



Changes in the Most Popular Mutual Funds

We last examined changes in the Advisor Perspectives (AP) Universe of Most Popular Mutual Funds in [May 2007](#). After twelve weeks of substantial market volatility, we revisit this analysis. Our goal is to identify significant sentiment – either positive or negative – among RIAs whose clients are HNW and especially UHNW investors. Our methodology is explained below. We are offering a more comprehensive analysis than we did in May, and we are providing complete tables of the 25 funds with the largest current AUM in the full AP Universe, as well as in each of the three tiers based on account size (Largest Accounts, Mid-Sized Accounts, and Smallest Accounts).

As background, below are the changes across the AP Universe over this 12 week period:

Segment	Change in AUM	Change in # of Accts
Full AP Universe	7.63%	2,106
Largest Accounts	7.29%	1,771
Mid-Size Accounts	4.43%	668
Smallest Accounts	4.49%	796

Below are some of the significant changes in the AP Universe:

Funds Exhibiting Significant Gains

FCNTX – Fidelity Contrafund Fund

- Moved from 24th to 12th in AP Universe; from 50th to 24th among Largest Accounts; from 3rd to 1st among Mid-Sized Accounts; and 13th to 8th among Smallest Accounts
- AUM grew by 85.5% in the AP Universe
- 989 accounts were added across 11 advisory firms in the AP Universe
- This fund showed considerable growth across the entire AP Universe

GATEX – Gateway Fund



- Moved from 32nd to 20th in the AP Universe and from 28th to 19th among the Largest Accounts
- AUM grew by 50.5% in the AP Universe and by 49.2% among the Largest Accounts
- 329 accounts were added across 2 advisory firms in the AP Universe; 145 accounts were added across 2 advisory firms among the Largest Accounts
- This fund showed considerable growth across the Largest Accounts

FDVLX – Fidelity Value Fund

- Moved from 55th to 25th in AP Universe; from 92nd to 53rd among the Largest Accounts; from 13th to 4th among the Mid-Sized Accounts; and from 34th to 25th among the Smallest Accounts
- AUM grew by 79% across the AP Universe
- Fund was added to 54 accounts across 3 advisors in the AP Universe
- This fund showed considerable growth across the AP Universe, although the growth was across only three new advisory firms

Funds Exhibiting Significant Losses

EWJ – IShares MSCI Japan IN

- Fund went from 6th to 9th across the AP Universe and from 8th to 6th among the Largest Accounts
- AUM dropped by 8.95% across the AP Universe and by 9.01% among the Largest Accounts
- Fund is used in 50 fewer accounts across the AP Universe, and 49 of these were among the Largest Accounts
- Fund is used by 2 more advisory firms
- This fund showed considerable defections among existing advisors within the Largest Accounts

FEQIX – Fidelity Income Fund



- Fund went from 21st to 41st across the AP Universe; from 35th to 57th among Largest Accounts; and from 4th to 11th among Mid-Sized Accounts
- AUM dropped by 34% across the AP Universe and by 43% among the Mid-Sized Accounts
- Fund is used in 1,094 fewer accounts across the AP Universe, 673 if these among Mid-Sized Accounts
- Fund is used by 2 more advisory firms
- This fund showed considerable defections, particularly among the Mid-Sized Accounts

Methodology

We rank funds by the assets under management (AUM) within our universe. A fund's ranking can improve or decline only if its AUM changes relative to other funds. Such changes can be due to any of the following:

- Existing advisors shifting money into/out of existing accounts
- Existing advisors putting money into of new accounts, or closing existing accounts
- New advisors putting money into new accounts
- Gains or losses in AUM due to fund performance
- Funds moving from the mid-sized account tier to the largest account tier, and vice versa

In some cases, funds moved down in ranking, but their AUM increased and the number of advisors utilizing the funds remained constant, as did the number of accounts holding the funds. We do not consider this a significant change in sentiment regarding the fund, which is our guiding criterion in this analysis. We look for situations where one or -more often- more of the following occurred:

- Change in fund ranking
- Change in AUM beyond what would be expected due to fund performance
- Increase or decrease in the number of advisors using the fund
- Increase or decrease in the number of accounts holding the fund

We also eliminate situations where changes in fund usage were due to movements between account tiers. Some subjective judgment comes into play. We do not have a single objective metric or standard that allows us to



measure changes in the universe. But we believe that the examples we show above exhibit evidence of changes in advisor/investor sentiment. We are providing the criteria we used to select these funds, so you can be the final judge as to whether the change in advisor/investor sentiment is significant.

