

# 2023 FINRA Industry Snapshot



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## 2023 FINRA Industry Snapshot – Introduction

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FINRA regulates a critical part of the securities industry – brokerage firms doing business with the public in the United States. In an effort to increase public awareness and understanding about the broad range of FINRA-registered firms and individuals, FINRA shares an annual snapshot of some of the data collected in the course of its work.

The *2023 FINRA Industry Snapshot* provides a high-level overview of the industry, ranging from the number of FINRA-registered individuals to the overall revenues of firms, and from trading activity to how firms market their products and services. All of the data are reported in aggregate to respect the confidentiality of regulatory information.

Note: FINRA regularly updates historical data series due to data revisions by reporting firms.

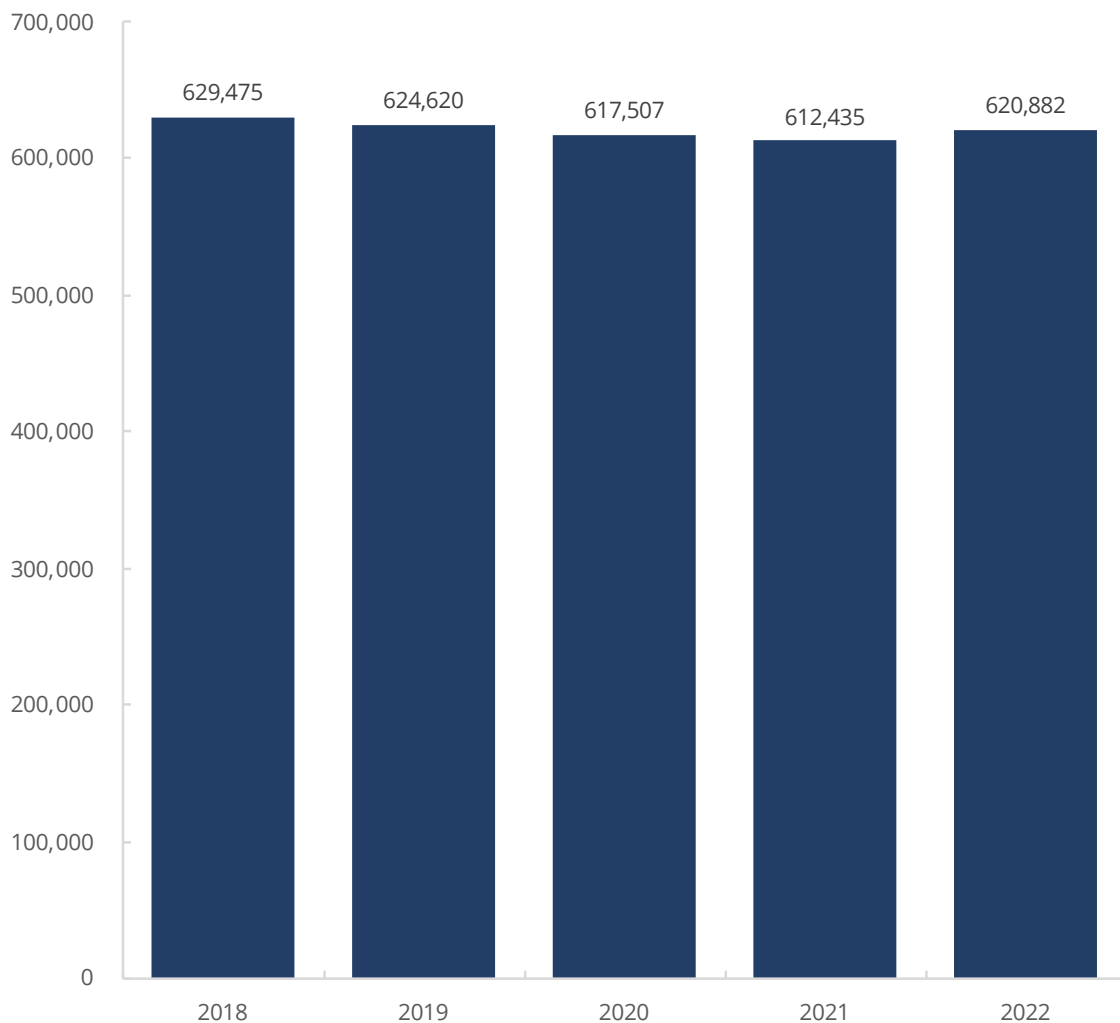
# I. FINRA-Registered Representatives

## 1.1 Sizes and Counts

Anyone actively involved in a FINRA-registered firm’s investment banking or securities business must be registered as a representative with FINRA (FINRA-registered representative). To become registered, securities professionals are required to pass qualification exams to demonstrate competence in their particular securities activities. A FINRA-registered representative’s duties may include supervision, sales of securities or training of persons associated with the member firm.

**Figure 1.1.1 Total Number of FINRA-Registered Representatives, 2018–2022**

*(Count as of year-end)*



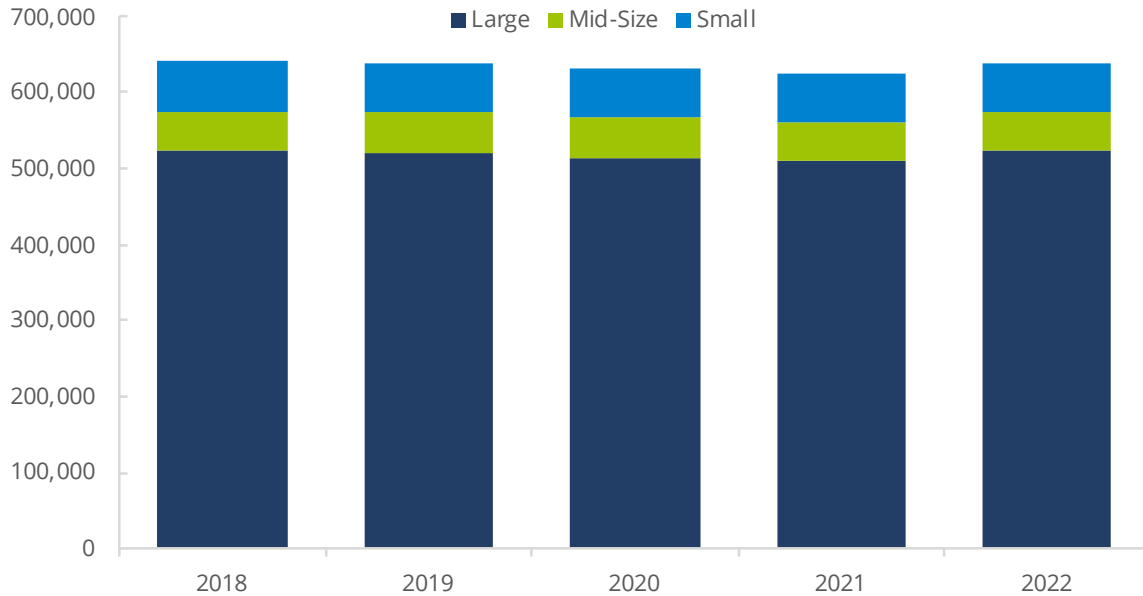
Source: Financial Industry Regulatory Authority.

# I. FINRA-Registered Representatives

## 1.1 Sizes and Counts

**Figure 1.1.2 FINRA-Registered Representatives by Firm Size, 2018–2022<sup>1</sup>**

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

<sup>1</sup> Registrations by firm size differ from the total number of registrations as individuals registered with multiple firms are counted for each firm they represent, potentially in the same size class or in multiple size classes depending on the sizes of the employing firms. Large firm = 500 or more registered representatives; Mid-Size firm = 151-499 registered representatives; Small firm = 1-150 registered representatives.

**Table 1.1.3 FINRA-Registered Representatives by Firm Size, 2018–2022<sup>1</sup>**

(Count as of year-end)

| Firm Size    | Total          | 2018         |                | 2019          |                | 2020          |                | 2021          |                |               |
|--------------|----------------|--------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|---------------|
|              |                | Firm Size    | Total          | %             | Total          | %             | Total          | %             | Total          | %             |
| Large        | 522,901        | Large        | 522,901        | 81.5%         | 519,687        | 81.5%         | 513,900        | 81.5%         | 510,170        | 81.5%         |
| Mid-Size     | 52,448         | Mid-Size     | 52,448         | 8.2%          | 53,762         | 8.4%          | 52,484         | 8.3%          | 51,007         | 8.1%          |
| Small        | 66,048         | Small        | 66,048         | 10.3%         | 64,166         | 10.1%         | 64,099         | 10.2%         | 64,864         | 10.4%         |
| <b>Total</b> | <b>641,397</b> | <b>Total</b> | <b>641,397</b> | <b>100.0%</b> | <b>637,615</b> | <b>100.0%</b> | <b>630,483</b> | <b>100.0%</b> | <b>626,041</b> | <b>100.0%</b> |

Source: Financial Industry Regulatory Authority.

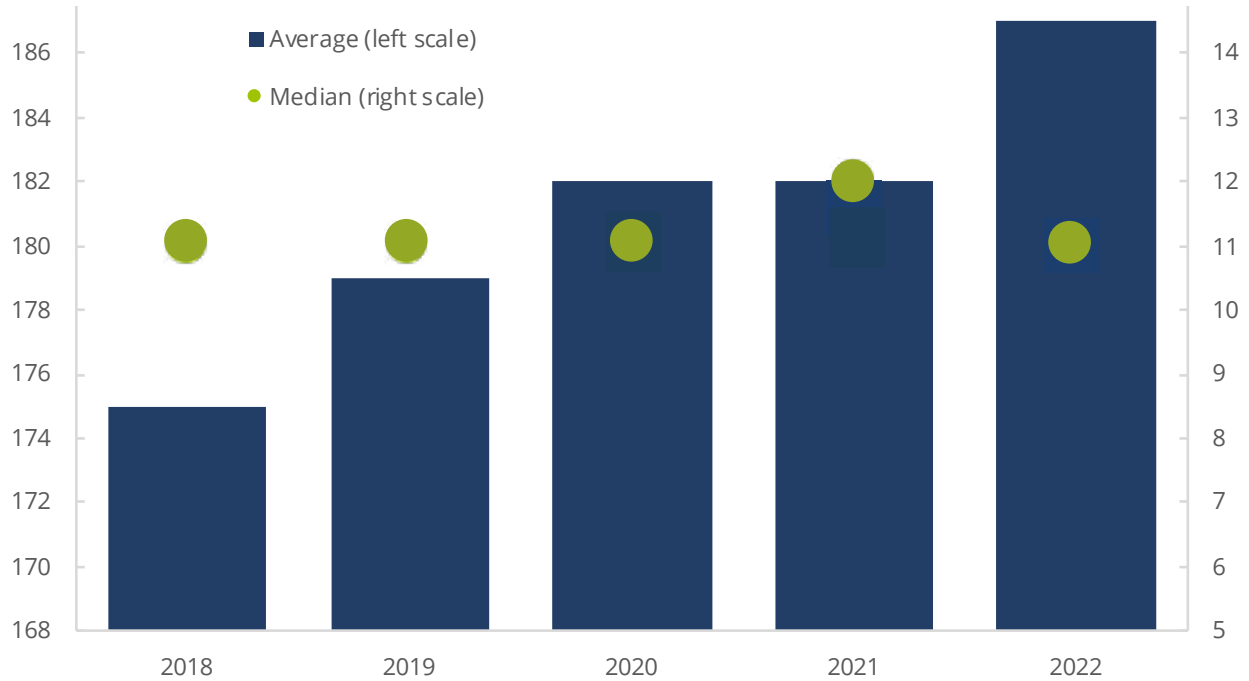
Source: Financial

<sup>1</sup> Registrations by firm size differ from the total number of registrations as individuals registered with multiple firms are counted for each firm they represent, potentially in the same size class or in multiple size classes depending on the sizes of the employing firms. Large firm = 500 or more registered representatives; Mid-Size firm = 151-499 registered representatives; Small firm = 1-150 registered representatives.

# I. FINRA-Registered Representatives

## 1.1 Sizes and Counts

**Figure 1.1.4 Average and Median Number of FINRA-Registered Representatives per Firm, 2018–2022**  
(Count as of year-end)



Source: Financial Industry Regulatory Authority.

