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Interactive Brokers Advisor Insights Survey

June 2025

Interactive Brokers LLC, member NYSE, FINRA, SIPC.

About the Survey

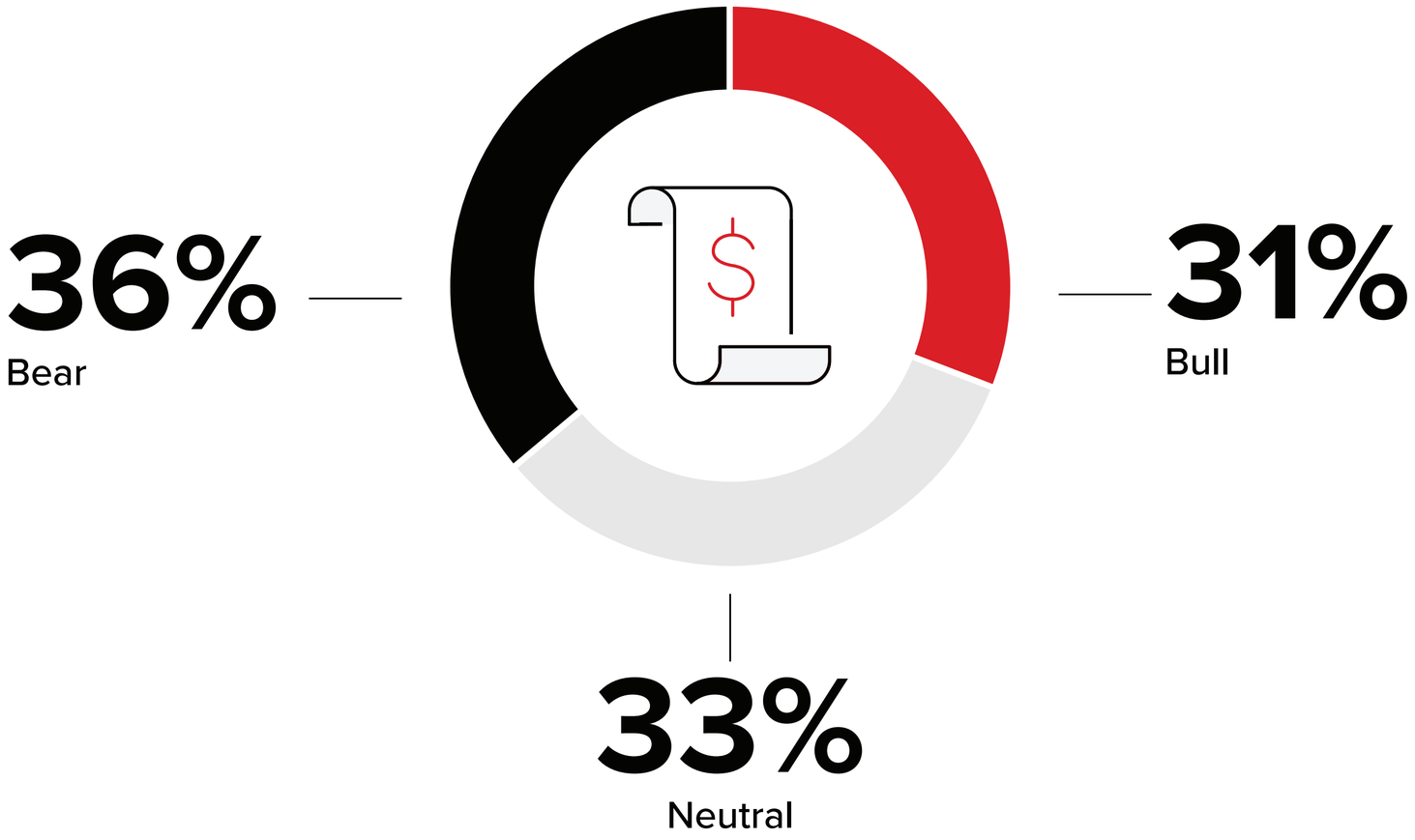
The Interactive Brokers Advisor Insights Survey was developed to better understand the outlook of independent, fee-based financial advisors for their firms in the current market environment. The email survey, which was conducted in April 2025, was completed by 113 financial advisors with an average of 19 years of experience. Survey respondents indicated they work at firms with an average of $120.2 million in assets under management.

