InteractiveBrokers

IBKR Advisor Insights Survey: Key Market Outlook

Fall 2025 Update

Interactive Brokers LLC, member NYSE, FINRA, SIPC.

About the Survey: Methodology

The Interactive Brokers Advisor Insights Survey was developed to better understand the outlook of independent, fee-based financial advisors in the current market environment. The email survey, which was conducted in September 2025, was completed by 116 financial advisors who custody with Interactive Brokers. These advisors reported having 16 years of experience and $79.6 million in client assets under management, on average, and worked at firms with an average of $307 million in 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.

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Executive Summary

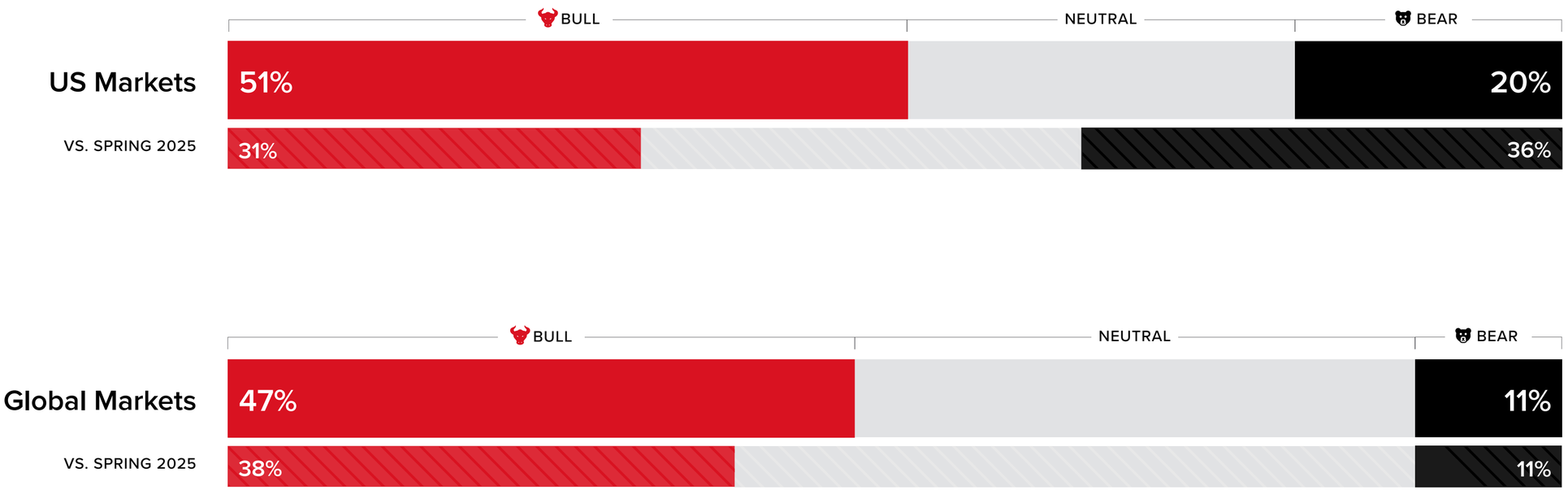
- Advisor optimism for US markets is growing: half (51%) are bullish, a 65% increase from the spring. Just 20% are bears, a 44% drop from the spring.
- Their global market outlook is more measured: 47% are bulls, 11% are bears and 42% are neutral.
- Advisor views on the market have been fluid: 59% report a change in their outlook since June.
- Their market enthusiasm is tempered: advisors are currently most concerned about a correction.
- Advisors say clients worry most about the impact of the market's volatility on their nest eggs.

Executive Summary (continued)

- Advisors surveyed were most surprised by tariffs and the price of gold this year.
- They are increasing client exposure in equities: 21% are allocating more to US equities, and 41% are investing more in non-US equities.
- 79% of advisors use generative AI tools in their workday—58% use these tools more than they did at the start of the year.
- Most advisors (72%) have confidence that they'll grow their businesses this year.

The Bulls Are Back

Question: For each of the following, please indicate your outlook.