**Table 1.1.5 Average and Median Number of FINRA-Registered Representatives per Firm, 2018–2022**  
(Count as of year-end)

|                | 2018 | 2019 | 2020 | 2021 | 2022 |
|----------------|------|------|------|------|------|
| <b>Average</b> | 175  | 179  | 182  | 182  | 187  |
| <b>Median</b>  | 11   | 11   | 11   | 12   | 11   |

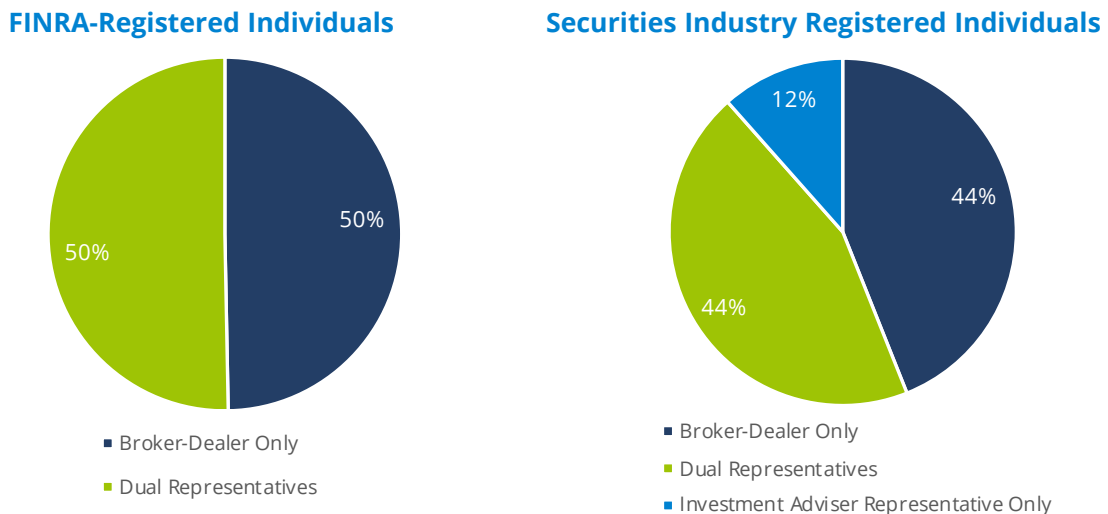
Source: Financial Industry Regulatory Authority.



# I. FINRA-Registered Representatives

## 1.1 Sizes and Counts

Figure 1.1.6 Registered Individuals by Type of Registration, 2022<sup>1,2</sup>



Source: Financial Industry Regulatory Authority.

- 1 Owners of investment advisory firms may be exempt from registering as Investment Adviser Representatives. Accordingly, these Investment Adviser Representatives are not included in the table.
- 2 "Broker Dealer Representatives Only" refers to FINRA-registered representatives. "Dual Representatives" refers to FINRA-registered representatives who are also registered as investment adviser representatives. "Investment Adviser Representatives Only" refers to individuals who are registered only as investment adviser representatives and are overseen by the SEC or state regulators. "Securities Industry Registered Persons" represents the totality of registered individuals. Individuals are counted only once regardless of how many firms they represent. FINRA captures requirements on all Securities Registered Persons, including those that are not "FINRA-registered representatives"

Table 1.1.7 Securities Industry Registered Individuals by Type of Registration, 2022<sup>1,2</sup>

(Count as of year-end)

|  | Total Number of Individuals |
|--|-----------------------------|
| Broker-Dealer Only                                   | 308,565                     |
| Dual Broker-Dealer Investment Adviser Representative | 312,317                     |
| <b>All BD Registered Individuals</b>                 | <b>620,882</b>              |
| Investment Adviser Representative Only               | 80,977                      |
| <b>Total Registered Individuals</b>                  | <b>701,859</b>              |

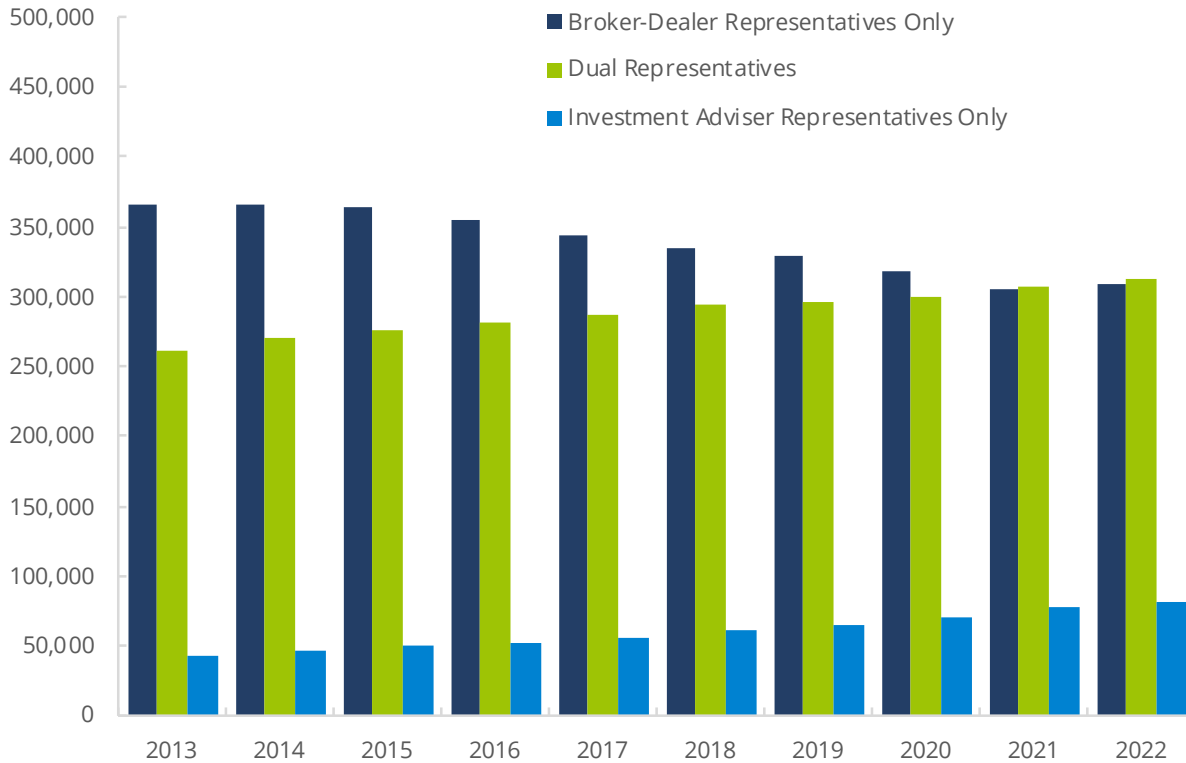
Source: Financial Industry Regulatory Authority.

- 1 Owners of investment advisory firms may be exempt from registering as Investment Adviser Representatives. Accordingly, these Investment Adviser Representatives are not included in the table.
- 2 "Broker Dealer Representatives Only" refers to FINRA-registered representatives. "Dual Representatives" refers to FINRA-registered representatives who are also registered as investment adviser representatives. "Investment Adviser Representatives Only" refers to individuals who are registered only as investment adviser representatives and are overseen by the SEC or state regulators. "Securities Industry Registered Persons" represents the totality of registered individuals. Individuals are counted only once regardless of how many firms they represent. FINRA captures requirements on all Securities Registered Persons, including those that are not "FINRA-registered representatives"

# I. FINRA-Registered Representatives

## 1.1 Sizes and Counts

Figure 1.1.8 Securities Industry Registered Individuals by Type of Registration, 2013–2022<sup>1,2</sup>  
(Count as of year-end)



Source: Financial Industry Regulatory Authority.

1 Investment adviser representatives who solely deal with customers in New York prior to February 1, 2021, or who were solely dealing with customers in Wyoming prior to July 1, 2017, are not captured in the Central Registration Depository (CRD) system. Furthermore, owners of investment advisory firms may be exempt from registering as Investment Adviser Representatives. Accordingly, these Investment Adviser Representatives are not included in the table.

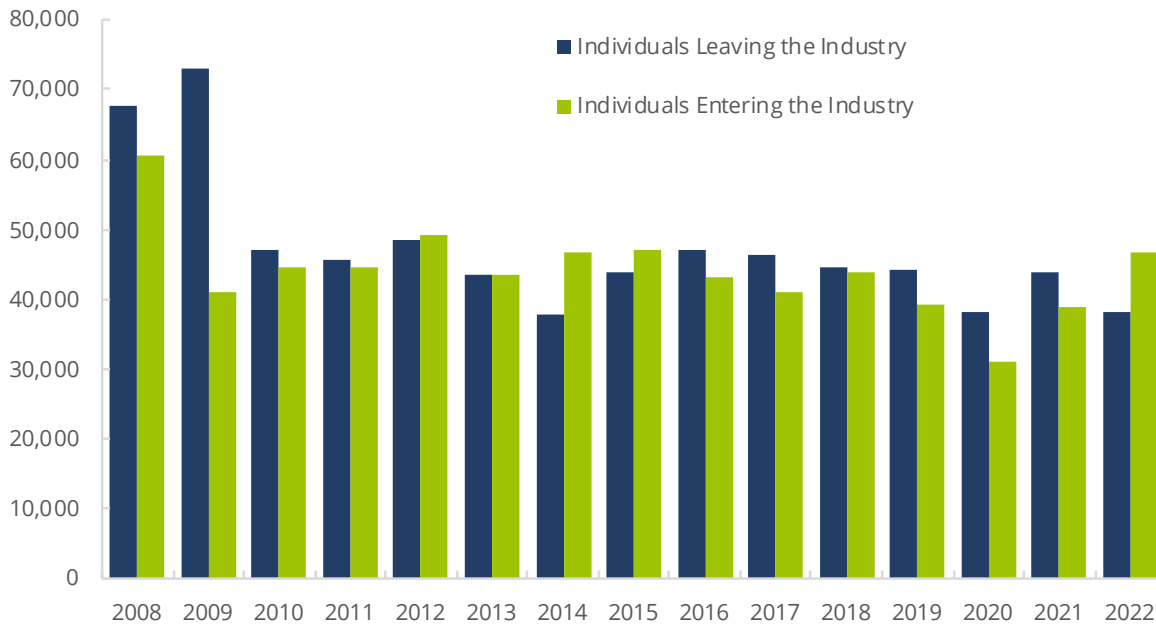
2 "Broker Dealer Representatives Only" refers to FINRA-registered representatives. "Dual Representatives" refers to FINRA-registered representatives who are also registered as investment adviser representatives. "Investment Adviser Representatives Only" refers to individuals who are registered only as investment adviser representatives and are overseen by the SEC or state regulators. "Securities Industry Registered Persons" represents the totality of registered individuals. Individuals are counted only once regardless of how many firms they represent. FINRA captures requirements on all Securities Registered Persons, including those that are not "FINRA-registered representatives"

# I. FINRA-Registered Representatives

## 1.2 Status Changes

Figure 1.2.1 FINRA-Registered Representatives – Leaving/Entering the Industry, 2008–2022

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

Table 1.2.2 FINRA-Registered Representatives – Leaving/Entering the Industry, 2008–2022<sup>1</sup>

(Count as of year-end)

| Year | Individuals Leaving | % of Total | Individuals Entering | % of Total | End-of-Year Total Registered Representatives |
|------|---------------------|------------|----------------------|------------|--|
| 2008 | 67,611              | 10%        | 60,715               | 9%         | 662,893                                      |
| 2009 | 72,864              | 12%        | 40,869               | 6%         | 630,899                                      |
| 2010 | 47,091              | 7%         | 44,649               | 7%         | 628,457                                      |
| 2011 | 45,780              | 7%         | 44,381               | 7%         | 627,058                                      |
| 2012 | 48,590              | 8%         | 49,009               | 8%         | 627,477                                      |
| 2013 | 43,646              | 7%         | 43,643               | 7%         | 627,474                                      |
| 2014 | 37,918              | 6%         | 46,603               | 7%         | 636,159                                      |
| 2015 | 43,776              | 7%         | 47,035               | 7%         | 639,418                                      |
| 2016 | 47,041              | 7%         | 43,221               | 7%         | 635,598                                      |
| 2017 | 46,284              | 7%         | 40,901               | 6%         | 630,215                                      |
| 2018 | 44,550              | 7%         | 43,810               | 7%         | 629,475                                      |
| 2019 | 44,101              | 7%         | 39,246               | 6%         | 624,620                                      |
| 2020 | 38,144              | 6%         | 31,031               | 5%         | 617,507                                      |
| 2021 | 43,893              | 7%         | 38,821               | 6%         | 612,435                                      |
| 2022 | 38,236              | 6%         | 46,683               | 8%         | 620,882                                      |

Source: Financial Industry Regulatory Authority.

