

**FINTRX**

# **Annual Family Office Industry Report**

2025

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# Introduction

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Family offices represent an increasingly significant source of private market capital. The 2025 FINTRX Family Office Industry Report provides a structured, year-over-year analysis of net-new family offices added to the FINTRX platform, examining firm type, wealth origin, asset-class preferences, direct investment activity, and geographic distribution.

Drawing from FINTRX's proprietary dataset, this report benchmarks changes in sector concentration, funding-stage exposure, property allocation, and regional representation among newly added firms. It shows changes in transaction volume, allocation mix, and global distribution across the family offices in the FINTRX ecosystem during the year.

Together, these findings offer a data-driven reference point for tracking how the composition and investment focus of newly added family offices are evolving within the broader private wealth landscape.

# A Note From Our Chief Product & Data Officer

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Dear Reader,

The 2025 Family Office Report marks a meaningful expansion in the depth and breadth of the FINTRX dataset. This past year, we added 442 net-new family offices to the platform, growing the dataset by more than 10%.

Across these newly added firms, our research teams tracked over 1,500 transactions in private companies and more than 150 real estate transactions, representing a notable increase in deal volume relative to prior-year additions. What's particularly telling is not just the quantity of activity, but the pattern emerging within it: as transaction counts climbed, sector concentration declined, a signal that family office allocators are broadening their mandates and diversifying exposure across industries with greater intentionality than we've observed in previous cycles.

This year's additions reflect a deliberate geographic rebalancing: Europe and Asia accounted for a significantly larger share of net-new family offices than in previous years, as our team expanded its research footprint into regions that have historically been underrepresented in private wealth intelligence.

At FINTRX, our priority is straightforward: deliver intelligence that is accurate, structured, and continuously refreshed so that our clients can operate with confidence, identify opportunities with precision, and prioritize outreach with clarity.

We hope this report serves as a valuable resource in your work and thank you for your continued trust.

*Dennis Caulfield*



**Dennis Caulfield**

*Chief Product & Data Officer*

Dennis Caulfield joined FINTRX in 2018 and now leads the firm's Research, Data, and Product organizations as Chief Product & Data Officer.

He oversees the continued development and integrity of FINTRX's private wealth intelligence platform.



# Family Office Platform Updates & Additions

During the 2025 calendar year, the FINTRX Research Team added 442 net-new family offices and completed 3,213 firm-level updates, maintaining a current and comprehensive view of the market. At the contact level, the FINTRX dataset incorporated 7,400 new decision-makers and processed 19,400 updates, strengthening relationship-level coverage across the ecosystem.

Direct investment tracking recorded 1,749 transactions, including 1,597 private company investments and 152 property transactions, representing increased deal volume across newly added firms.

Collectively, these updates enhanced both firm-level coverage and transaction visibility within the [FINTRX family office dataset](#).

## 442

New Family  
Offices Added

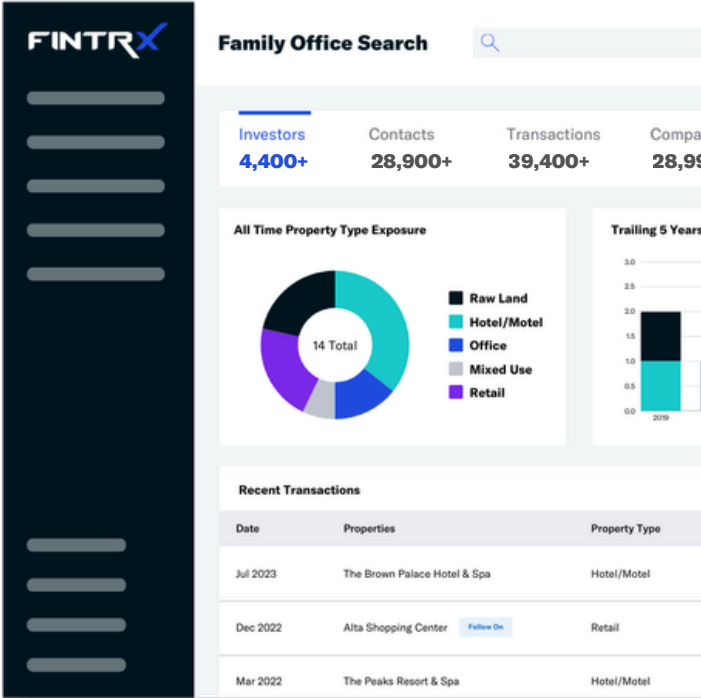
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## 1,749

