



November 2023

**Family Office & Registered Investment Advisor
Data Report**

MONTHLY PRIVATE WEALTH DATA REPORT



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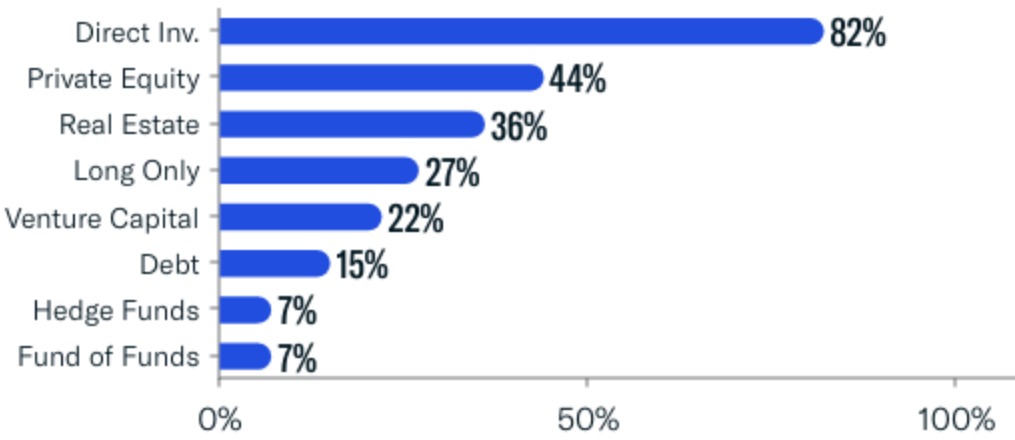
Family Office Data Report: November 2023

All data was compiled using the [FINTRX Family Office Data Platform](#)

Family Office Platform Updates & Additions

- New Family Offices: 55
- New Family Office Contacts: 470+
- Total Family Office Additions: 1,210+
- Updated Family Office Entities: 4,970+
- Newly Tracked Family Office Investments: 680+
- New Family Office Data Points: 5,430+
- Total AUM Added by New Firms: \$62.6 Billion