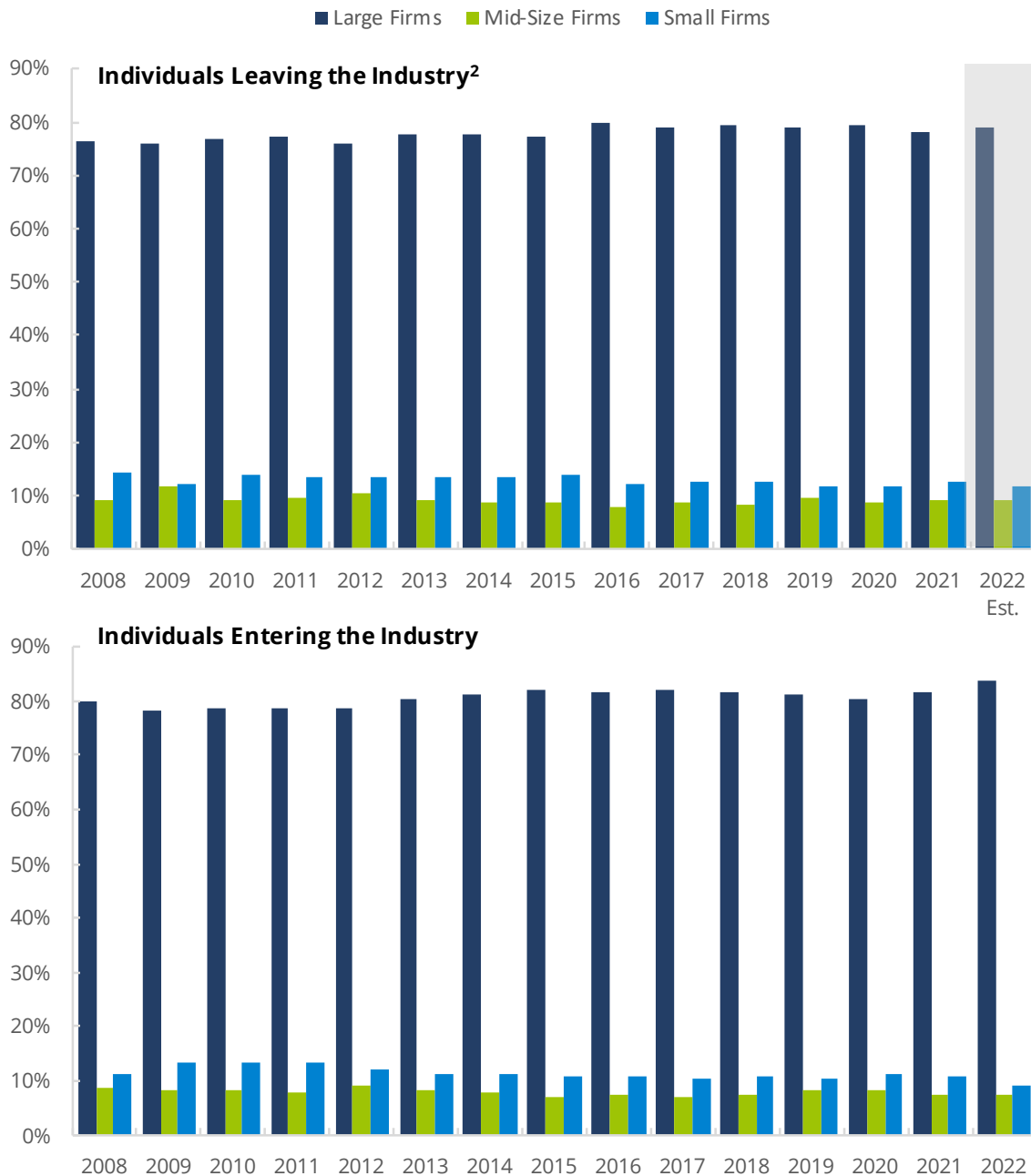
<sup>1</sup> The End-of-Year Total Registered Representatives for the years 2008-2012 have been updated to correct an error. The error was corrected on August 23, 2023.

# I. FINRA-Registered Representatives

## 1.2 Status Changes

**Figure 1.2.3 Firm Size Distribution of FINRA-Registered Representatives Leaving/Entering the Industry, 2008–2022<sup>1</sup>**

(Percentage of Total)



Source: Financial Industry Regulatory Authority.

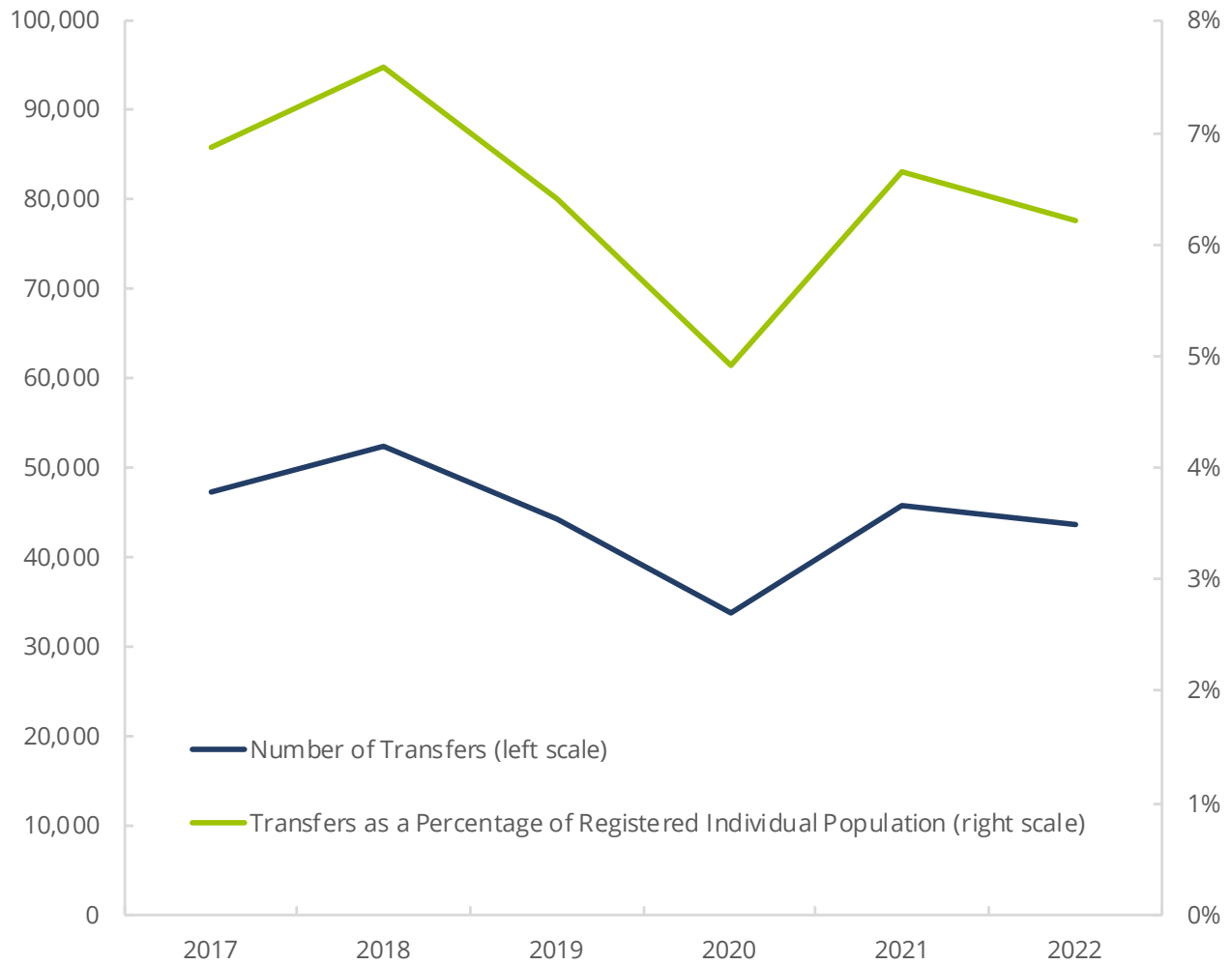
- 1 Individuals leaving and entering by firm size may differ from the total number of individuals entering and exiting the industry as individuals registered with multiple firms are counted for each firm they represent, potentially in the same size class or in multiple size classes depending on the sizes of the employing firms. Large Firm = 500 or more registered representatives; Mid-Size Firm = 151-499 registered representatives; Small Firm = 1-150 registered representatives.
- 2 An individual is considered to have left the industry when the individual has no open registration with any FINRA approved member firm from the date of their last registration through the end of the next calendar year. Values for 2022 are estimates given that a full year's worth of 2023 data is required to compute individuals leaving the industry.

# I. FINRA-Registered Representatives

## 1.2 Status Changes

Figure 1.2.4 Securities Industry Registered Individuals' Transfers Between Firms within the Industry, 2017–2022<sup>1</sup>

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

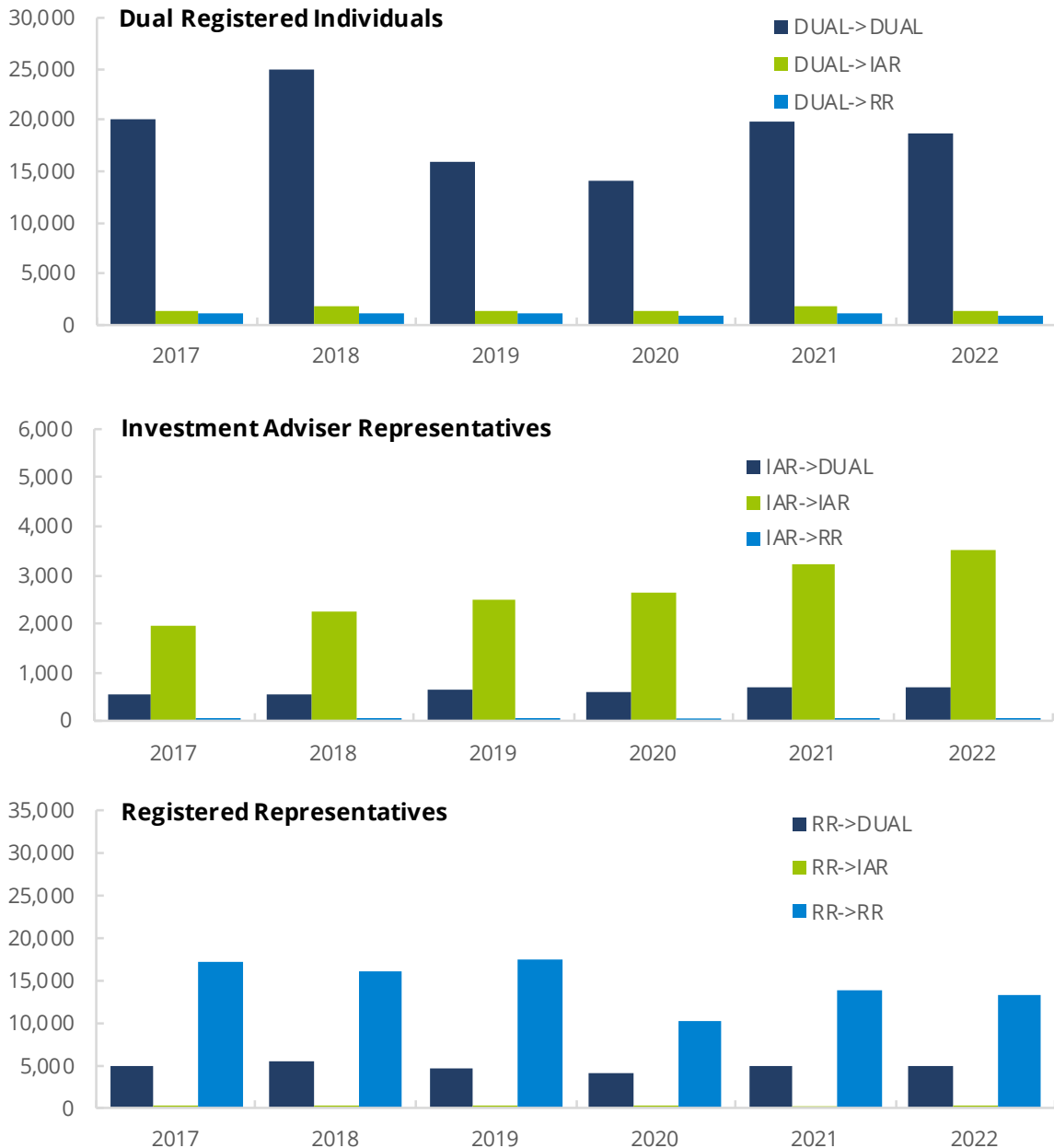
<sup>1</sup> The number of transfers in a given year includes all transfers associated with Securities Industry Registered Individuals who dropped a registration with a firm and added a registration with another firm, irrespective of the individual's registration type, within 60 days before or 60 days after dropping the registration. These individuals represent a subset of all individuals changing jobs within the industry.

# I. FINRA-Registered Representatives

## 1.2 Status Changes

**Figure 1.2.5 Securities Industry Registered Individuals' Transfers Between Firms by Registration Type, 2017–2022<sup>1, 2</sup>**

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

1 Investment adviser representatives who solely deal with customers in New York prior to February 1, 2021, or who were solely dealing with customers in Wyoming prior to July 1, 2017, are not captured in the Central Registration Depository (CRD) system. Furthermore, owners of investment advisory firms may be exempt from registering as Investment Adviser Representatives. Accordingly, these Investment Adviser Representatives are not included in the table.