Direct  
Investments  
Tracked

## FINTRX Updates & Additions

Firms Added	<b>442</b>
Firms Updated	<b>3,213</b>
Contacts Added	<b>7,400</b>
Contacts Updated	<b>19,400</b>
Company Transactions Tracked	<b>1,597</b>
Property Transactions Tracked	<b>152</b>



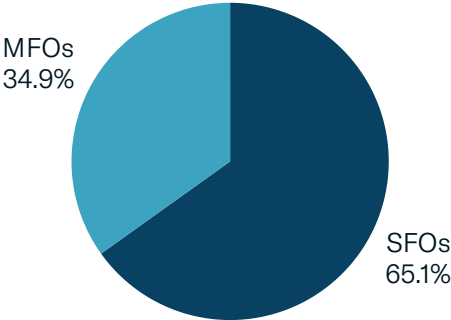
# Family Office Firm Information

## Breakdown of Family Offices by Firm Type

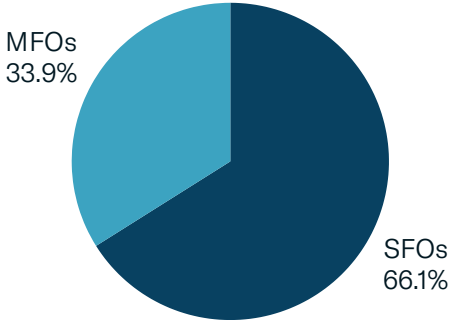
(% of Firms Added to FINTRX in the Calendar Year)

SFO = Single Family Office  
MFO = Multi-Family Office

**2024**



**2025**

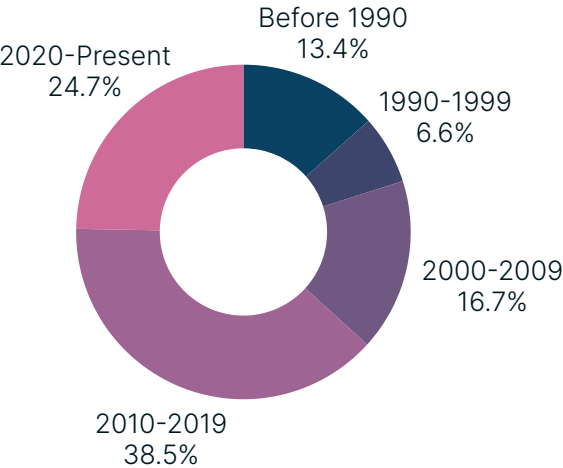


Single family offices continued to represent about two-thirds of family offices, while firms founded between 2010 and 2019 comprised the largest share of entrants across both periods.

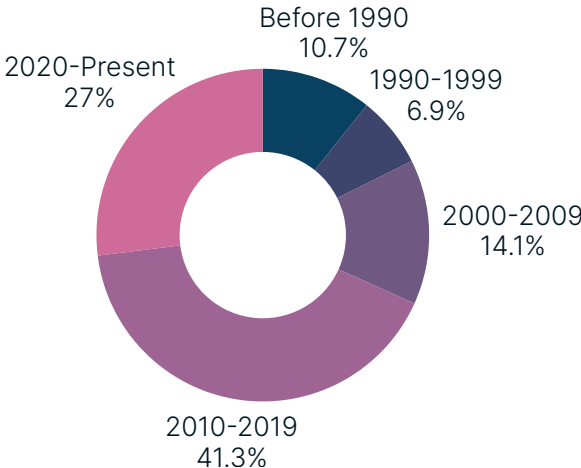
## Breakdown of Family Offices by Year Founded

(% of Firms Added to FINTRX in the Calendar Year)

