FINANCIAL ADVISOR



KNOWLEDGE FOR THE SOPHISTICATED ADVISOR

July/August 2024 • www.fa-mag.com

Time To Point Fingers

Who is responsible for growth at your firm?

A Second Home: Dream House Or Nightmare?

Not everyone likes having another property.

Beyond The Risk Score

Risk questionnaires are an imperfect way to match people's finances to goals.



FA 's	2024 RIA RA	NKING	ibi
2023 TOTAL ASSETS	FIRM NAME	LOCATION	YEAR 2023 AS

	PPAGE N
Commonwealth	W

WISDOMTREE"

2023 DTAL ASSETS RANK	FIRM NAME	LOCATION	YEAR END 2023 ASSETS (\$MM)*	% GROWTH IN ASSETS 2022-2023	ASSETS PER CLIENT (\$MM)**	% GROWTH IN ASSETS PER CLIENT	% CHANGE IN NO. OF CLIENTS
100	Cassaday & Company	McLean, Va.	4,975.02	23.33%	1.66	18.85%	3.77%
101	Index Fund Advisors	Irvine, Calif.	4,954.89	13.81%	2.04	15.22%	-1.22%
102	Truepoint Wealth Counsel	Cincinnati, Ohio	4,935.60	17.22%	2.72	13.21%	3.54%
103	Robertson Stephens Wealth Management	San Francisco, Calif.	4,932.27	33.52%	4.12	16.10%	15.00%
104	Miracle Mile Advisors	Los Angeles, Calif.	4,895.70	18.52%	2.60	12.93%	4.95%
105	Grimes & Company	Westborough, Mass.	4,850.37	16.10%	1.35	14.91%	1.04%
106	Baker Tilly Wealth Management	Madison, Wis.	4,800.23	22.71%	4.96	26.64%	-3.11%
107	Callan Family Office	Radnor, Pa.	4,767.78	34.65%	144.48	91.77%	-29.79%
108	Mayflower Advisors	Boston, Mass.	4,675.58	275.98%	4.88	212.40%	20.35%
109	Chicago Partners Wealth Advisors	Chicago, Ill.	4,592.82	19.96%	2.30	2.42%	17.13%
110	Klingenstein Fields Advisors	New York, N.Y.	4,590.01	6.39%	8.81	8.02%	-1.51%
111	Carnegie Investment Counsel	Pepper Pike, Ohio	4,519.65	30.24%	2.10	24.06%	4.98%
112	Allegheny Financial Group	Pittsburgh, Pa.	4,472.17	18.00%	1.24	6.92%	10.37%
113	PermCap Investment Office	Charleston, S.C.	4,462.88	6.42%	106.26	19.09%	-10.64%
114	Crescent Grove Advisors	Lake Forest, III.	4,455.15	13.86%	12.41	11.00%	2.57%
115	Bordeaux Wealth Advisors	Menlo Park, Calif.	4,437.47	10.75%	20.08	23.78%	-10.53%
116	Kovack Advisors	Fort Lauderdale, Fla.	4,287.82	17.45%	0.35	5.69%	11.13%
117	Linscomb Wealth	Houston, Texas	4,287.25	0.72%	2.44	8.74%	-7.38%
118	Moran Wealth Management	Naples, Fla.	4,266.89	5.29%	2.30	13.17%	-6.96%
119	Westmount Partners	Los Angeles, Calif.	4,259.36	19.46%	2.90	11.00%	7.61%
120	Hamilton Capital	Columbus, Ohio	4,219.86	12.29%	1.51	7.58%	4.38%
121	TCI Wealth Advisors	Tucson, Ariz.	4,091.67	19.24%	1.38	9.80%	8.59%
122	SYM Financial Advisors	Winona Lake, Ind.	4,055.39	21.77%	2.44	6.96%	13.85%
123	Finaccess Advisors	Miami, Fla.	4,047.02	-2.24%	40.07	1.63%	-3.81%
124	Adero Partners	Pleasanton, Calif.	4,035.67	19.52%	4.45	18.07%	1.23%
125	Brownson, Rehmus & Foxworth	Chicago, III.	4,026.36	8.17%	15.73	7.75%	0.39%