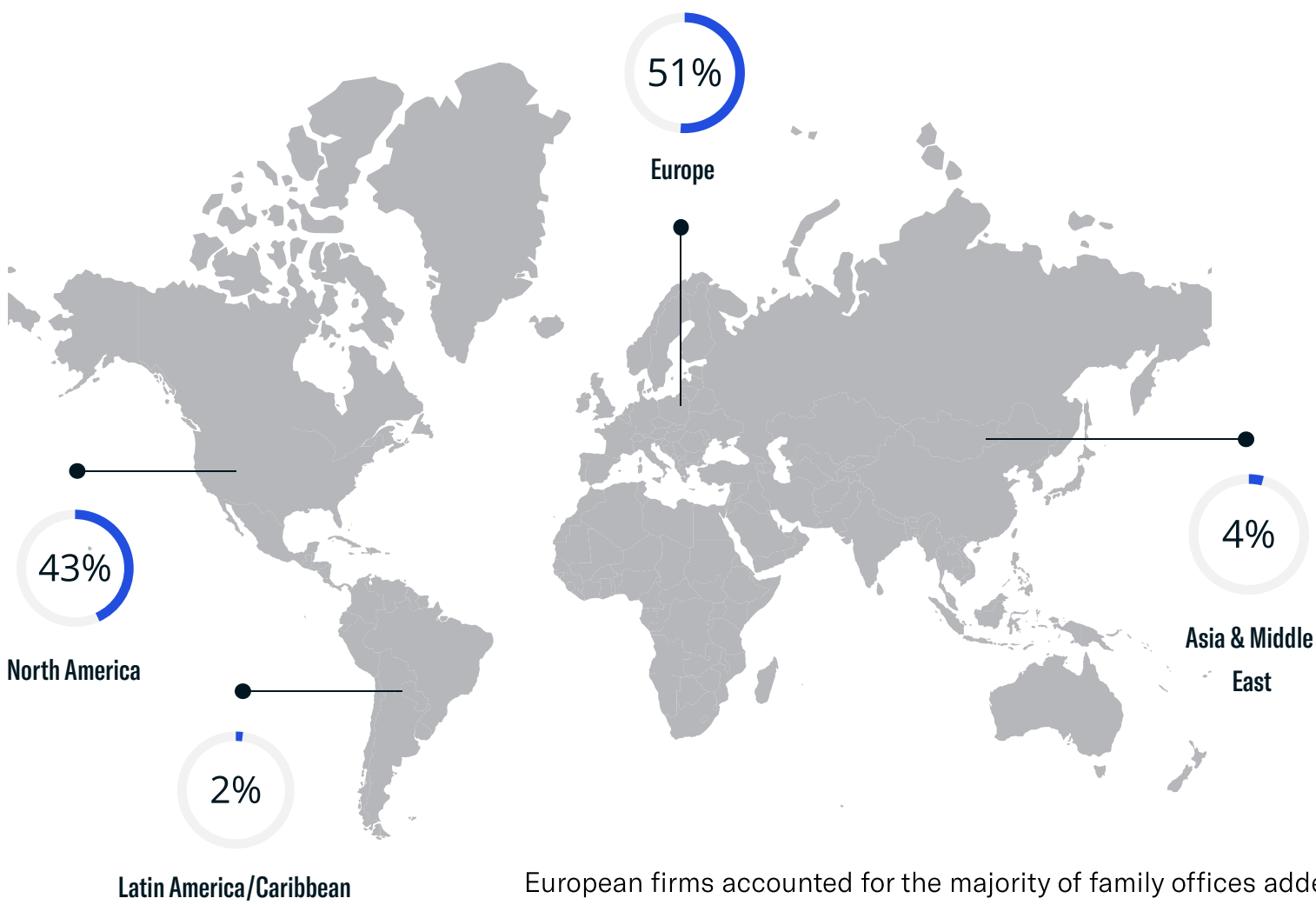
Asset Class Interest Breakdown



For the newly added family offices, direct investment into private companies remained the top asset class at 82% of firms. Private equity followed at 44% and real estate was third at 36%.

Family Office Geographical Breakdown

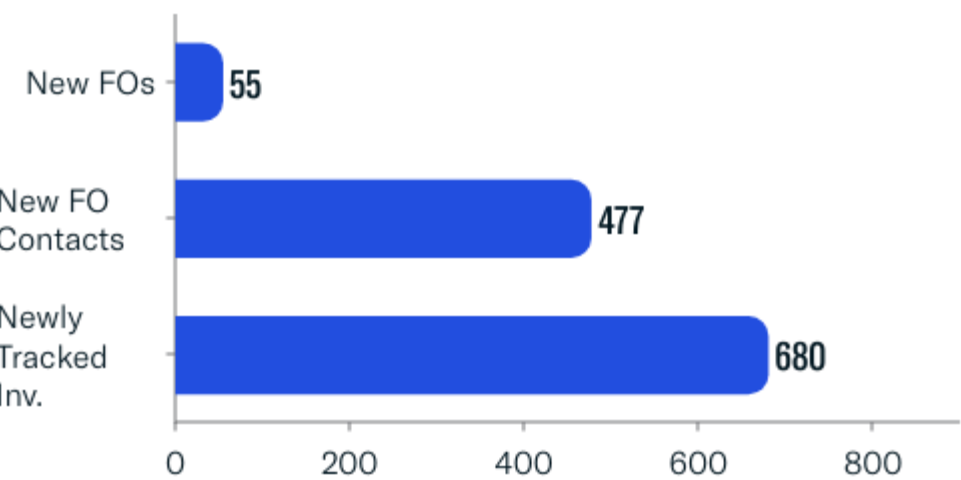
Firm Locations for Family Offices Added in November



European firms accounted for the majority of family offices added in November at 51% of offices, followed by North American offices at 43%. The remaining regions, Asia & Middle East and Latin America/Caribbean, made up the remaining family offices.

Family Office Platform Additions

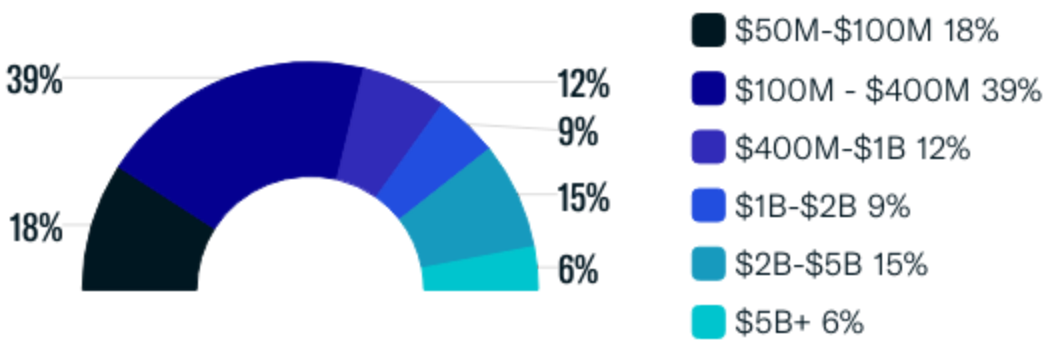
Newly Added Family Offices, Family Office Contacts & Tracked Investments



Assets Under Management (AUM)

