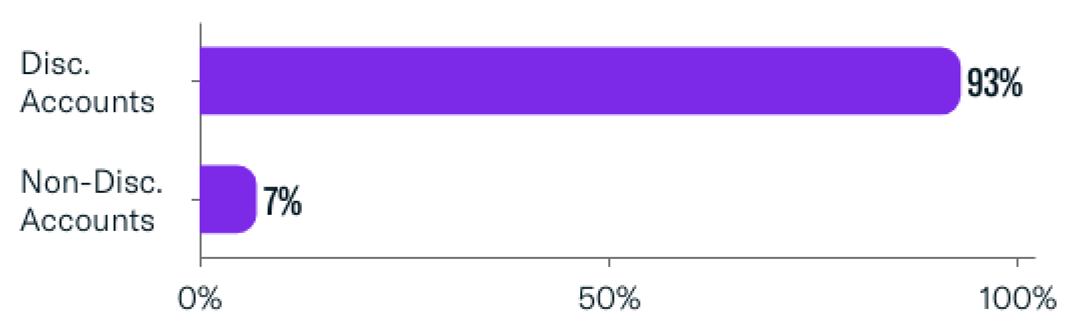
Services Provided



Portfolio management for individuals and small businesses remains the leading service, making up 58% of newly added firms. Following this, financial planning services account for 45%. Other key offerings, each representing 17% or less, include portfolio management for businesses and institutions, as well as adviser selection. It's important to note that firms typically provide a variety of services to cater to their clients' diverse needs.

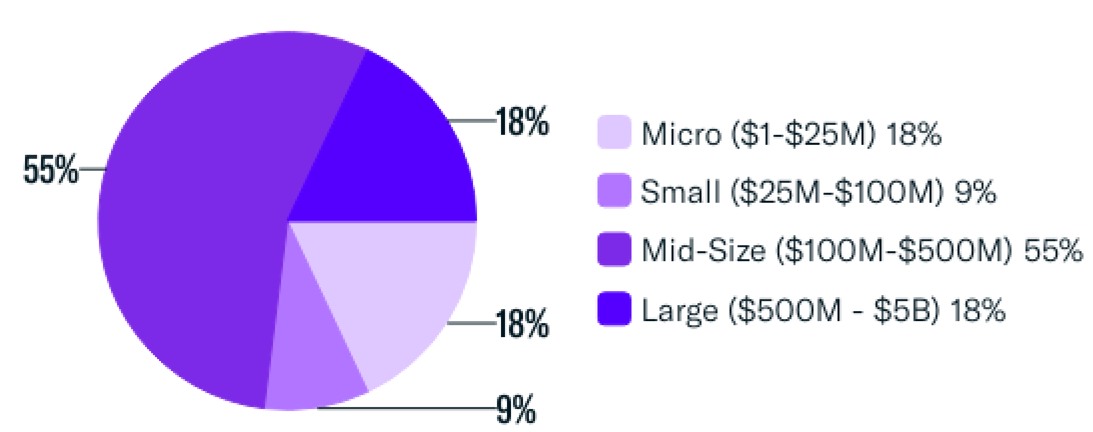
Accounts Breakdown

Discretionary vs Non-Discretionary Accounts Added



Among the newly added advisory firms, 93% of their accounts are discretionary, leaving just 7% as non-discretionary. This strong preference for discretionary accounts reflects the firms' emphasis on maintaining control over investment decisions.