126	Advance Capital Management	Southfield, Mich.	4,023.48	12.70%	0.58	9.49%	2.93%
127	Certuity	North Palm Beach, Fla.	3,961.77	8.79%	6.84	-14.51%	27.25%
128	TFO Wealth Partners	Maumee, Ohio	3,932.50	21.99%	1.69	-17.76%	48.34%
129	Constellation Wealth Advisors	Cincinnati, Ohio	3,900.16	27.99%	15.60	22.87%	4.179
130	Clifford Swan Investment Counselors	Pasadena, Calif.	3,848.00	6.01%	4.12	7.26%	-1.179
131	TFO Family Office Partners	Phoenix, Ariz.	3,824.06	14.48%	14.76	4.31%	9.75%
132	Mainstay Capital Management	Grand Blanc, Mich.	3,717.39	8.15%	1.04	14.34%	-5.429
133	Heritage Investors Management Co. ±	Bethesda, Md.	3,663.86	17.18%	4.81	10.55%	5.99%
134	Wharton Business Group	Malvern, Pa.	3,652.38	6.77%	30.44	12.10%	-4.769
135	Foster Group	West Des Moines, Iowa	3,611.66	17.14%	1.86	10.57%	5.94%
136	Merriman Wealth Management	Seattle, Wash.	3,605.82	9.36%	1.55	11.43%	-1.86%
137	Retirement Planners of America	Plano, Texas	3,559.53	0.61%	0.54	1.56%	-0.94%
138	Chicago Capital	Chicago, III.	3,525.46	56.14%	5.17	35.08%	15.59%
139	Carlson Capital Management	Northfield, Minn.	3,502.69	17.02%	2.67	12.55%	3.97%
140	Sand Hill Global Advisors	Palo Alto, Calif.	3,443.77	13.36%	6.41	4.07%	8.929
141 / 5	HoyleCohen Wealth Management	San Diego, Calif.	3,430.17	11.16%	1.99	-6.36%	18.709
142	Bragg Financial Advisors	Charlotte, N.C.	3,423.86	22.34%	8.52	21.73%	0.50%
143	Matter Family Office	Saint Louis, Mo.	3,400.00	9.68%	25.00	4.84%	4.629
144	JFS Wealth Advisors	Hermitage, Pa.	3,389.35	13.60%	1.58	12.11%	1.329
145		Philadelphia, Pa.	3,384.00	6.75%	6.45	1.67%	5.00%
145	Wescott Financial Advisory Group Accredited Investors Wealth Management	Edina, Minn.	3,359.36	13.63%	5.62	12.68%	0.849
	an an an a' fair an		3,349.37	13.63%	5.62 4.89	8.71%	8.219
147 148	Schechter Investment Advisors	Birmingham, Mich.	3,341.15		13.64	3.42%	7.469
140	True North Advisors Sowell Management	Dallas, Texas North Little Rock, Ark.	3,329.40	11.13% 18.52%	0.33	4.23%	13.719

*Average assets per client relationship. **AUM is the combined totals for Evoke Advisors and Advanced Research Investment Solutions (merged as of 5/2020). †AUM based on fiscal year end 5/31/23. †† AUM as of 2/24 as reported on latest ADV form. ‡ AUM as of 2/24 as reported on latest ADV form. ‡AUM is nucleaseste managed by Corient, and firms in which Corient has an investment. Not all assets are considered regulatory assets as defined in their Form ADV. §AUM and client numbers are as of 12/31/23 for Wealthspire Advisors and its subsidiaries, separately registered investment advisors and subsidiary companies of NFP, an Aon company. §§Cary Street Partners Financial is the parent company to Cary Street Partners Investment Advisory.