

2017 Economic & Investment Sentiment Summary

Post-election investor optimism skyrocketed in December.

ECONOMIC OUTLOOK

❖ The **W&AM Economic Optimism** trend lines recorded substantial increases in December, 2016: among Mass Affluent investors, optimism soared by 18 points to 72%; among HNW, optimism advanced 14 points to 76%. The December readings were historical highs.

INVESTING OUTLOOK

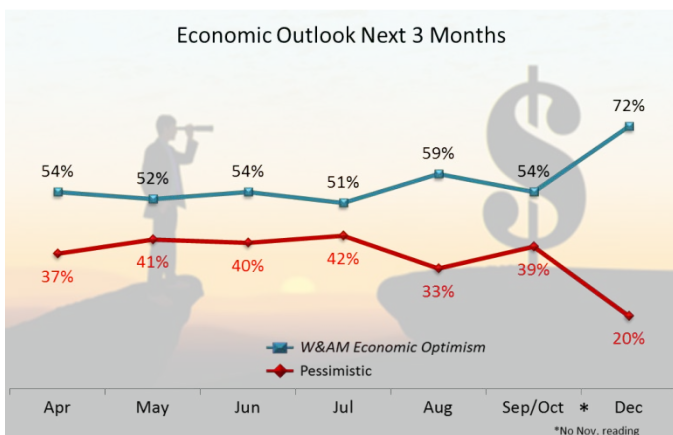
❖ **W&AM Investment Optimism** trend line also increased, up 5 points among Mass Affluent and 11 points among HNW investors.

PERSPECTIVE

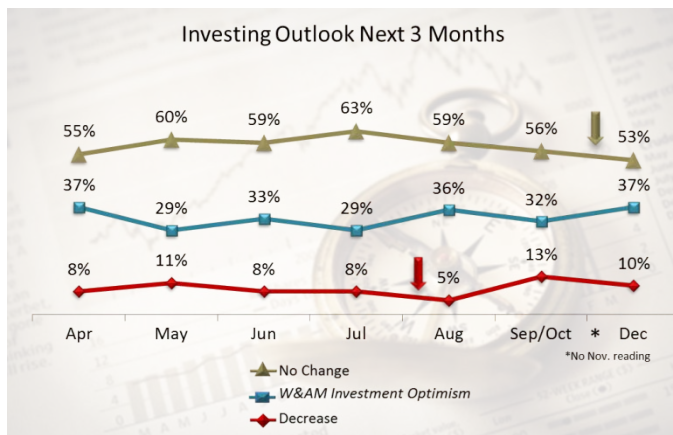
➤ Shaking off concerns about the Presidential election, affluent and HNW investors were extremely bullish about both the economic and investment climate heading into 2017.

MASS AFFLUENT INVESTORS - \$250K-\$999K INVESTABLE ASSETS

Economic Outlook Next 3 Months

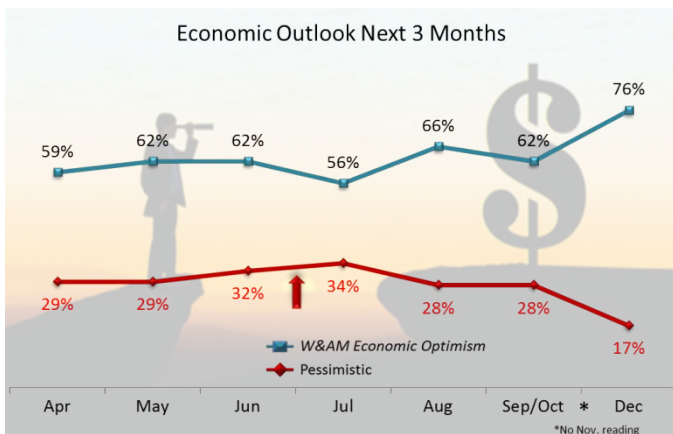


Investing Outlook Next 3 Months

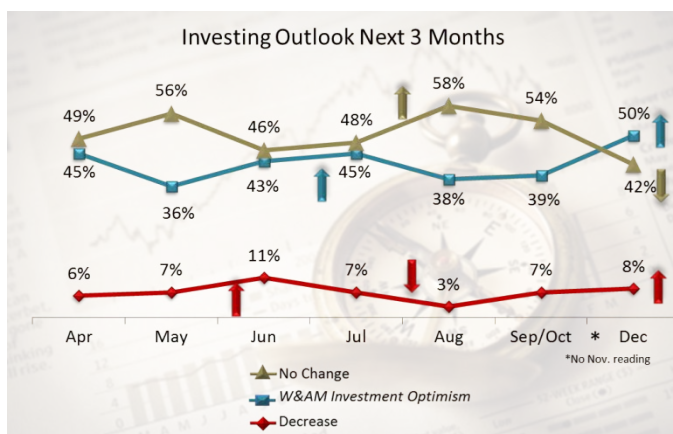


HNW INVESTORS - \$1MM+ INVESTABLE ASSETS

Economic Outlook Next 3 Months



Investing Outlook Next 3 Months



Note: remainder were "Not Sure" in each period.

↕↗ 3-Period Trend

For more information: Mark Sutin: 609-261-6332; mark.sutin@phoenixmi.com