

THE LIST

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TOP WEALTH MANAGEMENT FIRMS & PRACTICES

RANKED BY ASSETS PER CLIENT AS OF DEC. 31, 2018

INVESTMENT MINIMUMS OF
MORE THAN \$1MILLION

	Practice name (prior rank) ¹ Website	Location Phone	Assets per local client	AUM for Houston clients ²	Local clients	Investment minimum	Top local executive	Associated company ³ Year founded locally
1	Sentinel Trust Company, LBA ① sentineltrust.com	2001 Kirby Dr., #1200 Houston, TX 77019 713-529-3729	\$106 million	\$3.6 billion	33	\$20 million	Lissa S. Gangjee, president/CEO lgangjee@sentineltrust.com	Independent firm 1997
2	Monroe Vos Consulting Group Inc. * monroevos.com	1001 McKinney St., #1200 Houston, TX 77002 713-227-0100	\$52.74 million	\$4.63 billion	73	\$1 million	Jamison Monroe, chairman, CEO jmonroe@monroevos.com	Independent firm 1994
3	Tactical Associates ② pwa.ml.com/tactical_associates	800 Capital St., #2060 Houston, TX 77002 713-632-8373	\$37 million	\$1.6 billion	100	\$10 million	Phil Dodson, managing director, private wealth advisor phil.dodson@ml.com	Merrill Lynch 1972
4	Smith Warren & Associates ③ pbig.ml.com/pwa/system/ advise.aspx?pageurl=smithwarren	600 Travis St., #7400 Houston, TX 77002 713-632-9005	\$25 million	\$3.7 billion	198	\$10 million	Champ Warren, managing director wealth management, private wealth advisor	Merrill Lynch ⁴ 2007
5	Mosaic Advisors * mosaicadvisors.com	4265 San Felipe St., #760 Houston, TX 77027 713-980-4100	\$15.33 million	\$398.45 million	26	\$50 million	Jay Goldberg, managing partner jay@mosaicadvisors.com	Independent firm 2012
6	Avalon Investment & Advisory ⑥ avalonadvisors.com	2929 Allen Pkwy., #3000 Houston, TX 77019 713-238-2050	\$14.21 million	\$7.36 billion	518	\$5 million	Chase Robison, CEO	Independent firm 2001
7	HighTower Texas * hightowertexas.com	4400 Post Oak Pkwy., #2600 Houston, TX 77027 713-993-4010	\$12.24 million	\$5.2 billion	425	\$2.5 million	Heinrich Grobler, COO	Hightower Advisors 1994
8	The Novelli Group ⑦ fa.morganstanley.com/thenovelligroup	600 Travis St., #3700 Houston, TX 77005 713-512-6642	\$12.2 million	\$1.82 billion	120	\$2.5 million	David Novelli, wealth management managing director david.a.novelli@morganstanleypwm.com	Morgan Stanley 1992
9	CIBC Private Wealth Management ⑤ private-wealth.us.cibc.com	11 Greenway Plz., #2625 Houston, TX 77046 832-941-5760	\$10.9 million	\$1.24 billion	95	\$5 million	H. Scott Caven, scaven@cibc.com Bas Solleveld, managing director/co-heads	CIBC Private Wealth Management 2003
10	Eagle Global Advisors ⑨ eagleglobal.com	1330 Post Oak Blvd., #3000 Houston, TX 77056 713-952-3550	\$4.8 million	\$2.97 billion	615	\$1 million	Eddie Allen, senior partner/portfolio manager EAllen@eagleglobal.com	Independent firm 1996
11	Segment Wealth Management LLC ⑩ segmentwm.com	3040 Post Oak Blvd., #1725 Houston, TX 77056 713-800-7151	\$3.1 million	\$494 million	161	\$5 million	Gil Baumgarten, president gil.baumgarten@segmentwm.com	Independent firm 2010
12	Westwood Trust ⑫ westwoodgroup.com	10000 Memorial Dr., #650 Houston, TX 77024 713-683-7070	\$2.99 million	\$1.71 billion	570	\$2 million	Leah Bennett, president Maureen Phillips, chairman	Westwood Trust 1982
13	The Magnolia Group at Morgan Stanley * advisor.morganstanley.com/the-whitehead-group	2800 Post Oak Blvd., #1800 Houston, TX 77056 713-965-5060	\$2.5 million	\$750 million	300	\$1 million	Donald Whitehead, executive director donald.whitehead@ms.com	Morgan Stanley 1999
14	Tiras Wealth Management * tiraswealth.com	11 Greenway Plz., #3000 Houston, TX 77046 713-332-4400	\$2.36 million	\$1.47 billion	539	\$1 million	Scott Tiras, president scott.b.tiras@ampf.com Crystal Garrett, SVP crystal.l.garrett@ampf.com	Ameriprise Financial Services Inc. 1988