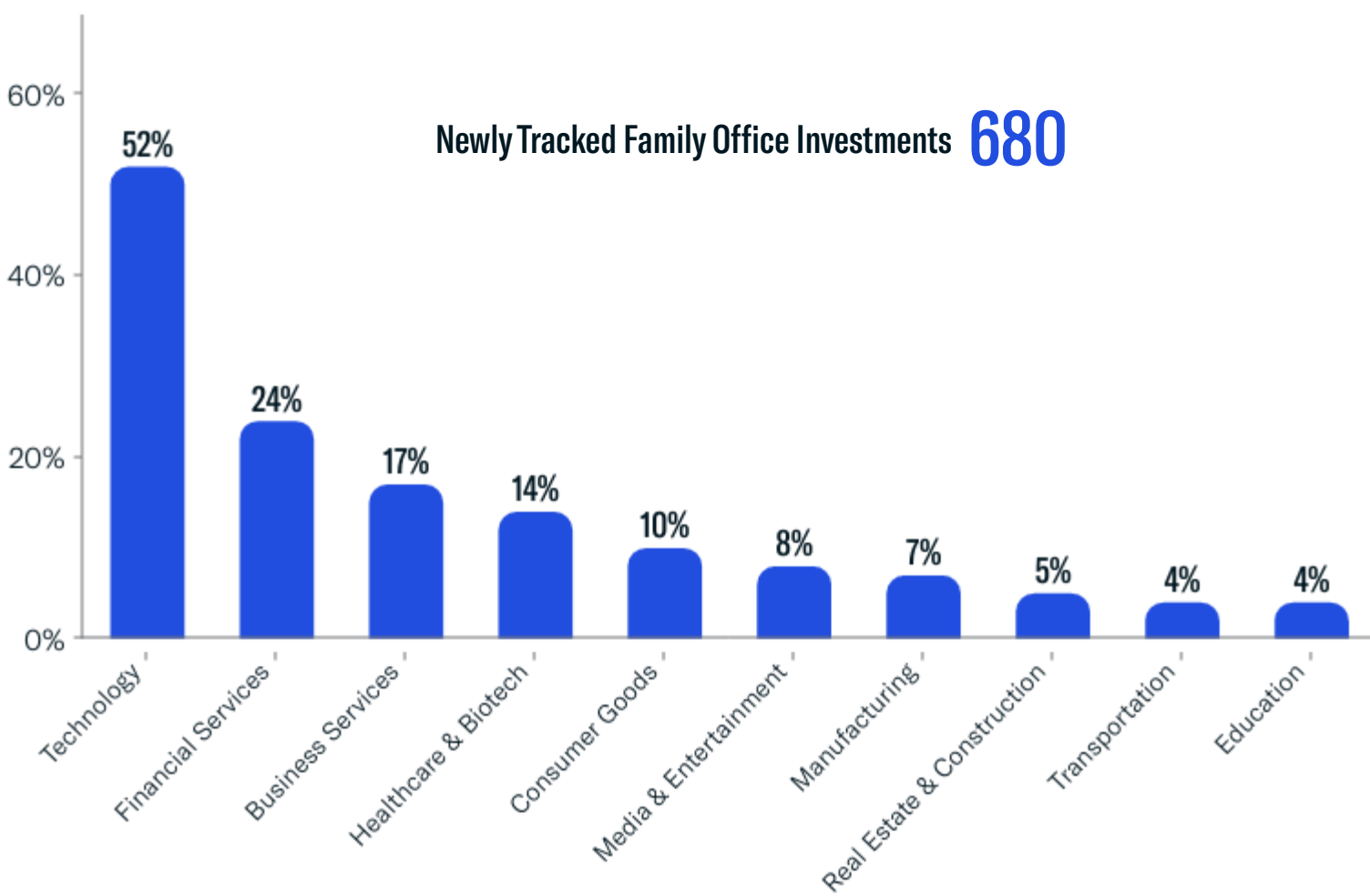
Newly Added Family Offices that Disclosed their AUM

A majority (57%) of family offices added in November manage less than \$400 million in assets on behalf of their clients. Only 6% of added firms manage more than \$5 billion.



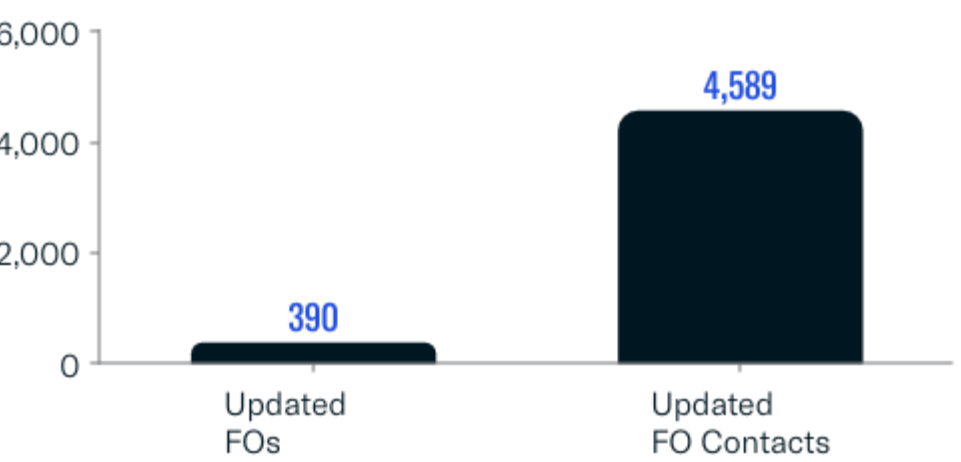
Newly Tracked Family Office Investments: Top 10 Sectors of Interest