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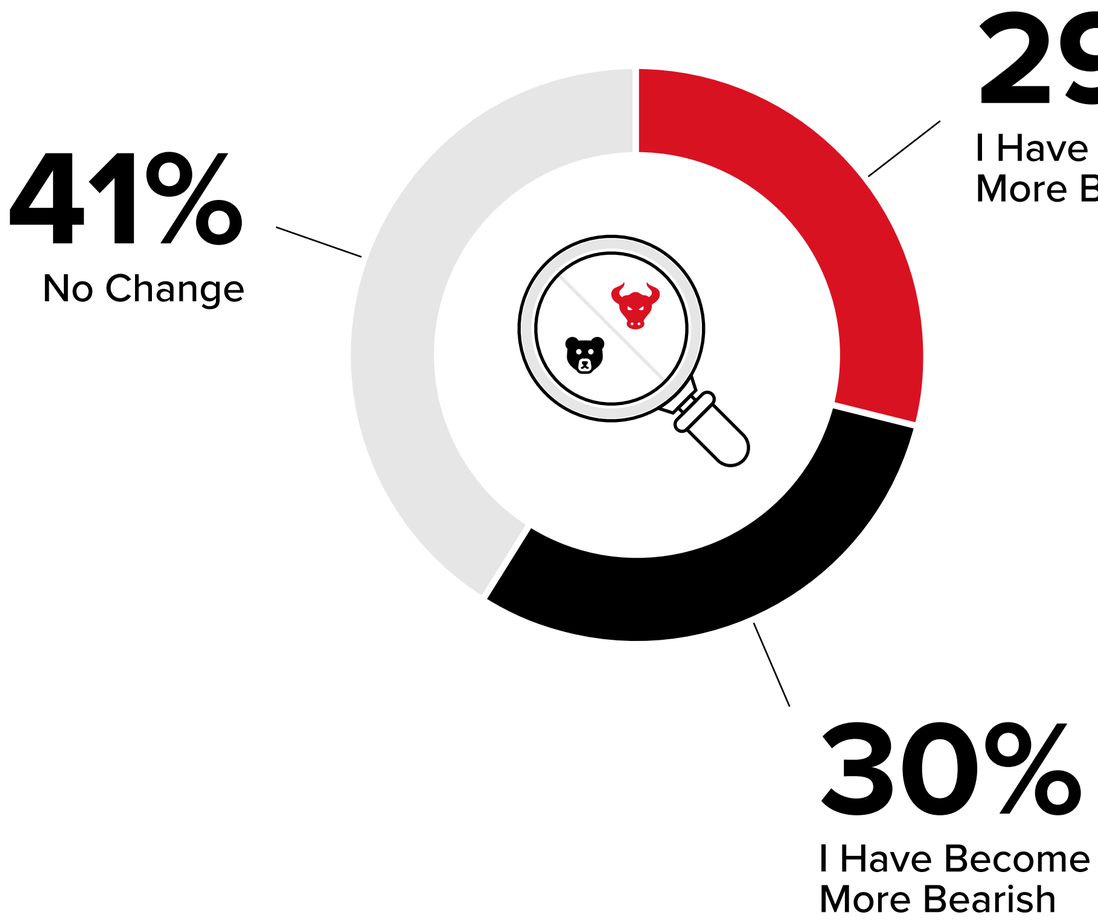
59% of Advisors Have Adjusted Their Market Outlook

Question: How has your market outlook changed since June?



