



## Changes in the Most Popular Mutual Funds

We last examined changes in the Advisor Perspectives (AP) Universe of Most Popular Mutual Funds in [August 2007](#) and, prior to that, 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 similar analysis to that which we offered in August, and in the [PDF version](#) we provide 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	+5.8%	+1,949 (+4.3%)
Largest Accounts	+5.9%	+940 (+8.7%)
Mid-Size Accounts	+4.8%	+555 (+4.2%)
Smallest Accounts	+2.9%	+454 (+2.1%)

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

### Funds Exhibiting Significant Gains

#### PTRAX – PIMCO Total Return Fund

- Moved from 6<sup>th</sup> to 2<sup>nd</sup> in the AP Universe; from 6<sup>th</sup> to 3<sup>rd</sup> among Largest Accounts; from 7<sup>th</sup> to 8<sup>th</sup> among Mid-Sized Accounts; and 22<sup>nd</sup> to 16<sup>th</sup> among Smallest Accounts
- AUM grew by 50.0% in the AP Universe
- 112 accounts were added, as well as 9 new advisory firms across the AP Universe



- This fund showed considerable growth, particularly among the largest accounts in the AP universe

#### EEM – Ishares Trust MSCI EMIF

- Moved from 16<sup>th</sup> to 10<sup>th</sup> in the AP Universe and from 12<sup>th</sup> to 8<sup>th</sup> among the Largest Accounts
- AUM grew by 48.8% in the AP Universe and by 50.1% among the Largest Accounts
- Usage across accounts exhibited consolidation. There were 173 fewer accounts holding this fund across the AP universe, but it was used by 8 additional advisory firms.
- This fund showed considerable growth across the Largest Accounts, as well as a consolidation of holdings into larger positions.

#### MXIX – Marsico 21<sup>st</sup> Century Fund

- Moved from 36<sup>th</sup> to 21<sup>st</sup> in AP Universe; from 31<sup>st</sup> to 22<sup>nd</sup> among the Largest Accounts; and from 57<sup>th</sup> to 34<sup>th</sup> among the Mid-Sized Accounts
- AUM grew by 68.6% across the AP Universe
- Fund was added to 169 accounts and by 2 advisors across the AP Universe
- This fund showed considerable growth among the largest accounts in the AP Universe, although the growth included only two new advisory firms

#### **Funds Exhibiting Significant Losses**

##### EWJ – IShares MSCI Japan IN

- Fund went from 9<sup>th</sup> to 13<sup>th</sup> across the AP Universe and from 8<sup>th</sup> to 10<sup>th</sup> among the Largest Accounts
- AUM dropped by 3.3% across the AP Universe and by 3.3% among the Largest Accounts
- Fund is held in 11 fewer accounts across the AP Universe, and 5 of these were among the Largest Accounts
- Fund is used by 4 fewer advisory firms



- This fund showed considerable defections among existing advisors within the Largest Accounts. This fund was also among the funds exhibiting significant losses in our previous analysis in [August 2007](#).

#### SWHEX – Schwab Hedged Equity Fund

- Fund was 22<sup>nd</sup> but is no longer among the top 500 across the AP Universe; fund went from 22<sup>nd</sup> to no longer among the top 500 among Largest Accounts; and from 32<sup>nd</sup> to no longer among the top 500 among Mid-Sized Accounts
- AUM was \$48.2 million across the AP universe and is now below \$1 million.
- The fund showed considerable defections, but these were representative of a small number of advisory firms

#### 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	Fund	AUM 11/4	Rank 11/4	Rank 8/14	Rank 5/22	Change in Rank 8/14 to 11/4	Change in AUM 8/14 to 11/4	Change in # Accts 8/14 to 11/4	Change in # Advisors 8/14 to 11/4
EFA	ISHARES TRUST MSCI EAFE FUND	\$289,190,662	1	1	1	0	18.40%	129	10
PTRAX	PIMCO TOTAL RETURN FUND	\$172,799,619	2	6	7	4	50.00%	112	9
AEGBX	AMERICAN EUROPACIFIC GROWTH FUND	\$164,318,817	3	4	5	1	27.82%	103	8
DODFX	DODGE AND COX INTERNATIONAL STOCK FUND	\$161,433,061	4	3	3	-1	16.88%	193	8