The large majority of new family office investments tracked in November were made into Technology companies, accounting for more than 350 direct transactions. Other top sectors of interest included financial services, business services, healthcare & biotechnology and consumer goods.

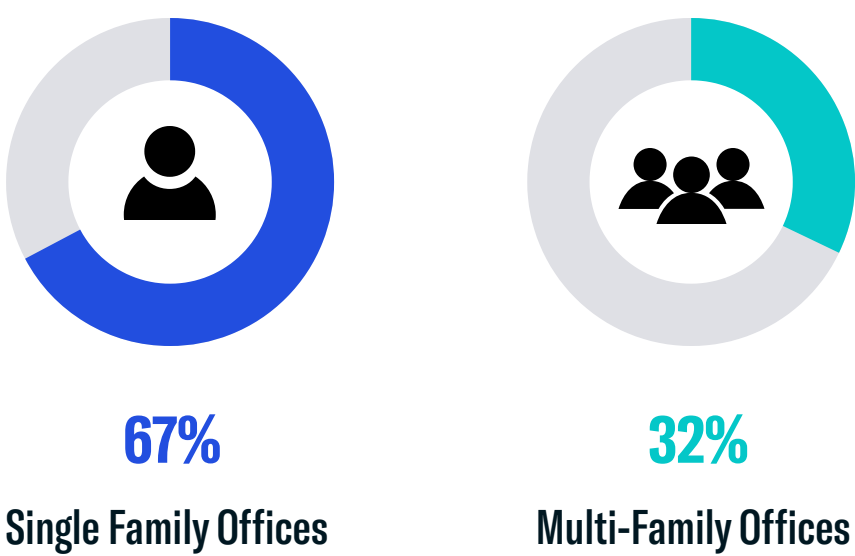


Updated Family Office Entities

Updated Family Offices & Family Office Contacts



Single Family Office vs Multi-Family Office Breakdown



Registered Investment Advisor (RIA) Data Report: November 2023



All data was compiled using the [FINTRX Registered Investment Advisor \(RIA\) Data Platform](#)

