

EXPECT A BUSY 2018 FOR RIA MERGERS

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Mergers and acquisitions in the RIA industry set a record in 2017, and activity should be even livelier this year, according to **ECHELON Partners' 2017 RIA M&A Deal Report**.

Last year, there was a total of 168 transactions, or about 14 deals a month, up 22% from 2016 and an all-time record. M&A activity has increased in six of the seven years leading up to that record, and trend-level growth would suggest 196 deals in 2018, or about 16 a month, according to the report. Average deal size is on track to exceed \$1.1 billion, with more than \$200 billion in assets under management changing hands.

"The environment we are entering is creating a very bullish marketplace for M&A deal making and we fully expect to see these trends drive volumes of transactions, both in total numbers as well as in assets going into 2018," said **Dan Seivert**, ECHELON Partners' CEO, in a news release announcing the report.

Seivert added that the robust activity was being driven by the increased availability of financing, market cycle timing, an increase in private-equity buyers and an increase in deal assistance.

The Echelon report is nearly 30 pages long and provides lots of details and numbers for advisors interested in deals involving RIAs. You can read it [here](#).