FINTRX

AI-DRIVEN WEALTH INTELLIGENCE

Q2 2026 TRENDS & INTELLIGENCE

Family Office Report

4,600 TOTAL FAMILY OFFICES	96 ADDED IN Q2 2026	29,663 TOTAL CONTACTS	1,487 CONTACTS ADDED IN Q2

Contents

Findings From the Q2 Cohort 03

FAMILY OFFICE INTELLIGENCE

Introduction 04

Profile Breakdown 05
- Single vs. Multi-Family Offices
- SEC Registration Status of Multi-Family Offices

Geographic Distribution 06

Wealth Origin of Single Family Offices 08

Asset Class Interest 09

CONTACT INTELLIGENCE

Introduction 10
- Gender Breakdown

Contact Titles 11

Prior Professional Background 12

Educational Background 13

About the Data & FINTRX 15

Findings From the Q2 Cohort

Growth slowed. Concentration sharpened. The firms entering coverage this quarter look less like the database they joined than they did in previous quarters.

01 Additions cooled, maintenance carried the quarter

96 new profiles against 119 in Q1, a 19.3% decline. At the same time 2,285 existing profiles, 49.7% of the database, were refreshed, and 72.5% of the 1,487 new contacts attached to firms already covered.

02 Single family offices widened their share of new coverage

Single family offices were 70.8% of Q2 additions, up from 63% in Q1. The full dataset sits at 52.7% SFO, so new coverage continues to pull toward the most opaque end of the channel.

03 The new cohort is the most direct-oriented yet recorded

92.7% of Q2 additions list direct investments and 89.6% list private equity, above both the Q1 cohort (83.2% each) and the database (80.7% and 79.1%).

04 Commingled structures keep losing the new cohort

Hedge funds appear in 10.4% of Q2 additions against 38.2% of the database, a 27.8 point gap. Private credit fell from 19.3% of the Q1 cohort to 6.3% of the Q2 cohort, the sharpest single-quarter move in the dataset.

05 First-generation wealth extended its lead

68.6% of newly classified offices are entrepreneur-origin, up from 57% in Q1. Private investing, technology and real estate are the three largest source industries.

THE TAKEAWAY

For managers raising capital, the addressable set entering coverage this quarter is smaller, more single-family, more international, and materially less receptive to fund wrappers. Co-investment and direct deal flow, not commingled vehicles, is the entry point.

INTRODUCTION

Family Office Intelligence

The FINTRX family office dataset continued to expand throughout Q2, with our research team adding 96 new profiles to the platform and pushing total coverage to 4,600 firms worldwide.

This report breaks down where that growth concentrated, who is driving it, the investment mandates shaping it, and how the quarter's additions compare with the broader FINTRX dataset.

Q2 also highlights how frequently the FINTRX research team keeps the existing dataset current—a theme that underscores a core differentiator: FINTRX doesn't just add new firms, we relentlessly maintain the existing data to ensure the most comprehensive and accurate dataset in the industry.

4,600

Total family offices in the FINTRX platform as of June 30, 2026

96

Family offices added to the FINTRX platform in Q2 2026

SINGLE VS. MULTI-FAMILY OFFICES

Profile Breakdown

Of the 96 new family office profiles added in Q2, single family offices (SFOs) made up the clear majority at 71%, while multi-family offices (MFOs) accounted for 29%. This continues the pattern seen in Q1, where new additions consistently skew toward SFOs even though the total database remains more evenly split.

The persistence of this pattern reinforces a structural reality of the family office space: SFOs are more numerous, more fragmented, and harder to discover through traditional channels—exactly the kind of opaque, high-effort research that differentiates FINTRX's aggregation-plus-human-verification model from static competitor lists.

NEW Q2 ADDITIONS

70.8%
SFOs • 68

29.2%
MFOs • 28

TOTAL FINTRX DATABASE

52.7%
SFOs • 2,425

47.3%
MFOs • 2,175

SEC REGISTRATION STATUS OF MULTI-FAMILY OFFICES

Of the 28 new multi-family offices, 24 are not SEC-registered and four are. That registration profile is consistent with the international skew of the quarter: most new MFO coverage sits outside the U.S. RIA framework.

MFO REGISTRATION STATUS	COUNT	% OF NEW MFOS
SEC-Registered	4	14.3%
Non-Registered (U.S.)	5	17.9%
Non-Registered (International)	19	67.9%

GLOBAL MIX

Geographic Distribution

North America again led new Q2 additions, but the standout story is regional mix shift: Asia/Oceania punched well above its historical database share, while Latin America saw zero new additions this quarter despite representing a small but real slice of the total dataset—a gap worth monitoring going forward.