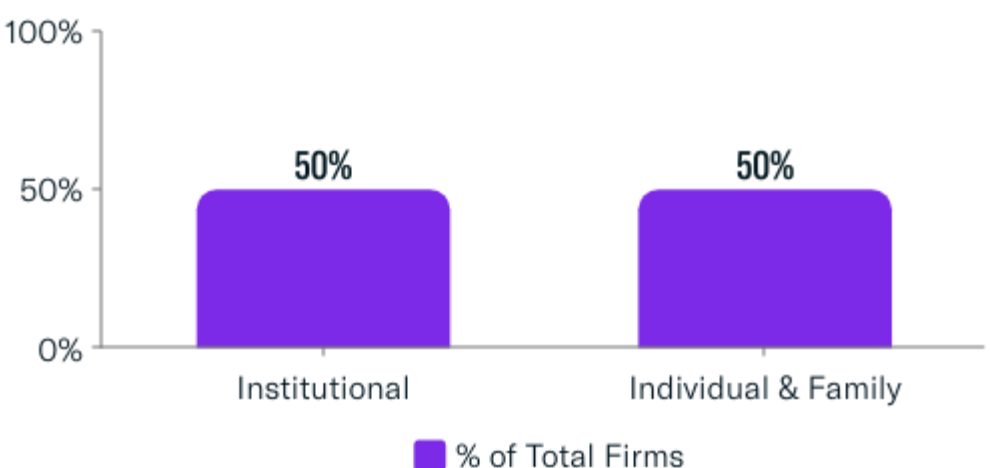
RIA Data Highlights

New Platform Additions for November

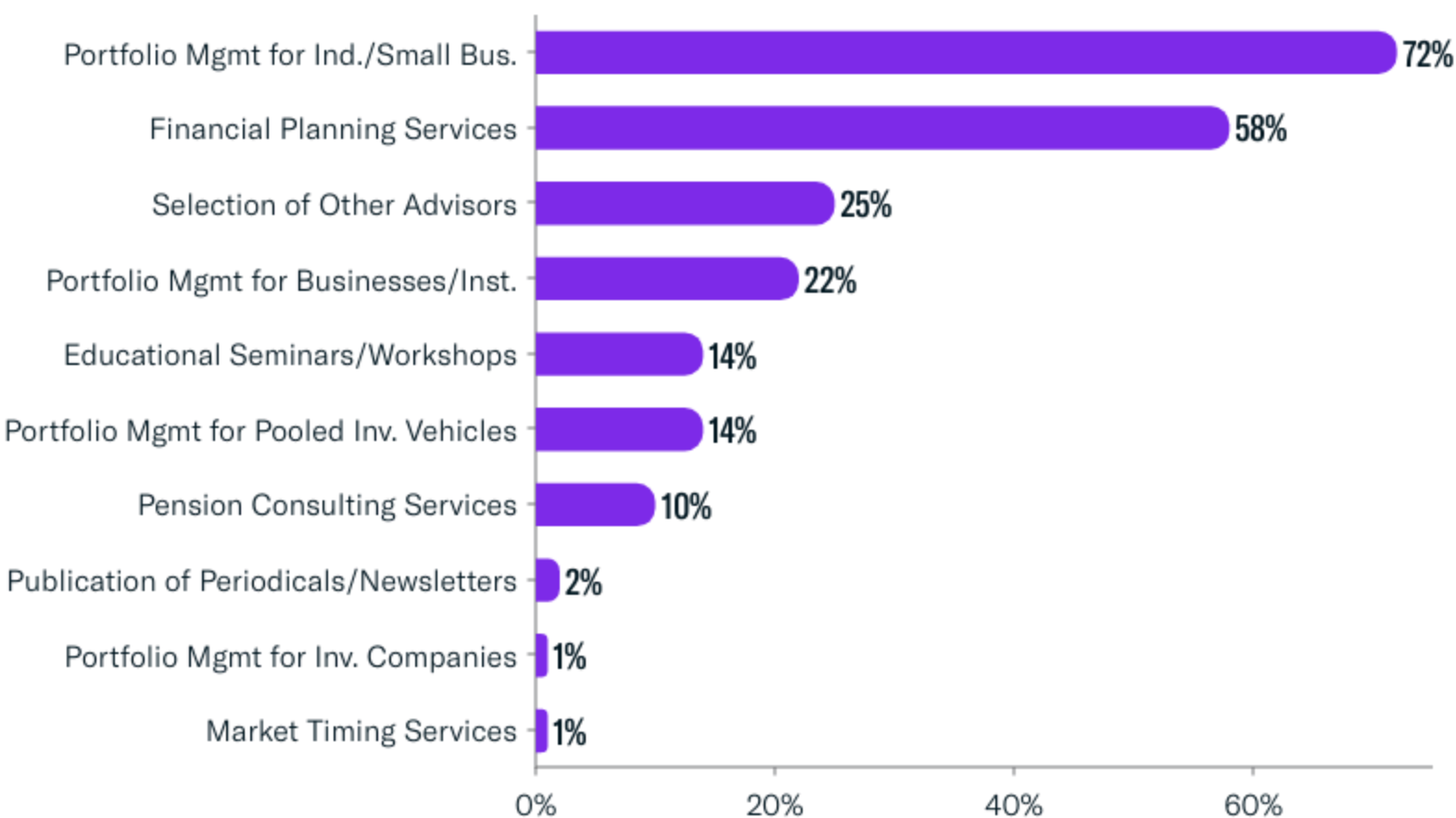
- Total Registered Entities (including Dually Registered): **157**
- Total Registered Contacts: **4,460+**
- Total Accounts: **2,940+**
- Firms Using Alternatives: **107** or **68%**
- Total AUM Added by New RIA Firms: **\$12.2 Billion**

RIA Client Base Breakdown

There was an even distribution of institutional clients (50%) vs. individuals (50%) amongst the RIA firms added to FINTRX in November.



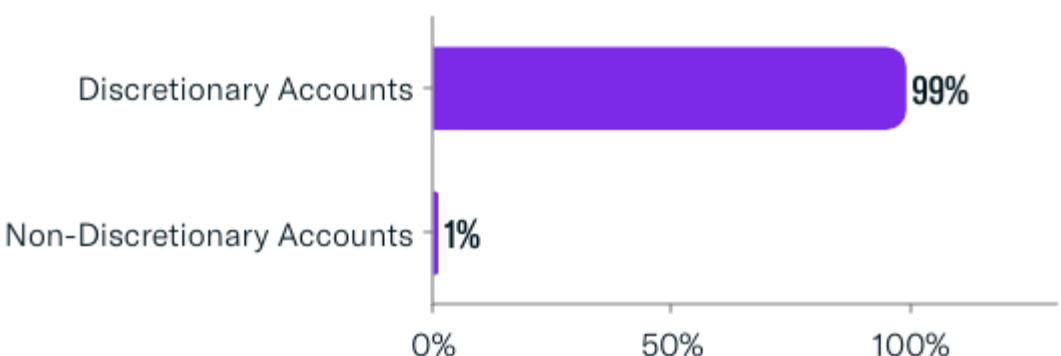
RIA Services Provided



Of the new RIA firms incorporated into the FINTRX dataset, 72% offer portfolio management for individuals and small businesses, while 58% provide financial planning services. It is important to note that RIA firms typically offer more than one service.