**2024**



**2025**



# Family Office Firm Information

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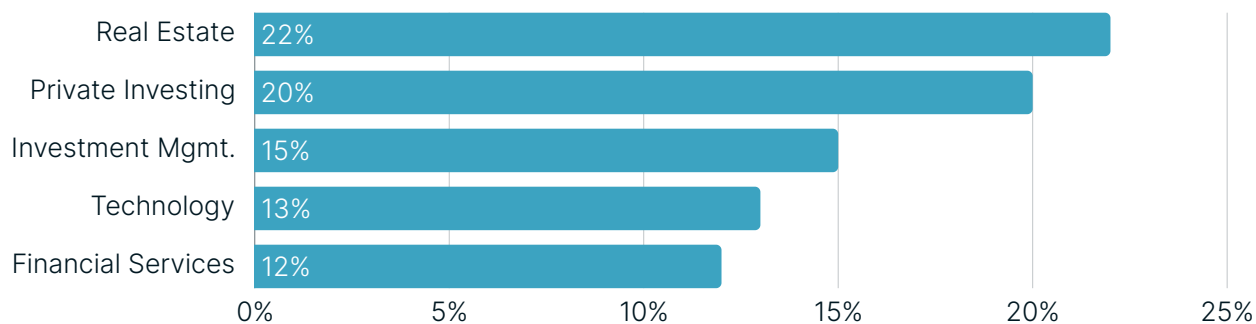
## Breakdown of Industry of Wealth Origin by Firm Count

(% of Firms Added to FINTRX in the Calendar Year)

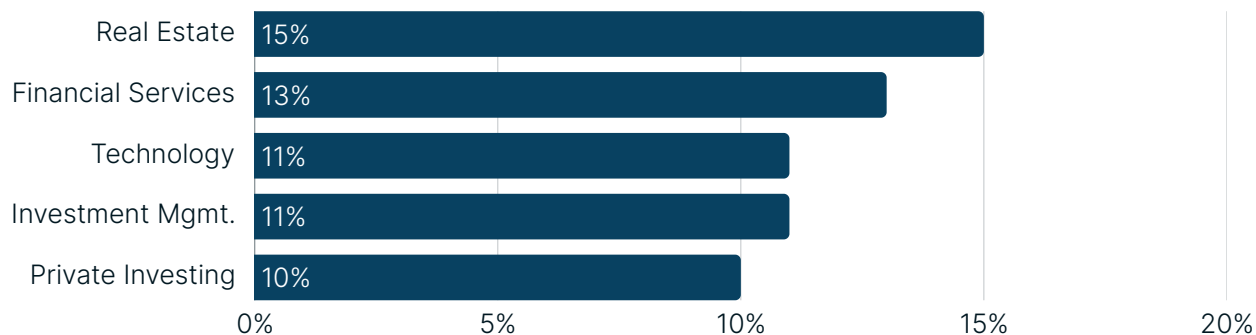
Wealth origin remains a core classification within FINTRX, used to segment family offices by primary source of liquidity. In 2024, new additions were concentrated in real estate and private investing, with investment management, technology, and financial services also representing meaningful shares.

In 2025, that concentration moderated. Real estate accounted for a smaller share, while financial services increased modestly, and other categories represented a more evenly distributed mix across wealth origins.

### 2024



### 2025



# Investment Preferences

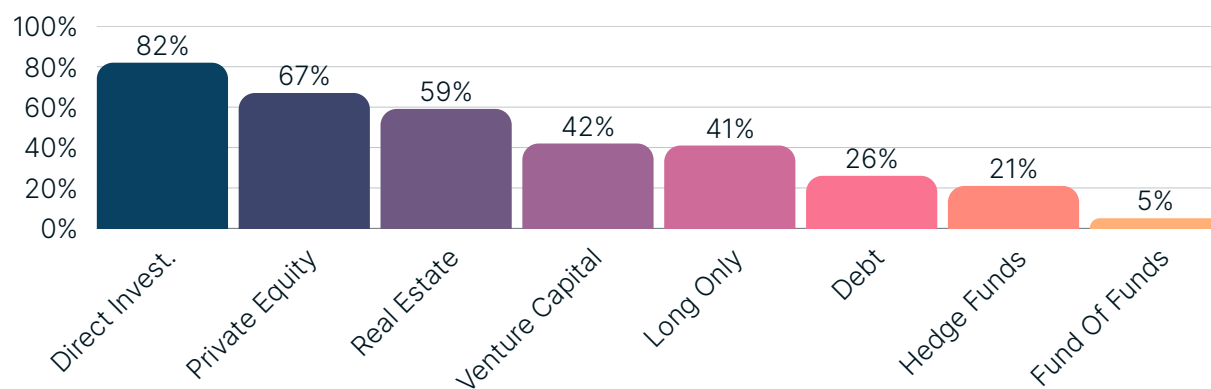
## Breakdown of Asset Class Interest

(% of Firms Added to FINTRX in the Calendar Year)

