



Family Office Report

Q1 2026 Trends & Intelligence

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Family Office Intelligence

Introduction

The family office segment continues to expand globally, with new firms emerging in every continent as generational wealth transfers accelerate and entrepreneurial wealth creation reaches new highs.

In Q1 2026, FINTRX added 119 new family office profiles to its platform, deepening coverage across single family offices, multi-family offices, and the full spectrum of wealth origins and geographic footprints.

This report breaks down where growth is occurring, who is driving it, and how these newly added family offices compare with the broader FINTRX dataset of 4,503 firms across the private wealth channel.

119

Family offices added to the FINTRX platform in Q1 2026

4,503

Total family offices in the FINTRX platform as of March 31, 2026

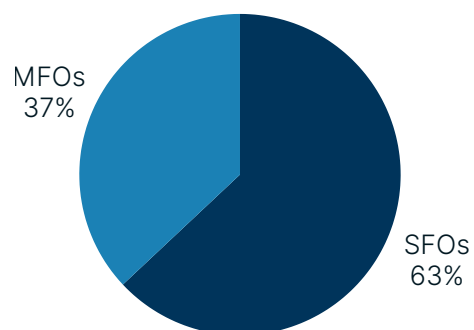


Profile Breakdown:

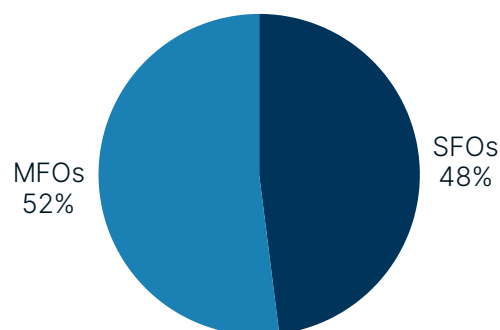
Single vs. Multi-Family Offices

Of the 119 new profiles added in Q1, single family offices (SFOs) represent the majority of new additions at 63%, while the broader database skews slightly toward multi-family offices (MFOs).

New Q1 Additions



Total FINTRX Database



The table below shows the split across both new additions and the total dataset.

<u>Type</u>	<u>New Q1 Additions</u>	<u>Total FINTRX Database</u>
Single Family Offices	75	2,159
Multi-Family Offices	44	2,344
Total	119	4,503

The inversion between new additions and total database composition reflects ongoing demand for intelligence on the more opaque end of the wealth spectrum, where data scarcity is greatest and relationship development requires the most precise targeting.

Global Geographic Distribution

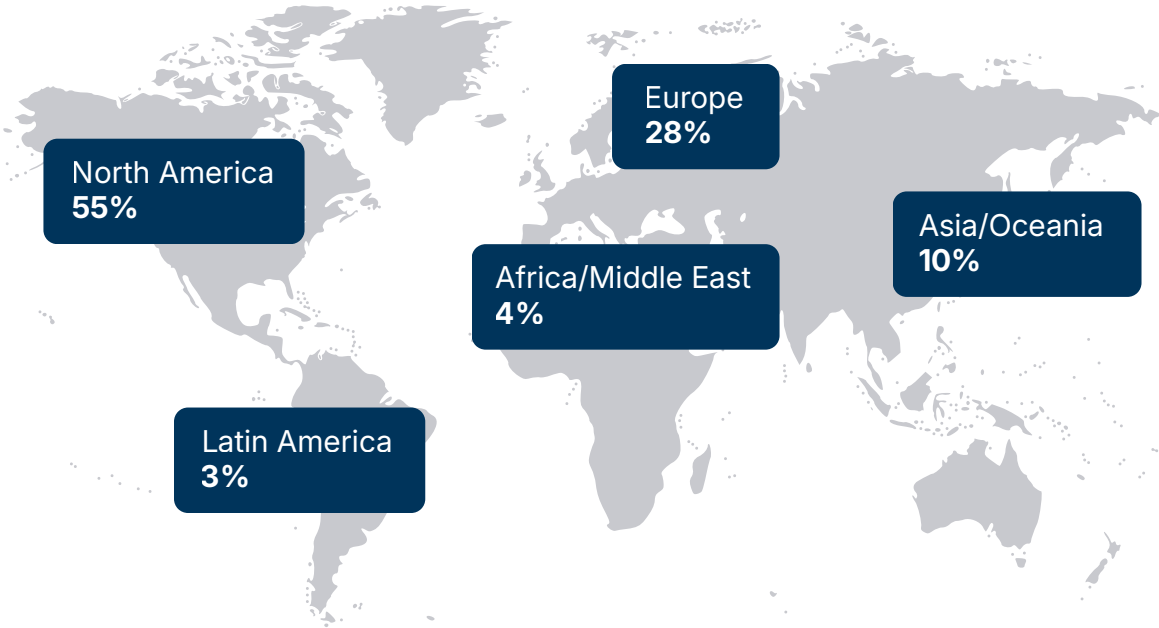
North America leads new Q1 additions by a wide margin, while Europe and Asia/Oceania tied for second. The table below compares newly added firms against the total database by region.