Asia/Oceania represented nearly 20% of Q2's new family office additions despite making up just over 10% of the total FINTRX database—a clear signal of accelerating coverage growth in the region, consistent with the trend first identified in Q1.

59.4%

Of Q2 additions are headquartered outside the United States, up from 52.1% in Q1. Switzerland and Australia tied as the largest non-U.S. sources at six firms each.

19.8%

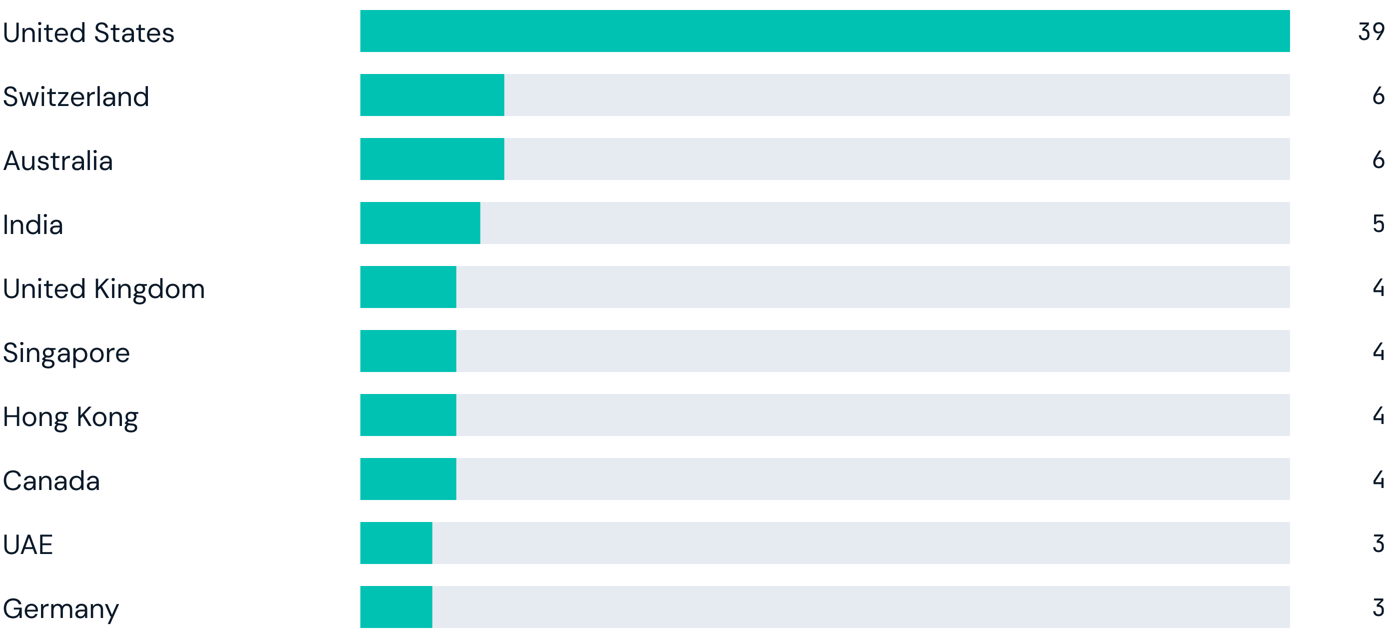
Asia/Oceania share of Q2 additions, against 10.2% of the database. The region is being covered at roughly twice its standing weight for a second consecutive quarter.

REGION	NEW Q2 ADDITIONS	% OF Q2 ADDITIONS	TOTAL FINTRX DATABASE	% OF TOTAL DATABASE
North America	43	44.8%	2,498	55.4%
Europe	26	27.1%	1,244	27.6%
Asia/Oceania	19	19.8%	458	10.2%
Africa/Middle East	8	8.3%	193	4.3%
Latin America	0	0.0%	113	2.5%

TOP 10 COUNTRIES

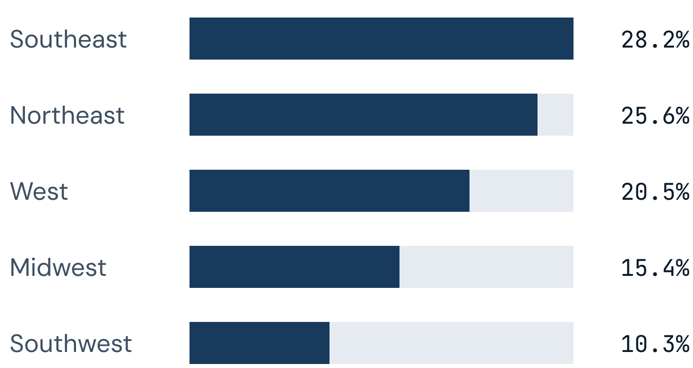
Geographic Distribution

The Q2 cohort spans 25 countries. Outside the United States, no single country contributed more than six firms, but four cities cluster: London, Singapore, Hong Kong and Dubai together account for 15 of the 57 non-U.S. additions.