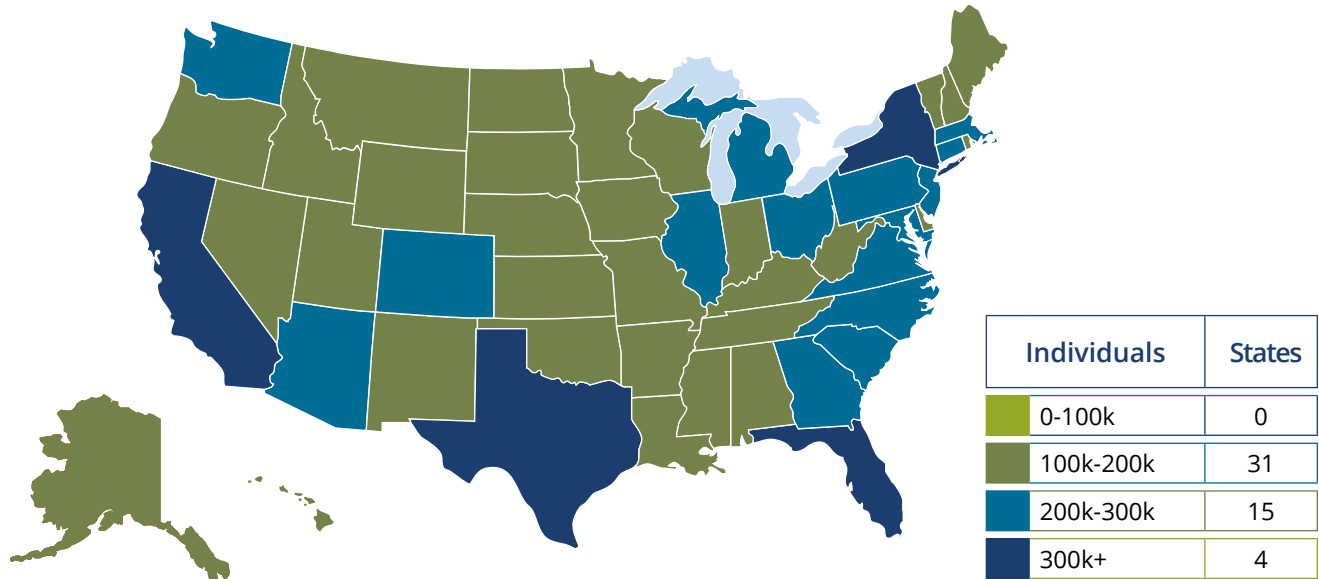
2 The number of transfers in a given year includes all transfers associated with Securities Industry Registered Individuals who dropped a registration with a firm and added a registration with a different firm within 60 days before or 60 days after dropping the registration. These transfers between firms include transfers from one registration type to another registration type (e.g. investment adviser registration at previous firm to registered representative registration at the new firm, "IAR -> RR"), as well as transfers for the same registration type (e.g. investment adviser registration at previous firm to same registration at the new firm, "IAR -> IAR").

# I. FINRA-Registered Representatives

## 1.3 Geographic Distribution

Figure 1.3.1 Geographic Distributions of State Level Registrations, 2022<sup>1</sup>

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

<sup>1</sup> Not included or shown: Puerto Rico, Virgin Islands, District of Columbia. Guam is not a participant in the Central Registration Depository (CRD) system..

Table 1.3.2 Geographic Distributions of Region Level Registrations, 2018–2022

| State/Region         | 2018    | 2019    | 2020    | 2021    | 2022    |
|----------------------|---------|---------|---------|---------|---------|
| Alabama              | 140,066 | 142,688 | 146,861 | 157,742 | 173,360 |
| Alaska               | 104,918 | 106,584 | 109,373 | 119,063 | 133,171 |
| Arizona              | 214,805 | 218,978 | 223,590 | 234,587 | 250,078 |
| Arkansas             | 126,094 | 129,636 | 133,456 | 143,733 | 158,705 |
| California           | 300,630 | 303,096 | 304,414 | 311,714 | 324,424 |
| Colorado             | 215,609 | 219,374 | 224,483 | 236,555 | 252,322 |
| Connecticut          | 177,178 | 179,065 | 181,765 | 191,201 | 204,771 |
| Delaware             | 133,186 | 135,733 | 139,876 | 150,701 | 165,499 |
| District of Columbia | 140,395 | 142,850 | 146,790 | 156,473 | 170,722 |
| Florida              | 295,845 | 299,832 | 303,078 | 314,498 | 329,382 |
| Georgia              | 207,140 | 211,484 | 216,093 | 228,902 | 244,359 |
| Hawaii               | 119,521 | 121,788 | 124,303 | 134,666 | 149,162 |
| Idaho                | 122,980 | 126,071 | 130,842 | 142,448 | 157,828 |
| Illinois             | 216,028 | 219,388 | 222,065 | 232,125 | 246,076 |
| Indiana              | 162,559 | 166,267 | 169,796 | 180,828 | 195,499 |
| Iowa                 | 130,595 | 132,240 | 135,210 | 144,762 | 159,531 |
| Kansas               | 131,310 | 133,095 | 136,411 | 146,529 | 163,224 |
| Kentucky             | 137,795 | 139,642 | 143,298 | 153,562 | 169,497 |

# I. FINRA-Registered Representatives

## 1.3 Geographic Distribution

Figure 1.3.2 Geographic Distributions of Region Level Registrations, 2018–2022 (continued)

| State/Region   | 2018             | 2019             | 2020             | 2021             | 2022              |
|----------------|------------------|------------------|------------------|------------------|-------------------|
| Louisiana      | 133,570          | 135,655          | 139,068          | 148,940          | 163,453           |
| Maine          | 121,808          | 124,261          | 128,078          | 138,840          | 153,554           |
| Maryland       | 186,652          | 188,892          | 192,149          | 202,644          | 217,902           |
| Massachusetts  | 193,523          | 198,142          | 201,664          | 211,874          | 225,632           |
| Michigan       | 178,198          | 180,744          | 184,414          | 195,555          | 211,382           |
| Minnesota      | 160,887          | 164,281          | 168,154          | 178,372          | 192,327           |
| Mississippi    | 114,111          | 116,654          | 119,696          | 129,530          | 142,666           |
| Missouri       | 164,969          | 167,483          | 171,652          | 182,282          | 197,840           |
| Montana        | 119,542          | 122,073          | 126,177          | 138,220          | 153,071           |
| Nebraska       | 113,271          | 115,851          | 118,715          | 128,003          | 141,547           |
| Nevada         | 159,028          | 163,655          | 168,724          | 179,717          | 194,477           |
| New Hampshire  | 125,364          | 127,824          | 131,208          | 141,754          | 157,260           |
| New Jersey     | 211,990          | 214,002          | 215,333          | 223,616          | 236,614           |
| New Mexico     | 136,412          | 139,637          | 143,193          | 153,110          | 167,420           |
| New York       | 284,585          | 286,633          | 287,790          | 295,291          | 309,303           |
| North Carolina | 219,683          | 225,307          | 230,772          | 243,495          | 259,829           |
| North Dakota   | 95,306           | 97,706           | 100,849          | 109,588          | 121,819           |
| Ohio           | 195,965          | 198,847          | 202,805          | 213,636          | 228,144           |
| Oklahoma       | 130,267          | 132,268          | 135,579          | 145,821          | 161,667           |
| Oregon         | 162,139          | 165,651          | 170,029          | 181,122          | 196,360           |
| Pennsylvania   | 213,299          | 216,121          | 219,684          | 230,134          | 244,939           |
| Rhode Island   | 117,675          | 120,715          | 123,854          | 133,433          | 146,758           |
| South Carolina | 178,120          | 183,803          | 189,998          | 202,686          | 219,421           |
| South Dakota   | 105,614          | 109,151          | 113,153          | 123,641          | 137,215           |
| Tennessee      | 154,034          | 159,042          | 165,809          | 180,626          | 198,892           |
| Texas          | 259,303          | 266,621          | 273,085          | 286,626          | 303,897           |
| Utah           | 135,076          | 139,294          | 144,522          | 156,777          | 173,090           |
| Vermont        | 114,496          | 116,031          | 118,869          | 129,064          | 143,453           |
| Virginia       | 212,295          | 215,460          | 219,322          | 230,183          | 245,036           |
| Washington     | 188,495          | 193,321          | 198,338          | 209,959          | 224,607           |
| West Virginia  | 110,297          | 111,586          | 114,516          | 124,023          | 138,832           |
| Wisconsin      | 156,921          | 160,439          | 164,487          | 175,566          | 190,648           |
| Wyoming        | 108,678          | 110,626          | 114,271          | 124,463          | 139,468           |
| Puerto Rico    | 74,438           | 77,872           | 80,031           | 89,416           | 101,460           |
| Virgin Islands | 57,542           | 58,170           | 60,029           | 67,326           | 77,310            |
| <b>Total</b>   | <b>8,470,207</b> | <b>8,631,629</b> | <b>8,827,721</b> | <b>9,385,422</b> | <b>10,164,903</b> |

Source: Financial Industry Regulatory Authority.

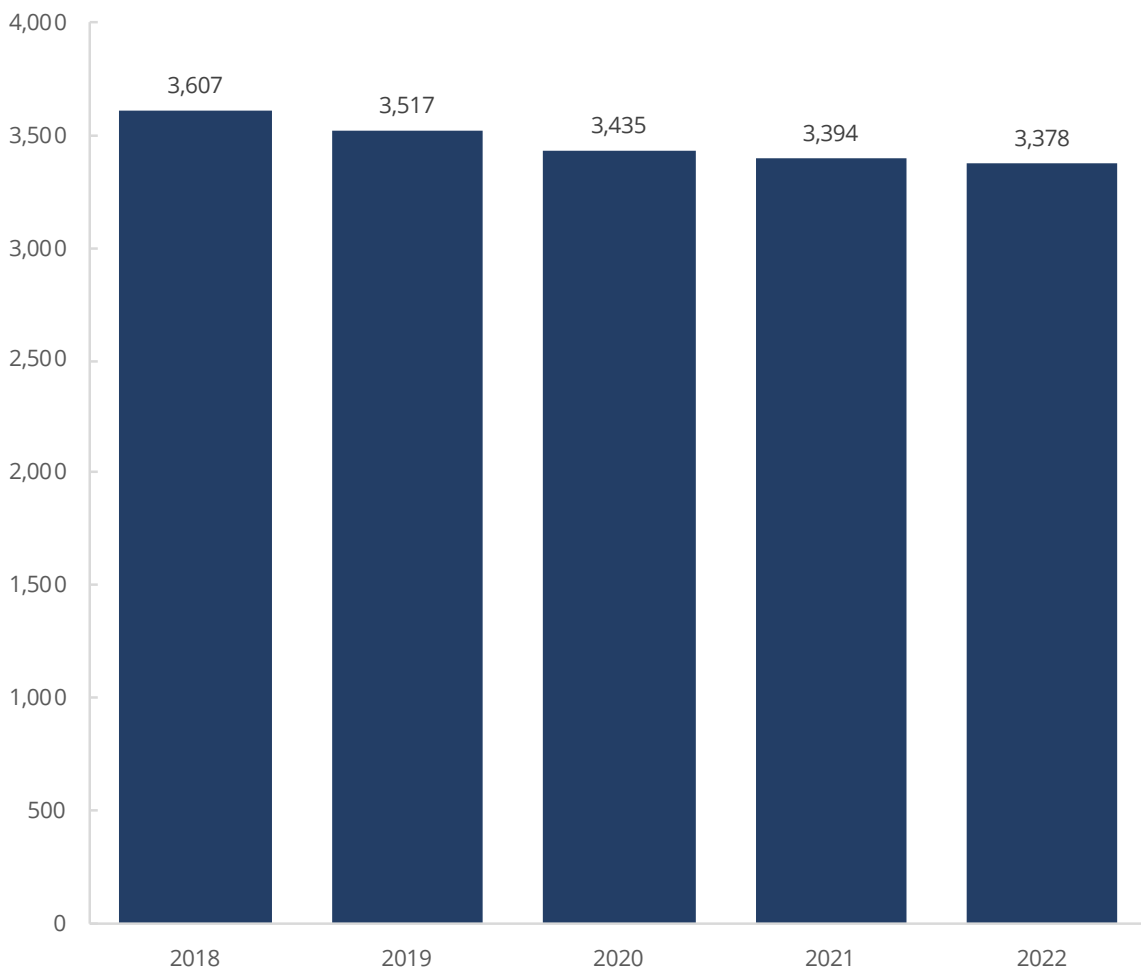


## II. FINRA-Registered Firms

### 2.1 Sizes and Counts

Figure 2.1.1 Total Number of FINRA-Registered Firms, 2018–2022<sup>1</sup>

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

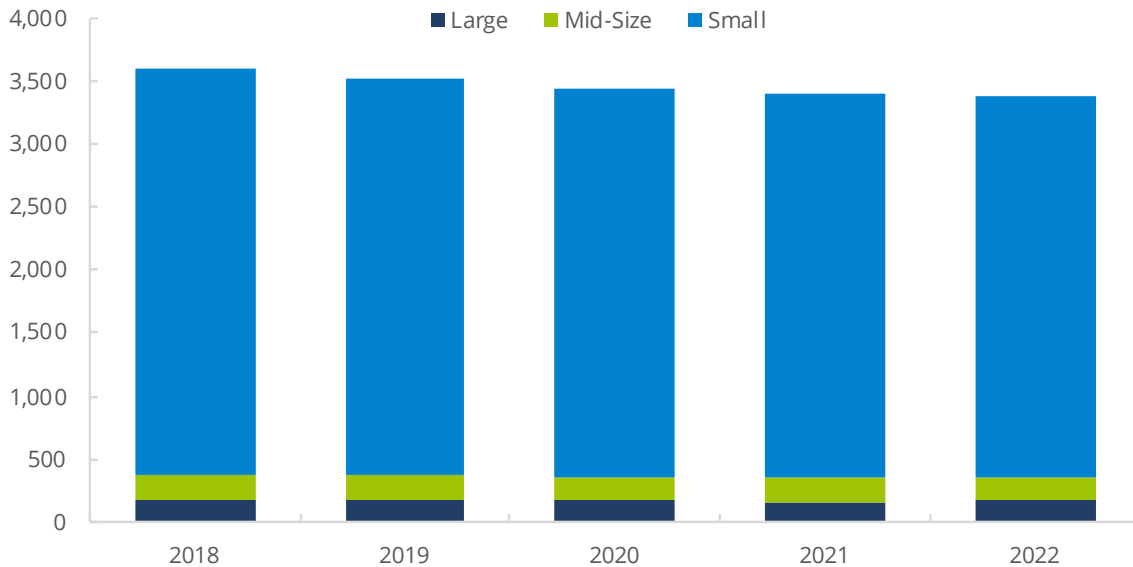
<sup>1</sup> Firms conducting securities transactions and business with the investing public must be registered with FINRA. Firms must meet certain membership standards to attain registration.