Finally, we consolidate holdings across share classes for a given fund. The ticker symbol displayed is the first symbol, alphabetically, among the various share classes. It may not be representative of the share class or classes held in the AP universe.

Full AP Universe

Ticker	Description	AUM	Rank 8/14	Rank 5/22	Change in Rank	% Change in AUM	Increase or Decrease in # of Accts	Increase or Decrease in # of Advisors
EFA	ISHARES TRUST MSCI EAFE FUND	\$244,251,629	1	1	0	-7.05%	65	5
VSITX	JP MORGAN INTERMEDIATE TAX FREE SELECT FUND	\$151,817,709	2	2	0	0.50%	1	1
DODFX	DODGE AND COX INTERNATIONAL STOCK FUND	\$138,121,587	3	3	0	-1.54%	240	10
AEGBX	AMERICAN EUROPACIFIC GROWTH FUND	\$128,559,738	4	5	1	13.72%	164	8
SPY	S&P DEP RECEIPTS	\$117,526,904	5	4	-1	3.19%	10	6
PTRAX	PIMCO TOTAL RETURN FUND	\$115,200,247	6	7	1	26.08%	108	12
BJBIX	JULIUS BAER INTERNATIONAL EQUITY FUND	\$92,759,418	7	8	1	4.31%	-25	0
AGRBX	GROWTH OF AMERICA FUND	\$90,795,778	8	9	1	6.25%	222	11
EWJ	ISHARES MSCI JAPAN IN	\$85,992,289	9	6	-3	-8.95%	-50	2
VFIAX	VANGUARD 500 INDEX FUND	\$85,531,790	10	10	0	2.02%	21	8
FDIVX	FIDELITY DIVERSIFIED INTERNATIONAL FUND	\$78,540,266	11	13	2	21.26%	136	8
FCNTX	FIDELITY CONTRAFUND FUND	\$76,446,962	12	24	12	85.45%	989	11
MACSX	MATTHEWS ASIAN GROWTH AND INCOME FUND	\$71,452,088	13	11	-2	-0.64%	-15	1
DODGX	DODGE AND COX STOCK FUND	\$67,105,851	14	12	-2	-0.30%	28	10
FESOX	FIRST EAGLE SOGEN OVERSEAS FUND	\$67,001,004	15	14	-1	6.12%	78	4
EEM	ISHARES TRUST MSCI EMIF	\$62,935,328	16	17	1	11.61%	6	6
PARRX	PIMCO REAL RETURN FUND	\$60,068,201	17	15	-2	-4.01%	-23	-3



GLD	STREETTRACKS GOLD TRUST	\$56,770,260	18	18	0	8.75%	6	-1
JETAX	JULIUS BAER INTERNATIONAL EQUITY II FUND	\$56,336,742	19	20	1	16.45%	84	6
GATEX	GATEWAY FUND	\$55,708,281	20	32	12	50.51%	329	2
FESGX	FIRST EAGLE SOGEN GLOBAL FUND	\$50,281,892	21	25	4	27.10%	141	-1
SWHEX	SCHWAB HEDGED EQUITY FUND	\$48,185,041	22	23	1	12.20%	99	-1
GRINX	VICTORY DIVERSIFIED STOCK FUND	\$43,352,521	23	22	-1	-6.34%	-32	1
GHYAX	GOLDMAN SACHS HIGH YIELD MUNICIPALS FUND	\$43,071,701	24	19	-5	-13.53%	-3	-1
FDVLX	FIDELITY VALUE FUND	\$42,728,048	25	55	30	79.34%	54	3