U.S. DISTRIBUTION

7 CA	7 FL	3 NY	3 PA
3 TX	2 MA	2 KS	2 IL



Within the U.S., the Northeast's rise reflects family office formation tied to finance, real estate, and generational wealth, while the West's steady presence shows the ongoing concentration of entrepreneurial and technology-driven wealth.

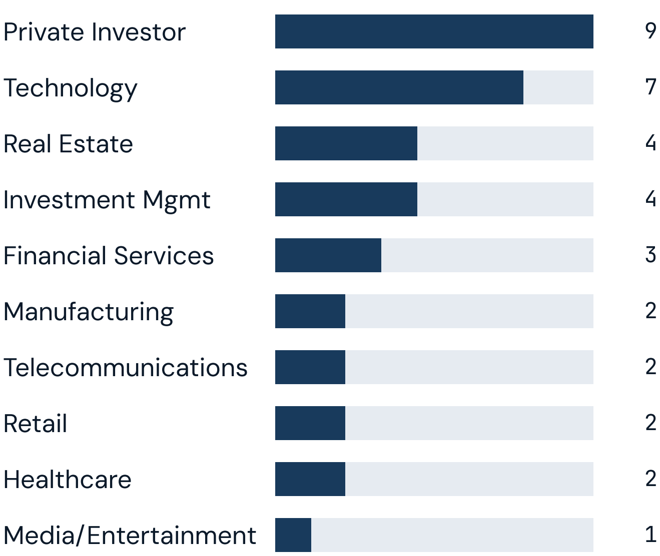
ENTREPRENEURIAL VS. GENERATIONAL

Wealth Origin of Single Family Offices

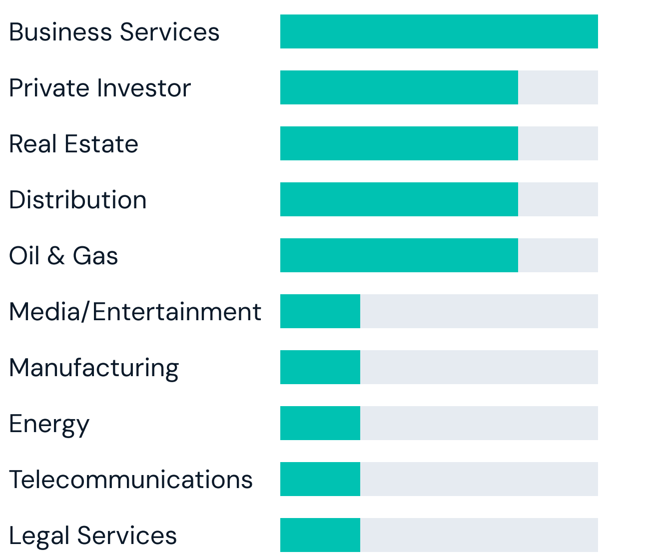
FINTRX classifies family office wealth origin across two primary categories: Entrepreneurial (wealth generated through founding, building, or selling a business) and Generational (wealth passed down across multiple generations). Among the new Q2 additions with a classified wealth origin, Entrepreneurial offices outnumbered Generational offices more than 2-to-1 continuing to affirm that first-generation, operator-driven wealth is the dominant driver of new family office formation.

By sector, Private Investor and Technology led entrepreneurial wealth origin among Q2 additions, followed by Real Estate and Investment Management—a sector mix that reflects the ongoing wave of liquidity events from tech founders and active private investors establishing family offices.

