FP TRANSITIONS®

LISTING 19-274

LOCATION	REVENUE	ASKING
Upstate New York	$2,079,520	$5,400,000

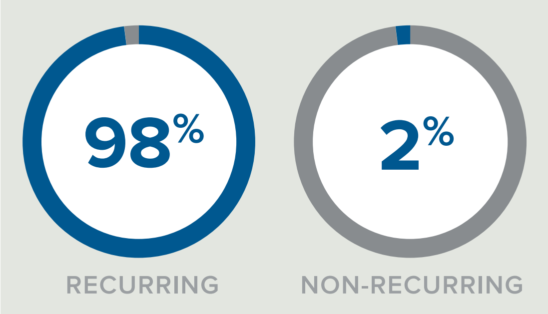
This RIA in New York provides clients with comprehensive wealth management services, including investment management, retirement and estate planning, tax planning and compliance, and family office services, among other specialties. The client base of 245 households are mainly high-net worth individuals ($2,000,000+ in AUM) and multi-generational families concentrated in the Northeast. With steady growth and current revenue of $2.079 million on more than $362 million in assets, this practice would make a great addition to a larger firm.

The seller's ideal buyer match would be a fee-only fiduciary RIA with a client-first mentality and a commitment to providing exceptional service to each client. The buyer must offer a full array of wealth management capabilities including tax compliance under one roof, comparable to the capabilities and offerings for current clients. The buyer must also have high technological proficiency. The principals and at least 7 of the professional staff members of this RIA wish to remain post sale, although, at least for the principals, their glide paths range from approximately 3 to 15 years post-sale.

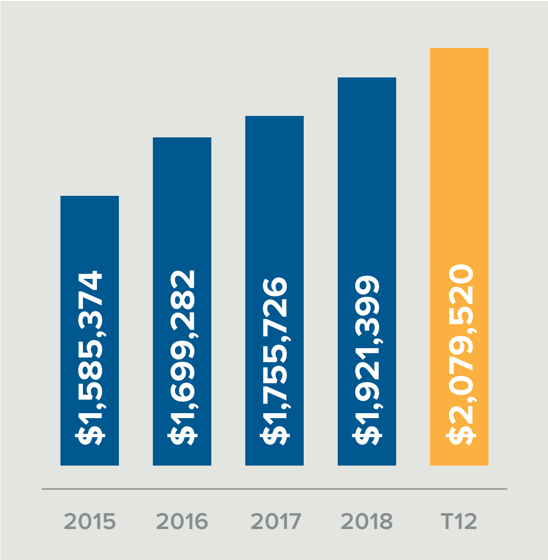
PRACTICE INFORMATION

Assets Under Advisory	$362,732,126
Households	245
Form of Ownership	LLC
Total Number of Employees	14
Licensed Employees	10
Unlicensed Employees	4
Number of Branch Offices	2

REVENUE



HISTORICAL REVENUE



INQUIRE NOW

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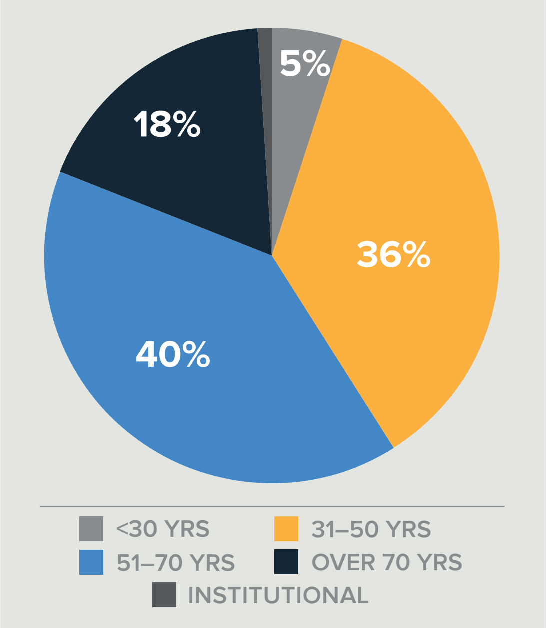
SELLER INFORMATION

Designations	CPA, CFP, PFS, JD
Education	Bachelor's Degree, JD
Years in Industry	40
Seller's Age Range	47–65

SOURCES OF REVENUE

	RECURRING REVENUE	NON-RECURRING REVENUE
FEE-BASED		
Fees from AUM	$592,244	
Other	$1,361,536	
HOURLY-BASED		
Financial Planning		$18,615
Taxes		$20,086
Other	$87,039	
TOTALS		
	$2,040,819	**$38,701**

CLIENT DEMOGRAPHICS



REVENUE SOURCES