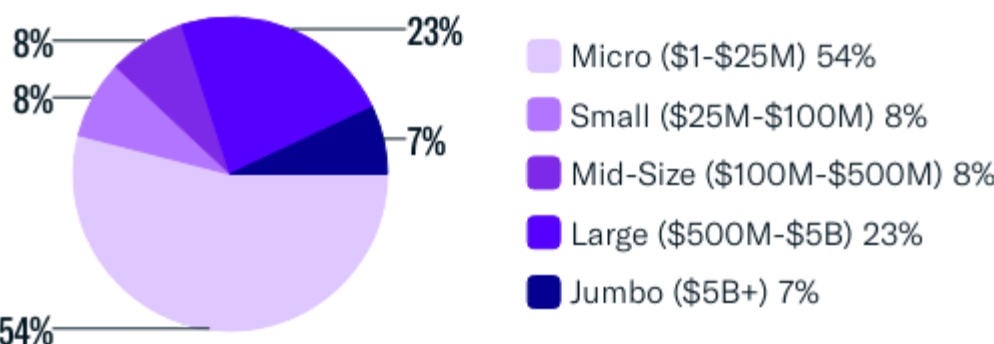
Accounts Breakdown

Discretionary vs Non-Discretionary Accounts Added



The [FINTRX RIA dataset](#) continued to see a significant addition of discretionary accounts in November, making up over 99% of new accounts added.