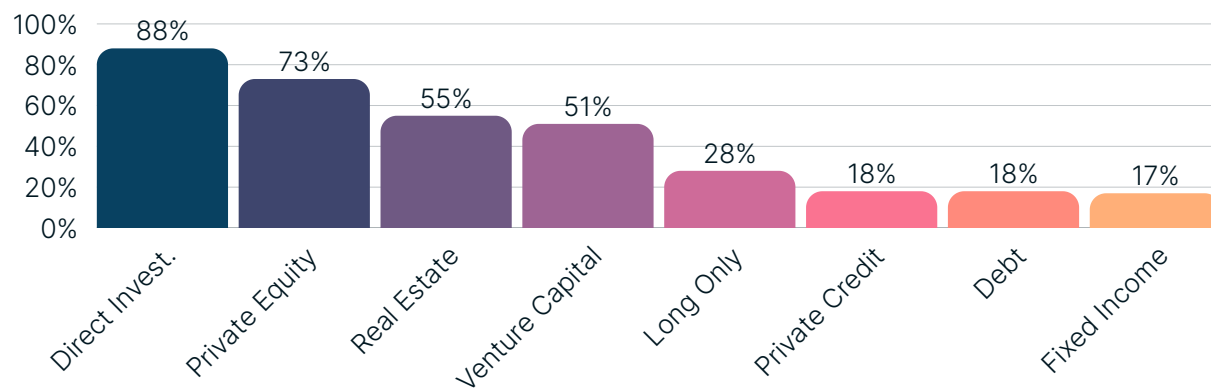
Direct investing remained the dominant area of interest, with private equity and venture capital representing the largest increases year over year. Venture capital posted the most notable gain, while real estate declined but still remained among the leading allocation categories.

Public-market exposure decreased meaningfully, particularly in long-only strategies, while credit allocations were distributed relatively evenly across private credit, debt, and fixed income.

### 2024



### 2025



# Direct Investments - Private Companies

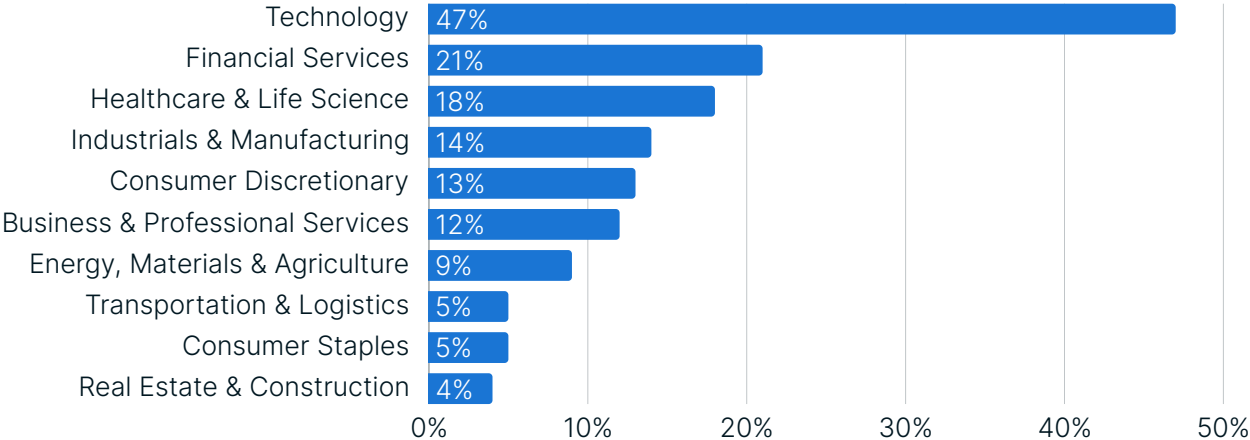
## Breakdown of Investments by Sector

(% of Total Direct Investments)

