



LOCATION
Arizona

REVENUE
\$2,526,770

ASKING
Negotiable

This Arizona-based RIA is a comprehensive, holistic, goal-based financial planning and investment advisory firm that ensures its 276 client households receive a high-touch, boutique experience. In addition to fixed fee financial planning, this firm builds most of its portfolios in-house using stocks, bonds, mutual funds, and alternatives. In 2021, this firm generated over \$2.5 million in revenue, approximately 89.5% from managing roughly \$200 million in assets, 10% from financial planning, and .5% from insurance commissions.

This is a Sell & Stay® opportunity with the founding principal and the junior partners seeking meaningful employment with their chosen acquisition partner. The ideal partner for this RIA would be a well-established, tech-savvy RIA that would provide back-office support so the team can focus on business development. This is an excellent opportunity for a buyer looking to expand into the Southwestern United States that has a bespoke client offering, including goal-based financial planning.

FIRM INFORMATION

Assets Under Management	\$200,000,000
Households	276
Form of Ownership	S Corp.
Full-Time Employees	4
Owners	1

REVENUE



RECURRING



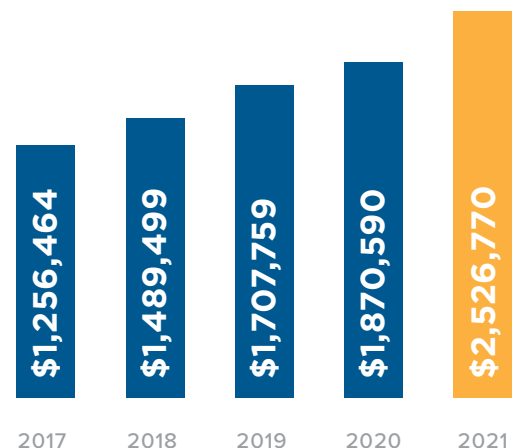
NON-RECURRING

INQUIRE NOW

Visit fptransitions.com/22-389-inquire or log in to your member portal to express your interest.

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HISTORICAL REVENUE





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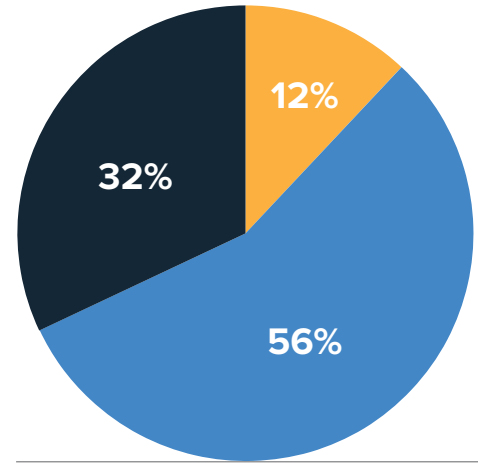
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TECH STACK

Billing Management Software	Orion
Portfolio Management System	Orion
Customer Relationship Manager	RedTail
Financial Planning Software	MoneyGuidePro

CLIENT DEMOGRAPHICS

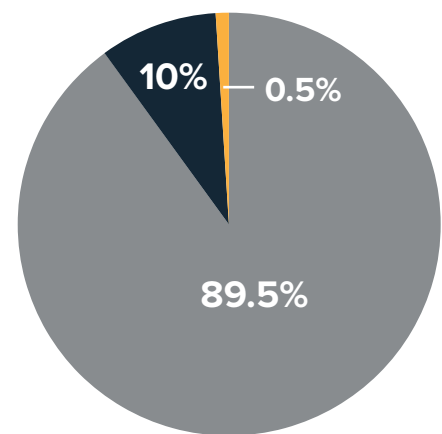


- <30 YRS
- 31-50 YRS
- 51-70 YRS
- OVER 70 YRS
- CORP./INSTITUTIONAL

SOURCES OF REVENUE

	RECURRING	NON-RECURRING
FEE INCOME		
Fees from Advisory	\$2,261,458	
HOURLY/FIXED FEE INCOME		
Financial Planning	\$252,807	
INSURANCE INCOME		
Other		\$12,505
TOTALS		
	\$2,514,265	\$12,505

REVENUE SOURCES



- FEE INCOME
- HOURLY/FIXED FEE INCOME
- INSURANCE INCOME