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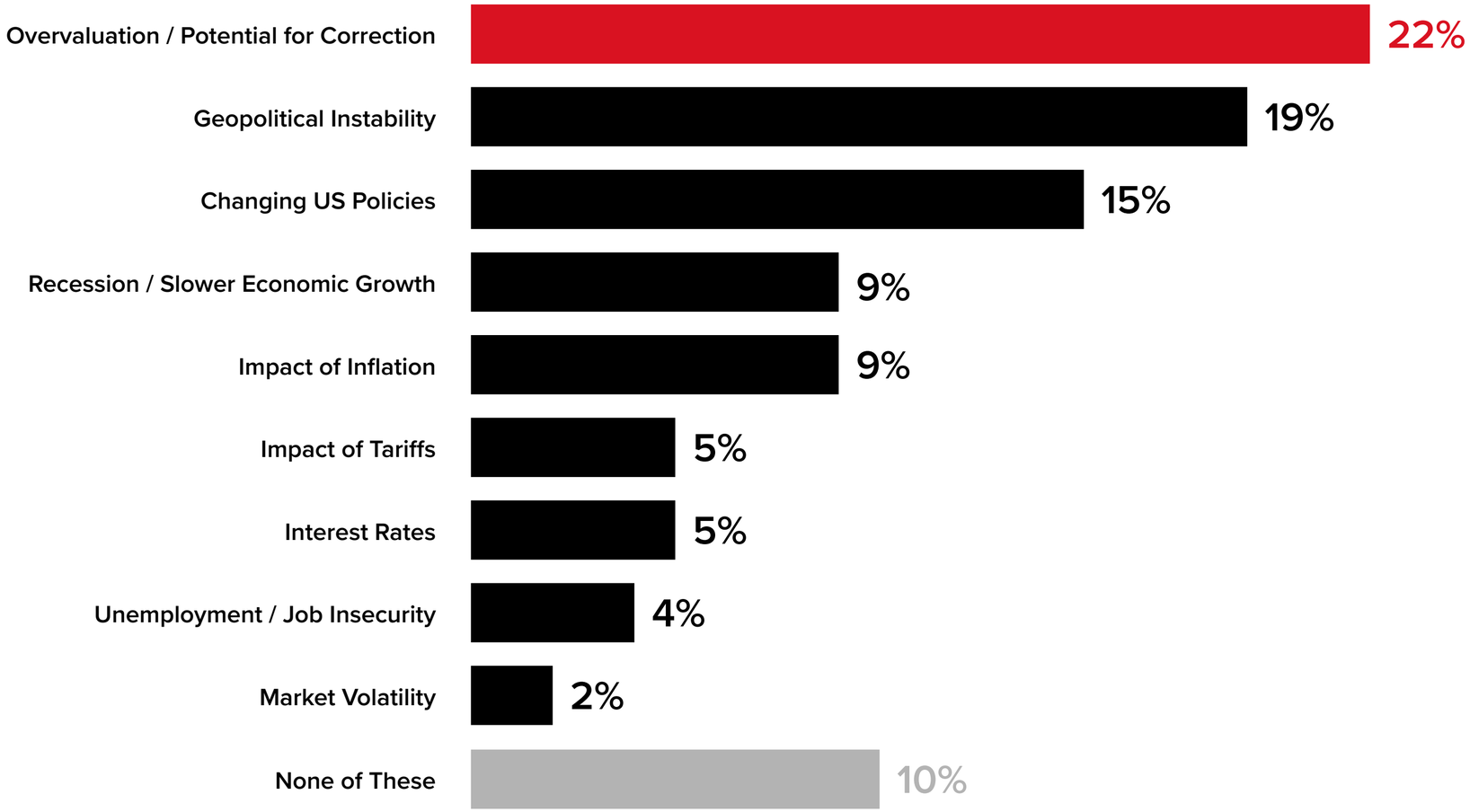
A Correction is Concerning, Despite Current Optimism

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



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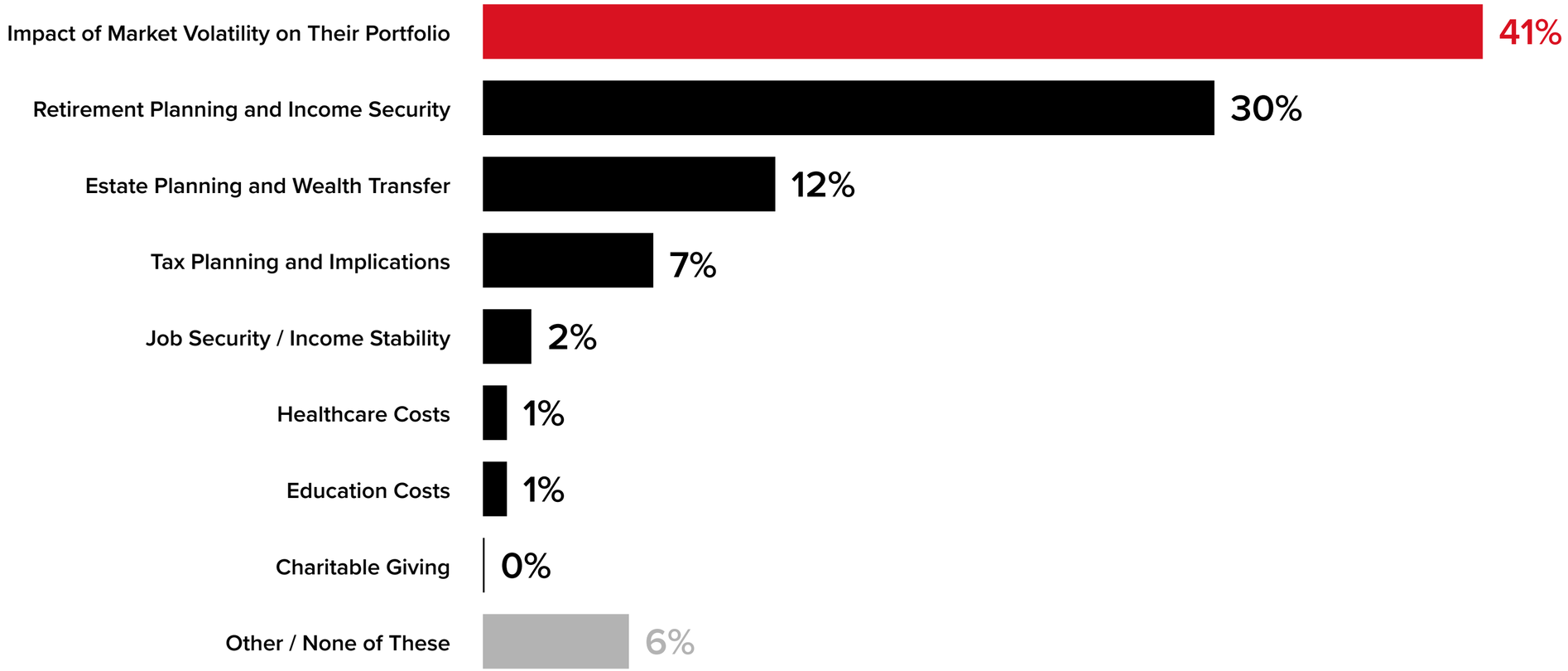
Clients Are Most Worried About Market Volatility