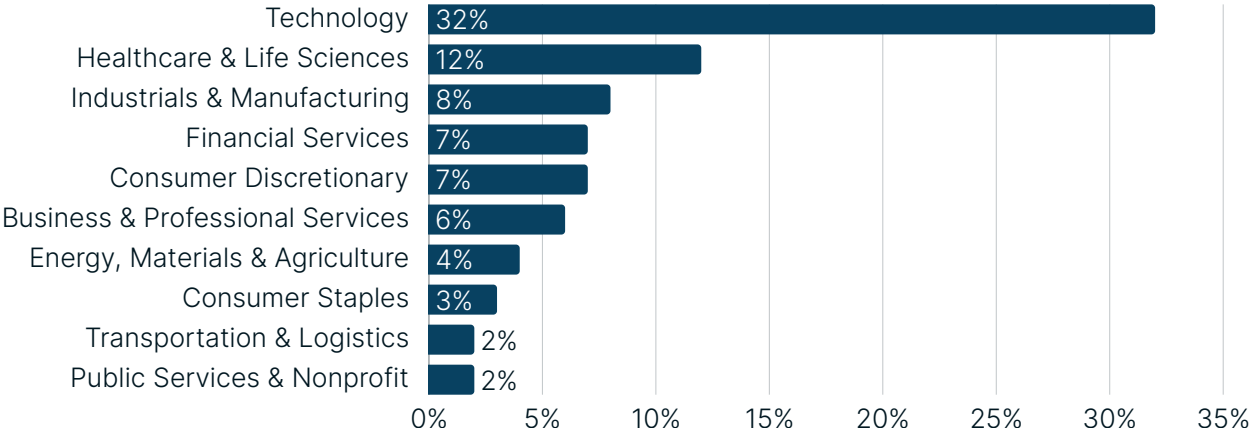
Technology remained the largest sector for direct investment into private companies in both periods. As total transaction volume increased year over year, sector concentration declined, resulting in lower relative weightings across industries.

In 2025, activity was distributed more evenly across healthcare, industrial, financial, and consumer sectors, reflecting a broader allocation mix compared to the year prior.

### 2024



### 2025



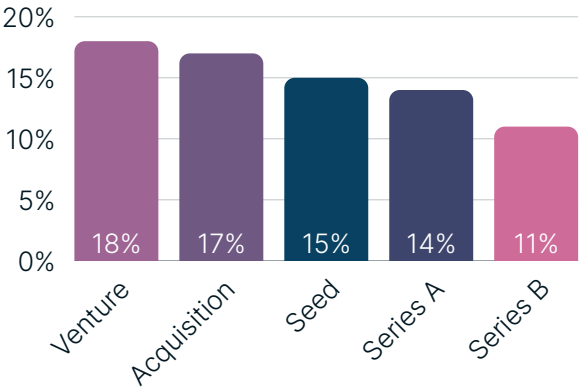
# Direct Investments - Private Companies

## Breakdown by Funding Round

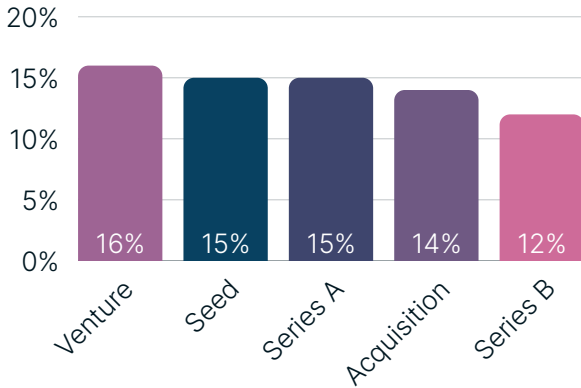
(% of Total Direct Investments)

**1,597** Investments Added

### 2024



### 2025



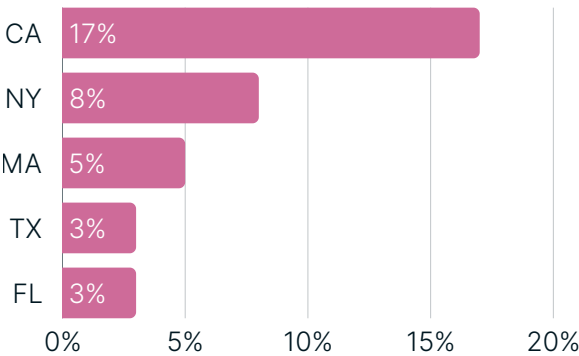
Investment activity remained concentrated in early- and growth-stage rounds, with venture, seed, and Series A accounting for the largest share of transactions in 2025.