Executive Summary

- Advisors' US market outlook is tepid, at best: 36% call themselves bears, while 31% are bulls.
- Advisors are more upbeat in their global outlook: 38% are bullish and 11% say they are bears.
- The dampened market enthusiasm is relatively recent: 62% of advisors report growing more bearish in recent months.
- They're bullish on their own prospects: 61% expect to grow this year.
- Advisors' top economic concerns? Tariffs and the impact of changing US policies.
- Their clients worry about the impact of the market's volatility on their nest eggs.
- Advisors are diverting more client assets outside the US: while decreasing exposure to US equities, they're investing more in non-US equities and non-US currencies.

Advisors Are Lukewarm — At Best — In Their US Market Outlook

Question: For your outlook on the US markets, please categorize whether you are a bull, bear or neutral.



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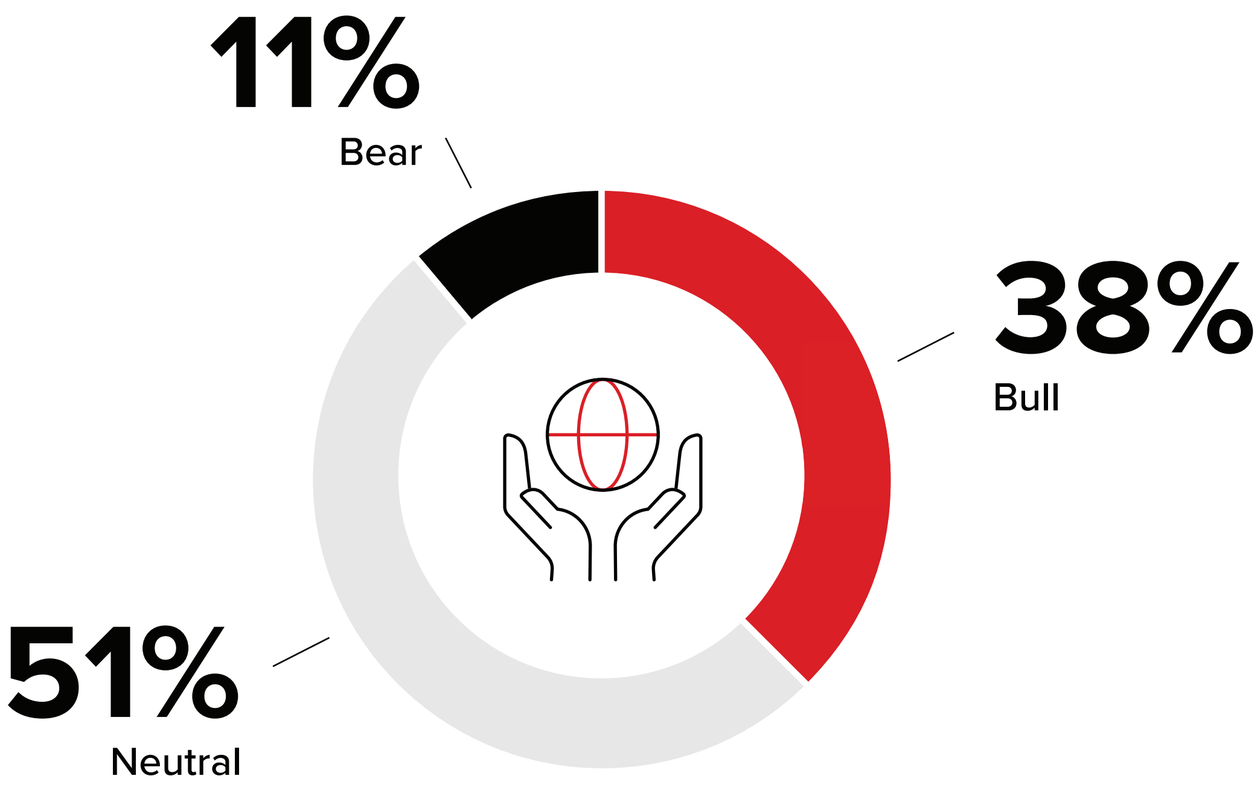
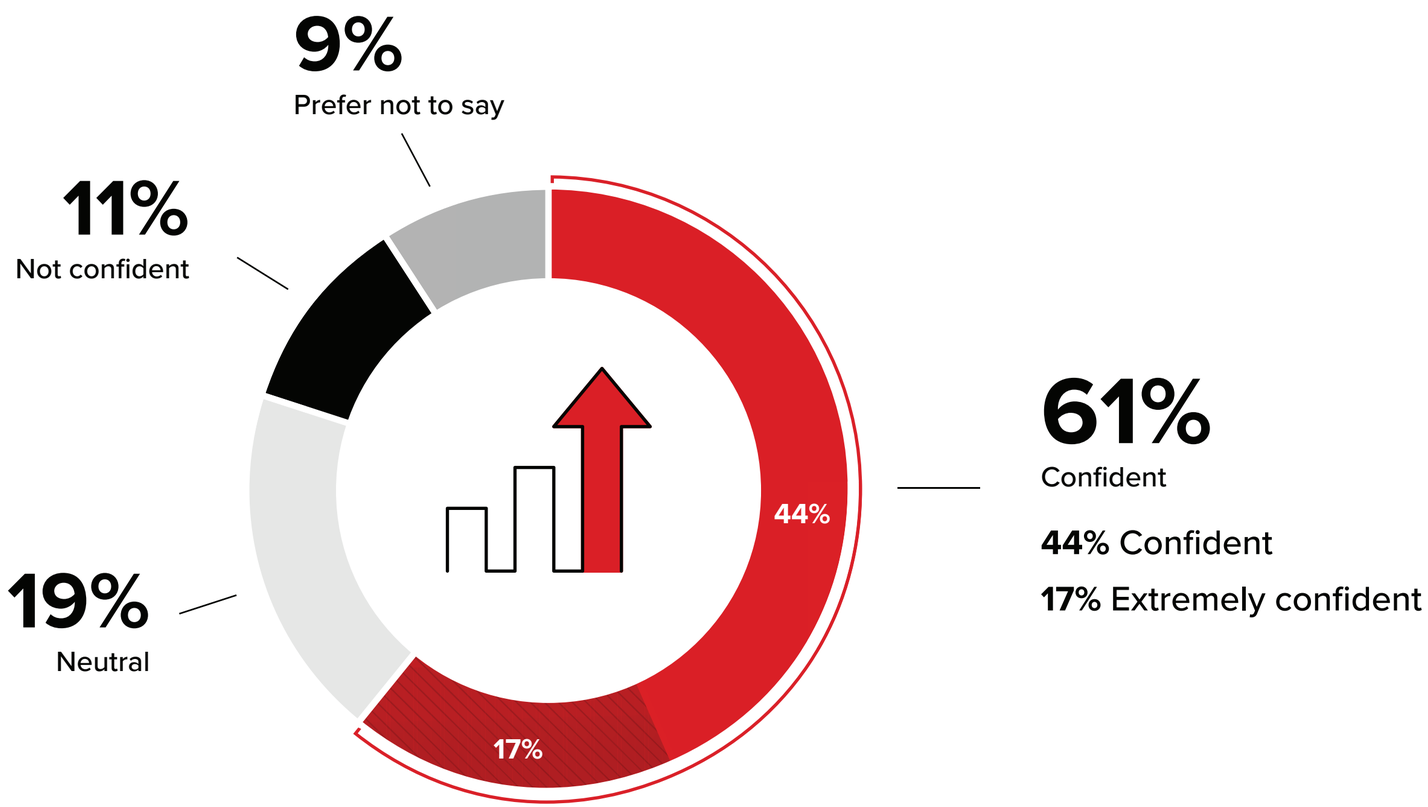
They've Got More Enthusiasm for Global Markets