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



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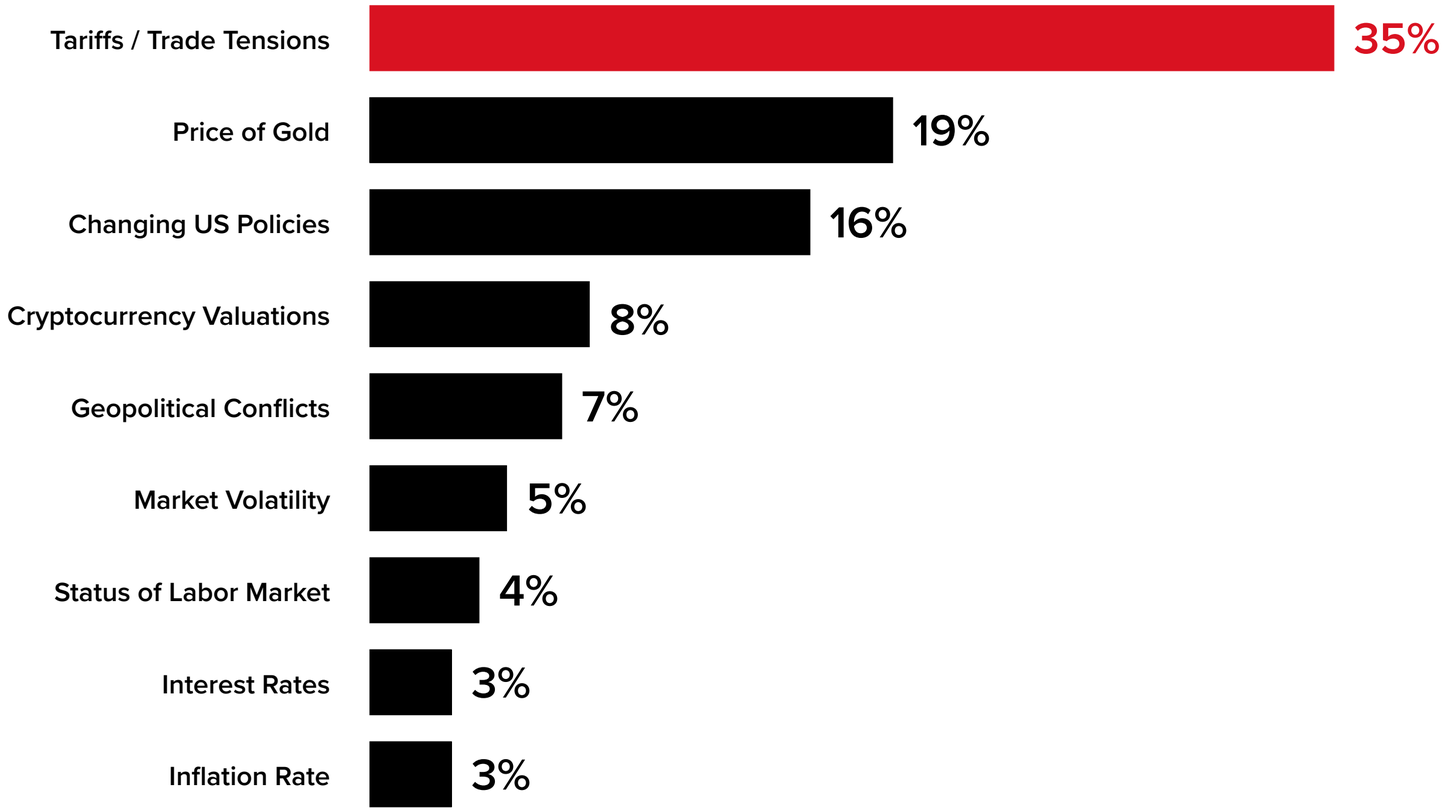
Tariffs Were the Biggest Surprise to Advisors in 2025