VSITX	JP MORGAN INTERMEDIATE TAX FREE SELECT FUND	\$153,949,233	5	2	2	-3	1.40%	0	0
SPY	S&P DEP RECEIPTS	\$149,534,558	6	5	4	-1	27.23%	38	2
BJBIX	JULIUS BAER INTERNATIONAL EQUITY FUND	\$108,408,789	7	7	8	0	16.87%	9	5
AGRBX	GROWTH OF AMERICA FUND	\$107,020,960	8	8	9	0	17.87%	269	6
FDIVX	FIDELITY DIVERSIFIED INTERNATIONAL FUND	\$94,482,560	9	11	13	2	20.30%	213	4
EEM	ISHARES TRUST MSCI EMIF	\$93,640,415	10	16	17	6	48.79%	-173	8
FCNTX	FIDELITY CONTRAFUND FUND	\$92,461,868	11	12	24	1	20.95%	249	6
VFIAX	VANGUARD 500 INDEX FUND	\$92,323,444	12	10	10	-2	7.94%	20	6
EWJ	ISHARES MSCI JAPAN IN	\$83,187,535	13	9	6	-4	-3.26%	-11	-4
GLD	STREETTRACKS GOLD TRUST	\$79,051,596	14	18	18	4	39.25%	24	0
MACSX	MATTHEWS ASIAN GROWTH AND INCOME FUND	\$77,994,339	15	13	11	-2	9.16%	1	1
DODGX	DODGE AND COX STOCK FUND	\$75,371,588	16	14	12	-2	12.32%	41	11
FESOX	FIRST EAGLE SOGEN OVERSEAS FUND	\$69,191,780	17	15	14	-2	3.27%	-1	1
PARRX	PIMCO REAL RETURN FUND	\$66,897,793	18	17	15	-1	11.37%	10	4
JETAX	JULIUS BAER INTERNATIONAL EQUITY II FUND	\$63,627,203	19	19	20	0	12.94%	31	1
GATEX	GATEWAY FUND	\$62,144,617	20	20	32	0	11.55%	52	1
MXXIX	MARSICO 21ST	\$59,481,178	21	36	36	15	68.57%	169	2



	CENTURY FUND								
ARTIX	ARTISAN INTERNATIONAL FUND	\$58,446,523	22	29	31	7	#N/A	#N/A	#N/A
DFOFX	DFA UNITED STATES CORE EQUITY 1 FUND	\$55,392,995	23	70	69	47	#N/A	#N/A	#N/A
FESGX	FIRST EAGLE SOGEN GLOBAL FUND	\$55,040,985	24	21	25	-3	9.46%	-10	0
FDGRX	FIDELITY GROWTH COMPANY FUND	\$52,956,930	25	92	102	67	238.37%	1129	3

### Largest Accounts

Ticker	Fund	AUM 11/4	Rank 11/4	Rank 8/14	Rank 5/22	Change in Rank 8/14 to 11/4	Change in AUM 8/14 to 11/4	Change in # Accts 8/14 to 11/4	Change in # Advisors 8/14 to 11/4
EFA	ISHARES TRUST MSCI EAFE FUND	\$285,140,825	1	1	1	0	18.31%	98	9
DODFX	DODGE AND COX INTERNATIONAL STOCK FUND	\$157,966,750	2	3	3	1	16.54%	66	8
PTRAX	PIMCO TOTAL RETURN FUND	\$156,076,466	3	6	8	3	57.23%	81	7
VSITX	JP MORGAN INTERMEDIATE TAX FREE SELECT FUND	\$153,941,343	4	2	2	-2	1.40%	0	0
SPY	S&P DEP RECEIPTS	\$147,407,102	5	4	4	-1	28.02%	39	4
AEGBX	AMERICAN EUROPACIFIC GROWTH FUND	\$145,555,906	6	5	5	-1	30.60%	59	10
BJBIX	JULIUS BAER	\$101,961,819	7	7	7	0	17.98%	34	4