TOP 10 SECTORS • ENTREPRENEURIAL

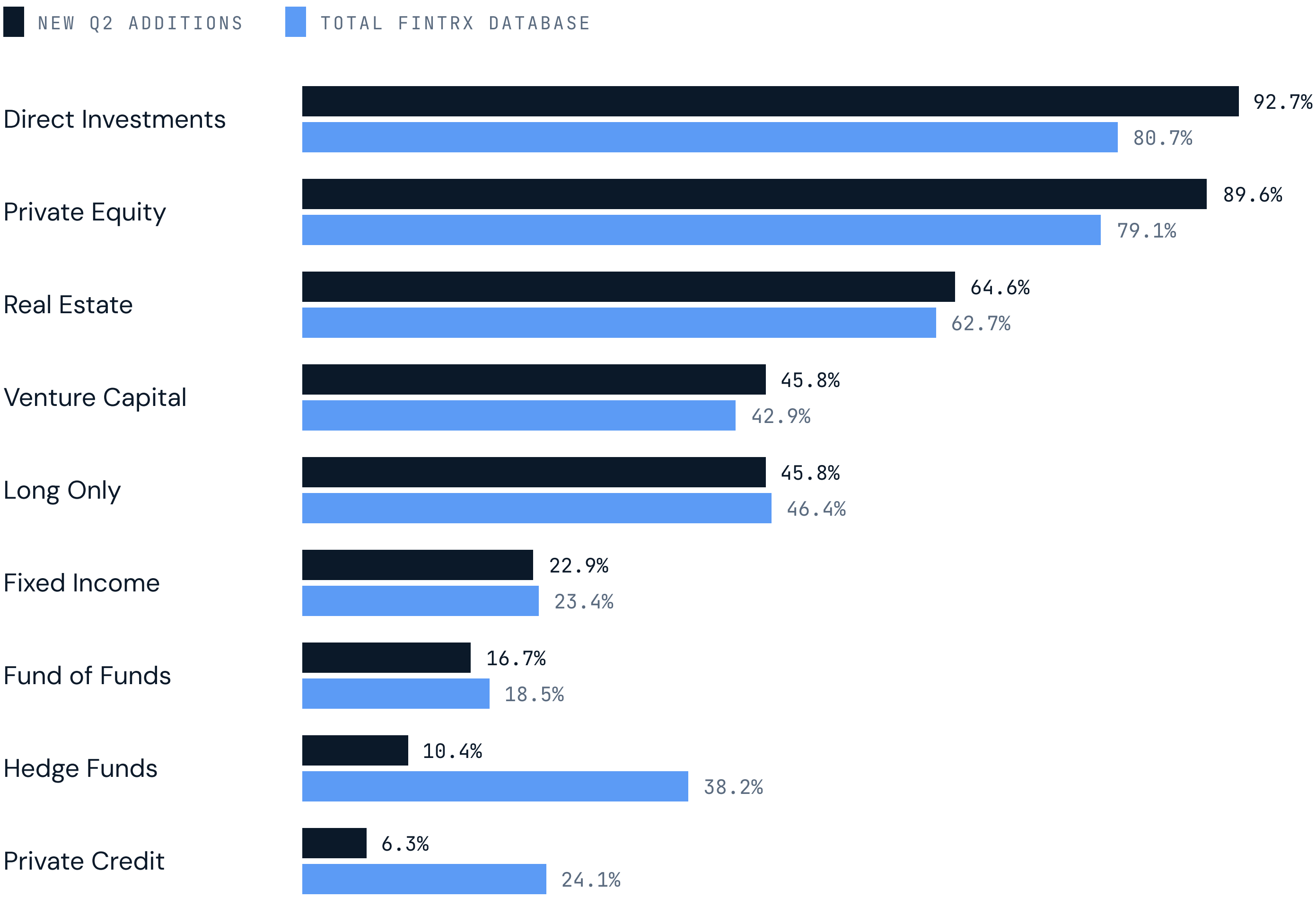


TOP 10 SECTORS • GENERATIONAL



NEW FAMILY OFFICES VS. TOTAL DATABASE

Asset Class Interest



Direct Investments and Private Equity remain the dominant asset class interests among both new additions and the total FINTRX database. These asset classes are common amongst family offices given the private, direct-access nature of family office capital.

The widest divergences appear at the fund-structure end of the spectrum. Hedge Funds show a striking -27.8 percentage point gap, and Private Credit shows a -17.9pp gap, both favoring the total database over new additions, suggesting that newer, younger family offices are gravitating toward direct and equity-oriented strategies rather than externally managed fund structures. This mirrors and extends the exact pattern identified in the Q1 report, reinforcing it as a durable trend rather than a one-quarter anomaly.

INTRODUCTION

Contact Intelligence

FINTRX added 1,487 family office contacts in Q2 2026, 21.9% fewer than the 1,904 added in Q1. Of those, 409 attached to the 96 newly added firms and 1,078 deepened existing firm profiles.