Question: Which of the following market or economic events in 2025 surprised you most?



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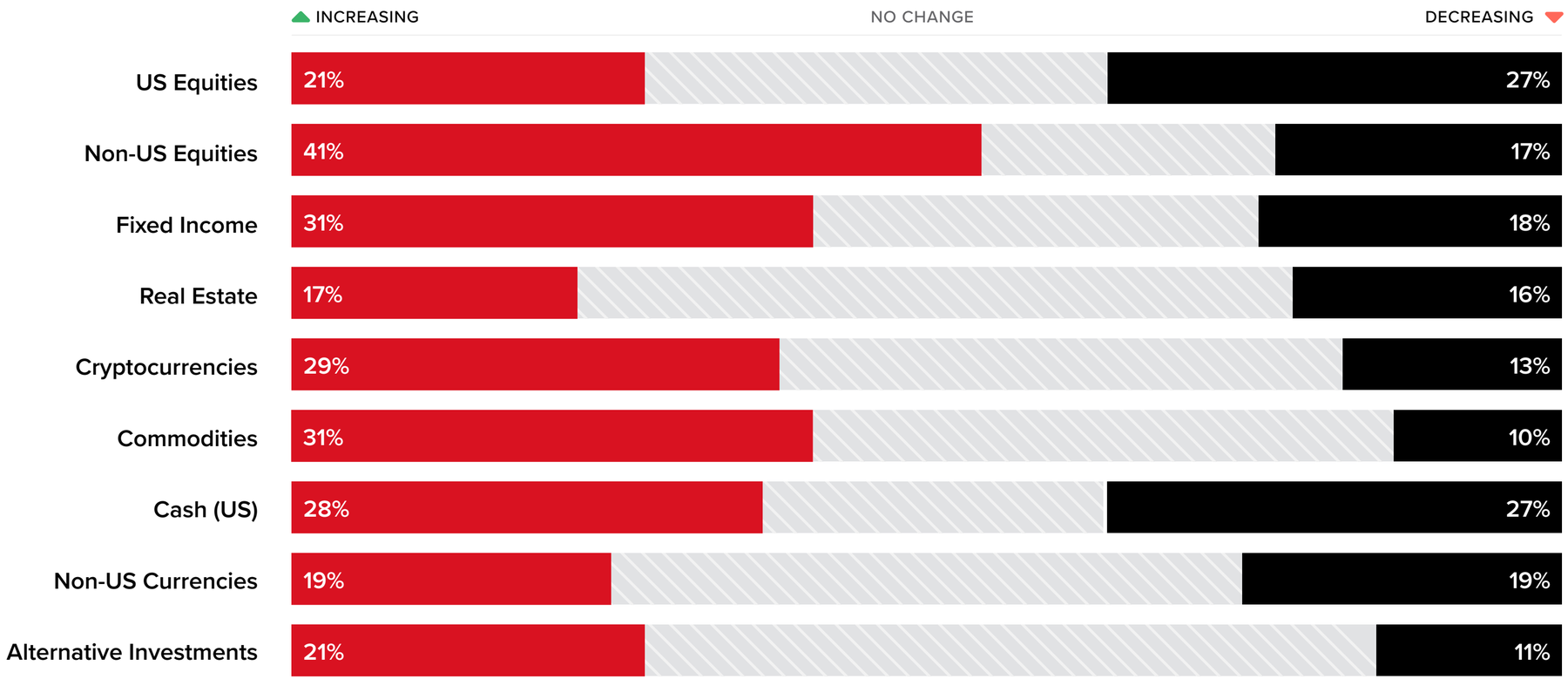
Advisors Are Adjusting Client Holdings to Reflect Their Current Market Views