## II. FINRA-Registered Firms

### 2.1 Sizes and Counts

Figure 2.1.2 Firm Distribution by Size, 2018–2022<sup>1</sup>

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

<sup>1</sup> Large Firm = 500 or more registered representatives; Mid-Size Firm = 151-499 registered representatives; Small Firm = 1-150 registered representatives.

Table 2.1.3 Firm Distribution by Size, 2018–2022<sup>1</sup>

(Count as of year-end)

|              | 2018         | 2019         | 2020         | 2021         | 2022         |
|--------------|--------------|--------------|--------------|--------------|--------------|
| Large        | 173          | 168          | 165          | 161          | 165          |
| Mid-Size     | 192          | 198          | 191          | 185          | 192          |
| Small        | 3,242        | 3,151        | 3,079        | 3,048        | 3,021        |
| <b>Total</b> | <b>3,607</b> | <b>3,517</b> | <b>3,435</b> | <b>3,394</b> | <b>3,378</b> |

Source: Financial Industry Regulatory Authority.

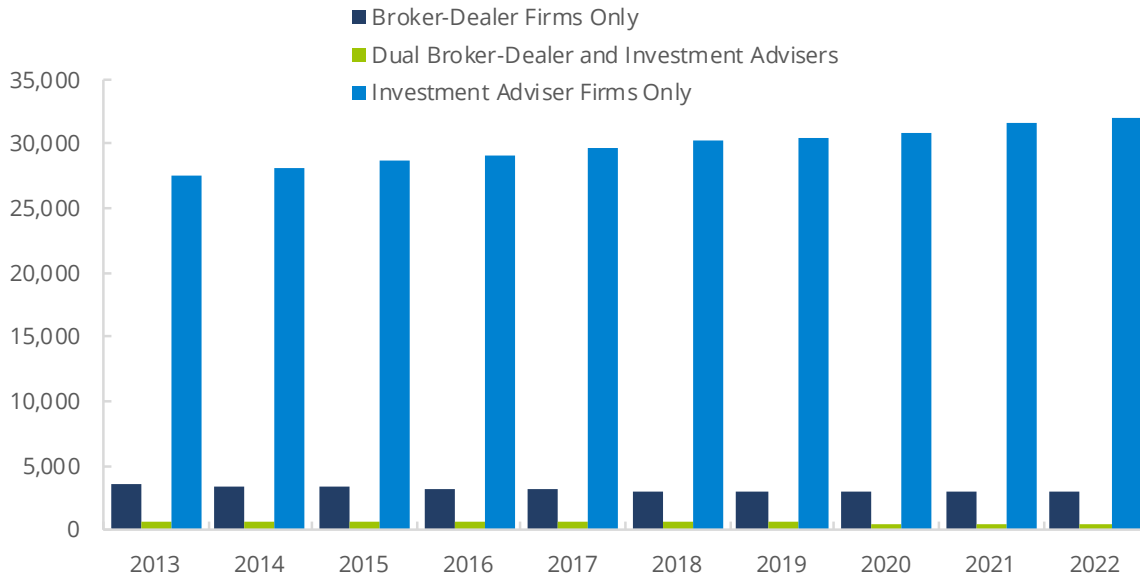
<sup>1</sup> Large Firm = 500 or more registered representatives; Mid-Size Firm = 151-499 registered representatives; Small Firm = 1-150 registered representatives.

## II. FINRA-Registered Firms

### 2.1 Sizes and Counts

**Figure 2.1.4 Securities Industry Registered Firms by Type of Registration, 2013–2022<sup>1</sup>**

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

- <sup>1</sup> “Broker-Dealer Firms Only” refers to firms that are solely registered with FINRA as broker-dealers. “Dual Broker-Dealer and Investment-Adviser Firms” refers to FINRA-registered broker-dealers who are also registered as investment adviser firms. “Investment Adviser Firms Only” refers to firms that are registered only as investment advisers and are overseen by the SEC or state regulators. “Securities Industry Registered Firms” refers to the totality of registered firms.

**Table 2.1.5 Securities Industry Registered Firms by Type of Registration, 2013–2022<sup>1</sup>**

(Count as of year-end)

|   | 2013          | 2014          | 2015          | 2016          | 2017          | 2018          | 2019          | 2020          | 2021          | 2022          |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Broker-Dealer Firms Only                        | 3,449         | 3,391         | 3,303         | 3,226         | 3,130         | 3,045         | 2,989         | 2,930         | 2,914         | 2,915         |
| Dual Broker-Dealer and Investment-Adviser Firms | 697           | 677           | 640           | 609           | 596           | 562           | 528           | 505           | 480           | 463           |
| <b>All FINRA-Registered Broker-Dealer Firms</b> | <b>4,146</b>  | <b>4,068</b>  | <b>3,943</b>  | <b>3,835</b>  | <b>3,726</b>  | <b>3,607</b>  | <b>3,517</b>  | <b>3,435</b>  | <b>3,394</b>  | <b>3,378</b>  |
| Investment Adviser Firms Only                   | 27,512        | 28,134        | 28,712        | 29,081        | 29,600        | 30,246        | 30,535        | 30,891        | 31,669        | 32,021        |
| <b>Total Registered Firms</b>                   | <b>31,658</b> | <b>32,202</b> | <b>32,655</b> | <b>32,916</b> | <b>33,326</b> | <b>33,853</b> | <b>34,052</b> | <b>34,326</b> | <b>35,063</b> | <b>35,399</b> |

Source: Financial Industry Regulatory Authority.

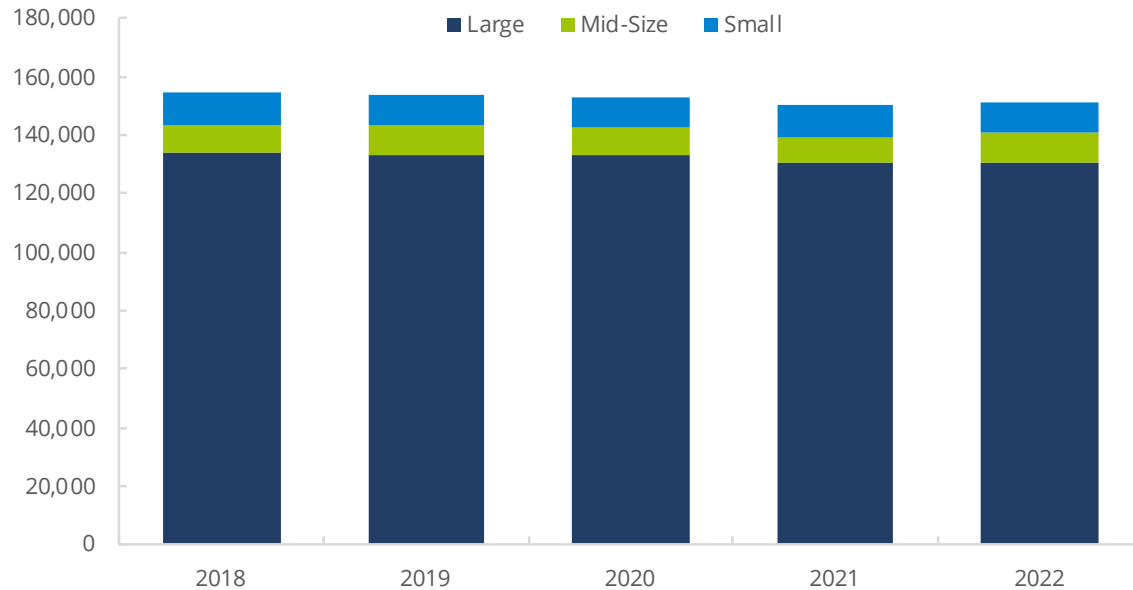
- <sup>1</sup> “Broker-Dealer Firms Only” refers to firms that are solely registered with FINRA as broker-dealers. “Dual Broker-Dealer and Investment-Adviser Firms” refers to FINRA-registered broker-dealers who are also registered as investment adviser firms. “Investment Adviser Firms Only” refers to firms that are registered only as investment advisers and are overseen by the SEC or state regulators. “Securities Industry Registered Firms” refers to the totality of registered firms.

## II. FINRA-Registered Firms

### 2.1 Sizes and Counts

**Figure 2.1.6 Distribution of Branches by Firm Size, 2018–2022<sup>1, 2, 3</sup>**

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

- 1 For each branch office, a FINRA-registered firm must file a Form BR (the Uniform Branch Office Registration Form).
- 2 Rule 3110(f) defines a branch office and non-branch location (or unregistered location). Under Rule 3110(f)(2)(A), a “branch office” is any location where one or more associated persons of a member conducts the business of effecting any transaction in, or inducing or attempting to induce the purchase or sale of any security or is held out as such. A branch office may be an office of supervisory jurisdiction (OSJ) if any one of the activities set forth under Rule 3110(f)(1) occurs at the location, or a supervisory branch office as set forth under Rule 3110(f)(2)(B).
- 3 Large Firm = 500 or more registered representatives; Mid-Size Firm = 151-499 registered representatives; Small Firm = 1-150 registered representatives.

**Table 2.1.7 Distribution of Branches by Firm Size, 2018–2022<sup>1, 2, 3</sup>**

(Count as of year-end)

|              | 2018           | 2019           | 2020           | 2021           | 2022           |
|--------------|----------------|----------------|----------------|----------------|----------------|
| Large        | 133,760        | 132,758        | 132,719        | 130,295        | 130,674        |
| Mid-Size     | 9,837          | 10,660         | 9,766          | 9,074          | 10,299         |
| Small        | 11,064         | 10,489         | 10,376         | 10,518         | 9,674          |
| <b>Total</b> | <b>154,661</b> | <b>153,907</b> | <b>152,861</b> | <b>149,887</b> | <b>150,647</b> |

Source: Financial Industry Regulatory Authority.

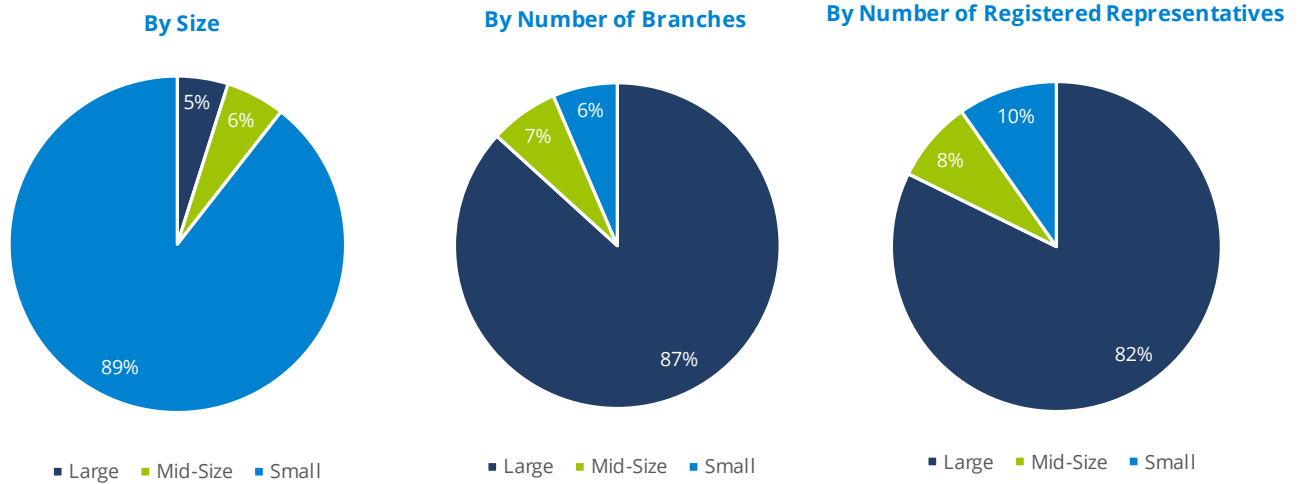
- 1 For each branch office, a FINRA-registered firm must file a Form BR (the Uniform Branch Office Registration Form).
- 2 Rule 3110(f) defines a branch office and non-branch location (or unregistered location). Under Rule 3110(f)(2)(A), a “branch office” is any location where one or more associated persons of a member conducts the business of effecting any transaction in, or inducing or attempting to induce the purchase or sale of any security or is held out as such. A branch office may be an office of supervisory jurisdiction (OSJ) if any one of the activities set forth under Rule 3110(f)(1) occurs at the location, or a supervisory branch office as set forth under Rule 3110(f)(2)(B).
- 3 Large Firm = 500 or more registered representatives; Mid-Size Firm = 151-499 registered representatives; Small Firm = 1-150 registered representatives.

