



LOCATION
Northern Bay Area

REVENUE
\$968,988

ASKING
\$2,300,000

This hybrid advisory practice is located in the northern Bay Area of California. This practice provides comprehensive portfolio management and financial planning services to 172 households. The principals of this practice employ a team approach to providing each of the practice’s clients with a personalized wealth management experience. The trailing 12 months’ gross revenue for this practice is approximately \$970,000, 93% of which is from managing \$121 million in assets.

This is a Sell and Stay opportunity as both principals and two staff members would like to remain post-sale. The ideal buyer would be a well-established RIA or hybrid firm with at least one Certified Financial Planner® on staff and a proven track record of providing high touch, personalized wealth management service to clients. There is office space available for lease that would be ideal for a firm interested in opening a satellite office in the area.

PRACTICE INFORMATION

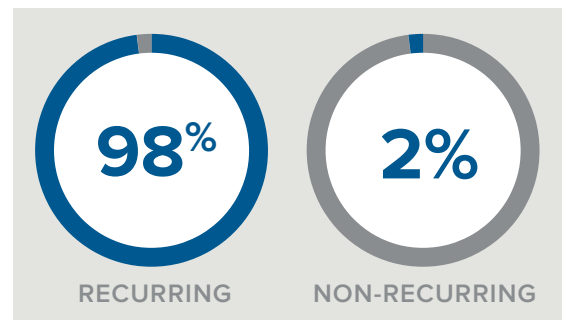
Assets Under Advisory	\$145,375,702
Assets Under Management	\$121,179,130
Households	172
Form of Ownership	S Corp
Total Number of Employees	4

INQUIRE NOW

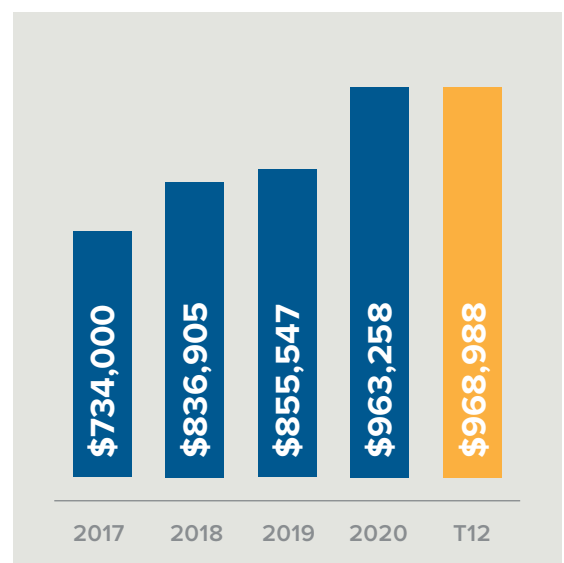
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REVENUE



HISTORICAL REVENUE





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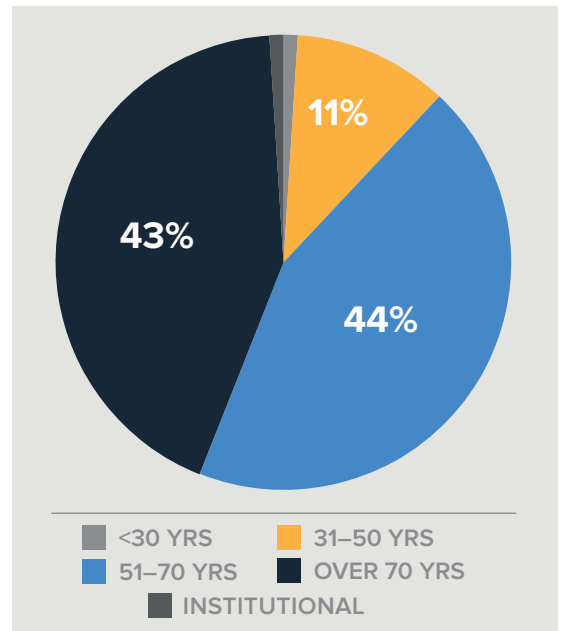
SELLER INFORMATION

Licenses	7, 24, 66
Designations	CFP®
Education	Master's Degree
Years in Industry	42
Seller's Age Range	65-70
Insurance Lines Carried	Life, Health, Disability, LTC

SOURCES OF REVENUE

	RECURRING REVENUE	NON-RECURRING REVENUE
FEE-BASED		
Fees from AUM	\$884,834	
3rd Party Managed Assets	\$15,959	
SECURITIES-BASED		
Stocks		\$104
Mutual Funds	\$27,152	\$3,917
Variable Annuities	\$23,347	
Other	\$2,879	\$2,398
HOURLY-BASED		
Financial Planning		\$6,746
INSURANCE-BASED		
Term Life	\$1,653	
TOTALS		
	\$955,842	\$13,165

CLIENT DEMOGRAPHICS



REVENUE SOURCES