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



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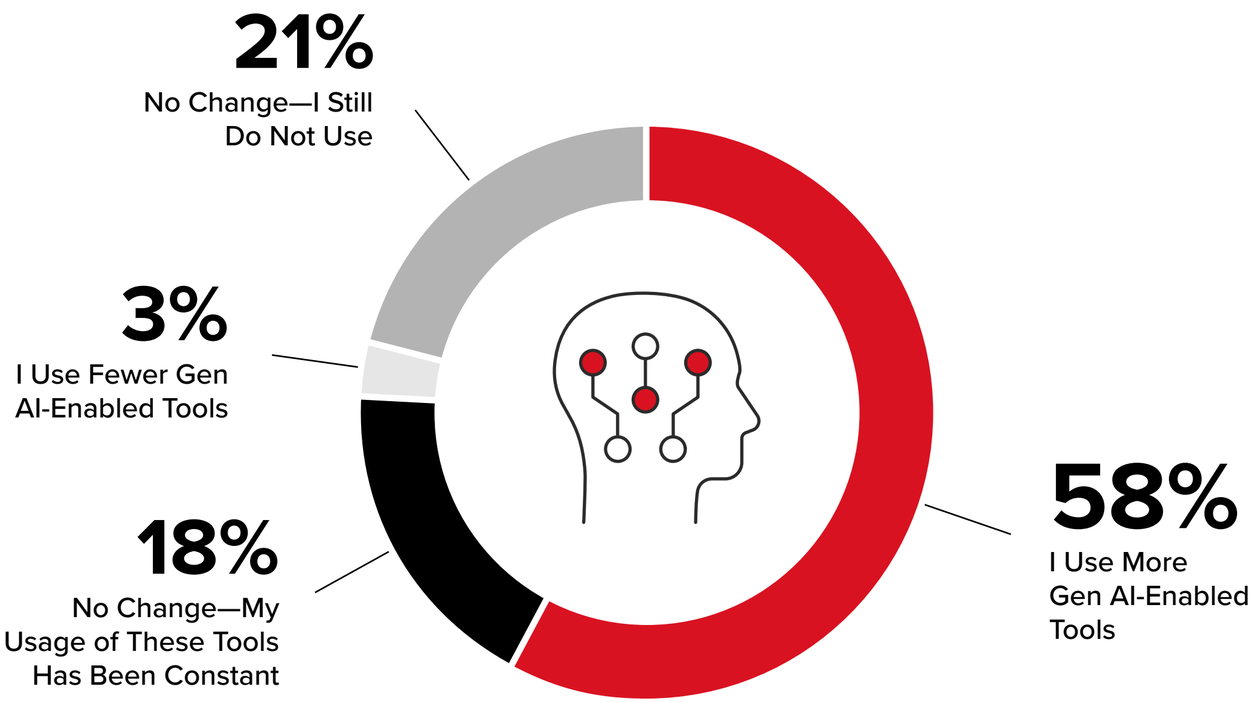
79% of Advisors Use AI in Their Workday

Question: How has your usage of gen AI-enabled tools changed since the beginning of the year (January 2025)?