Largest Accounts

Ticker	Description	AUM	Rank 8/14	Rank 5/22	Change in Rank	% Change in AUM	Increase or Decrease in # of Accts	Increase or Decrease in # of Advisors
EFA	ISHARES TRUST MSCI EAFE FUND	\$241,004,595	1	1	0	-7.24%	43	5
VSITX	JP MORGAN INTERMEDIATE TAX FREE SELECT FUND	\$151,809,901	2	2	0	0.50%	1	1
DODFX	DODGE AND COX INTERNATIONAL STOCK FUND	\$135,545,781	3	3	0	-2.29%	85	9
SPY	S&P DEP RECEIPTS	\$115,139,795	4	4	0	3.12%	6	3
AEGBX	AMERICAN EUROPACIFIC GROWTH FUND	\$111,452,148	5	5	0	12.96%	89	10
PTRAX	PIMCO TOTAL RETURN FUND	\$99,264,467	6	8	2	26.87%	61	11
BJBIX	JULIUS BAER INTERNATIONAL EQUITY FUND	\$86,419,577	7	7	0	4.54%	-8	2
EWJ	ISHARES MSCI JAPAN IN	\$85,697,948	8	6	-2	-9.01%	-49	3
VFIAX	VANGUARD 500 INDEX FUND	\$77,095,501	9	9	0	1.98%	14	10
MACSX	MATTHEWS ASIAN GROWTH AND INCOME FUND	\$63,653,275	10	10	0	-1.09%	-14	1
FESOX	FIRST EAGLE SOGEN OVERSEAS FUND	\$62,156,781	11	11	0	5.20%	42	2
EEM	ISHARES TRUST MSCI EMIF	\$61,854,855	12	14	2	11.28%	8	6
DODGX	DODGE AND COX STOCK FUND	\$57,637,128	13	12	-1	-0.73%	17	6
GLD	STREETTRACKS GOLD TRUST	\$56,442,106	14	15	1	9.39%	20	0
PARRX	PIMCO REAL RETURN FUND	\$54,748,766	15	13	-2	-4.17%	7	-1



JETAX	JULIUS BAER INTERNATIONAL EQUITY II FUND	\$53,869,181	16	19	3	16.13%	50	4
AGRBX	GROWTH OF AMERICA FUND	\$51,520,473	17	17	0	7.47%	33	8
FDIVX	FIDELITY DIVERSIFIED INTERNATIONAL FUND	\$51,149,115	18	20	2	17.01%	33	5
GATEX	GATEWAY FUND	\$49,127,134	19	28	9	49.19%	145	2
GHYAX	GOLDMAN SACHS HIGH YIELD MUNICIPALS FUND	\$42,758,411	20	16	-4	-13.57%	-4	-2
FESGX	FIRST EAGLE SOGEN GLOBAL FUND	\$42,649,252	21	27	6	27.20%	79	2
SWHEX	SCHWAB HEDGED EQUITY FUND	\$42,309,135	22	23	1	11.91%	48	0
IVV	ISHARES S&P 500 INDEX	\$41,146,726	23	59	36	117.47%	6	1
FCNTX	FIDELITY CONTRAFUND FUND	\$39,243,993	24	50	26	90.80%	263	9
MAPTX	MATTHEWS PACIFIC TIGER FUND	\$38,794,894	25	25	0	11.92%	-5	0

Mid-Sized Accounts

Ticker	Description	AUM	Rank 8/14	Rank 5/22	Change in Rank	% Change in AUM	Increase or Decrease in # of Accts	Increase or Decrease in # of Advisors
FCNTX	FIDELITY CONTRAFUND FUND	\$34,086,115	1	3	2	84.35%	586	7
AGRBX	GROWTH OF AMERICA FUND	\$27,666,438	2	1	-1	4.97%	69	4
FDIVX	FIDELITY DIVERSIFIED INTERNATIONAL FUND	\$25,199,177	3	2	-1	29.38%	57	10
FDVLX	FIDELITY VALUE FUND	\$18,991,854	4	13	9	78.03%	22	3
FMCSX	FIDELITY MID CAP STOCK FUND	\$16,871,464	5	5	0	11.27%	44	1
CWGBX	CAPITAL WORLD GROWTH AND INCOME FUND	\$15,298,622	6	6	0	3.11%	38	0
PTRAX	PIMCO TOTAL RETURN FUND	\$14,503,084	7	7	0	22.67%	53	9
AEGBX	AMERICAN EUROPACIFIC GROWTH FUND	\$13,830,751	8	8	0	22.63%	39	2
PACLX	TROWEPRIE CAPITAL APPRECIATION FUND	\$12,190,673	9	10	1	13.29%	90	0
FEMKX	FIDELITY EMERGING MARKETS FUND	\$11,247,669	10	12	2	5.17%	47	1
FEQIX	FIDELITY EQUITY INCOME FUND	\$9,967,336	11	4	-7	-43.37%	-673	1
AWSHX	WASHINGTON MUTUAL FUND	\$8,924,305	12	14	2	6.37%	6	1
FDGRX	FIDELITY GROWTH COMPANY FUND	\$8,497,466	13	20	7	20.05%	41	2
DODGX	DODGE AND COX STOCK FUND	\$8,029,206	14	17	3	3.20%	16	9
SLADX	SELECTED AMERICAN SHARES FUND	\$7,861,922	15	18	3	1.34%	44	3



