

Table 1: Top 5 2022 Investments

Q: Which investment vehicles do you currently use/recommend with your clients?

Answer Options	2017	2018	2019	2020	2021	2022
Exchange-traded funds (ETFs)	88.00%	86.55%	87.97%	84.71%	64.08%	64.65%
Cash and equivalents	84.90%	82.96%	79.94%	74.79%	57.28%	52.30%
Mutual funds (non-wrap)	79.50%	72.65%	70.20%	74.79%	47.83%	52.30%
Individual stocks	60.80%	56.05%	54.44%	51.24%	43.86%	38.01%
ESG funds	null	25.56%	25.50%	38.43%	32.14%	34.38%

Source: FPA Trends in Investing; respondents could select multiple answers