<u>Region</u>	<u>New Q1 Additions</u>	<u>Total FINTRX Database</u>
North America	49	2,498
Europe	25	1,244
Asia/Oceania	25	458
Africa/Middle East	13	193
Latin America	7	113

Asia/Oceania matching Europe in Q1 additions despite a significantly smaller total database share points to accelerating coverage growth in that region.

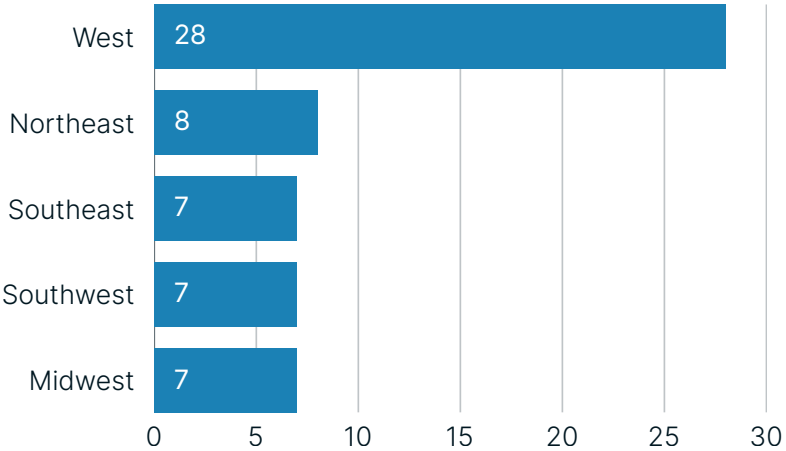
Global Distribution by Region

% of Total FINTRX Database



U.S. Regional Breakdown

New Q1 Additions by U.S. Region

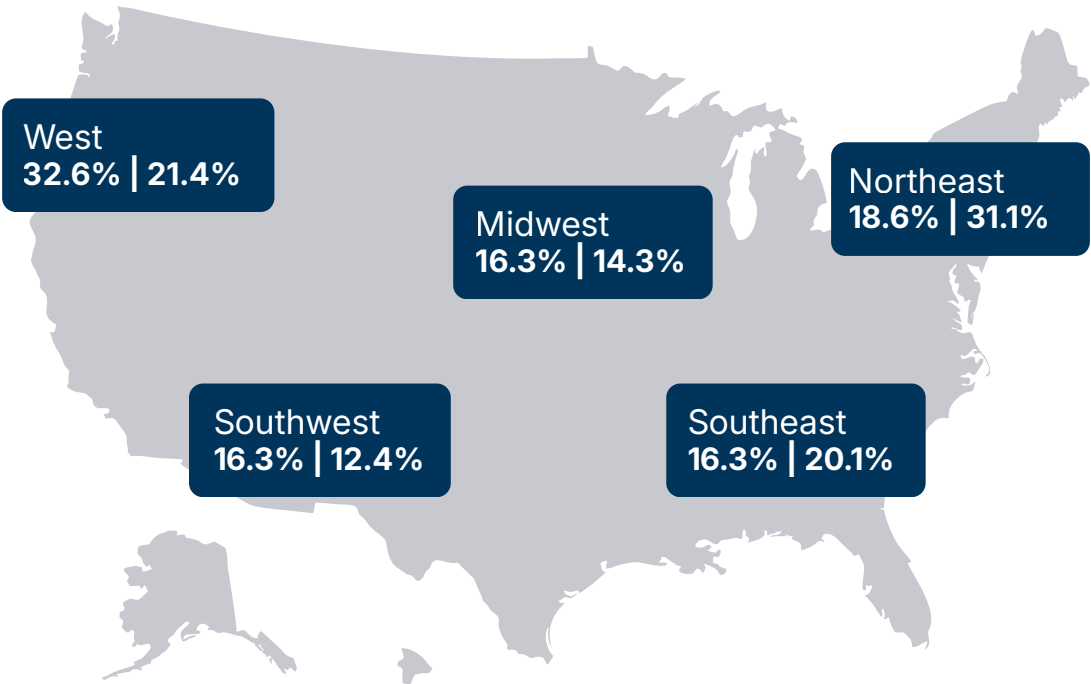


Within the United States, new family office additions were concentrated in the West, which accounted for 28 of the 57 profiles added—nearly double the next closest region.

The West's dominance reflects the continued concentration of entrepreneurial and technology-driven wealth in California and surrounding states.