## II. FINRA-Registered Firms

### 2.1 Sizes and Counts

Figure 2.1.8 Firm Distribution by Specified Demographics, 2022

(As of year-end, percent of total)



Source: Financial Industry Regulatory Authority.

Table 2.1.9 Firm Distribution by Number of Registered Representatives: Additional Breakdown, 2018–2022

(Count as of year-end)

| Number of Registered Representatives | 2018         | 2019         | 2020         | 2021         | 2022         |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|
| >1000                                | 93           | 95           | 93           | 90           | 91           |
| 500-1000                             | 80           | 73           | 72           | 71           | 74           |
| 301-499                              | 65           | 69           | 66           | 63           | 66           |
| 151-300                              | 127          | 129          | 125          | 122          | 126          |
| 101-150                              | 101          | 107          | 112          | 125          | 102          |
| 76-100                               | 94           | 83           | 78           | 74           | 90           |
| 51-75                                | 165          | 157          | 174          | 174          | 158          |
| 41-50                                | 100          | 100          | 102          | 109          | 99           |
| 31-40                                | 167          | 159          | 133          | 140          | 142          |
| 26-30                                | 129          | 114          | 119          | 110          | 102          |
| 21-25                                | 155          | 164          | 124          | 133          | 156          |
| 16-20                                | 257          | 236          | 248          | 224          | 200          |
| 11-15                                | 378          | 370          | 374          | 365          | 361          |
| 10 or Fewer                          | 1,696        | 1,661        | 1,615        | 1,594        | 1,611        |
| <b>Total</b>                         | <b>3,607</b> | <b>3,517</b> | <b>3,435</b> | <b>3,394</b> | <b>3,378</b> |

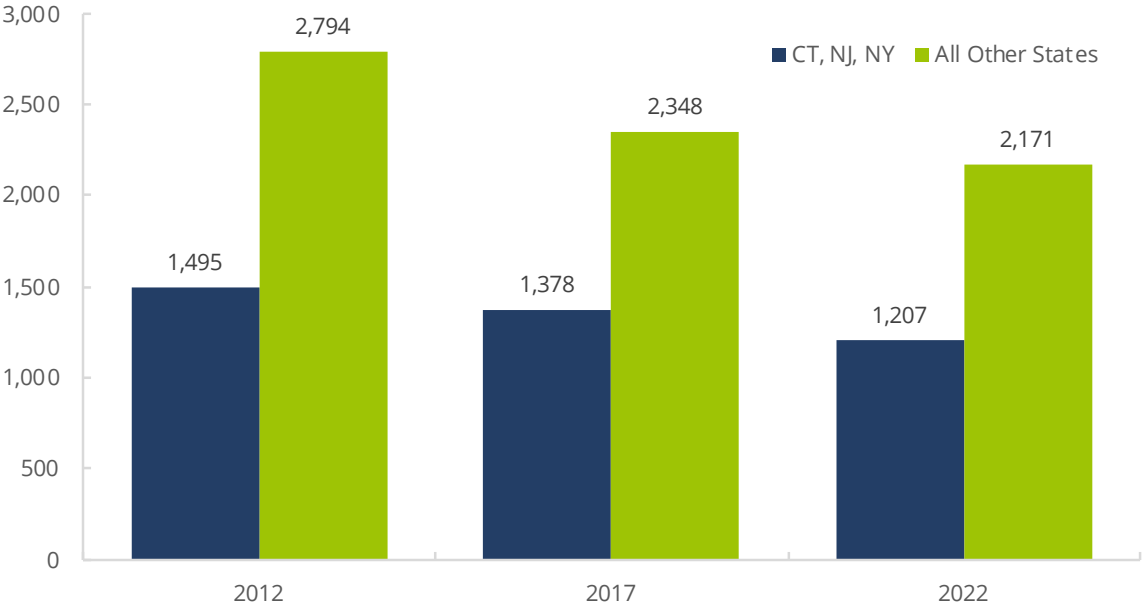
Source: Financial Industry Regulatory Authority.

# II. FINRA-Registered Firms

## 2.1 Sizes and Counts

Figure 2.1.10 10-Year Change in Number of FINRA-Registered Firms, 2012–2022

(Count as of year-end)



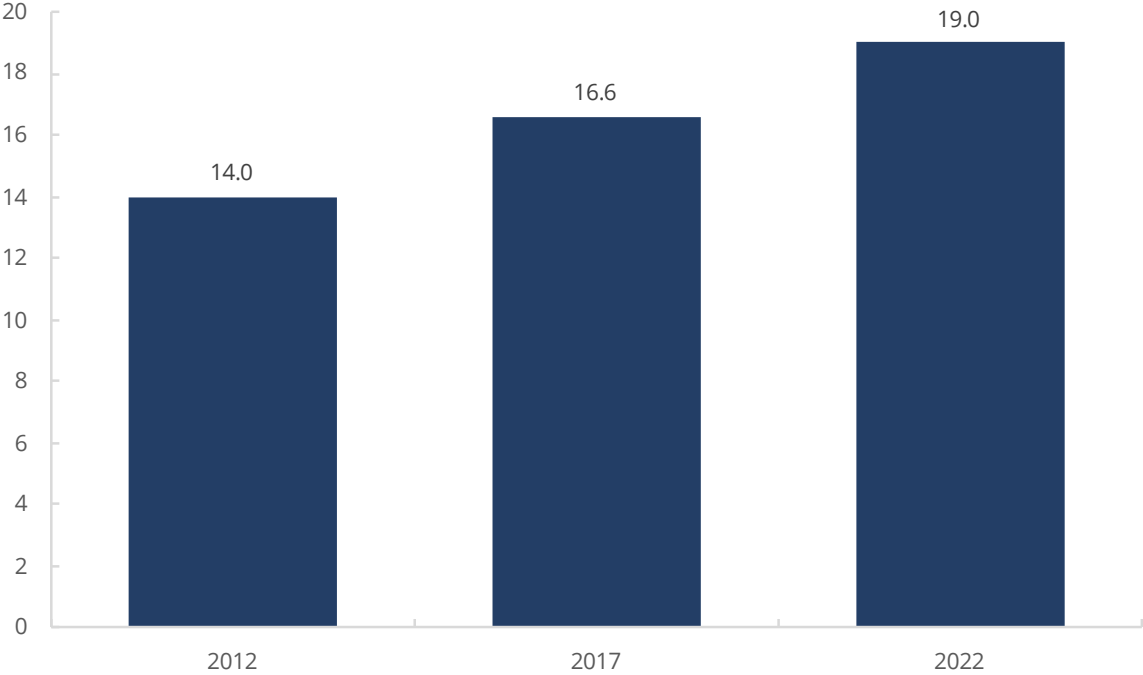
Source: Financial Industry Regulatory Authority.

# II. FINRA-Registered Firms

## 2.2 Entrance and Exit of Firms

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Figure 2.2.1 FINRA-Registered Firms – Median Number of Years in Business, 2012–2022  
*(As of year-end)*



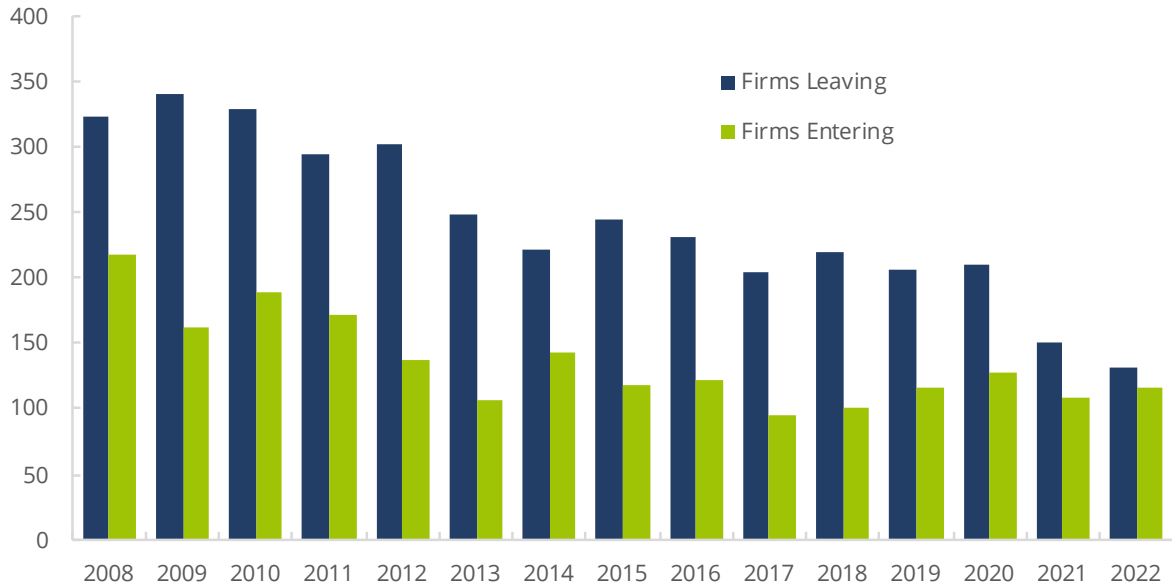
Source: Financial Industry Regulatory Authority.

## II. FINRA-Registered Firms

### 2.2 Entrance and Exit of Firms

Figure 2.2.2 FINRA-Registered Firms – Leaving/Entering the Industry, 2008–2022

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

Table 2.2.3 FINRA-Registered Firms – Leaving/Entering the Industry, 2008–2022

(Count as of year-end)

| Year | Firms Leaving | % of Total | Firms Entering | % of Total | End-of-Year Total Firms |
|------|---------------|------------|----------------|------------|-------------------------|
| 2008 | 324           | 7%         | 218            | 4%         | 4,896                   |
| 2009 | 341           | 7%         | 162            | 3%         | 4,717                   |
| 2010 | 329           | 7%         | 189            | 4%         | 4,577                   |
| 2011 | 294           | 7%         | 172            | 4%         | 4,455                   |
| 2012 | 303           | 7%         | 137            | 3%         | 4,289                   |
| 2013 | 249           | 6%         | 106            | 3%         | 4,146                   |
| 2014 | 222           | 5%         | 144            | 4%         | 4,068                   |
| 2015 | 244           | 6%         | 119            | 3%         | 3,943                   |
| 2016 | 231           | 6%         | 123            | 3%         | 3,835                   |
| 2017 | 205           | 5%         | 96             | 3%         | 3,726                   |
| 2018 | 219           | 6%         | 100            | 3%         | 3,607                   |
| 2019 | 206           | 6%         | 116            | 3%         | 3,517                   |
| 2020 | 210           | 6%         | 128            | 4%         | 3,435                   |
| 2021 | 150           | 4%         | 109            | 3%         | 3,394                   |
| 2022 | 132           | 4%         | 116            | 3%         | 3,378                   |

Source: Financial and Operational Combined Uniform Single (FOCUS) Reports

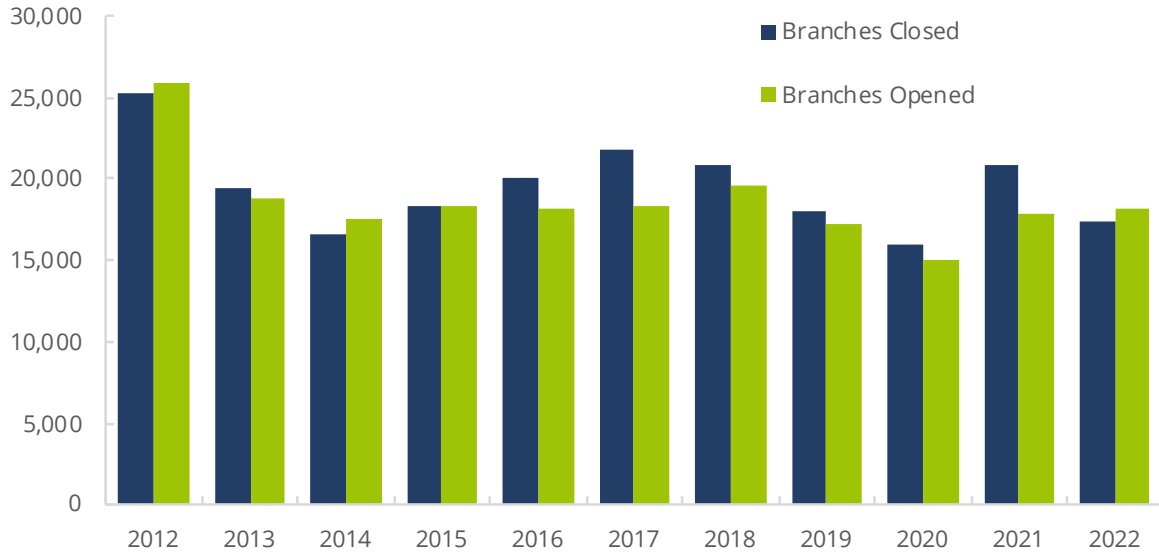


## II. FINRA-Registered Firms

### 2.2 Entrance and Exit of Firms

Figure 2.2.4 FINRA-Registered Firm Branch Offices – Opening/Closing, 2012–2022

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

Table 2.2.5 FINRA-Registered Firm Branch Offices – Opening/Closing, 2012–2022

(Count as of year-end)

| Year | Branches Closed | % of Total | Branches Opened | % of Total | End-of-Year Total Branches |
|------|-----------------|------------|-----------------|------------|----------------------------|
| 2012 | 25,193          | 16%        | 25,939          | 16%        | 161,149                    |
| 2013 | 19,382          | 12%        | 18,711          | 12%        | 160,478                    |
| 2014 | 16,554          | 10%        | 17,522          | 11%        | 161,446                    |
| 2015 | 18,296          | 11%        | 18,242          | 11%        | 161,392                    |
| 2016 | 20,103          | 13%        | 18,175          | 11%        | 159,464                    |
| 2017 | 21,797          | 14%        | 18,300          | 12%        | 155,967                    |
| 2018 | 20,875          | 14%        | 19,569          | 13%        | 154,661                    |
| 2019 | 17,979          | 12%        | 17,225          | 11%        | 153,907                    |
| 2020 | 15,987          | 10%        | 14,941          | 10%        | 152,861                    |
| 2021 | 20,847          | 14%        | 17,873          | 12%        | 149,887                    |
| 2022 | 17,334          | 12%        | 18,094          | 12%        | 150,647                    |