Question: For your outlook on the global markets, please categorize whether you are a bull, bear or neutral.



And Plenty of Optimism about Their Own Prospects This Year

Question: Please rank your confidence in your ability to grow your business in 2025, given the current market environment.



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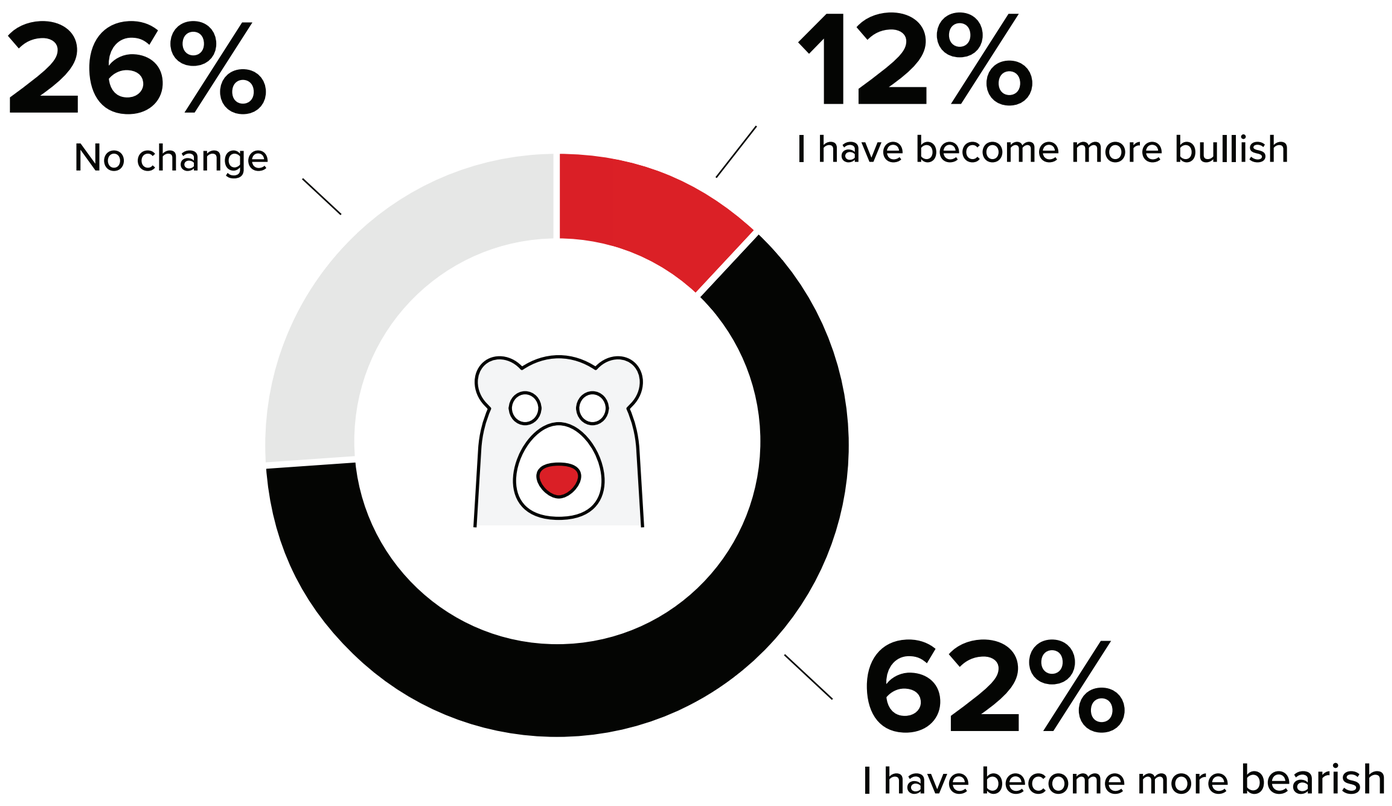
Advisors' Increased Bearishness Is New to 2025

Question: How has your market outlook changed over the last 12 months?