ABALX	BALANCED FUND	\$7,579,642	16	15	-1	-7.88%	-6	0
VFIAX	VANGUARD 500 INDEX FUND	\$7,486,112	17	19	2	2.17%	2	5
MACSX	MATTHEWS ASIAN GROWTH AND INCOME FUND	\$7,267,808	18	21	3	3.48%	1	1
AICBX	INVESTMENT COMPANY OF AMERICA FUND	\$6,675,316	19	22	3	3.65%	2	2
PRIDX	TROWEPRIE INTERNATIONAL DISCOVERY FUND	\$6,663,122	20	23	3	4.83%	6	1
FNMIX	FIDELITY NEW MARKETS INCOME FUND	\$6,535,263	21	30	9	13.97%	25	1
FESGX	FIRST EAGLE SOGEN GLOBAL FUND	\$6,307,572	22	37	15	28.54%	45	-1
CAIBX	CAPITAL INCOME BUILDER FUND	\$5,977,051	23	31	8	4.42%	4	0
GRINX	VICTORY DIVERSIFIED STOCK FUND	\$5,864,551	24	27	3	-3.12%	-7	1
TAVFX	THIRD AVENUE VALUE FUND	\$5,853,267	25	28	3	-1.85%	7	2

Smallest Accounts

Ticker	Description	AUM	Rank 8/14	Rank 5/22	Change in Rank	% Change in AUM	Increase or Decrease in # of Accts	Increase or Decrease in # of Advisors
AGRBX	GROWTH OF AMERICA FUND	\$11,608,850	1	1	0	4.02%	120	2
CWGBX	CAPITAL WORLD GROWTH AND INCOME FUND	\$6,792,510	2	2	0	3.91%	109	1
AWSHX	WASHINGTON MUTUAL FUND	\$4,015,276	3	3	0	-3.16%	-22	-1
PACLX	TROWEPRIE CAPITAL APPRECIATION FUND	\$3,782,225	4	5	1	5.21%	47	-2
AICBX	INVESTMENT COMPANY OF AMERICA FUND	\$3,747,549	5	4	-1	0.46%	3	-1
AEBGX	AMERICAN EUROPACIFIC GROWTH FUND	\$3,276,839	6	7	1	5.50%	36	5
ABALX	BALANCED FUND	\$3,187,551	7	6	-1	0.43%	-3	-1
FCNTX	FIDELITY CONTRAFUND FUND	\$3,116,854	8	13	5	44.03%	140	5
ANWPX	NEW PERSPECTIVE FUND	\$2,941,193	9	8	-1	-1.41%	-22	-4
SLADX	SELECTED AMERICAN SHARES FUND	\$2,856,019	10	9	-1	9.08%	91	0
CAIBX	CAPITAL INCOME BUILDER FUND	\$2,633,544	11	10	-1	4.36%	37	1
AMECX	AMERICAN INCOME OF AMERICA FUND	\$2,330,593	12	12	0	2.93%	24	-2
FDIVX	FIDELITY DIVERSIFIED INTERNATIONAL FUND	\$2,191,973	13	15	2	38.52%	46	6
DODIX	DODGE AND COX INCOME FUND	\$1,851,084	14	16	2	17.83%	71	-1



VAIPX	VANGUARD INFLATION PROTECTED SECURITIES FUND	\$1,651,468	15	11	-4	-31.11%	-180	-1
AFIBX	AMERICAN FUNDAMENTAL FUND	\$1,580,033	16	17	1	1.12%	24	-2
ABNDX	BOND OF AMERICA FUND	\$1,540,365	17	18	1	3.47%	13	-2
TAVFX	THIRD AVENUE VALUE FUND	\$1,456,747	18	21	3	0.98%	21	2
CIBCX	AMERICAN CAPITAL INCOME BUILDER FUND	\$1,454,093	19	23	4	7.19%	14	1
DODGX	DODGE AND COX STOCK FUND	\$1,439,517	20	20	0	-1.51%	-5	-1
FADCX	FIDELITY ADVISORS DIVERSIFIED INTERNATIONAL FUND	\$1,434,869	21	19	-2	-3.61%	-9	0
PTRAX	PIMCO TOTAL RETURN FUND	\$1,432,696	22	24	2	9.81%	-6	4
AMCPX	AMERICAN AMCAP FUND	\$1,392,733	23	22	-1	-1.41%	-16	-1
FESGX	FIRST EAGLE SOGEN GLOBAL FUND	\$1,325,068	24	25	1	17.60%	17	-2
FDVLX	FIDELITY VALUE FUND	\$1,183,441	25	34	9	53.91%	30	2

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