## Breakdown by Company Location

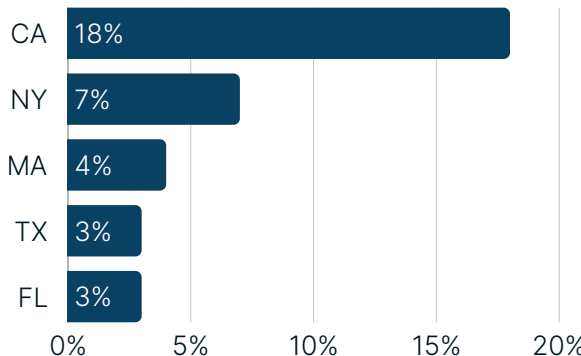
(% of Total Direct Investments)

California remained the leading destination for direct investment activity, followed by New York, while Massachusetts, Texas, and Florida represented smaller but consistent shares.

### 2024



### 2025



# Direct Investments - Real Estate Properties

## Breakdown of Investments by Property Type

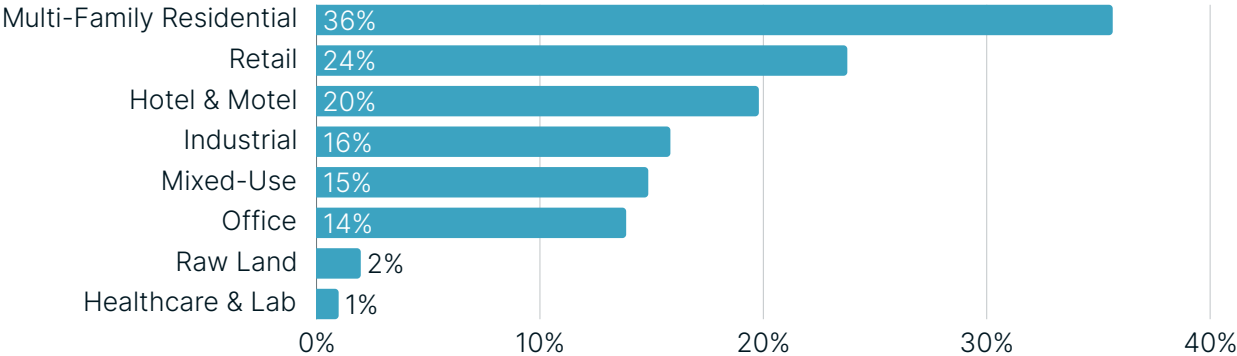
(% of Total Investments)

Multi-family residential remained the largest property type for direct real estate investment and represented a materially larger share of transactions in 2025 compared to 2024. Retail maintained the second-largest position, while office activity increased its relative share year over year.

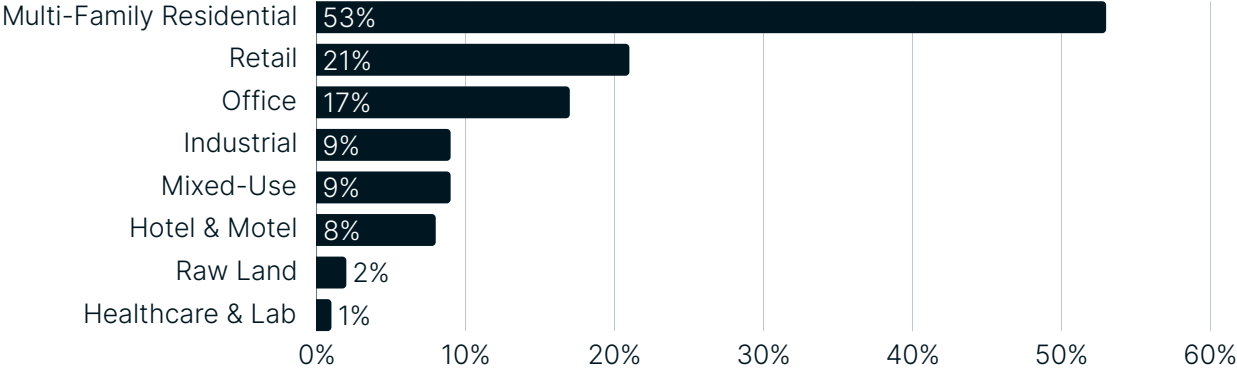
Hotel exposure declined notably, and industrial and mixed-use properties continued to represent smaller portions of overall activity. Total property transactions increased from 101 to 152, reflecting higher deal volume across the cohort.

