LISTING 21-353

LOCATION	REVENUE	ASKING
South San Francisco Bay	$809,077	$2,000,000

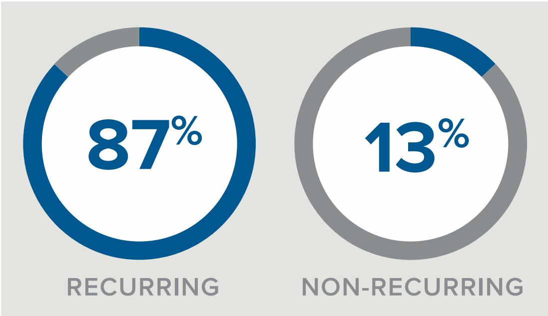
This South San Francisco Bay area hybrid RIA is focused on providing each of its 98 households, many of whom are technology company employees or small business owners, with customized financial planning, asset management, and tax planning solutions. This practice's trailing 12-month revenue is $809,077, $532,213 of which is recurring revenue from managing approximately $86 million in assets. With over 25 years in business and a well-established client base, this practice presents an opportunity for a firm seeking to expand or establish a presence in the Bay Area.

The ideal buyer for this practice would be a well-established hybrid RIA firm that can provide the clients with the personalized guidance and service that they have come to expect. The buyer should have at least one CFP on staff and be willing to retain the practice's two administrative staff members post-sale.

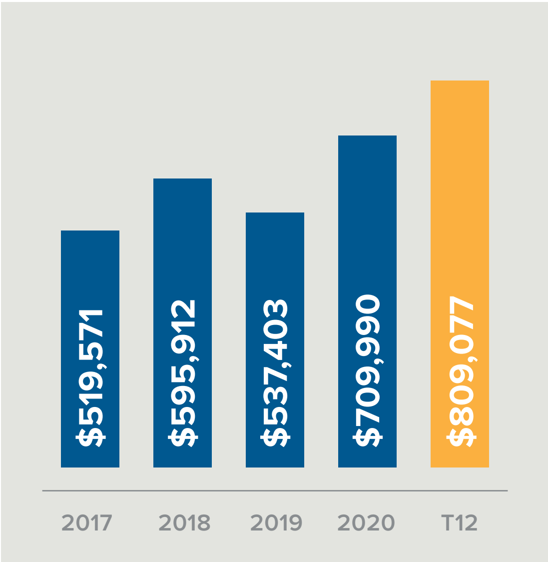
PRACTICE INFORMATION

Total Assets Under Advisory	$111,820,567
Assets Under Management	$86,302,411
Households	98
Form of Ownership	LLC
Total Number of Employees	2
Billing Management Software	Morningstar

REVENUE



HISTORICAL REVENUE



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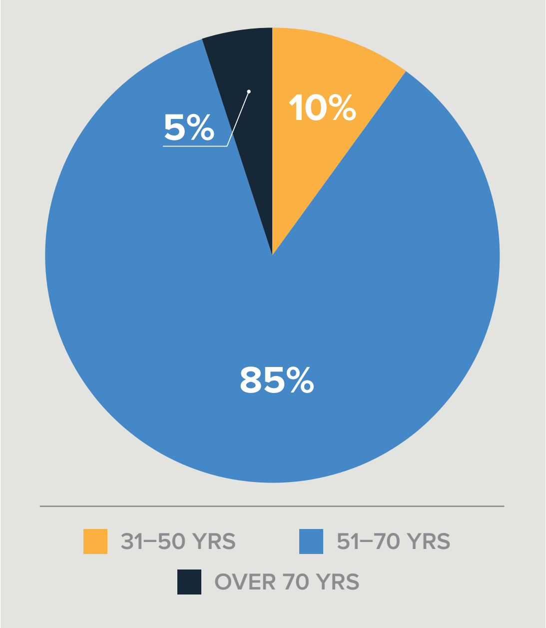
SELLER INFORMATION

Licenses	7, 24, 63
Designations	CFP
Education	Bachelor's Degree
Years in Industry	25
Seller's Age Range	50-60
Insurance Lines Carried	Life, LTC
Currently Licensed?	Yes

SOURCES OF REVENUE

	RECURRING REVENUE	NON-RECURRING REVENUE
FEE-BASED		
Fees from AUM	$532,213	
SECURITIES - BASED		
Mutual Funds	$1,036	
Variable Annuities	$147,556	$81,543
HOURLY-BASED		
Financial Planning	$22,769	$23,900
Other		$60
TOTALS		
	$703,574	**$105,503**

CLIENT DEMOGRAPHICS



REVENUE SOURCES