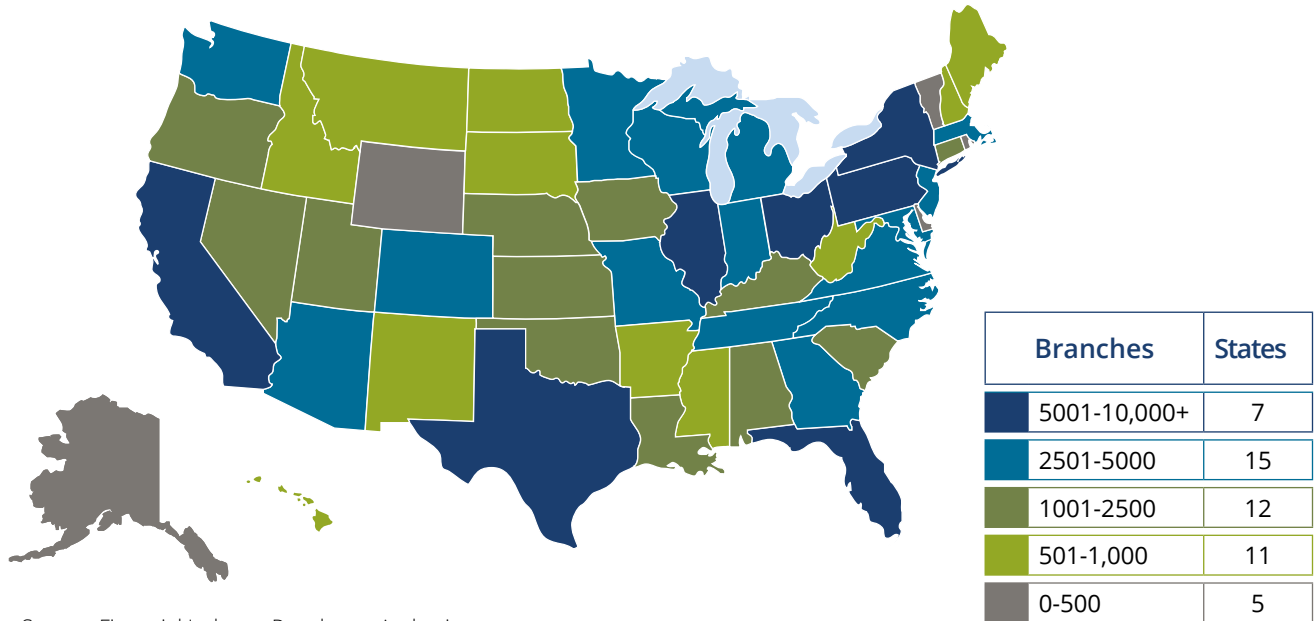
Source: Financial Industry Regulatory Authority.

## II. FINRA-Registered Firms

### 2.3 Geographic Distribution

Figure 2.3.1 Geographic Distribution of Firms by Number of Branches, 2022<sup>1</sup>

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

<sup>1</sup> Not included or shown: Guam, Foreign, Puerto Rico, Virgin Islands, District of Columbia.

Table 2.3.2 Branches By State/Region, 2018–2022

| Branches By State/<br>Region | 2018     |       | 2019     |       | 2020     |       | 2021     |       | 2022     |       |
|------------------------------|----------|-------|----------|-------|----------|-------|----------|-------|----------|-------|
|                              | Branches | Firms | Branches | Firms | Branches | Firms | Branches | Firms | Branches | Firms |
| Alabama                      | 1,674    | 155   | 1,702    | 158   | 1,681    | 161   | 1,626    | 155   | 1,624    | 153   |
| Alaska                       | 251      | 53    | 247      | 52    | 244      | 51    | 241      | 49    | 240      | 46    |
| Arizona                      | 3,130    | 253   | 3,079    | 253   | 3,094    | 247   | 3,011    | 254   | 3,142    | 250   |
| Arkansas                     | 959      | 113   | 961      | 114   | 963      | 113   | 966      | 115   | 976      | 108   |
| California                   | 16,757   | 987   | 16,585   | 969   | 16,573   | 948   | 15,871   | 911   | 15,626   | 897   |
| Colorado                     | 3,359    | 362   | 3,340    | 344   | 3,337    | 342   | 3,249    | 339   | 3,362    | 335   |
| Connecticut                  | 2,543    | 403   | 2,499    | 400   | 2,396    | 383   | 2,307    | 374   | 2,300    | 390   |
| Delaware                     | 465      | 101   | 461      | 97    | 472      | 99    | 449      | 93    | 458      | 90    |
| District of Columbia         | 305      | 121   | 321      | 128   | 322      | 126   | 295      | 115   | 279      | 111   |
| Florida                      | 10,436   | 691   | 10,503   | 685   | 10,700   | 690   | 10,978   | 731   | 11,200   | 752   |
| Georgia                      | 3,990    | 377   | 3,985    | 380   | 3,988    | 370   | 3,925    | 356   | 3,872    | 346   |
| Hawaii                       | 555      | 100   | 565      | 96    | 585      | 94    | 580      | 95    | 593      | 91    |
| Idaho                        | 867      | 115   | 884      | 115   | 902      | 117   | 895      | 121   | 911      | 118   |
| Illinois                     | 7,193    | 636   | 7,124    | 632   | 7,034    | 616   | 6,887    | 606   | 6,867    | 616   |
| Indiana                      | 3,075    | 205   | 3,055    | 196   | 3,024    | 194   | 3,006    | 197   | 3,049    | 198   |
| Iowa                         | 2,144    | 169   | 2,131    | 168   | 2,149    | 168   | 2,107    | 165   | 2,153    | 163   |
| Kansas                       | 1,751    | 180   | 1,770    | 174   | 1,749    | 176   | 1,716    | 173   | 1,711    | 181   |
| Kentucky                     | 1,523    | 155   | 1,509    | 147   | 1,502    | 143   | 1,509    | 147   | 1,500    | 147   |

## II. FINRA-Registered Firms

### 2.3 Geographic Distribution

Table 2.3.2 Branches By State/Region, 2018–2022 (continued)

| Branches By State/<br>Region | 2018           |       | 2019           |       | 2020           |       | 2021           |       | 2022           |       |
|------------------------------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|----------------|-------|
|                              | Branches       | Firms | Branches       | Firms | Branches       | Firms | Branches       | Firms | Branches       | Firms |
| Louisiana                    | 1,766          | 159   | 1,784          | 156   | 1,776          | 156   | 1,725          | 148   | 1,739          | 146   |
| Maine                        | 597            | 116   | 583            | 116   | 581            | 112   | 556            | 113   | 573            | 114   |
| Maryland                     | 2,724          | 269   | 2,708          | 273   | 2,692          | 266   | 2,676          | 255   | 2,608          | 248   |
| Massachusetts                | 3,571          | 469   | 3,568          | 463   | 3,497          | 447   | 3,388          | 438   | 3,409          | 433   |
| Michigan                     | 5,027          | 254   | 5,009          | 255   | 4,954          | 251   | 4,858          | 249   | 4,865          | 248   |
| Minnesota                    | 3,582          | 267   | 3,592          | 269   | 3,603          | 263   | 3,575          | 257   | 3,664          | 257   |
| Mississippi                  | 702            | 97    | 687            | 94    | 695            | 91    | 710            | 92    | 740            | 89    |
| Missouri                     | 2,901          | 257   | 2,887          | 255   | 2,902          | 233   | 2,867          | 230   | 3,063          | 233   |
| Montana                      | 595            | 88    | 588            | 83    | 587            | 83    | 611            | 83    | 628            | 85    |
| Nebraska                     | 1,259          | 136   | 1,240          | 135   | 1,248          | 137   | 1,253          | 141   | 1,265          | 134   |
| Nevada                       | 1,254          | 170   | 1,233          | 170   | 1,212          | 172   | 1,212          | 175   | 1,256          | 171   |
| New Hampshire                | 798            | 130   | 811            | 130   | 774            | 127   | 767            | 122   | 778            | 113   |
| New Jersey                   | 4,865          | 454   | 4,827          | 458   | 4,792          | 453   | 4,595          | 446   | 4,643          | 446   |
| New Mexico                   | 786            | 107   | 773            | 104   | 757            | 103   | 709            | 100   | 688            | 96    |
| New York                     | 10,335         | 1,579 | 10,240         | 1,538 | 9,962          | 1,482 | 9,458          | 1,438 | 9,363          | 1,426 |
| North Carolina               | 4,564          | 339   | 4,576          | 346   | 4,614          | 346   | 4,567          | 346   | 4,633          | 359   |
| North Dakota                 | 543            | 83    | 544            | 84    | 548            | 82    | 538            | 82    | 537            | 82    |
| Ohio                         | 6,418          | 325   | 6,287          | 326   | 6,116          | 318   | 5,958          | 315   | 5,984          | 315   |
| Oklahoma                     | 1,804          | 144   | 1,785          | 142   | 1,728          | 139   | 1,671          | 138   | 1,622          | 136   |
| Oregon                       | 2,199          | 177   | 2,181          | 178   | 2,114          | 169   | 2,060          | 173   | 2,050          | 169   |
| Pennsylvania                 | 6,937          | 423   | 6,843          | 414   | 6,709          | 396   | 6,566          | 394   | 6,565          | 383   |
| Rhode Island                 | 516            | 112   | 509            | 109   | 509            | 103   | 486            | 107   | 491            | 106   |
| South Carolina               | 2,010          | 203   | 2,013          | 199   | 2,077          | 204   | 2,098          | 209   | 2,176          | 205   |
| South Dakota                 | 552            | 77    | 557            | 78    | 554            | 79    | 560            | 79    | 557            | 77    |
| Tennessee                    | 2,540          | 248   | 2,562          | 251   | 2,573          | 243   | 2,598          | 247   | 2,641          | 245   |
| Texas                        | 10,957         | 653   | 10,912         | 648   | 10,845         | 609   | 10,712         | 621   | 10,757         | 622   |
| Utah                         | 1,258          | 162   | 1,282          | 163   | 1,291          | 167   | 1,263          | 170   | 1,276          | 176   |
| Vermont                      | 363            | 85    | 367            | 83    | 330            | 82    | 313            | 79    | 318            | 76    |
| Virginia                     | 3,631          | 280   | 3,624          | 277   | 3,630          | 272   | 3,551          | 269   | 3,425          | 253   |
| Washington                   | 3,679          | 251   | 3,678          | 247   | 3,586          | 234   | 3,476          | 228   | 3,482          | 224   |
| West Virginia                | 581            | 94    | 560            | 92    | 547            | 92    | 533            | 83    | 549            | 84    |
| Wisconsin                    | 3,441          | 214   | 3,452          | 207   | 3,415          | 215   | 3,419          | 214   | 3,464          | 215   |
| Wyoming                      | 361            | 66    | 350            | 65    | 355            | 66    | 359            | 66    | 379            | 66    |
| Guam                         | 10             | 7     | 11             | 8     | 11             | 8     | 11             | 8     | 12             | 8     |
| Foreign                      | 406            | 203   | 409            | 193   | 405            | 192   | 404            | 190   | 409            | 192   |
| Puerto Rico                  | 145            | 49    | 147            | 47    | 150            | 49    | 159            | 57    | 168            | 57    |
| Virgin Islands               | 7              | 6     | 7              | 6     | 7              | 6     | 7              | 6     | 7              | 7     |
| <b>Total</b>                 | <b>154,661</b> |       | <b>153,907</b> |       | <b>152,861</b> |       | <b>149,887</b> |       | <b>150,647</b> |       |