Regional Distribution of U.S. Family Offices

% of U.S. Q1 Additions | % of Total FINTRX Database



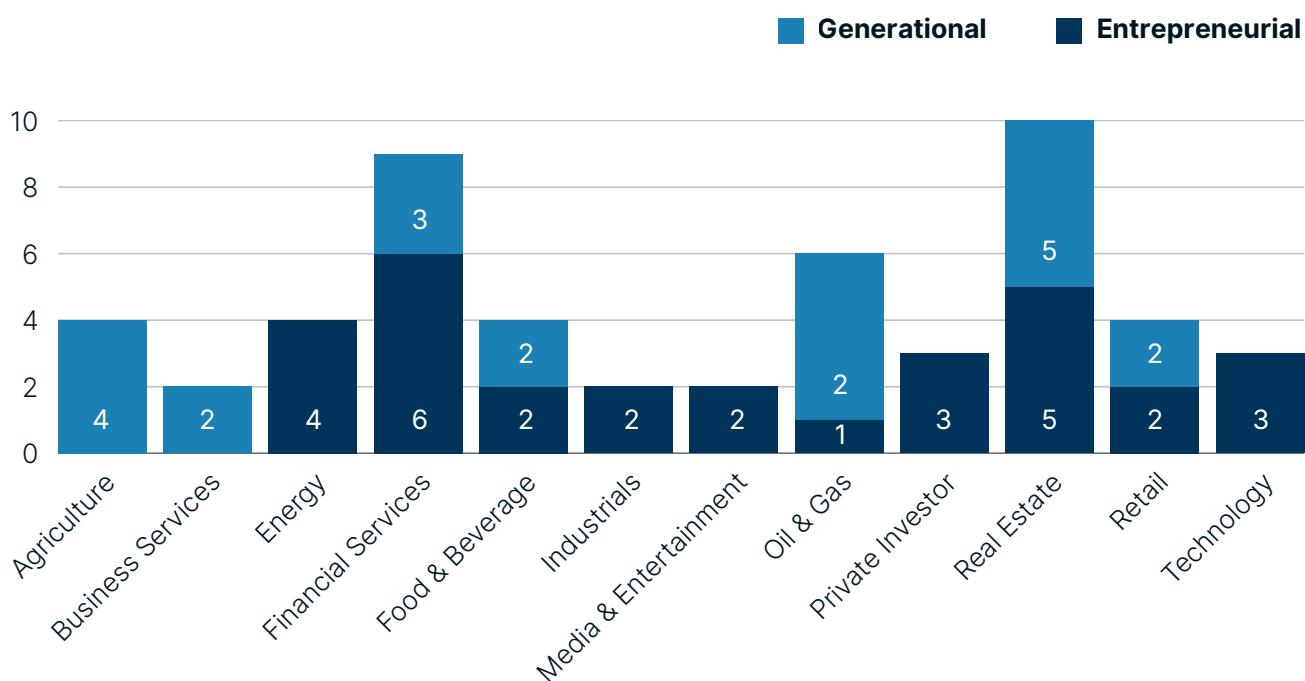
Wealth Origin of Single Family Offices

FINTRX classifies single family office wealth origin across two primary categories.

Entrepreneurial family offices are those where wealth was generated through the founding, building, or selling of a business—typically first-generation wealth created by a founder or operator who built a company from the ground up. Generational family offices are those where wealth has been passed down across multiple generations, originating with a family patriarch or matriarch whose business success or investment activity predates the current principals managing the office.

The distinction matters for asset managers because entrepreneurial offices tend to reflect more concentrated sector expertise tied to the source industry, while generational offices often have longer investment horizons, more formalized governance structures, and a broader mandate shaped by decades of wealth stewardship.

Among the 75 new single family offices added in Q1, 43 (57%) are Entrepreneur-origin and 30 (40%) are Generational. The chart below shows the subcategory breakdown for each.