The two populations behave differently, and the gender split is where that shows most clearly. Contacts sourced from newly added firms are 20.8% female. Contacts added to firms already in the platform are 37.2% female.

Newly discovered offices surface their principals first, and principals in this channel remain predominantly male.

29,663

Total family office contacts in the FINTRX platform as of June 30, 2026

1,487

Family office contacts added to the FINTRX platform in Q2 2026

GENDER BREAKDOWN

All Q2 Contacts

67.3%
Male • 1,001

32.7%
Female • 486

Contacts from Newly Added Firms

79.2%
Male • 324

20.8%
Female • 85

Contacts Added to Existing Firms

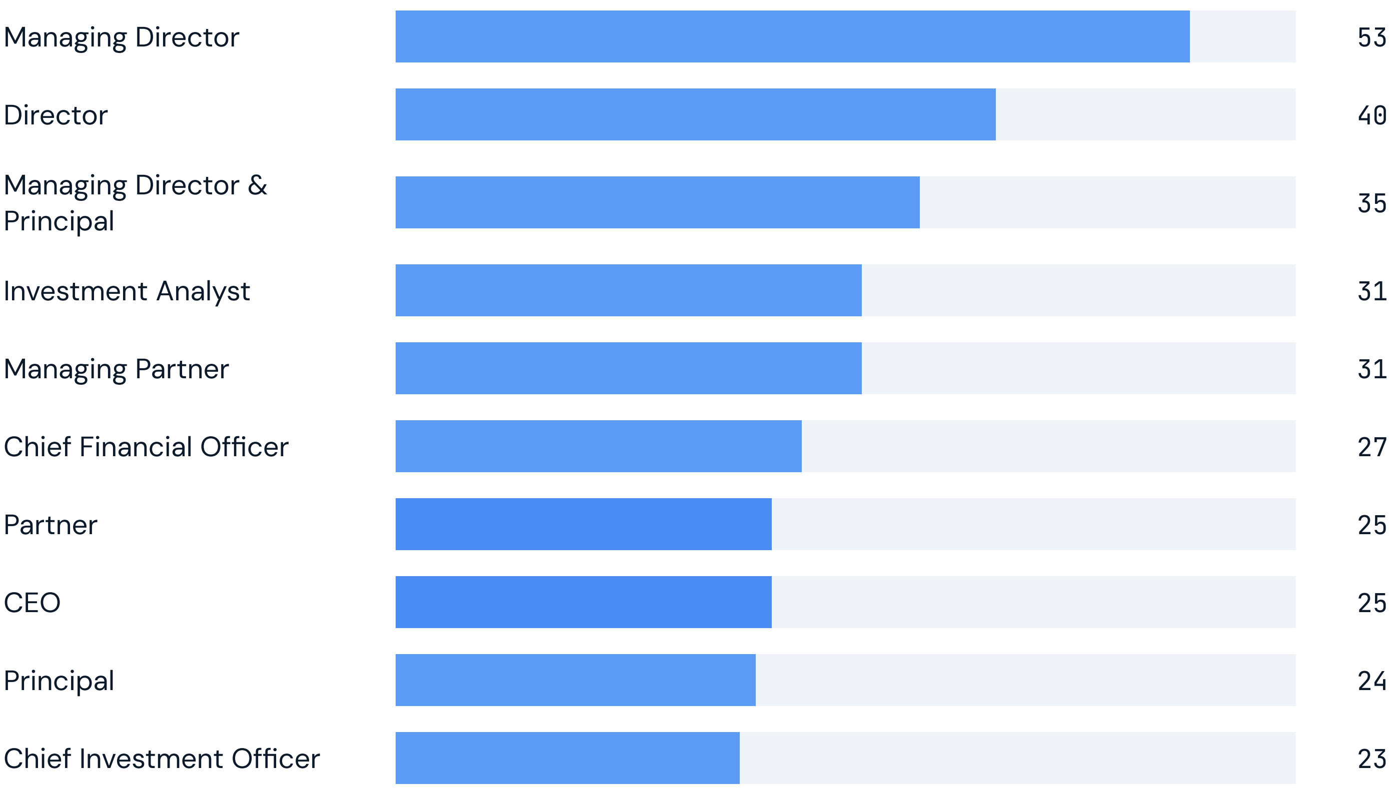
62.8%
Male • 677

37.2%
Female • 401

TOP 10 JOB TITLES

Contact Titles

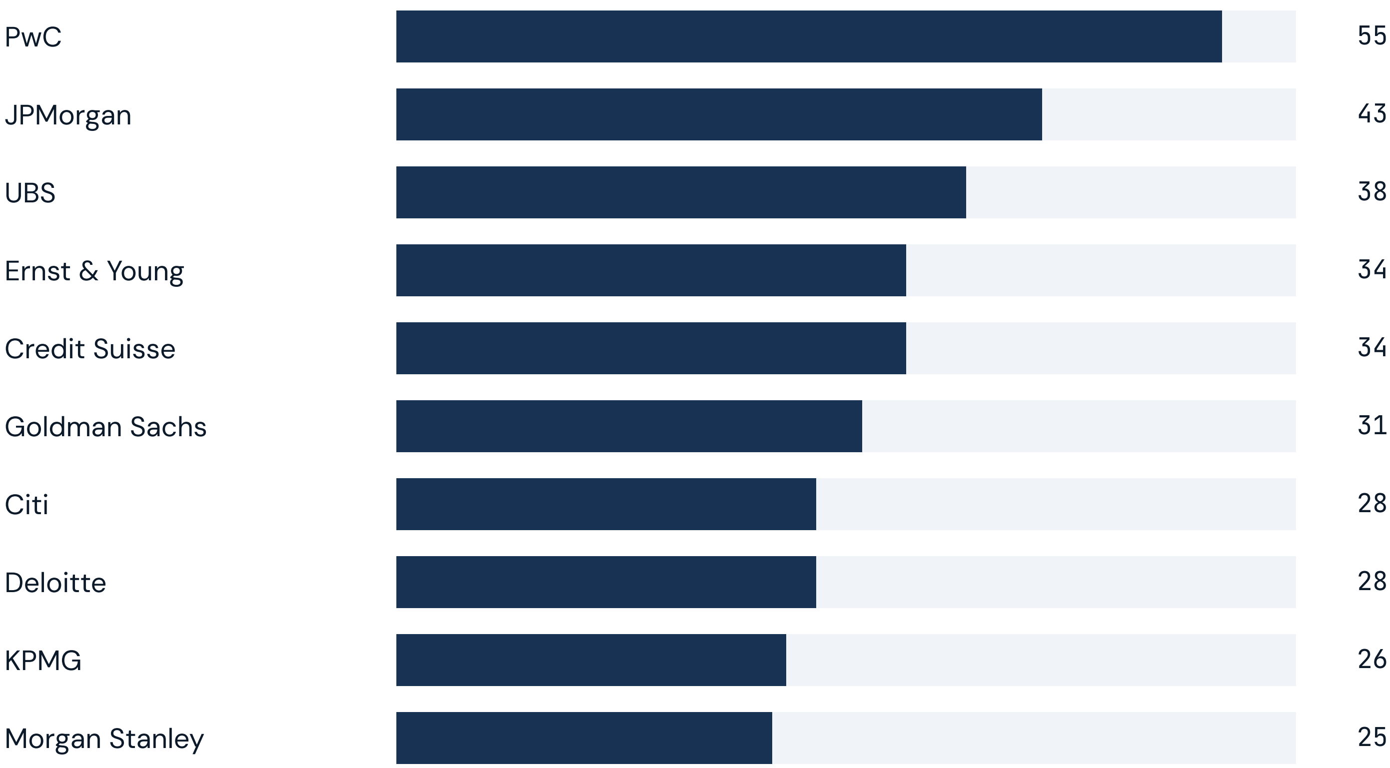
Managing Director leads all titles among newly added contacts at 53, followed by Director (40) and Managing Director and Principal (35). The Q2 title distribution reflects a similar senior-heavy composition to Q1, with C-suite and senior leadership titles dominating the top 10, which reflects how few people a family office employs and how broad each mandate is.



