

## 2017 Economic & Investment Sentiment Summary

Investors becoming more cautious following the end-year surge in optimism.

### ECONOMIC OUTLOOK – Late Feb / Early Mar 2017

❖ Following a decline to a more “normal” reading of 66% in late January, **the W&AM Economic Optimism** trend line gained three points among Mass Affluent. However, the trend line declined slightly among HNW investors to 73%.

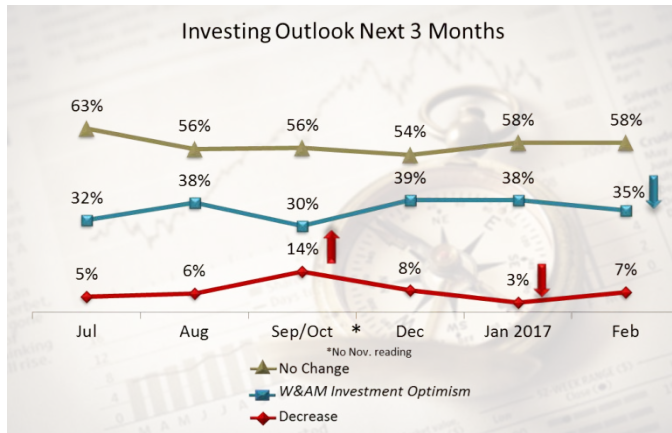
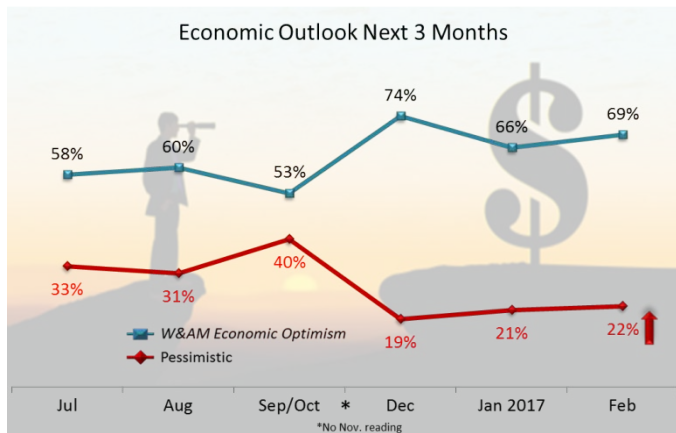
### INVESTING OUTLOOK – Late Feb / Early Mar 2017

❖ The **W&AM Investment Optimism** trend line declined for the third straight month among Mass Affluent, but gained three points among HNW households.

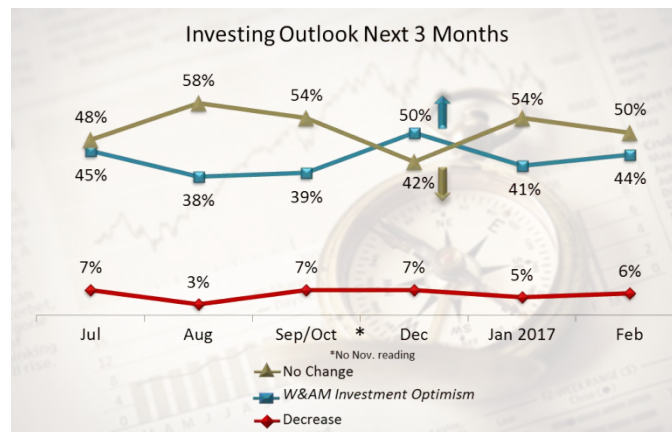
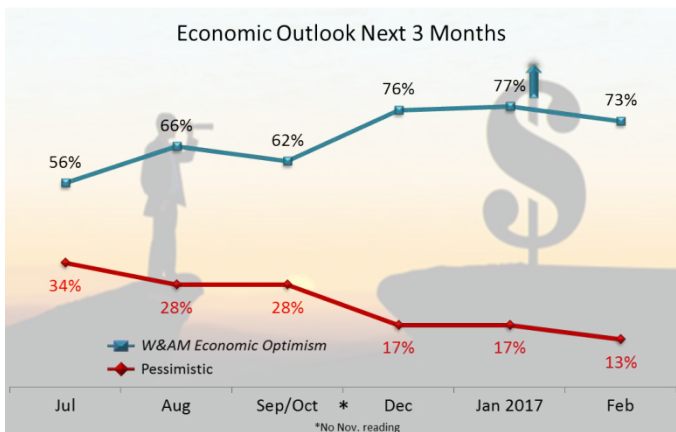
### PERSPECTIVE

➤ Following the year-end surge of economic and investing optimism, affluent and HNW investors appear to be much more cautious about both the state of the U.S. economy and about the health of the equities markets.

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



### HNW INVESTORS - \$1MM+ INVESTABLE ASSETS



Note: remainder were “Not Sure” in each period.

↕ ↗ 3-Period Trend

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