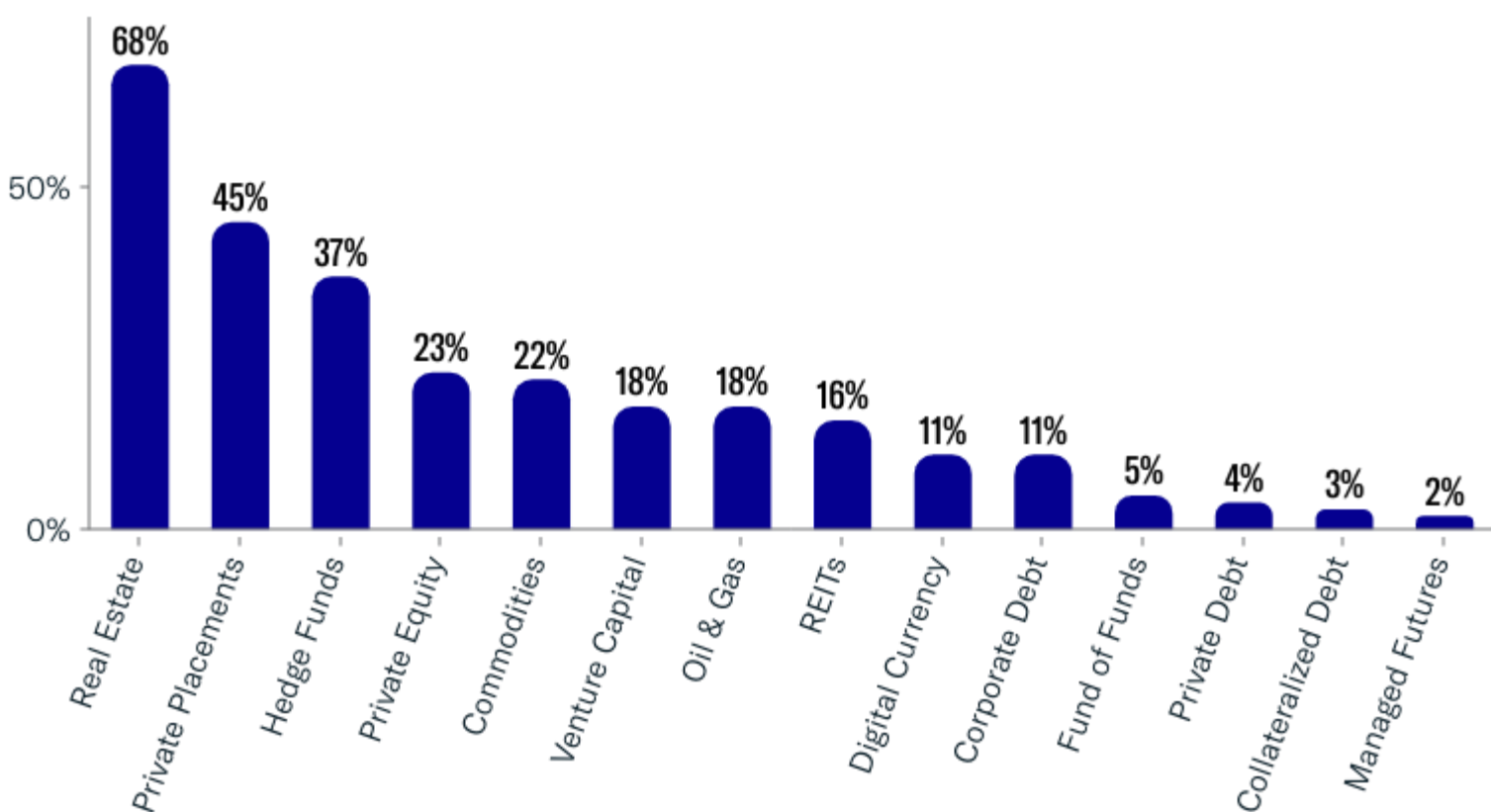
Firm Size by Assets Under Management



November saw a dramatic shift towards smaller firms, with a majority (54%) of new RIAs classified as 'Micro' groups, with assets under management between \$1 and \$25M.

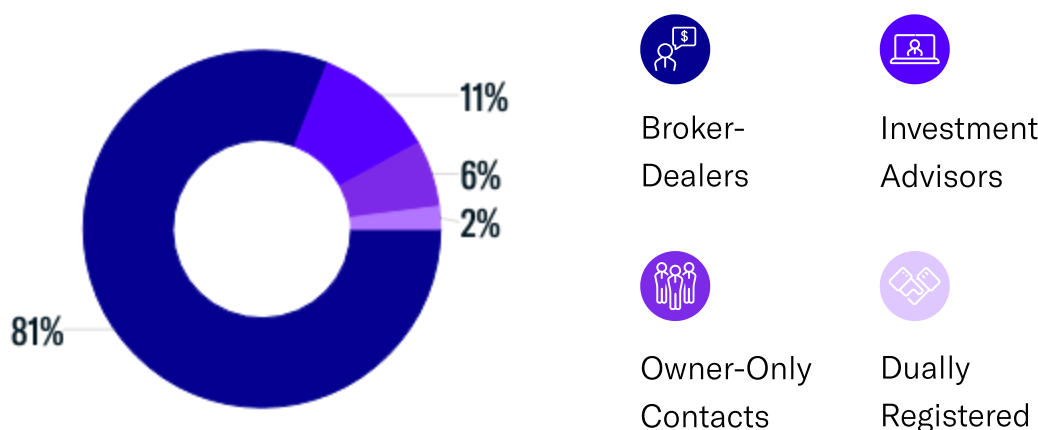
Alternative Investments Utilized

The most popular alternative investment amongst newly-added RIA firms in November was real estate, with 68% including it in their investment portfolios. A smaller portion displayed interest in private placements (45%), hedge funds (37%) and private equity (23%). November also saw an increase in allocation toward commodities, with 22% of firms displaying interest.



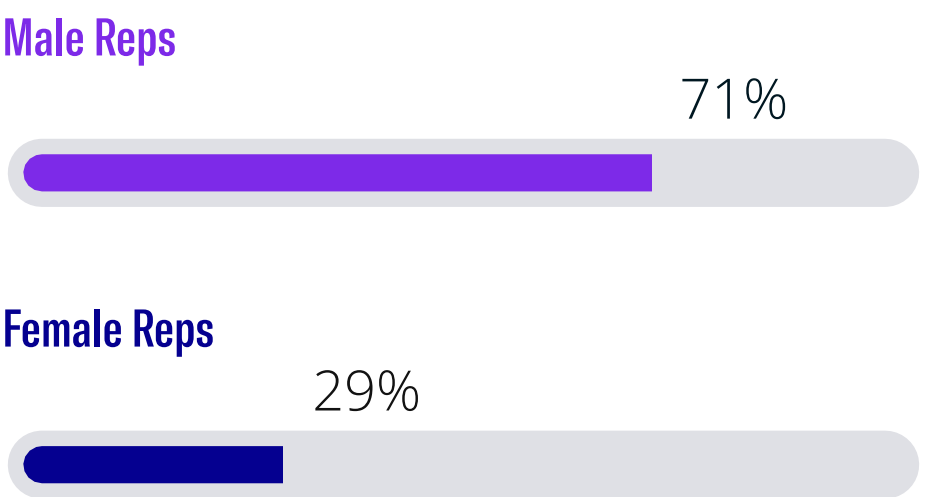
Contact Breakdown by Rep Type

A majority (81%) of newly added RIA representatives are registered as broker dealers. Smaller segments included those registered as investment advisors at 11%, while owners and contacts dually registered as IAs & broker dealers made up a combined 8%.