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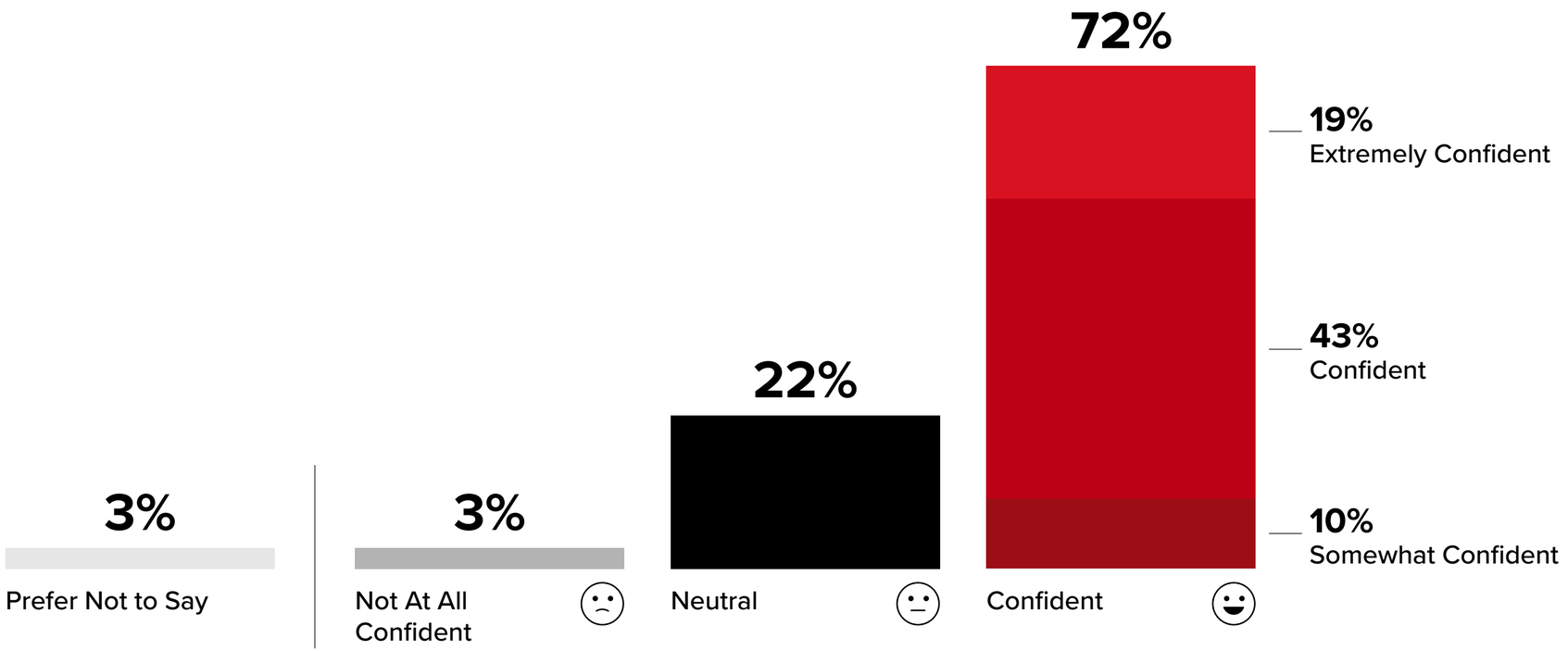
Advisors Believe They'll End 2025 on a High Note