**53%**  
of Direct Property Investments Targeted Multi-Family Residential

### 2024



### 2025



# Direct Investments - Real Estate Properties

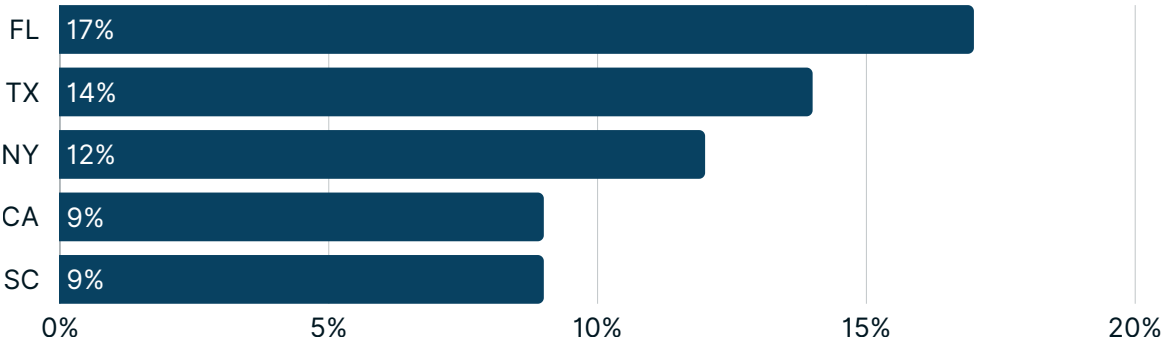
## Breakdown of Investments by Location

(% of Total Investments)

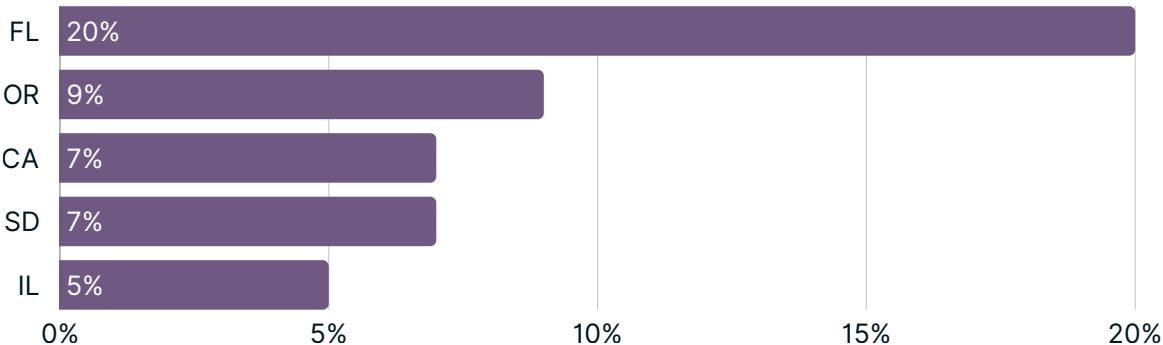
Florida remained the leading destination for direct real estate investment. While Texas and New York ranked among the most active states in 2024, the 2025 distribution broadened, with California, South Dakota, Illinois, and Oregon representing larger shares of transaction activity.

