

2017 Economic & Investment Sentiment Summary

Economic optimism reached a new high among the wealthiest investors.

ECONOMIC OUTLOOK

Following the huge, post-election increase in economic optimism, the **W&AM Economic Optimism** trend lines remained strong in January, particularly among HNW investors (advancing one point to a record high of 77%). Among Mass Affluent, the optimism trend line declined to a more “normal” range at 66%.

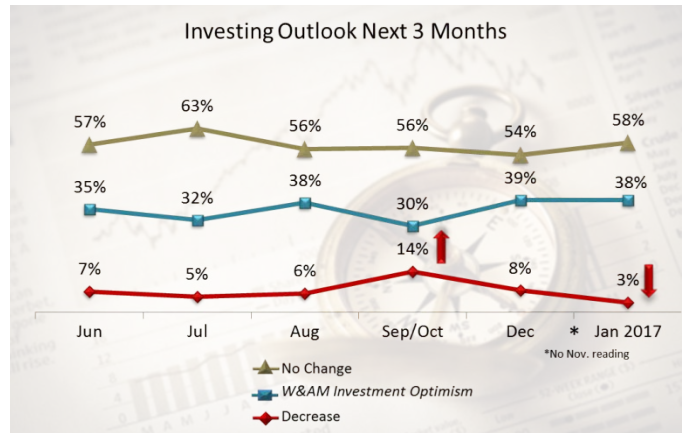
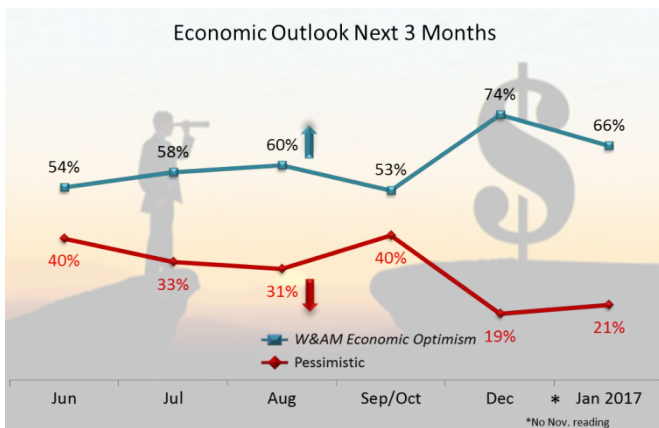
INVESTING OUTLOOK

Following a large gain in December among HNW households, the **W&AM Investment Optimism** trend line declined by nine points in January. There was a slight decline of one point among Mass Affluent investors.

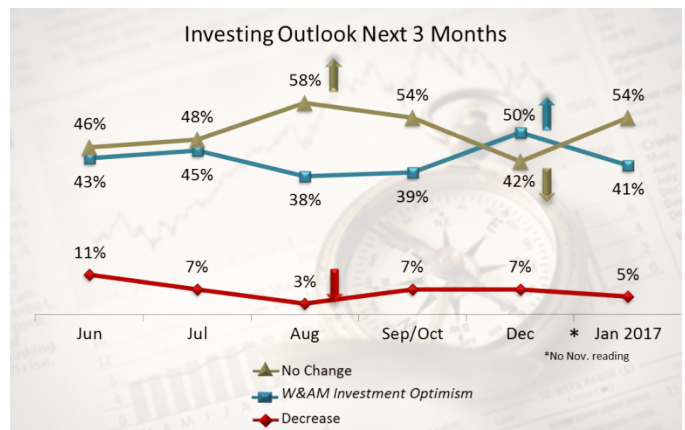
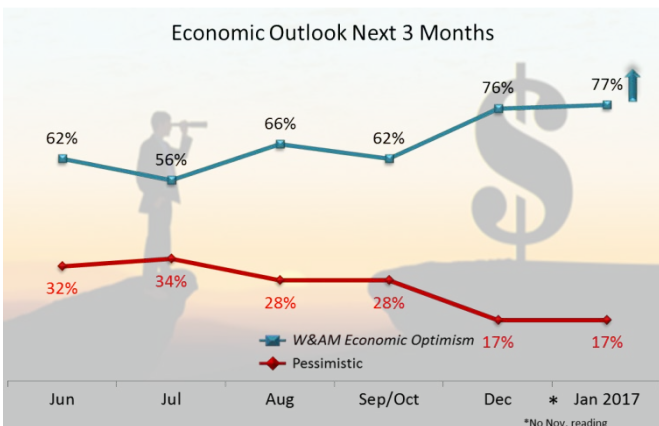
PERSPECTIVE

Affluent investors remained bullish on the economy in January, and the decline in their investment optimism was likely a temporary pause.

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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