



LOCATION

Central California Coast

REVENUE

\$494,716

ASKING

\$1,200,000

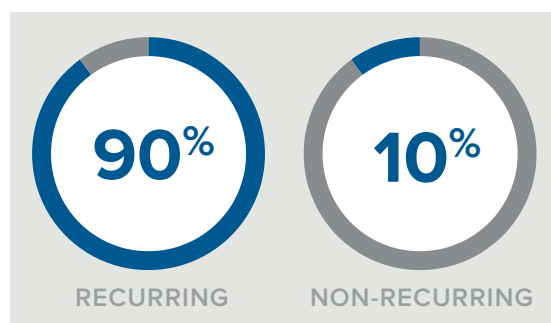
This fee-only RIA practice, located on California’s Central Coast, emphasizes providing its clients with current, informed investment and financial planning advice. The practice’s current annual revenue is approximately \$495,000, of which over \$435,000 is recurring revenue from fees on approximately \$46 million in assets, with the remaining revenue generated by financial, tax, estate planning, and third-party managed asset services. Started 32 years ago, this practice offers a loyal client base, all located in California, and a robust referral pipeline.

The preferred buyer would be a well-established RIA or hybrid with experience in trust and estate tax work and a dedication to client service. The seller would prefer a buyer with a local presence. The seller also seeks a buyer with at least one staff member with the Certified Financial Planner™ designation. One non-licensed staff member would like to remain with the firm post sale.

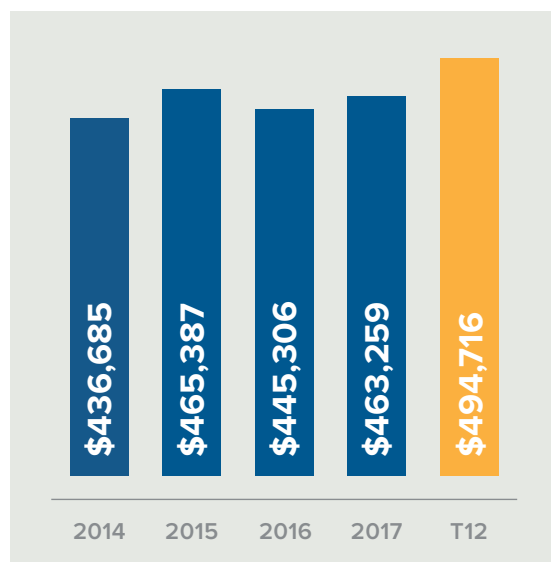
PRACTICE INFORMATION

Total Assets Under Advisory	\$50,705,439
Assets Under Management	\$46,156,719
Form of Ownership	S-Corp
Total Number of Employees	1
<i>Unlicensed Employees</i>	1
Billing Management Software	Portfolio Services
Number of Branch Offices	1
Errors & Omissions Insurance?	No
% of Overhead/Expenses	24%

REVENUE



HISTORICAL REVENUE



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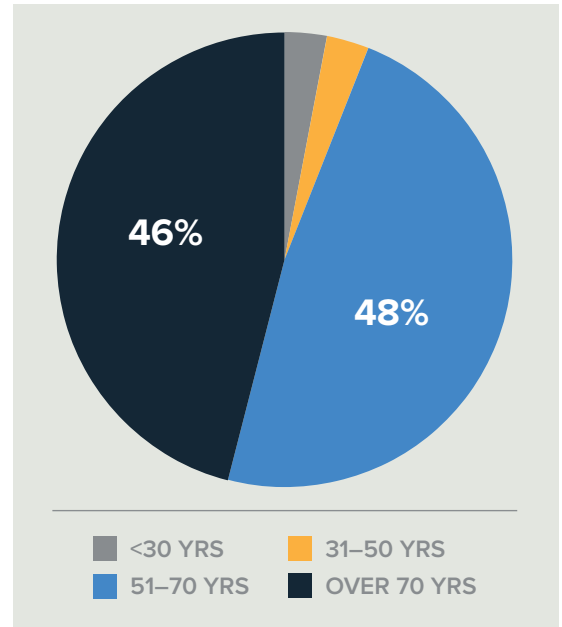
**REVENUE**  
\$494,716

**ASKING**  
\$1,200,000

**SELLER INFORMATION**

Licenses	65, 66
Designations	CFP, PFS
Years in Business	32
Years in Industry	32
Seller's Age Range	65-75
Currently Licensed?	Yes

**CLIENT DEMOGRAPHICS**



**SOURCES OF REVENUE**

	RECURRING REVENUE	NON-RECURRING REVENUE
<b>FEE-BASED</b>		
Fees from AUM	\$435,790	
Third-Party Assets	\$7,395	
<b>HOURLY-BASED</b>		
Financial Planning		\$2,776
Taxes		\$28,915
Estate		\$19,365
Other		\$475
<b>TOTALS</b>		
	<b>\$443,185</b>	<b>\$51,531</b>

**REVENUE SOURCES**