	INTERNATIONAL EQUITY FUND								
EEM	ISHARES TRUST MSCI EMIF	\$93,076,764	8	12	14	4	50.48%	-130	9
VFIAX	VANGUARD 500 INDEX FUND	\$83,472,274	9	9	9	0	8.27%	11	3
EWJ	ISHARES MSCI JAPAN IN	\$82,906,493	10	8	6	-2	-3.26%	-5	-3
GLD	STREETTRACKS GOLD TRUST	\$78,624,825	11	14	15	3	39.30%	29	2
MACSX	MATTHEWS ASIAN GROWTH AND INCOME FUND	\$70,116,466	12	10	10	-2	10.15%	24	1
FESOX	FIRST EAGLE SOGEN OVERSEAS FUND	\$64,857,319	13	11	11	-2	4.34%	17	0
DODGX	DODGE AND COX STOCK FUND	\$64,662,915	14	13	12	-1	12.19%	24	7
AGRBX	GROWTH OF AMERICA FUND	\$63,719,731	15	17	17	2	23.68%	61	4
FDIVX	FIDELITY DIVERSIFIED INTERNATIONAL FUND	\$63,657,141	16	18	20	2	24.45%	102	0
JETAX	JULIUS BAER INTERNATIONAL EQUITY II FUND	\$60,846,079	17	16	19	-1	12.95%	26	2
PARRX	PIMCO REAL RETURN FUND	\$60,512,733	18	15	13	-3	10.53%	21	5
ARTIX	ARTISAN INTERNATIONAL FUND	\$57,027,492	19	26	24	7	48.38%	20	5
GATEX	GATEWAY FUND	\$55,391,507	20	19	28	-1	12.75%	34	2
DFOFX	DFA UNITED STATES CORE EQUITY 1 FUND	\$55,163,838	21	58	56	37	181.11%	6	0
MXXIX	MARSICO 21ST CENTURY FUND	\$54,090,395	22	31	34	9	68.34%	110	2
FCNTX	FIDELITY CONTRAFUND FUND	\$50,300,562	23	24	50	1	28.17%	113	4
MAPTX	MATTHEWS PACIFIC TIGER FUND	\$47,450,640	24	25	25	1	22.31%	4	2



FESGX	FIRST EAGLE SOGEN GLOBAL FUND	\$47,054,003	25	21	27	-4	10.33%	-8	1
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### Mid-Sized Accounts

Ticker	Fund	AUM 11/4	Rank 11/4	Rank 8/14	Rank 5/22	Change in Rank 8/14 to 11/4	Change in AUM 8/14 to 11/4	Change in # Accts 8/14 to 11/4	Change in # Advisors 8/14 to 11/4
FCNTX	FIDELITY CONTRAFUND FUND	\$38,877,559	1	1	3	0	14.06%	108	6
AGRBX	GROWTH OF AMERICA FUND	\$31,051,341	2	2	1	0	12.23%	157	8
FDIVX	FIDELITY DIVERSIFIED INTERNATIONAL FUND	\$28,606,994	3	3	2	0	13.52%	104	5
FDGRX	FIDELITY GROWTH COMPANY FUND	\$23,491,757	4	13	20	9	176.46%	670	2
CWGBX	CAPITAL WORLD GROWTH AND INCOME FUND	\$17,285,526	5	6	6	1	12.99%	72	2
AEGBX	AMERICAN EUROPACIFIC GROWTH FUND	\$15,307,947	6	8	8	2	10.68%	35	8
FMCSX	FIDELITY MID CAP STOCK FUND	\$15,114,856	7	5	5	-2	-10.41%	-45	4
PTRAX	PIMCO TOTAL RETURN FUND	\$15,060,835	8	7	7	-1	3.85%	20	2
PACLX	TROWEPRIE CAPITAL APPRECIATION FUND	\$12,575,733	9	9	10	0	3.16%	26	2
FEMKX	FIDELITY EMERGING MARKETS FUND	\$11,865,014	10	10	12	0	5.49%	-45	0
FDVLX	FIDELITY VALUE FUND	\$10,382,281	11	4	13	-7	-45.33%	-61	2



DODGX	DODGE AND COX STOCK FUND	\$9,319,517	12	14	17	2	16.07%	26	5
SLADX	SELECTED AMERICAN SHARES FUND	\$8,540,633	13	15	18	2	8.63%	52	1
AWSHX	WASHINGTON MUTUAL FUND	\$8,177,314	14	12	14	-2	-8.37%	-20	2
ABALX	BALANCED FUND	\$7,917,254	15	16	15	1	4.45%	5	0
VFIAX	VANGUARD 500 INDEX FUND	\$7,832,871	16	17	19	1	4.63%	1	2
MACSX	MATTHEWS ASIAN GROWTH AND INCOME FUND	\$7,362,904	17	18	21	1	1.31%	-14	1
AICBX	INVESTMENT COMPANY OF AMERICA FUND	\$6,950,157	18	19	22	1	4.12%	8	3
FEQIX	FIDELITY EQUITY INCOME FUND	\$6,947,927	19	11	4	-8	-30.29%	-170	2
PRIDX	TROWEPRICE INTERNATIONAL DISCOVERY FUND	\$6,946,626	20	20	23	0	4.25%	-2	1
FESGX	FIRST EAGLE SOGEN GLOBAL FUND	\$6,663,916	21	22	37	1	5.65%	5	1
CAIBX	CAPITAL INCOME BUILDER FUND	\$6,582,224	22	23	31	1	10.12%	14	3
DODIX	DODGE AND COX INCOME FUND	\$6,373,762	23	31	42	8	20.78%	64	1
FNMIX	FIDELITY NEW MARKETS INCOME FUND	\$6,275,813	24	21	30	-3	-3.97%	28	-1
TAVFX	THIRD AVENUE VALUE FUND	\$6,258,520	25	25	28	0	6.92%	33	3



