



For immediate release

**DeVoe RIA Deal Book™ Alert:
*An Industry First: 200+ Transactions in a Calendar Year***

San Francisco, November 29, 2021 – RIA merger and acquisition activity achieved yet another milestone, crossing 200 transactions within a calendar year for the first time ever. The year's 200th RIA M&A transaction was announced just prior to the Thanksgiving holiday, according to research from DeVoe & Company.

"Two hundred transactions with another month to go – 2021 is a whopper year for the record books," said David DeVoe, Founder and CEO, DeVoe & Company. "Acceleration of activity is most pronounced among larger firms," he added. \$1B+ firms comprise 42% of transactions for the year-to-date period.

2021 is the eighth successive record year for RIA M&A activity. For context, the industry posted 159 transactions in 2020 and 131 in 2019. Transaction volume for 2021 is already more than double the 101 transactions posted in 2018.

The acceleration of transactions can be attributed to several key influences:

- Record high valuations
- Newfound focus on solving succession
- Realization that scale is necessary to compete
- Concerns about potential tax increases

DeVoe & Company forecasts the year will end 45% above the previous calendar year record.

About DeVoe & Company

DeVoe & Company is a goal-based consulting firm and investment bank focused exclusively on guiding wealth management companies to a higher level of success. The firm provides consulting, M&A and valuation services to help RIAs accelerate the achievement of their business goals. For more information, visit www.devoeandcompany.com.

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