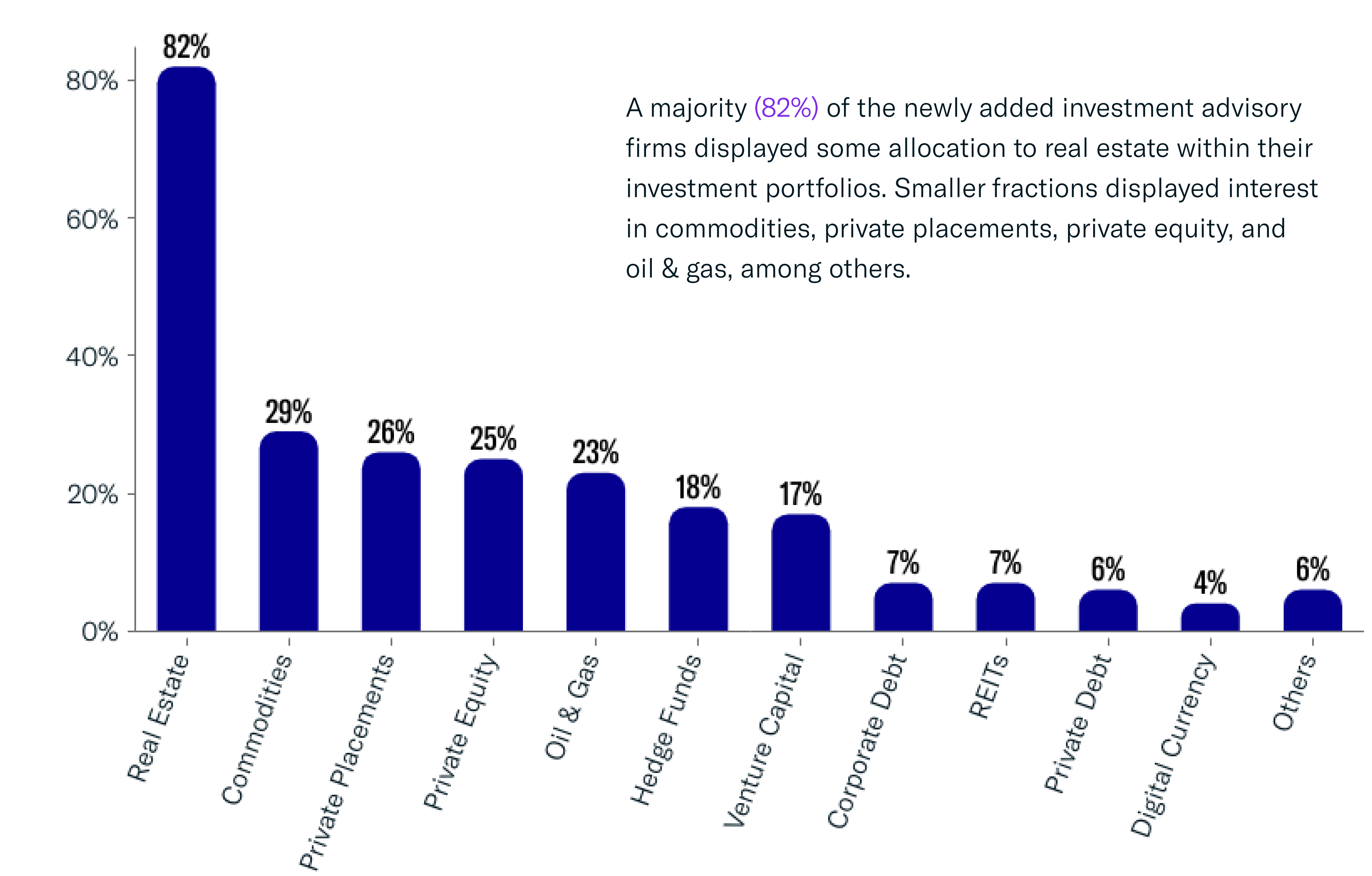
Firm Size by Assets Under Management



55% of RIAs fall under the 'Mid-Size' category, managing between $100 million and $500 million in client assets.