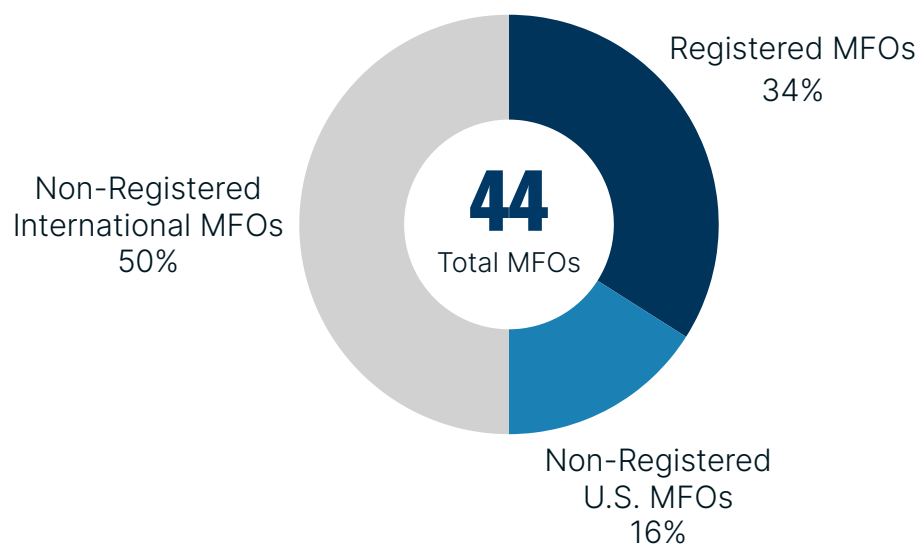


*Excludes sectors classified as "Other"

SEC-Registered vs. Non-Registered Multi-Family Offices

Of the 44 new multi-family offices added in Q1, the majority are non-SEC registered international firms, reflecting the scope of new coverage and the differing regulatory frameworks outside the U.S. RIA model.

Breakdown of Multi-Family Offices (MFOs) by SEC Registration Status

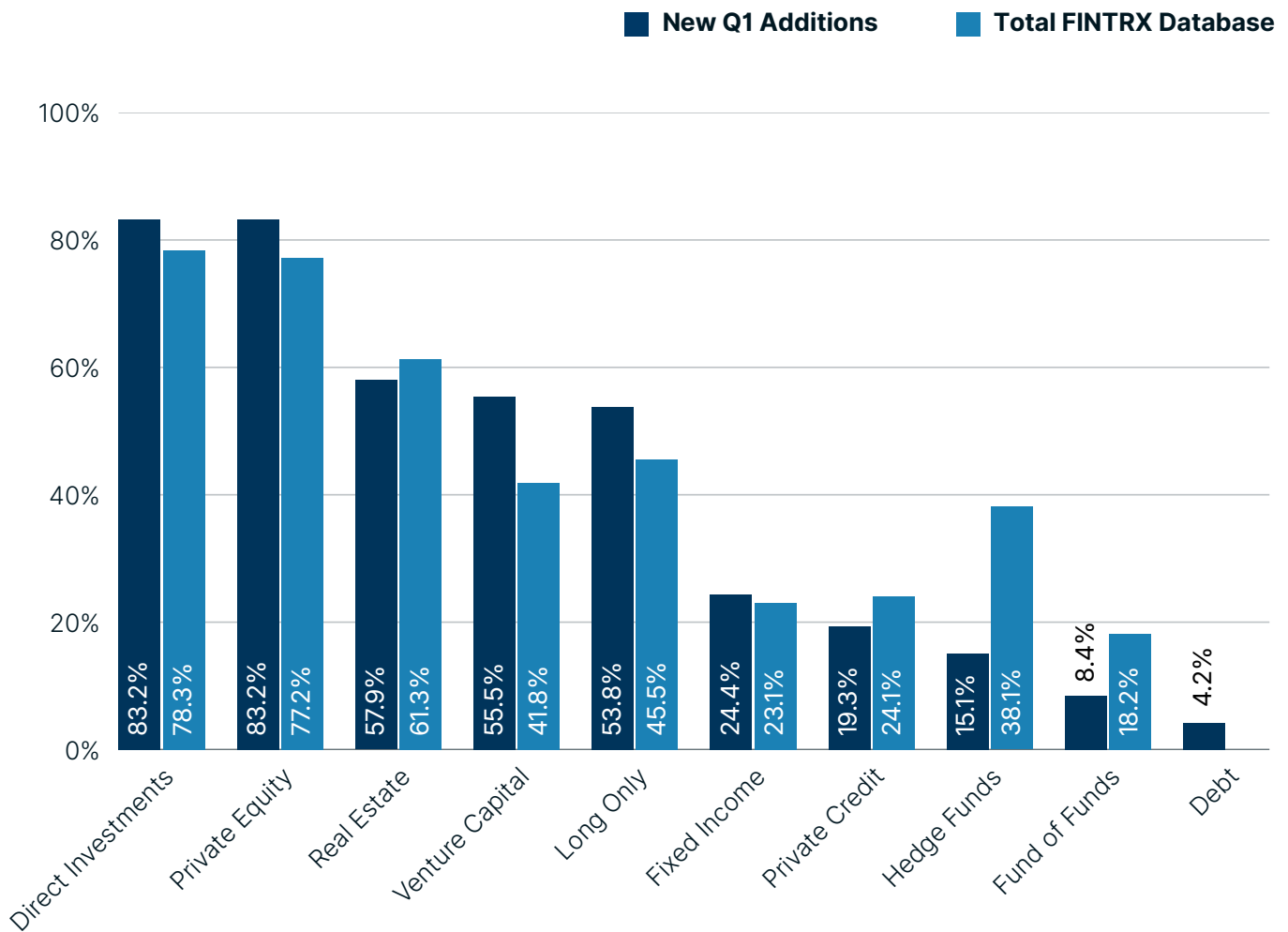


Asset Class Interest:

New Family Offices vs. Total Database

Direct Investments and Private Equity lead interest among both new additions and the total FINTRX database.