**152**  
Property Investments Added

### 2024

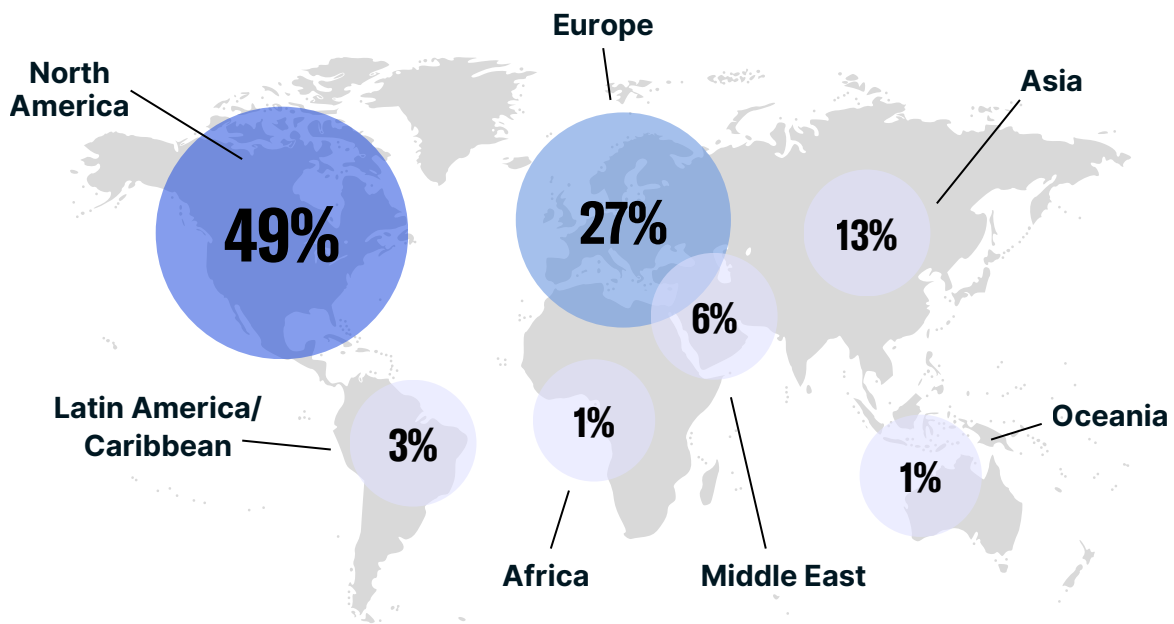


### 2025



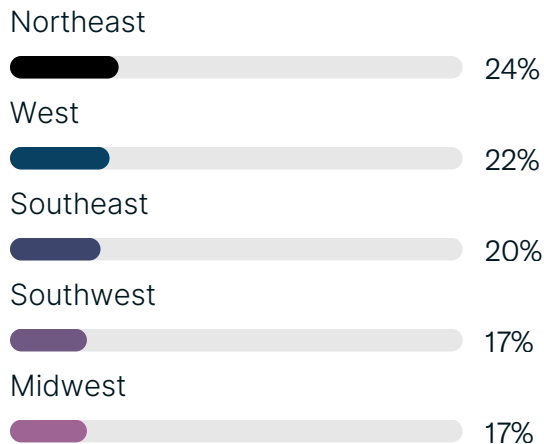
# Geographic Breakdown

North America remained the largest region represented among net-new family offices added to the FINTRX dataset, though its share declined from approximately 68% in 2024 to 49% in 2025. Over the same period, Europe increased from 16% to 27%, while Asia rose from 9% to 13%, reducing the regional concentration observed in the prior year.



## US Regional Breakdown

Within the United States, additions were led by the Northeast and West, with other regions representing comparable shares.

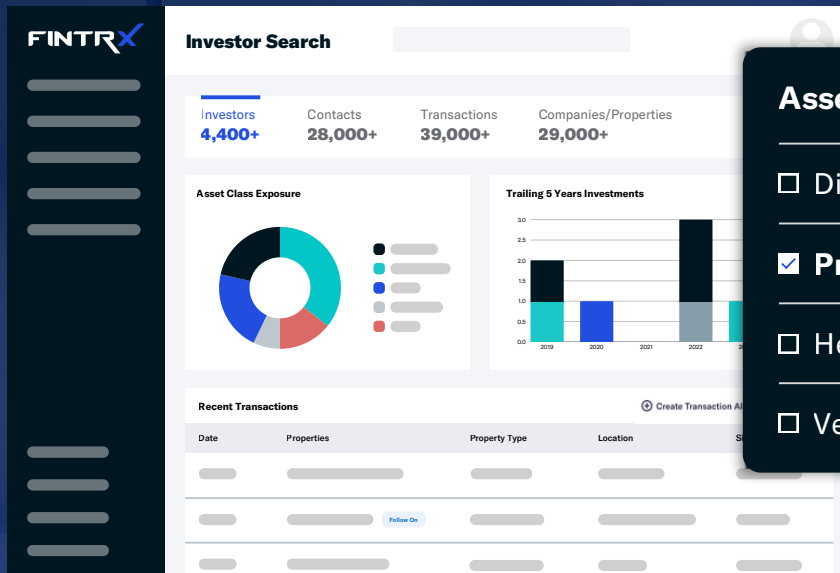


# About FINTRX

## AI-Driven Intelligence on Family Offices & Investment Advisors

FINTRX is the leading private wealth intelligence platform, offering the industry's most expansive and up-to-date data on family offices, registered investment advisors, broker-dealers, wealth teams, endowments, and foundations. Powered by industry-leading AI, FINTRX helps firms raise capital, distribute funds, recruit advisors, identify M&A targets, and drive strategic growth. FINTRX now provides access to intelligence covering 850,000+ financial firms and contacts, including more than 4,400 global family offices and 40,000 RIA and broker-dealer firms.

Trusted by



**Asset Class Interest**

- Direct Investments
- Private Equity
- Hedge Funds
- Venture Capital

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