Alternative Investments Utilized

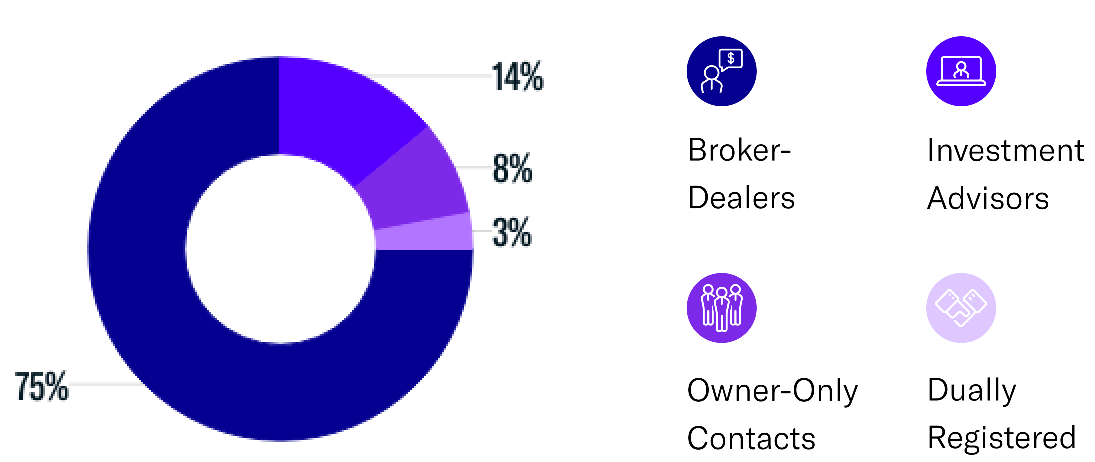
Top 10 (Firm Level)



A majority (82%) of the newly added investment advisory firms displayed some allocation to real estate within their investment portfolios. Smaller fractions displayed interest in commodities, private placements, private equity, and oil & gas, among others.

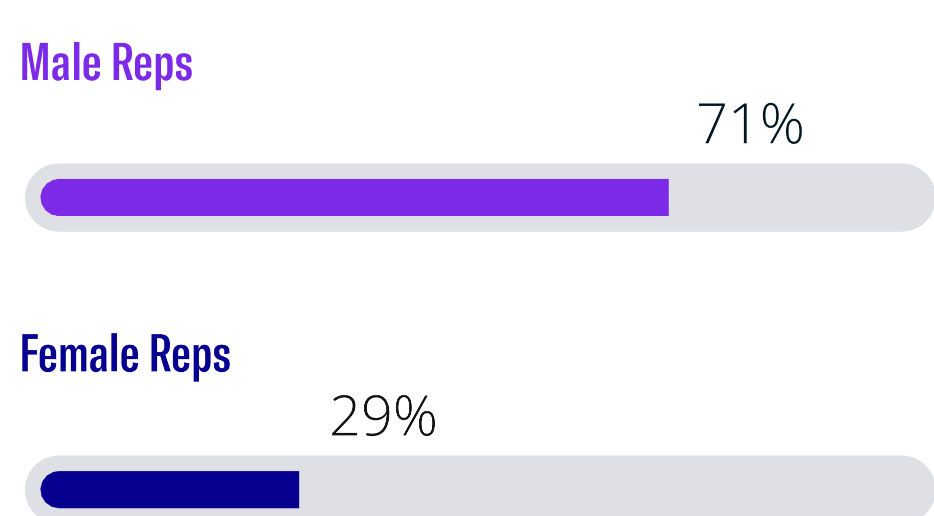
Contact Breakdown by Rep Type

75% of newly added contacts registered as broker-dealers while 14% registered as investment advisors. Just 8% are designated as owner-only representatives and a mere 3% are dually registered.