The sharpest divergences are in Venture Capital (+13.6pp favoring new additions) and Hedge Funds (-23pp), suggesting newer family offices are gravitating toward direct and equity-oriented strategies over fund structures and actively managed alternatives.



Contact Intelligence

Introduction

Behind every family office profile is a network of decision-makers, investment professionals, and operational leaders. In Q1 2026, FINTRX added 1,904 new family office contacts to the platform, expanding coverage across investment decision-makers, operational leadership, and senior advisors tied to both newly added firms and existing profiles within the database. The data below offers a detailed look at who these contacts are, where they came from, and what engages them beyond the office.

1,904

Family office contacts added to the FINTRX platform in Q1 2026

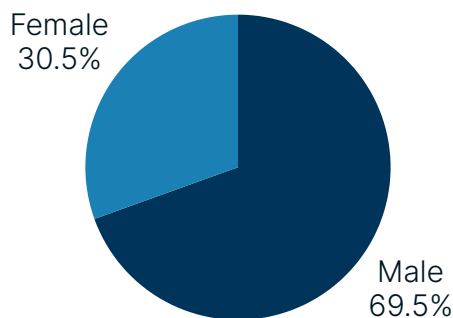
29,663

Total family office contacts in the FINTRX platform as of March 31, 2026

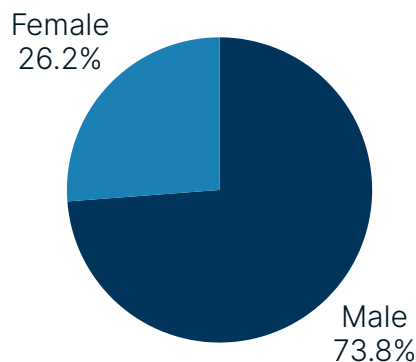
Gender Breakdown

Of the 1,904 new contacts with gender data available, 1,324 are male and 580 are female. Measured against the full FINTRX database, Q1 additions reflect a modest but meaningful shift toward greater female representation, as new female adds outpace the historical baseline by ~4%.