Rep Breakdown by Gender

Male vs Female Reps



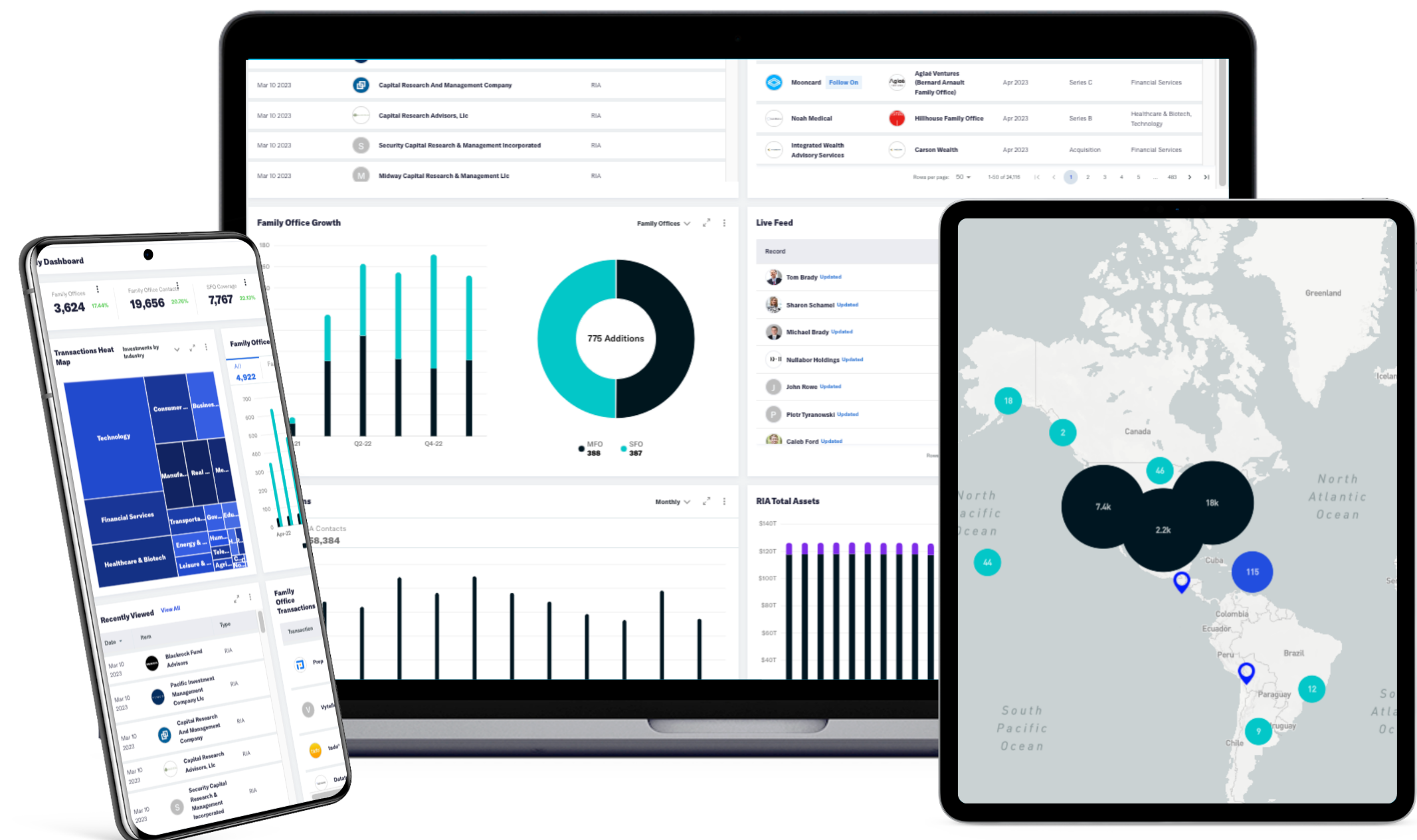
About FINTRX

FINTRX is a unified data & research platform providing comprehensive data intelligence on **850,000+** family office & investment advisor records, each designed to help asset-raising professionals identify, access & map the global private wealth ecosystem.

FINTRX data intelligence covers nearly **4,000** family offices, **21,000+** family office contacts, **40,000+** registered investment advisor entities, and **746,000+** registered reps. Data for each record is sourced from **10+** public & private sources. Equipped with **375+** search filters, FINTRX allows you to [seamlessly track](#) where family office & investment advisor capital is flowing, uncover allocation trends, break down investments by sector & size, understand future investment plans and more.

FINTRX provides in-depth dossiers on each family office & investment advisor, allowing asset-raising professionals to access AUM, source of wealth, investment criteria, past investments made, advisor growth signals, sectors and industries of interest and so much more.

While FINTRX is primarily designed to help asset managers and financial professionals, high-net-worth families, entrepreneurs and next-generation wealth owners can also benefit from our platform in a number of ways. [Streamline investor discovery & boost your capital-raising efforts today!](#)



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