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



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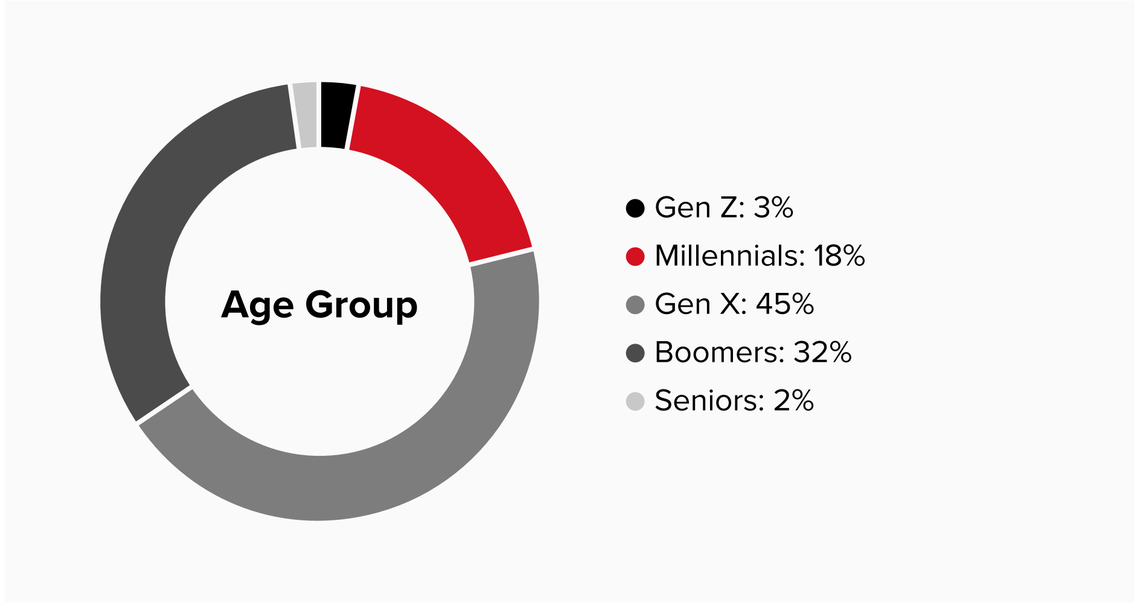
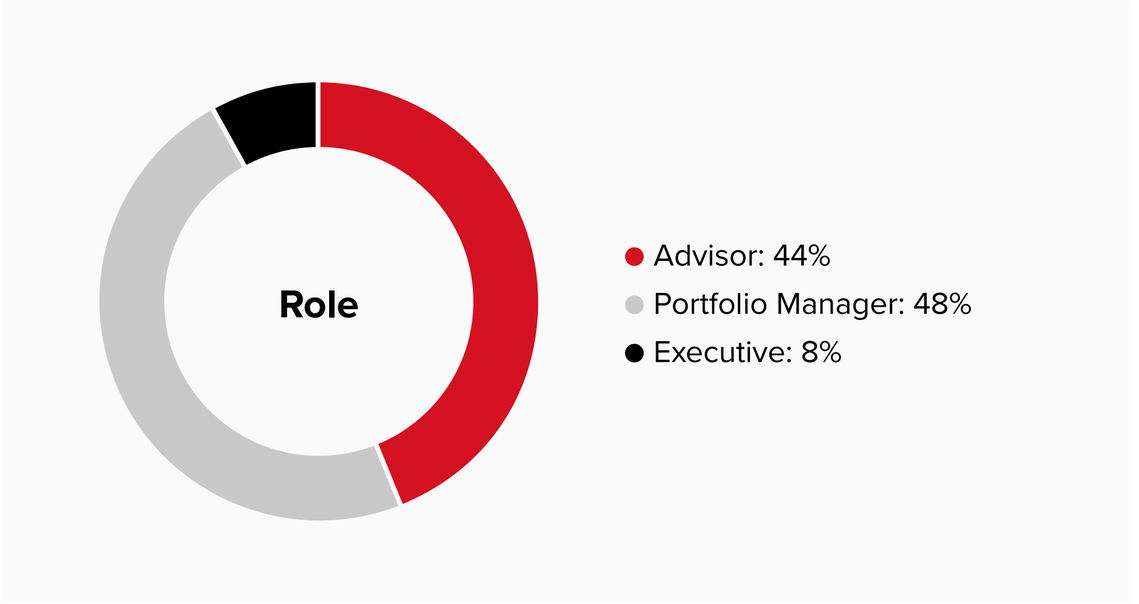
Demographics

Total survey respondents: N=116

Survey respondents have been working at RIAs as financial advisors or portfolio managers for **16 years on average**, and currently manage **nearly $80 million in client assets**. They are **at firms with $307 million in assets on average**.





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Appendix

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Interactive Brokers: Registered Investment Advisor Solutions

Interactive Brokers provides technology-driven brokerage and custodial solutions to help independent financial advisors serve their clients more efficiently. Interactive Brokers' integrated tools for advisors, including portfolio analytics, performance reporting, CRM, and generative AI features, are available through a single, 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

- No ticket charges, custodial fees or asset minimums, and there's also no technology, software, platform or reporting fees.
- Advanced trading and portfolio management platform to trade stocks, options, futures, currencies, bonds and funds on over 160 markets from a single unified master account, with access to trade cryptocurrencies from the same platform.
- Free CRM, portfolio management and trading platform, plus PortfolioAnalyst®, a tool to consolidate clients' portfolios.
- Web-based Advisor Portal integrates powerful features from the company's flagship desktop platform, which includes CRM, custody, account management, trading and reporting solutions.
- Tax Loss Harvesting to reduce clients' tax liabilities.
- Custom Indexing, so advisors can build portfolios modeled after Index ETFs and easily customizable for client investment goals.
- Model Portfolios offers over 70 low-cost, well-diversified portfolios and free advisor tools to create models for investing client assets.
- Streamlined, Streamlined Plus and Full-Service client service models, so advisors can deliver an experience tailored to their clients' needs.
- Automated and flexible client billing and free website building services.
- No 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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