New Q1 Additions



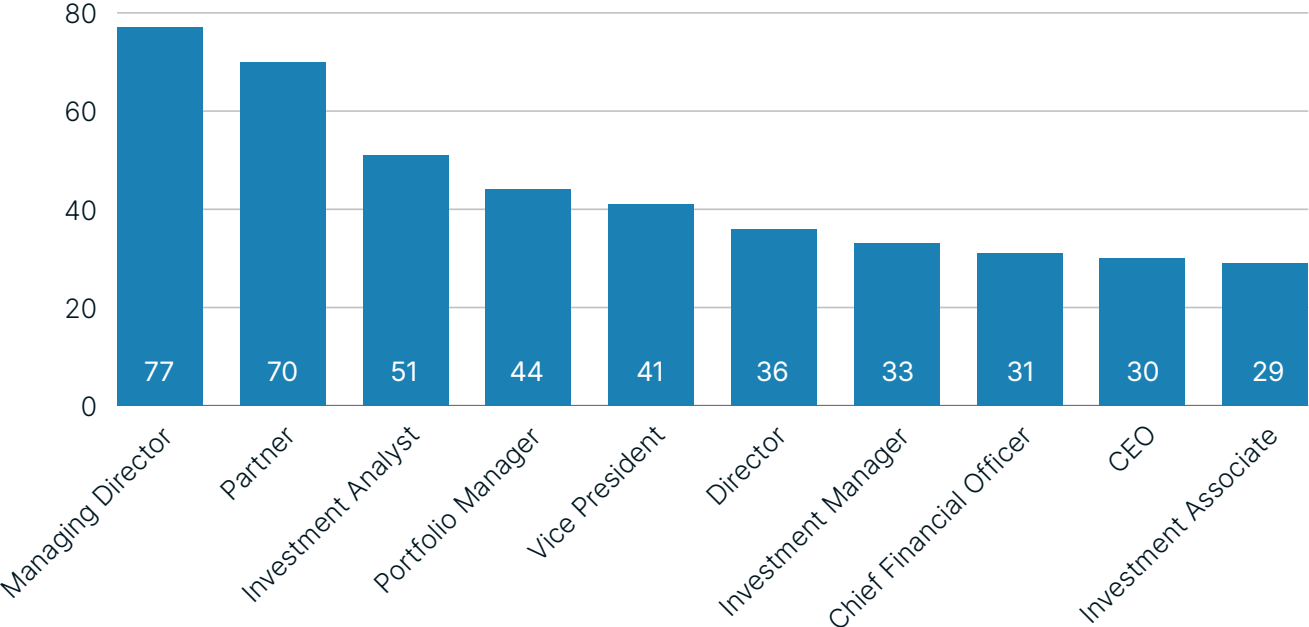
Total FINTRX Database



Q1 Contact Titles

The most common title among newly added contacts is Managing Director, followed by Partner and Investment Analyst. The concentration of senior relationship titles at the top reflects the lean organizational structures typical of family offices, where a small number of senior professionals often hold broad mandates across investment, operations, and family governance.

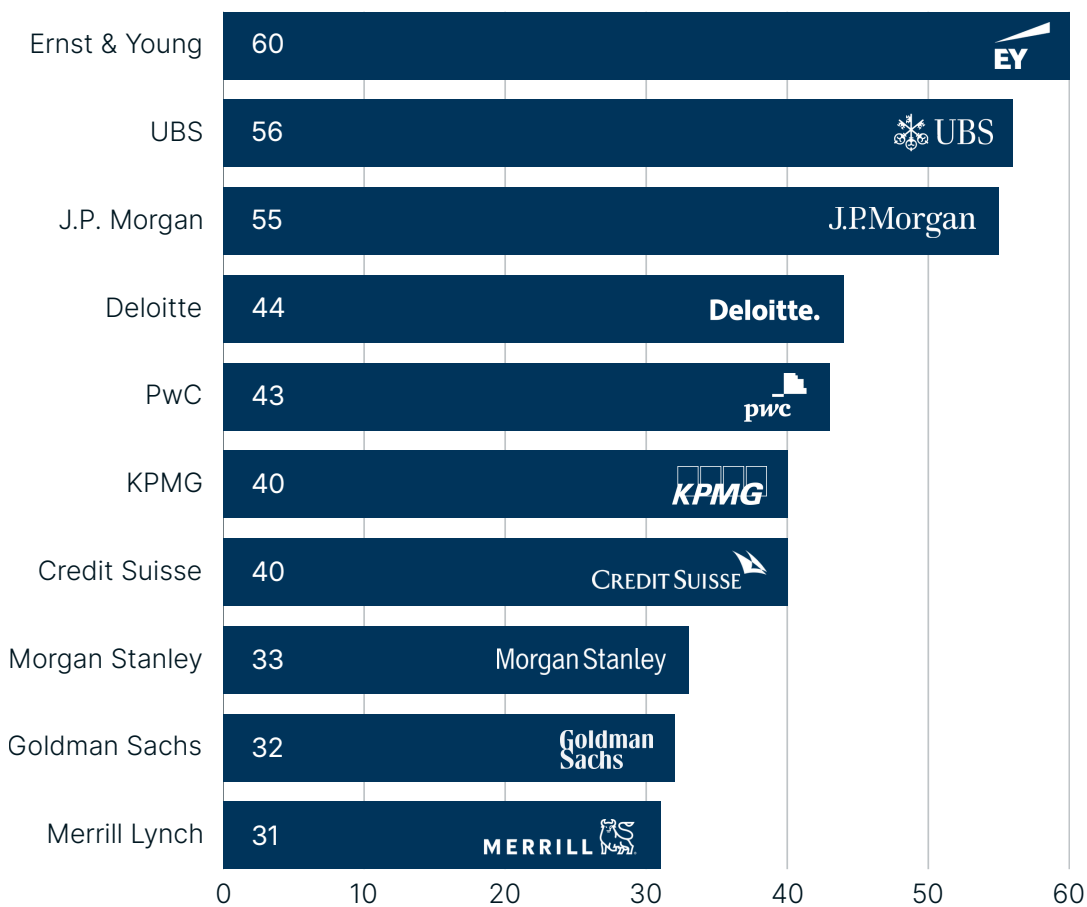
Top 10 Family Office Contact Titles



Prior Professional Background of New Q1 Contacts

The career histories of newly added contacts reveal a clear pipeline from financial institutions and professional services firms into the family office world. The “Big 4” accounting firms collectively account for 187 contacts—more than any single bank on the list—confirming that audit, tax, and advisory backgrounds serve as a common launchpad into family office careers. The broader consulting pipeline is also present, with McKinsey (9), BCG (9), and Bain (7) all represented.

