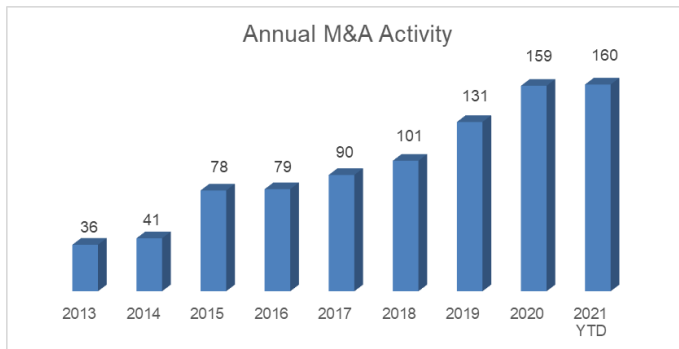




For Immediate Release

DeVoe RIA Deal Book™ Alert: *Industry Eclipses 2020 Transaction Volume Before the End of Q3*

San Francisco, September 27, 2021 – RIA merger and acquisition activity has eclipsed the 2020 full year activity of 159 transactions with a full 95 days left in the year, according to research from DeVoe & Company. With this new high-water mark, 2021 is officially the eighth successive record year of RIA M&A activity.



From a quarterly perspective, Q3 will also set a new high. With 59 transactions and a few days to go, Q3 has surpassed the standing record of 58 transactions in a quarter set in Q1 2021. A new pattern of quarters with 50+ transactions is beginning to emerge after 40+ being the prior normal.

“The amount of M&A activity and interest in transactions among advisors is truly unprecedented,” said David DeVoe, Founder and CEO, DeVoe & Company. “High valuations, a newfound focus on solving succession and achieving scale, and concerns about looming tax increases are driving an acceleration of external sales.”

DeVoe & Company invites members of the RIA community to explore these trends and more at the company’s **M&A+ Succession Summit** on October 28-29 in San Francisco.

“In the midst of high valuations, tax-mitigation actions and a variety of shiny objects, advisors can’t forget the importance of culture when deciding on a new partner,” said DeVoe. “Events like the M&A+ Summit provide a venue to meet with potential buyers, get to know future partners, and learn in detail about the various models in the marketplace.”

The two-day action-packed event includes keynotes, featured sessions, panels, and networking opportunities. Speakers include CEOs and senior executives of Charles Schwab, Beacon Pointe Advisors, Mercer Advisors, BNY Mellon | Pershing, Dimensional Advisors, and many others. RIA leaders and principals are invited to register via the [event website](#).

For historical RIA M&A trends and context, reference prior issues of the DeVoe RIA Deal Book on our [website](#).

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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