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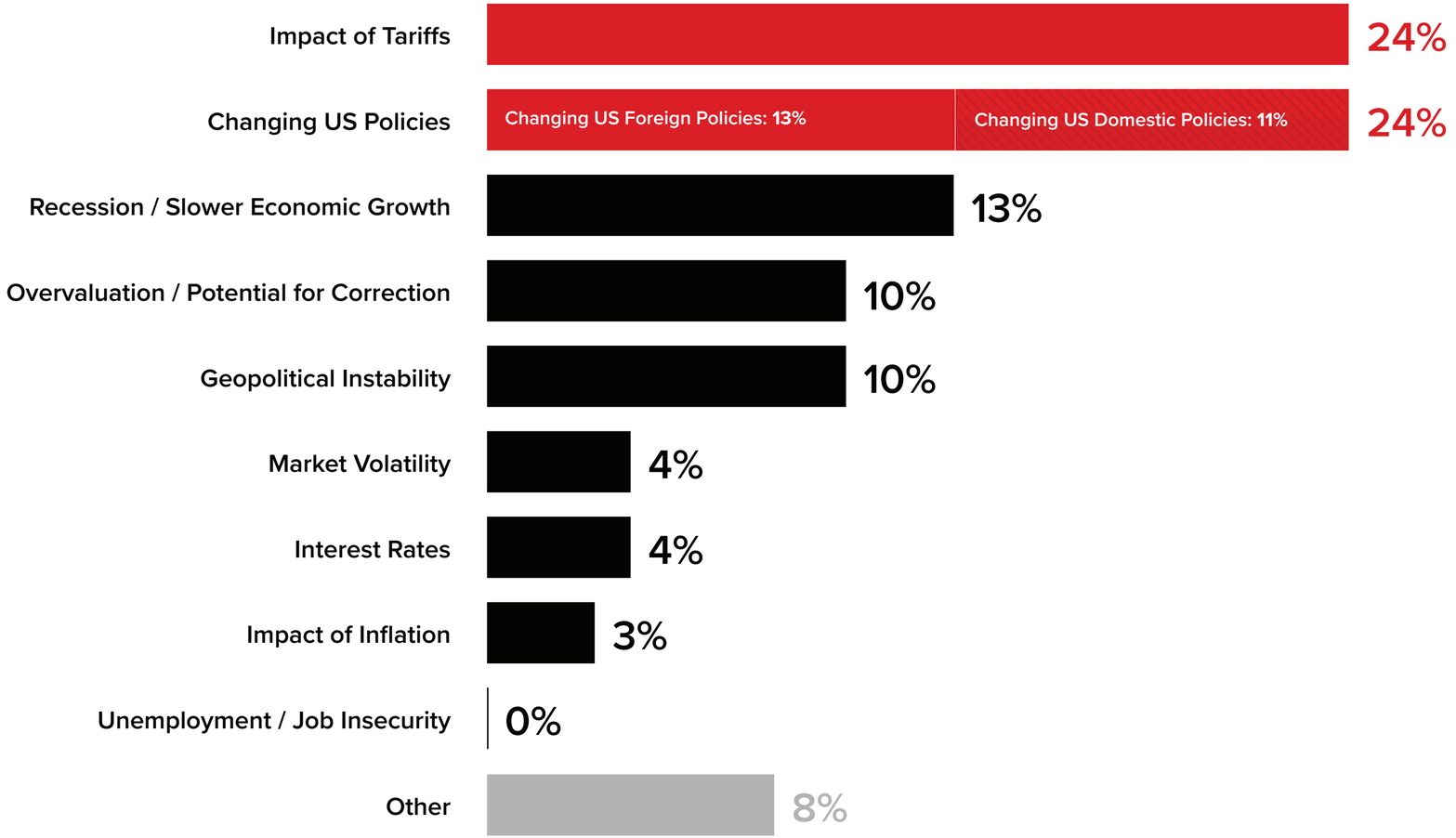
Tariffs and Changing US Policies Worry Advisors the Most

Question: What is your biggest concern regarding the current state of the markets and economy?



