

The Top 50 Family Offices

KEY

■ = Firms with greatest year-over-year growth # = Rank according to YOY growth

	Firm Name > MAIN OFFICE LOCATION(S)	AUA, in Billions*	YOY % Change	Number of Families**
1	HSBC Private Wealth Solutions > GENEVA, LUGANO AND ZURICH	\$123.6	21%	5 297
2	Northern Trust > CHICAGO	\$90.0	8%	4,101
3	BNY Mellon Wealth Management > NEW YORK	\$64.5	-1%	424
4	Bessemer Trust > NEW YORK	\$62.4	1%	2,100
5	Pictet > GENEVA	\$57.3	3%	>50
6	UBS Global Family Office > ZURICH	\$37.3	NA	125
7	Wilmington Trust (M&T Bank) > WILMINGTON, DELAWARE	\$31.9	6%	306
8	Abbot Downing (Wells Fargo) > MINNEAPOLIS	\$30.6	12%	597
9	U.S. Trust (Bank of America) > NEW YORK	\$29.6	3%	163
10	Hawthorn (PNC Financial) > PHILADELPHIA	\$21.3	9%	>550
11	Rockefeller Financial > NEW YORK	\$21.0	14%	8 238
12	Glenmede > PHILADELPHIA	\$20.5	3%	163
13	Atlantic Trust Private Wealth Management (Invesco) > ATLANTA	\$17.9	6%	2,212
14	GenSpring Family Offices (affiliate of SunTrust Banks) > JUPITER, FLORIDA	\$17.5	-12%	654
15	Harris myCFO (BMO Financial Group) > PALO ALTO, CALIFORNIA	\$16.1	-13%	239
16	Oxford Financial Group > CARMEL, INDIANA	\$12.1	17%	6 76
17	Veritable > NEWTOWN SQUARE, PENNSYLVANIA	\$10.3	2%	193
18	Silvercrest Asset Management > NEW YORK	\$10.2	8%	116
19	Frankfurt Family Office (Deutsche Bank) > FRANKFURT	\$9.8	0%	50
◆	Johnson Investment Counsel > CINCINNATI	\$9.8	2%	NA
21	Whittier Trust > SOUTH PASADENA, CALIFORNIA	\$9.0	9%	275
22	TAG Associates > NEW YORK	\$6.8	1%	20
23	Ballentine Partners > WALTHAM, MASSACHUSETTS	\$6.6	12%	62
24	Commerce Family Office > ST. LOUIS	\$6.5	10%	75
◆	Tiedemann Wealth Management > NEW YORK	\$6.5	5%	90
26	BBR Partners > NEW YORK	\$5.7	7%	79
27	McCutchen Group > SEATTLE	\$5.2	2%	4
◆	Spudy & Co. Family Office > HAMBURG	\$5.2	8%	70
29	1875 Finance > GENEVA	\$5.1	13%	9+ 3
30	Athena Capital Advisors > LINCOLN, MASSACHUSETTS	\$4.4	28%	3 28
◆	Baker Street Advisors > SAN FRANCISCO	\$4.4	7%	30
32	Constellation Wealth Advisors > NEW YORK	\$4.3	13%	9+ 200
33	Kanaly Trust > HOUSTON	\$4.0	0%	245
34	Presidio Group > SAN FRANCISCO	\$3.9	3%	23
◆	Synovus Family Asset Management > COLUMBUS, GEORGIA	\$3.9	2%	31
36	Federal Street Advisors > BOSTON	\$3.8	-9%	28
◆	Marcuard Family Office > ZURICH	\$3.8	8%	45
38	Clarfeld Wealth Strategists & Financial Confidantes > TARRYTOWN, NEW YORK	\$3.7	6%	300
◆	Gresham Partners > CHICAGO	\$3.7	25%	4 70
◆	Pitcairn > JENKINTOWN, PENNSYLVANIA	\$3.7	-7%	42
41	Signature > NORFOLK, VIRGINIA	\$3.6	36%	1 45
42	Monitor Capital Partners > ANTWERP, BELGIUM	\$3.3	11%	74
43	St. Louis Trust > ST. LOUIS	\$2.9	6%	39
◆	Sand Aire > LONDON	\$2.9	15%	7 17
45	Ascent Private Capital Management (U.S. Bancorp) > SAN FRANCISCO	\$2.8	NA	35
46	Bollard Group > BOSTON	\$2.6	NA	8
◆	Financial Management Partners > CLAYTON, MISSOURI	\$2.6	30%	2 140
◆	Threshold Group > GIG HARBOR, WASHINGTON	\$2.6	-11%	59
49	Vogel Consulting > BROOKFIELD, WISCONSIN	\$2.5	3%	24
50	Tolleson Wealth Management > DALLAS	\$2.4	0.1%	103

*Assets under advisement as of Dec. 31.

**Multigenerational families.

NA indicates figures not available.

Source: Bloomberg

The Top Firms by Assets per Family

	Firm Name > MAIN OFFICE LOCATION(S)	Average Assets per Family, in Millions	AUA, in Billions*	Number of Families**
1	1875 Finance > GENEVA	\$1,700	\$5.1	3
2	McCutchen Group > SEATTLE	\$1,307	\$5.2	4
3	Pictet > GENEVA	\$1,146	\$57.3	50
4	HSBC Private Wealth Solutions > GENEVA, LUGANO AND ZURICH	\$416	\$123.6	297
5	TAG Associates > NEW YORK	\$340	\$6.8	20
6	Bollard Group > BOSTON	\$326	\$2.6	8
7	UBS Global Family Office > ZURICH	\$298	\$37.3	125
8	Frankfurt Family Office (Deutsche Bank) > FRANKFURT	\$197	\$9.8	50
9	U.S. Trust (Bank of America) > NEW YORK	\$181	\$29.6	163
10	Presidio Group > SAN FRANCISCO	\$171	\$3.9	23

*Assets under advisement as of Dec. 31.

**Multigenerational families.

Source: Bloomberg