TOP 10 PRIOR EMPLOYERS

Prior Professional Background

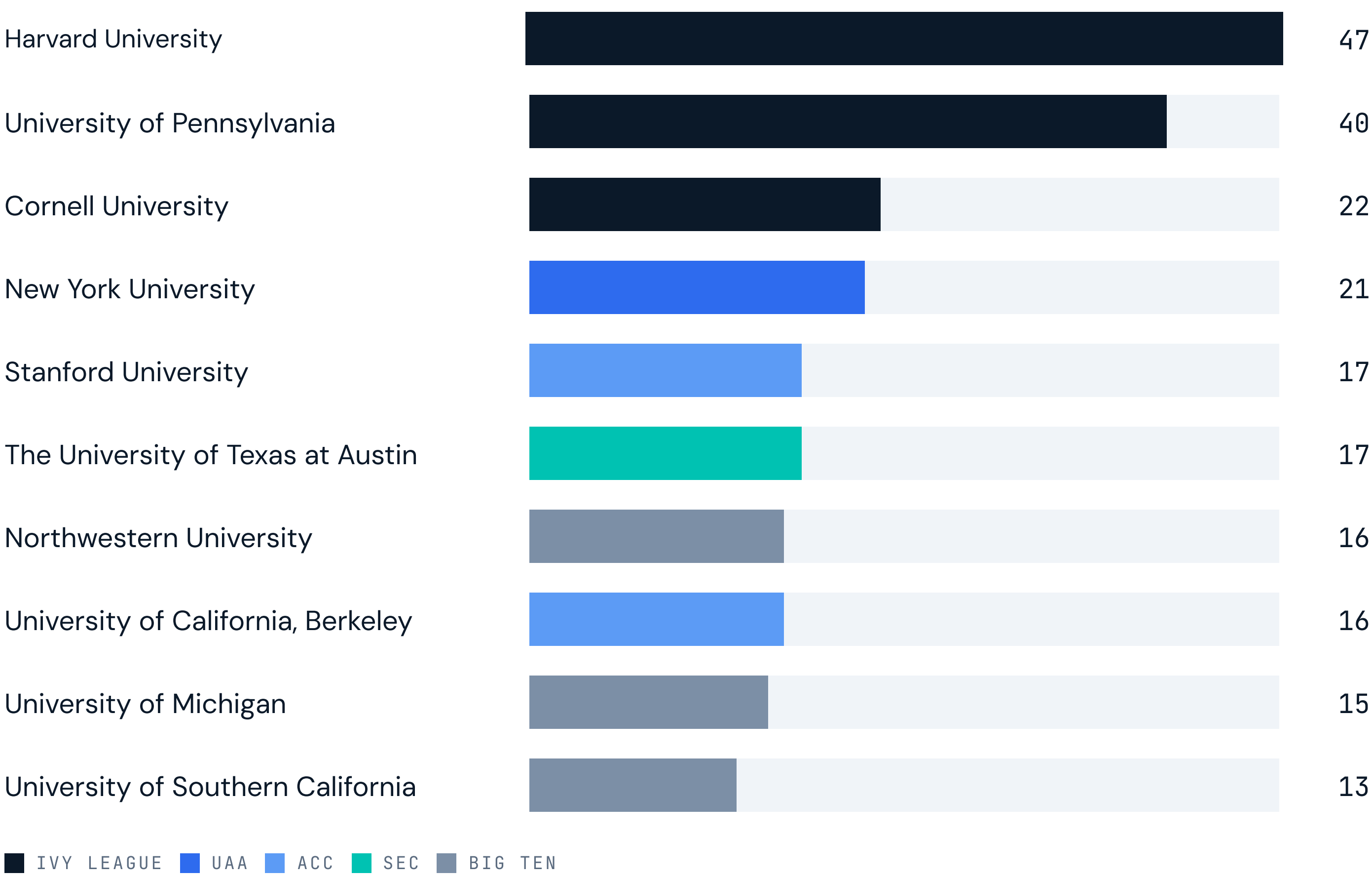
The career pipeline into family offices continues to run heavily through global banks and the Big Four professional services firms. PwC leads all prior employers with 55 contacts, followed by J.P. Morgan and UBS. Collectively, the Big Four (PwC, EY, Deloitte, KPMG) account for 143 contacts, once again confirming that audit, tax, and advisory backgrounds serve as one of the most common launchpads into family office careers. The consulting pipeline is present but smaller, with McKinsey (13) and Bain & Company (7) both represented.