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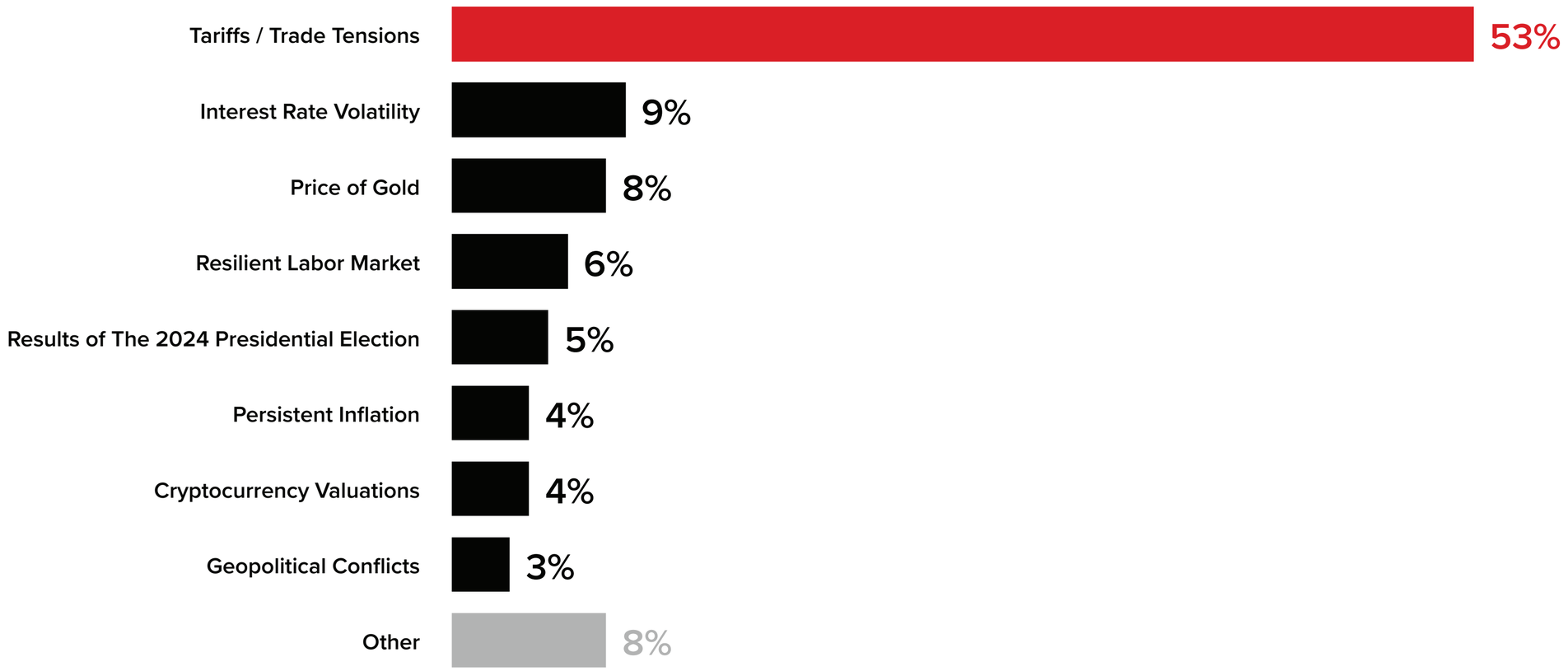
Most Advisors Say Tariffs Were Unexpected

Question: Which of the following market or economic events over the past 12 months surprised you most?



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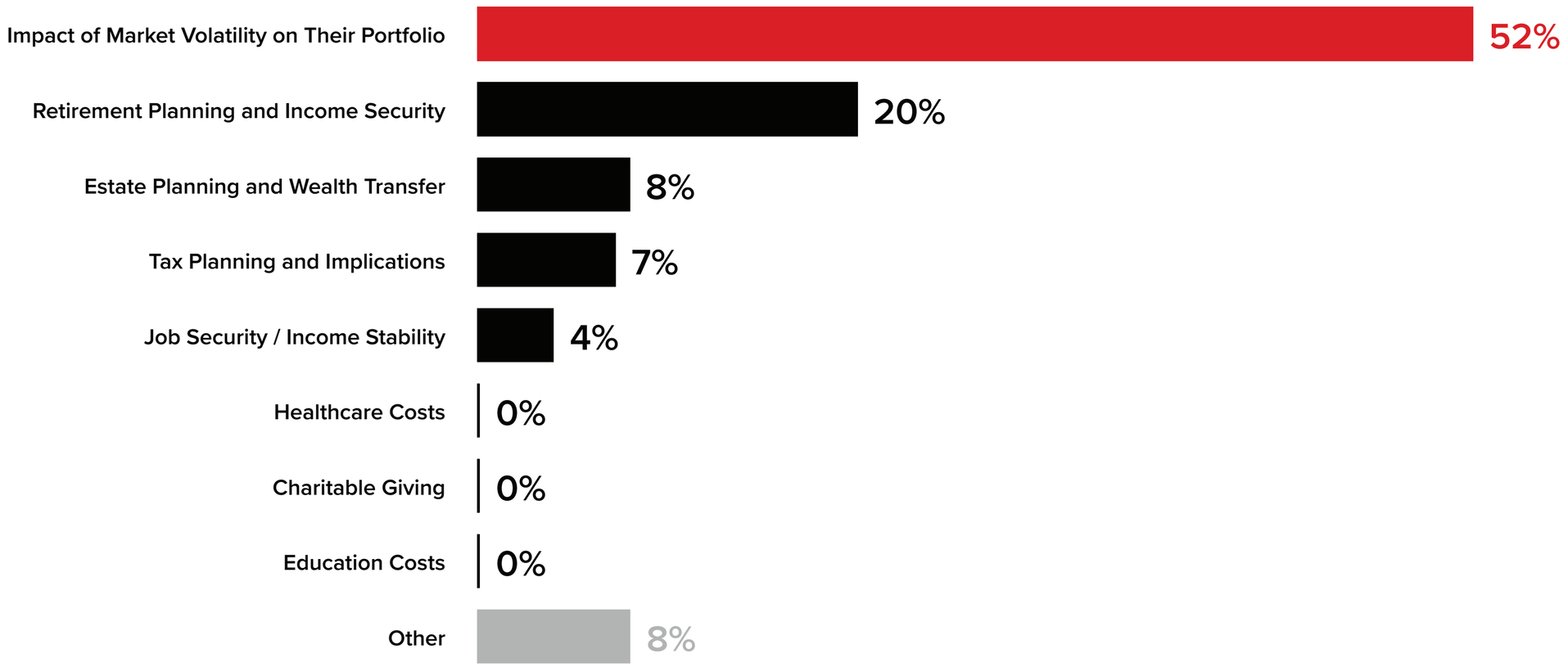
Clients Are Most Worried about Market Volatility