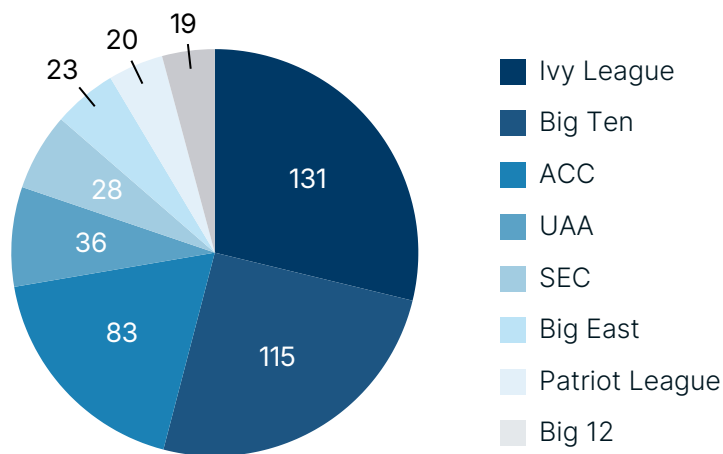
Top 10 Prior Employers of Family Office Contacts



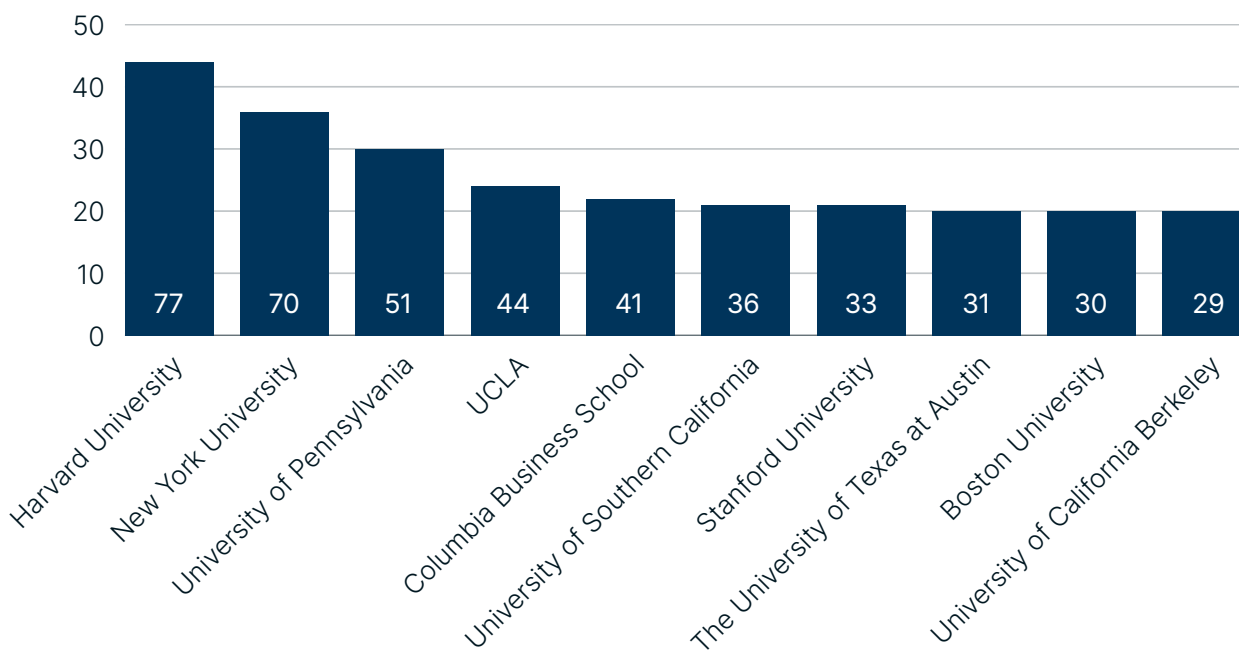
Educational Background of New Q1 Contacts

In terms of colleges and universities attended by family office contacts added to FINTRX in Q1, Harvard leads all institutions with 44 contacts, and Ivy League schools collectively account for 131 contacts across the dataset. The Big Ten follows at 115 and the ACC at 83.