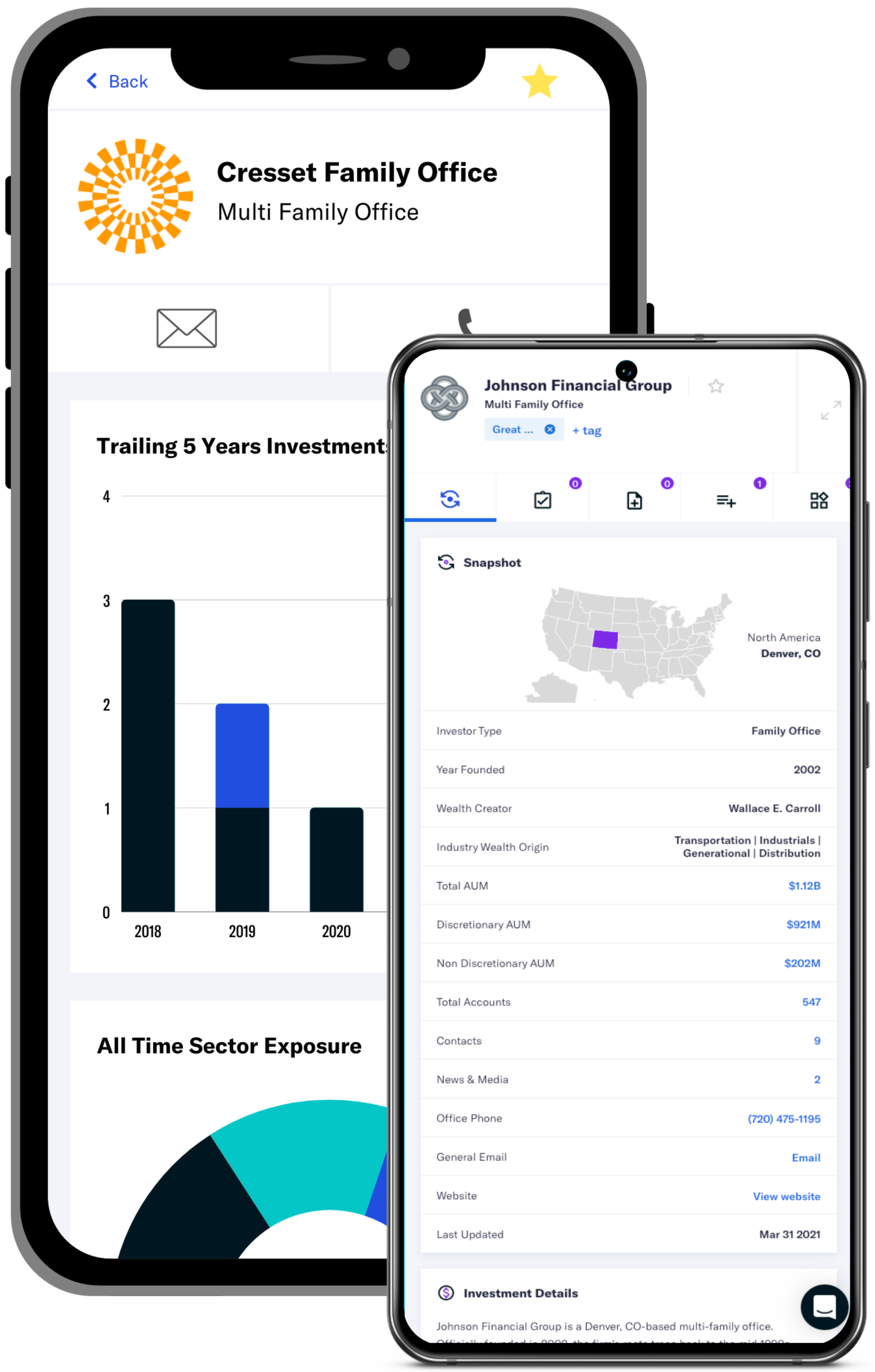


Rep Gender Breakdown

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.

With an extensive database of 4,100+ family offices, 23,000+ family office contacts, 40,000+ registered wealth management firms and 750,000+ reps and associated contacts, the FINTRX data intelligence solution offers unparalleled access to accurate & actionable information on the wealth management space.

FINTRX is designed to be user-friendly, with a variety of features including custom list building, actionable news alerts, real-time updates and customizable reporting options. Additionally, new AI-powered features such as natural language search capabilities and advanced relationship intelligence empower users to book more meetings and close more deals.

Streamline investor discovery & boost your capital-raising efforts today!

Schedule a Demo