Question: Which of the following is your clients' chief concern about their assets in today's market?



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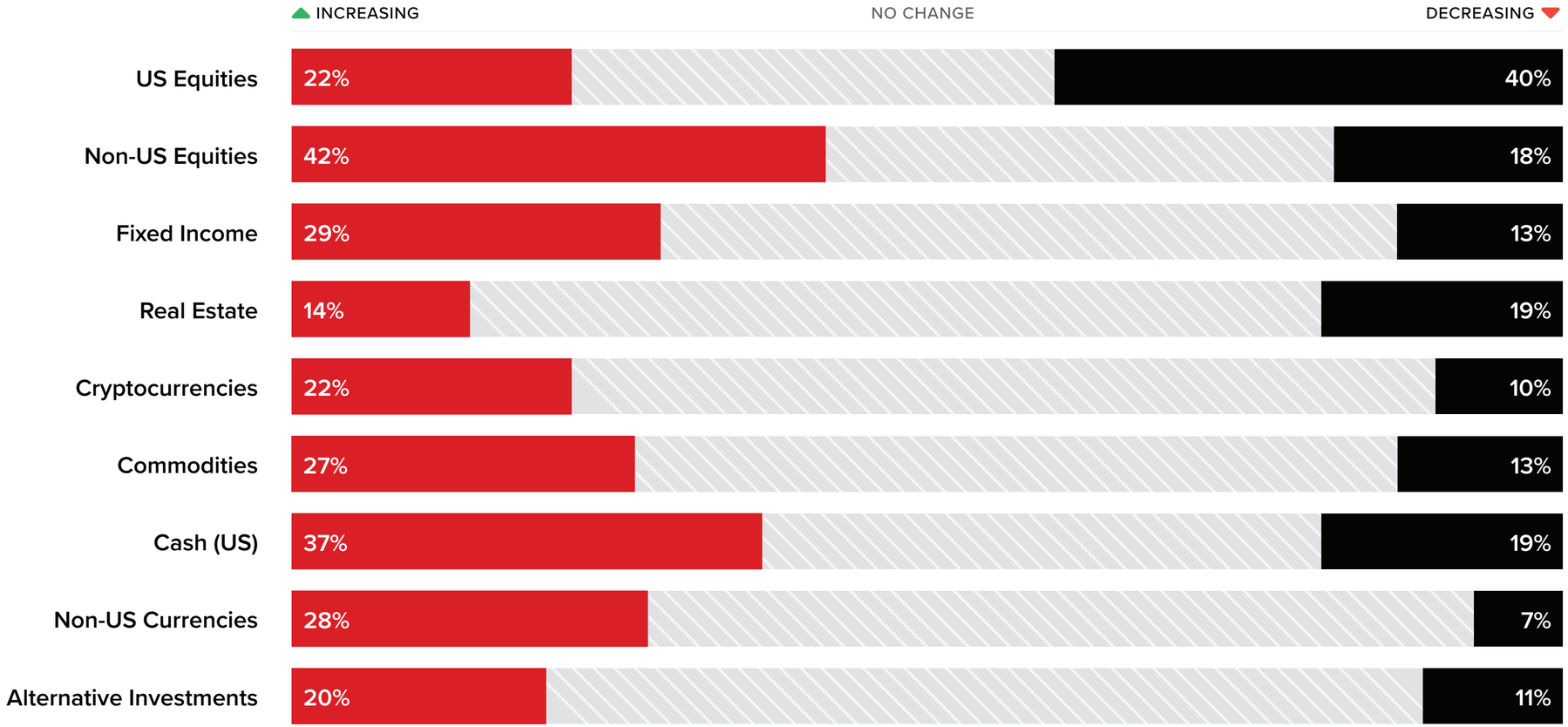
Advisors Are Reallocating for Current Market Volatility

Question: Are you increasing, decreasing or maintaining client exposure to the following asset classes?