15	Stavis and Cohen Financial ⑮ staviscandcohen.com	1330 Post Oak Blvd., #2190 Houston, TX 77056 713-275-7750	\$2.15 million	\$414.29 million	252	\$2 million	Deborah Stavis, founder/CEO dstavis@staviscandcohen.com Eddie Cohen, founder/chief investment officer ecohen@staviscandcohen.com	Independent firm 2009
16	Efficient Wealth Management ⑭ EfficientWealthManagement.com	2829 Technology Forest Blvd., #300 The Woodlands, TX 77381 281-528-1200	\$2 million	\$230.01 million	119	\$1.5 million	Paul Carroll, CEO Paul@EfficientWealthManagement.com	Independent firm 2005
17	Investec Wealth Strategies ⑬ investecwealth.com	4900 Woodway Dr., #550 Houston, TX 77056 713-622-9111	\$1.94 million	\$340.21 million	175	\$1 million	John Goott, founding principal Daniel Goott, principal daniel@investecwealth.com	Independent firm 1984
18	Pin Oak Investment Advisors Inc. ⑲ pinoak.com	510 Bering Dr., #100 Houston, TX 77057 713-871-8300	\$1.9 million	\$243.11 million	148	\$1 million	Barrett Rouse, president barrett@pinoak.com	Independent firm 1989
19	Tanglewood Total Wealth Management Inc. ⑰ tanglewoodwealth.com	1400 Post Oak Blvd., #550 Houston, TX 77056 713-840-8880	\$1.85 million	\$563.98 million	305	\$2 million	John Merrill, president jmerrill@tanglewoodwealth.com	Independent firm 1979
20	J.D. Joyce Investment Management Group LLC ⑱ jdjoyceimg.com	1811 Bering Dr., #250 Houston, TX 77057 713-714-8500	\$1.83 million	\$206.6 million	113	\$1 million	John David "J.D." Joyce, president jdjoyce@jdjoyce.com	Independent firm 2013
21	South Texas Money Management Ltd. ⑳ stmmtd.com	777 S. Post Oak Ln., #2055 Houston, TX 77056 713-683-3818	\$1.79 million	\$437.2 million	333	\$1 million	Christina Markell-Balleza, co-CEO/general counsel/chief compliance officer Teri Grubb, co-CEO tgrubb@stmmtd.com	Independent firm 2003
22	Linscomb & Williams ⑯ linscomb-williams.com	1400 Post Oak Blvd., #1000 Houston, TX 77056 713-840-1000	\$1.73 million	\$2.26 billion	1,576	\$1 million	J. Harold Williams, chairman/CEO hwilliams@linscomb-williams.com	Independent firm 1971
23	MBR Financial ⑰ mbrfinancial.com	2000 W. Loop S., #1510 Houston, TX 77027 832-667-8787	\$1.71 million	\$441.61 million	259	\$1 million	Daniel Bender, principal Trey Brady, principal Mary Margolis, principal Mary@mbrfinancial.com	Independent firm 2011
24	Goodman Financial Corporation * goodmanfinancial.com	5177 Richmond Ave., #700 Houston, TX 77056 713-599-1777	\$1.55 million	\$253.36 million	238	\$1 million	Steven Goodman, president sgoodman@goodmanfinancial.com	Independent firm 1989
25	FOCUS Wealth Advisors LLC ㉑ focus-wa.com	4900 Woodway Dr., #675 Houston, TX 77056 713-800-7170	\$1.5 million	\$145 million	95	\$2 million	Mark Frugoni, co-founder/principal info@focus-wa.com	Independent firm 2011

1 * = not ranked on prior List

2 Assets under management for Houston-area clients as of Dec. 31, 2018.

3 Some entities on The List are practices within larger companies. The company name is listed, and "independent firm" designates firms that are legally independent entities.

4 Merrill Lynch Private Banking and Investment Group

► CLOSER LOOK

\$12.9M

Total average of assets per client from all firms on The List.

\$42.5B

Total local assets under management for all firms on The List.

Most local clients

Linscomb & Williams 1,576

Eagle Global Advisors 615

Westwood Trust 570

Tiras Wealth Management 539

Avalon Investment & Advisory 518

ABOUT THE LIST

Information was obtained from firm representatives. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by the Houston Business Journal. Only those that responded to our inquiries were listed. In case of ties, companies are listed alphabetically.

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N/A = information not available



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