Top U.S. Athletic Conferences



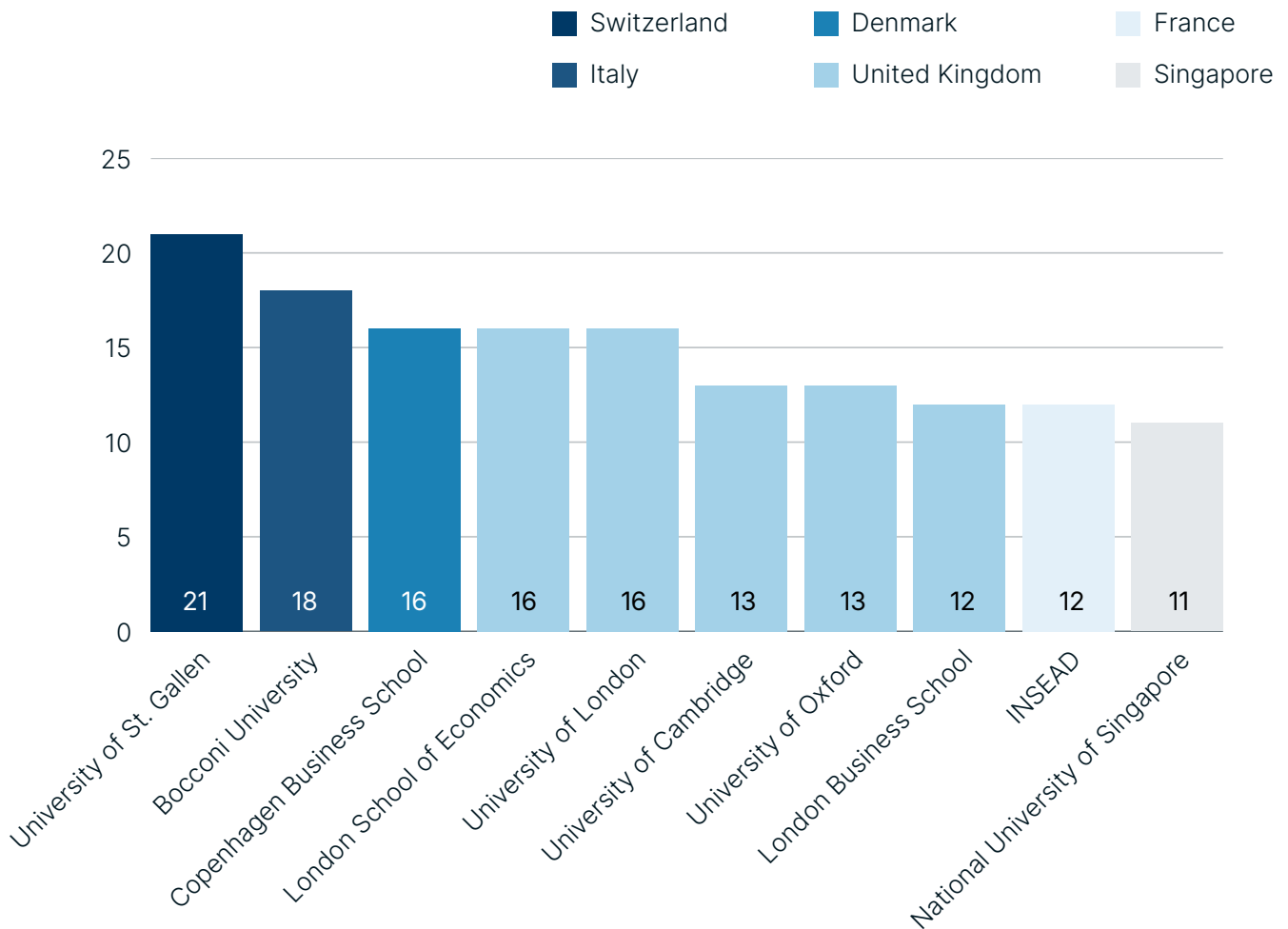
Top 10 U.S. Colleges & Universities Attended by Family Office Contacts Added in Q1



Educational Background of New Q1 Contacts

Internationally, European institutions dominate the top 10, with University of St. Gallen and Bocconi leading the way.

Top 10 International (Non-U.S.) Colleges & Universities Attended by Family Office Contacts



About the Data

All data in this report is sourced from the FINTRX private wealth intelligence platform, which tracks over 4,500 family office profiles and nearly 30,000 contacts across the global private wealth channel. Coverage spans single and multi family offices across all geographies, wealth origins, and investment mandates, maintained by a dedicated research team and updated continuously. All figures reflect the state of the FINTRX database as of the end of Q1 2026.

About the Author

Patrick Galvin joined FINTRX in 2024 and leads the strategy and execution of the Family Office and Endowment & Foundation datasets. He works closely across product, data, and client-facing teams to ensure the FINTRX dataset continues to grow and expand with the rapidly-growing private wealth landscape. Outside of work, Patrick enjoys basketball, skiing, hiking, and cooking.



Patrick Galvin
Research Associate

About FINTRX

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 4,500 family offices and 45,000 RIA and broker-dealer firms.



www.fintrx.com



Contact Us:

sales@fintrx.com

www.fintrx.com

News & Media Inquiries:

Newton Park PR

Margaret Kirch Cohen

1-847-507-2229

margaret@newtonparkpr.com