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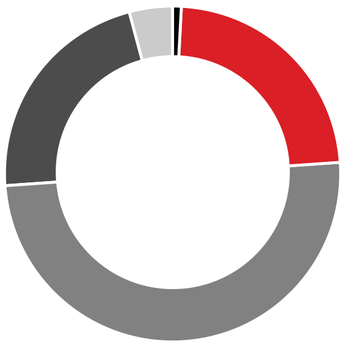
Demographics

Total survey respondents: N=113



Age Group:

- Gen Z: 1%
- Millennials: 23%
- Gen X: 50%
- Boomers: 22%
- Seniors: 4%

Role:

- Advisor: 39%
- Portfolio Manager: 49%
- Executive: 12%

How long have you been a financial advisor?

19.4 years (average)

What is the value of client assets you are personally responsible for managing?

USD 56 million (average)

One in 5 advisors surveyed manages **$191 million in client assets,** on average.

What is the value of client assets under management at your firm?

USD 120 million (average)

More than a quarter of firms had an average of **$350 million in client assets** under management.

Methodology

Interactive Brokers surveyed its financial advisor clients to gauge their sentiment on their firms' operations in the current market environment. One hundred thirteen fee-based independent advisors with an average of 19.4 years of experience completed the global email survey in April 2025. On average, respondents managed $56 million in client assets, with 20% managing $191 million in client assets. These advisors work at firms that oversee an average of $120.2 million in client assets, and more than a quarter of these firms (28%) have an average of $350 million in client assets under management.

The information provided in the Interactive Brokers Advisor Insights Survey is for informational purposes only and does not constitute investment advice, endorsement, or a recommendation. The survey results reflect the opinions of participants and may not represent the views of Interactive Brokers. All investments involve risk, including the potential loss of principal. Past performance is not indicative of future results.

Appendix

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Interactive Brokers: Registered Investment Advisor Solutions

Interactive Brokers provides technology-driven brokerage and custodial solutions that empower independent financial advisors to serve clients more efficiently. Our platform offers advisors a full suite of integrated tools, including a turnkey CRM, advanced portfolio analytics, and AI-supported performance reporting through a unified platform.

With a focus on automation, global access, and low-cost investing, Interactive Brokers aims to equip advisors of all sizes with the best tools to optimize returns, manage risk, and grow their businesses at scale.

Features and Services for Advisors

- **Zero platform costs:** No ticket charges, custodial fees, asset minimums, or fees for technology, software, platforms or reporting.
- **Multi-asset trading platform:** Trade stocks, options, futures, currencies, bonds and funds across 160+ markets from a single unified master account, with access to trade cryptocurrencies from the same platform.
- **Integrated advisor tools:** Free CRM, trading and portfolio management tools, plus PortfolioAnalyst®, our tool for holistically analyzing a client's finances.
- **Advisor Portal:** Our web-based platform integrates CRM, custody, account management, trading and AI-powered reporting.
- **Scalable client management:** Streamline client portfolio management with our Allocation Order tool for distributing trades across clients, our Rebalance tool for adjusting multiple positions across multiple clients, or our Tax Loss Harvesting tool to manage clients' tax liabilities.
- **Custom Indexing:** Create customized portfolios modeled after Index ETFs to match client investment goals.
- **Model Portfolios:** Access 70+ low-cost, well-diversified portfolios and free tools for creating custom investment models for client assets.
- **Flexible client service models:** Choose from Streamlined, Streamlined Plus and Full-Service client service models tailored to your business and clients' needs.
- **Website support:** Automated and flexible client billing and free website building services.
- **Advisor-first approach:** We do not have an in-house advisory team or prop trading group competing with advisors for clients.

For more information, please visit IBKR RIA Solutions.

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