TOP 10 U.S. COLLEGES & UNIVERSITIES

Educational Background

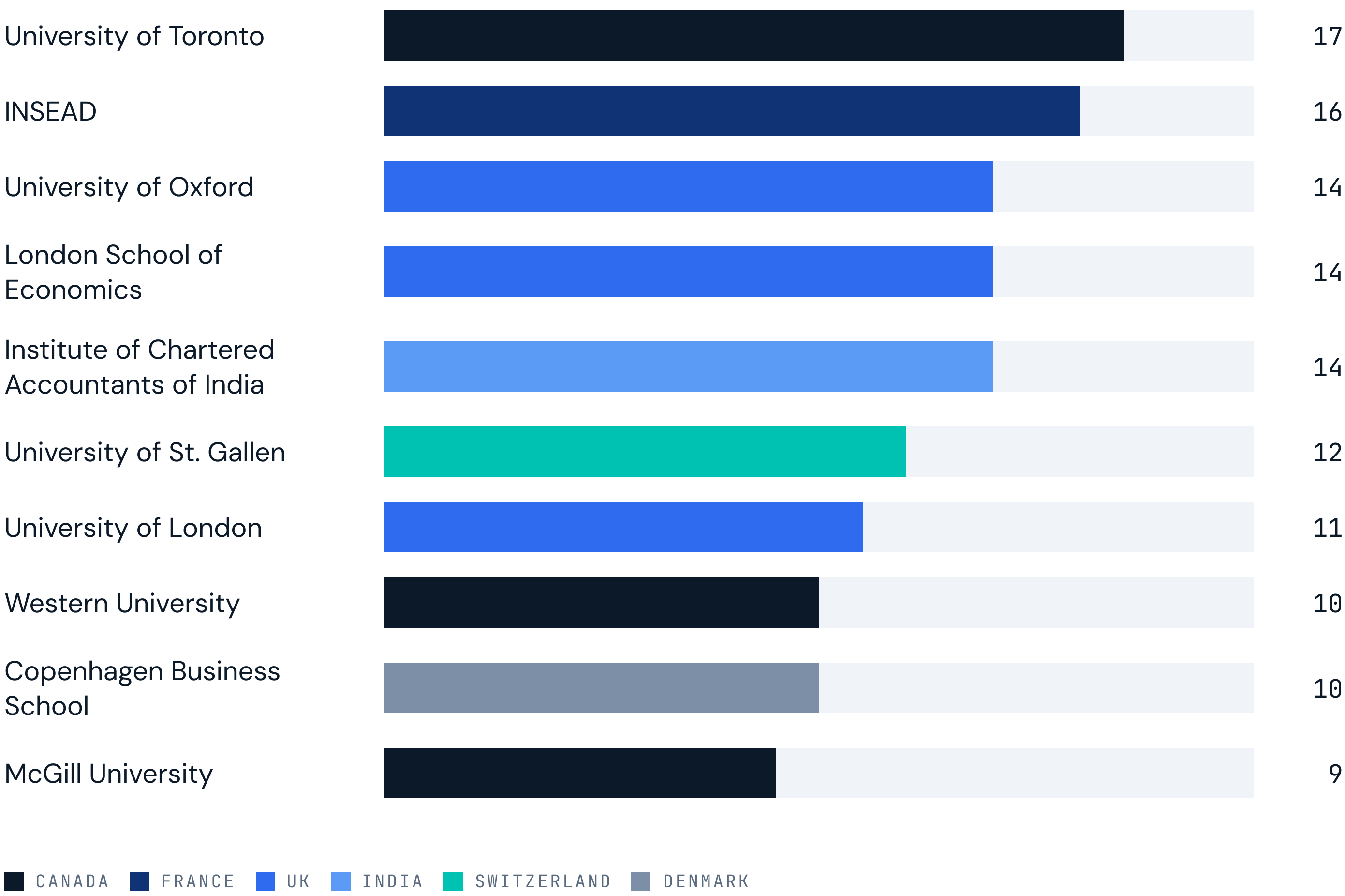
Ivy League schools continue to dominate family office contacts' educational backgrounds, with 154 total contacts tied to Ivy League institutions, well ahead of the Big Ten (112) and ACC (98). At the individual-school level, Harvard leads all institutions with 47 contacts, followed by the University of Pennsylvania (40) and Cornell (22).



TOP 10 INTERNATIONAL COLLEGES & UNIVERSITIES

Educational Background

Internationally, the University of Toronto and INSEAD lead the non-U.S. field, with Oxford, the Institute of Chartered Accountants of India, and the London School of Economics rounding out the top five—a mix that reflects both traditional European finance pedigrees and a growing share of globally mobile, internationally educated principals.



METHODOLOGY

About the Data

All data in this report is sourced from the FINTRX platform, which tracks over 4,600 family offices and more than 30,000 contacts across the family office 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 Q2 2026.

About the Author

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RESEARCH ASSOCIATE

Patrick Galvin joined FINTRX in 2024 and leads the strategy and execution of the FINTRX 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.

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 4,600 family offices and 45,000 RIA and broker-dealer firms. Learn more at www.fintrx.com.

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