### Smallest Accounts

Ticker	Fund	AUM 11/4	Rank 11/4	Rank 8/14	Rank 5/22	Change in Rank 8/14 to 11/4	Change in AUM 8/14 to 11/4	Change in # Accts 8/14 to 11/4	Change in # Advisors 8/14 to 11/4
AGRBX	GROWTH OF AMERICA FUND	\$12,249,887	1	1	1	0	5.52%	51	3
CWGBX	CAPITAL WORLD GROWTH AND INCOME FUND	\$7,176,417	2	2	2	0	5.65%	11	0
AWSHX	WASHINGTON MUTUAL FUND	\$4,067,513	3	3	3	0	1.30%	-19	3
AICBX	INVESTMENT COMPANY OF AMERICA FUND	\$3,706,078	4	5	4	1	-1.11%	-8	0
PACLX	TROWEPRICE CAPITAL APPRECIATION FUND	\$3,675,106	5	4	5	-1	-2.83%	-24	1
AEGBX	AMERICAN EUROPACIFIC GROWTH FUND	\$3,454,965	6	6	7	0	5.44%	9	1
FCNTX	FIDELITY CONTRAFUND FUND	\$3,283,746	7	8	13	1	5.35%	28	3
ABALX	BALANCED FUND	\$3,171,200	8	7	6	-1	-0.51%	-16	2
ANWPX	NEW PERSPECTIVE FUND	\$3,114,658	9	9	8	0	5.90%	-4	1
SLADX	SELECTED AMERICAN SHARES FUND	\$3,011,612	10	10	9	0	5.45%	10	0
CAIBX	CAPITAL INCOME BUILDER FUND	\$2,882,140	11	11	10	0	9.44%	29	-1
AMECX	AMERICAN INCOME OF AMERICA FUND	\$2,511,870	12	12	12	0	7.78%	20	1
FDIVX	FIDELITY DIVERSIFIED INTERNATIONAL FUND	\$2,218,424	13	13	15	0	1.21%	7	1



AFIBX	AMERICAN FUNDAMENTAL FUND	\$2,133,182	14	16	17	2	35.01%	157	6
DODIX	DODGE AND COX INCOME FUND	\$1,942,501	15	14	16	-1	4.94%	15	1
PTRAX	PIMCO TOTAL RETURN FUND	\$1,662,318	16	22	24	6	16.03%	11	8
ABNDX	BOND OF AMERICA FUND	\$1,548,245	17	17	18	0	0.51%	22	2
CIBCX	AMERICAN CAPITAL INCOME BUILDER FUND	\$1,507,082	18	19	23	1	3.64%	-1	0
TAVFX	THIRD AVENUE VALUE FUND	\$1,436,527	19	18	21	-1	-1.39%	-20	3
FADCX	FIDELITY ADVISORS DIVERSIFIED INTERNATIONAL FUND	\$1,414,364	20	21	19	1	-1.43%	-24	0
VAIPX	VANGUARD INFLATION PROTECTED SECURITIES FUND	\$1,406,559	21	15	11	-6	-14.83%	-84	0
JORNX	JANUS ORION FUND	\$1,399,834	22	26	119	4	23.54%	53	1
AMCPX	AMERICAN AMCAP FUND	\$1,397,713	23	23	22	0	0.36%	-12	0
DODGX	DODGE AND COX STOCK FUND	\$1,389,156	24	20	20	-4	-3.50%	-9	2
FESGX	FIRST EAGLE SOGEN GLOBAL FUND	\$1,323,066	25	24	25	-1	-0.15%	-7	1

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