



LOCATION
New York

REVENUE
1,786,597

ASKING
4,800,000

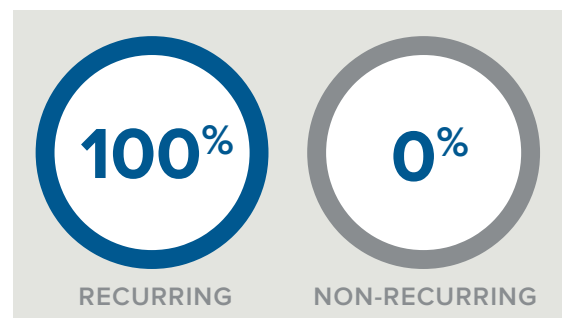
This upstate New York-based RIA is focused on providing its 180 households with bespoke active asset management. This RIA is hyper-focused on maximizing each client’s investment returns while minimizing their risk. In 2020, this RIA generated \$1,786,597.00 in gross revenue, 99% of which was from managing just over \$1 billion in client assets.

The acquisition partner for this firm must be a well-established RIA firm with an active management investment philosophy, a commitment to providing exceptional high-touch client service, and experience with institutional clients. The partner firm should also have a CFA® and other experienced, well-credentialed advisors on staff and be willing to retain 3 of the RIA’s existing support staff. This RIA would make a great addition to a firm that seeks to add to or expand its asset management capabilities in the Northeast and Southeast, as the firm’s clients are concentrated in those two areas.

PRACTICE INFORMATION

| | |
|---------------------------|-----------------|
| Assets Under Advisory | \$1,005,697,205 |
| Assets Under Management | \$485,973,126 |
| Form of Ownership | S Corp. |
| Total Number of Employees | 7 |

REVENUE

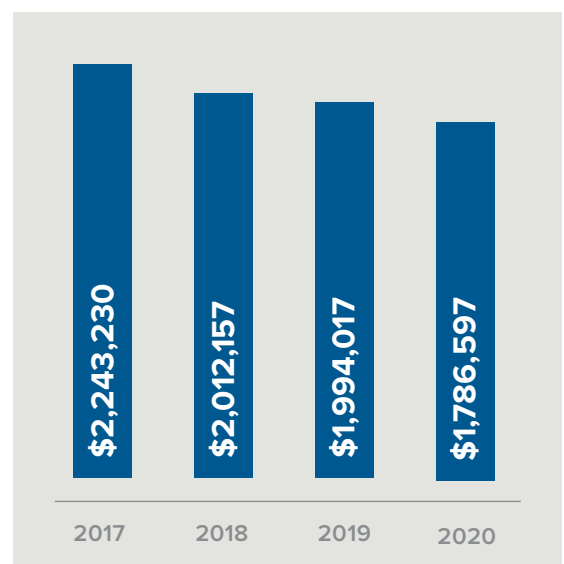


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HISTORICAL REVENUE





LOCATION
New York

REVENUE
\$1,786,597

ASKING
\$4,800,000

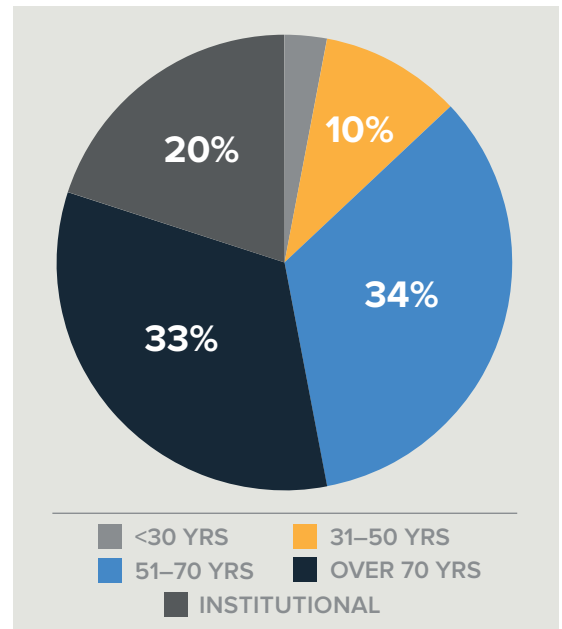
SELLER INFORMATION

| | |
|-------------------|------------------------------------|
| Licenses | 66, 73 |
| Designations | CFA®, MBA |
| Education | Bachelor's Degree, Master's Degree |
| Years in Industry | 51 |

SOURCES OF REVENUE

| | RECURRING REVENUE | NON-RECURRING REVENUE |
|---------------------|--------------------|-----------------------|
| FEE-BASED | | |
| Fees from AUM | \$1,768,871 | |
| Other | \$7,726 | |
| HOURLY-BASED | | |
| Other | \$10,000 | |
| TOTALS | | |
| | \$1,786,597 | |

CLIENT DEMOGRAPHICS



REVENUE SOURCES