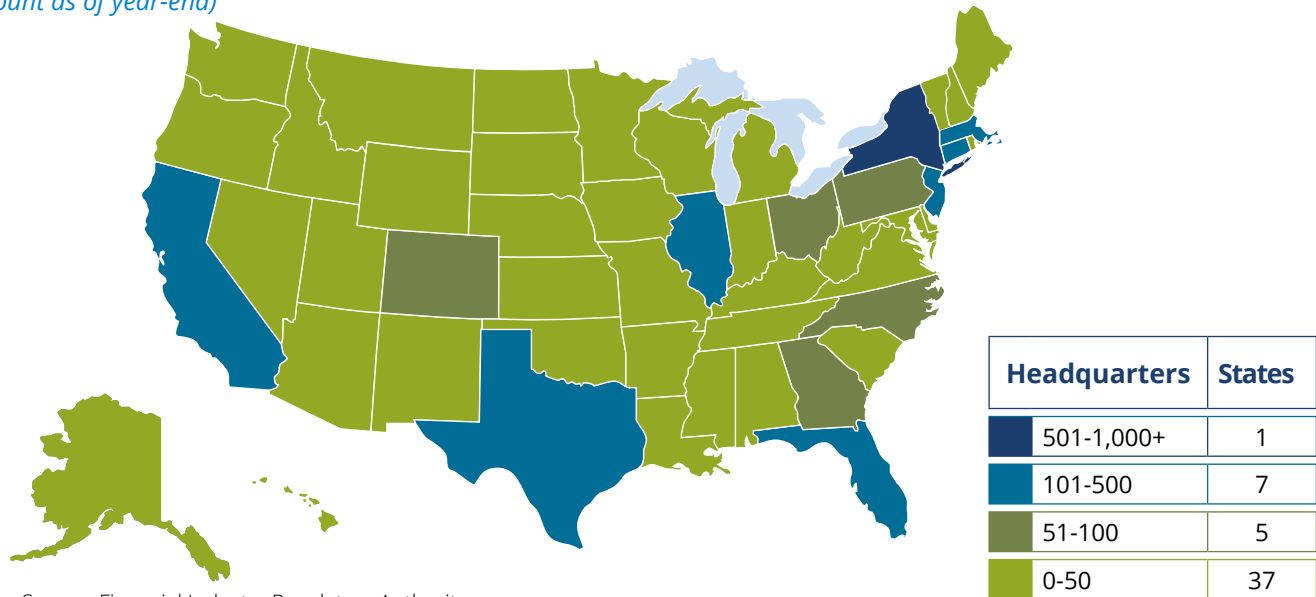
Source: Financial Industry Regulatory Authority.

## II. FINRA-Registered Firms

### 2.3 Geographic Distribution

Figure 2.3.3 Geographic Distribution of Firms by Headquarters, 2022<sup>1</sup>

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

<sup>1</sup> Not included or shown: Guam, Foreign, Puerto Rico, Virgin Islands, District of Columbia.

Table 2.3.4 Geographic Distribution of Firms by Headquarters, 2018-2022

| Locations by State/Region | 2018 | 2019 | 2020 | 2021 | 2022 |
|---------------------------|------|------|------|------|------|
| Alabama                   | 20   | 21   | 20   | 20   | 20   |
| Alaska                    | 0    | 0    | 0    | 0    | 0    |
| Arizona                   | 31   | 28   | 29   | 27   | 26   |
| Arkansas                  | 9    | 8    | 8    | 8    | 8    |
| California                | 409  | 406  | 399  | 377  | 366  |
| Colorado                  | 66   | 63   | 61   | 62   | 63   |
| Connecticut               | 126  | 120  | 121  | 115  | 117  |
| Delaware                  | 4    | 3    | 2    | 2    | 2    |
| District of Columbia      | 21   | 21   | 22   | 19   | 20   |
| Florida                   | 183  | 178  | 180  | 204  | 219  |
| Georgia                   | 78   | 71   | 76   | 73   | 67   |
| Hawaii                    | 5    | 5    | 5    | 5    | 5    |
| Idaho                     | 2    | 2    | 2    | 2    | 2    |
| Illinois                  | 211  | 205  | 205  | 195  | 196  |
| Indiana                   | 22   | 22   | 23   | 22   | 23   |
| Iowa                      | 19   | 18   | 18   | 18   | 18   |
| Kansas                    | 22   | 21   | 21   | 20   | 19   |
| Kentucky                  | 10   | 9    | 9    | 9    | 7    |
| Louisiana                 | 13   | 12   | 12   | 10   | 10   |
| Maine                     | 18   | 18   | 15   | 16   | 19   |
| Maryland                  | 42   | 42   | 41   | 37   | 35   |

## II. FINRA-Registered Firms

### 2.3 Geographic Distribution

Table 2.3.4 Geographic Distribution of Firms by Headquarters, 2018–2022 (continued)

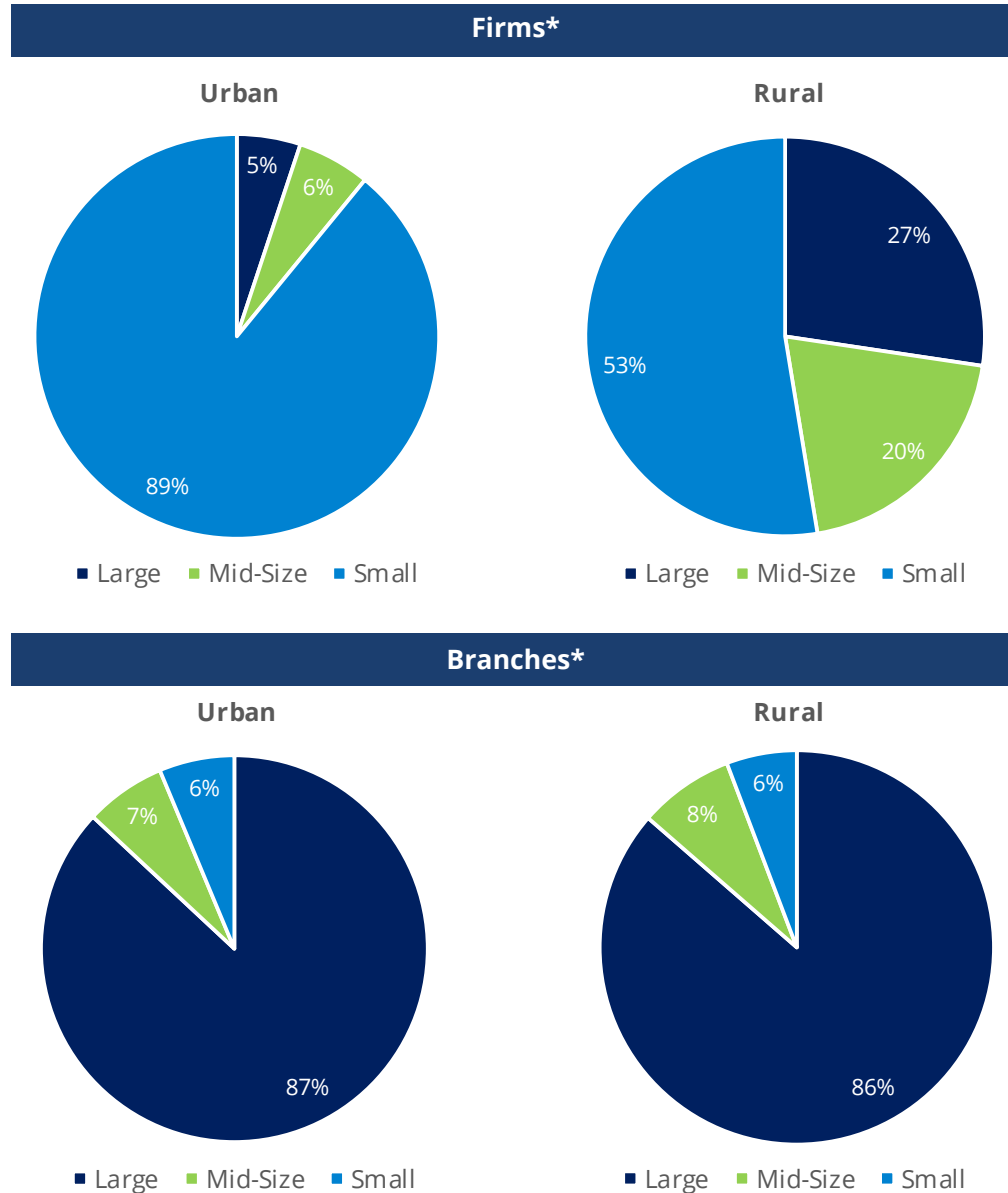
| Locations by State/Region | 2018         | 2019         | 2020         | 2021         | 2022         |
|---------------------------|--------------|--------------|--------------|--------------|--------------|
| Massachusetts             | 129          | 132          | 125          | 124          | 124          |
| Michigan                  | 39           | 38           | 35           | 36           | 38           |
| Minnesota                 | 56           | 54           | 54           | 50           | 46           |
| Mississippi               | 2            | 2            | 2            | 2            | 2            |
| Missouri                  | 54           | 52           | 49           | 49           | 46           |
| Montana                   | 2            | 2            | 2            | 4            | 3            |
| Nebraska                  | 15           | 16           | 16           | 16           | 15           |
| Nevada                    | 10           | 8            | 9            | 10           | 13           |
| New Hampshire             | 6            | 5            | 5            | 4            | 4            |
| New Jersey                | 147          | 145          | 140          | 145          | 139          |
| New Mexico                | 1            | 1            | 1            | 1            | 1            |
| New York                  | 1,070        | 1,038        | 989          | 955          | 951          |
| North Carolina            | 61           | 60           | 64           | 68           | 70           |
| North Dakota              | 7            | 7            | 6            | 6            | 6            |
| Ohio                      | 65           | 66           | 67           | 66           | 66           |
| Oklahoma                  | 11           | 10           | 10           | 11           | 11           |
| Oregon                    | 17           | 20           | 19           | 21           | 20           |
| Pennsylvania              | 103          | 99           | 90           | 90           | 86           |
| Rhode Island              | 12           | 11           | 11           | 11           | 10           |
| South Carolina            | 21           | 21           | 21           | 23           | 20           |
| South Dakota              | 2            | 2            | 2            | 2            | 2            |
| Tennessee                 | 40           | 39           | 39           | 42           | 43           |
| Texas                     | 201          | 201          | 199          | 205          | 205          |
| Utah                      | 24           | 25           | 25           | 29           | 28           |
| Vermont                   | 3            | 3            | 4            | 4            | 4            |
| Virginia                  | 51           | 47           | 46           | 43           | 44           |
| Washington                | 40           | 38           | 32           | 33           | 37           |
| West Virginia             | 2            | 2            | 2            | 2            | 2            |
| Wisconsin                 | 37           | 35           | 31           | 31           | 29           |
| Wyoming                   | 0            | 0            | 1            | 0            | 1            |
| Foreign                   | 55           | 53           | 54           | 52           | 52           |
| Guam                      | 1            | 1            | 1            | 1            | 1            |
| Puerto Rico               | 11           | 11           | 14           | 16           | 16           |
| Virgin Islands            | 1            | 0            | 1            | 1            | 1            |
| <b>Total</b>              | <b>3,607</b> | <b>3,517</b> | <b>3,435</b> | <b>3,394</b> | <b>3,378</b> |

Source: Financial Industry Regulatory Authority.

## II. FINRA-Registered Firms

### 2.3 Geographic Distribution

Figure 2.3.5 Urban-Rural Breakdown of FINRA-Registered Firms and Branches by Firm Size—2022<sup>1, 2</sup>  
(Percent of total, as of year-end)



Sources: U.S. Census Bureau; Financial Industry Regulatory Authority

\*A firm is counted if it has a branch in that area. Not included are firms and branches that do not report a zip code in CRD.

1 Large Firm = 500 or more registered representatives; Mid-Size Firm = 151-400 registered representatives; Small Firm = 1-150 registered representatives.

2 Branch and firm zip codes are linked to the 2010 Urban Area to Zip Code Tabulation Area (ZCTA) Relationship File. The Census Bureau identifies two types of urban areas: i) Urbanized Areas (UAs) of 50,000 or more people; ii) Urban Clusters (UCs) of at least 2,500 and less than 50,000 people. "Rural" encompasses all population, housing, and territory not included within an urban area. Zip codes formed since 2010 default to rural status.

## II. FINRA-Registered Firms

### 2.3 Geographic Distribution

**Table 2.3.6 Urban-Rural Breakdown of FINRA-Registered Firms and Branches by Firm Size—2022<sup>1, 2, 3</sup>**  
(Count as of year-end)

|              | Firms*       |             |            |             | Branches*      |             |              |             |
|--------------|--------------|-------------|------------|-------------|----------------|-------------|--------------|-------------|
|              | Urban        | % Urban     | Rural      | % Rural     | Urban          | % Urban     | Rural        | % Rural     |
| Large        | 164          | 5%          | 116        | 27%         | 126,457        | 87%         | 4,129        | 86%         |
| Mid-Size     | 188          | 6%          | 85         | 20%         | 9,829          | 7%          | 374          | 8%          |
| Small        | 2,871        | 89%         | 223        | 53%         | 9,161          | 6%          | 276          | 6%          |
| <b>Total</b> | <b>3,223</b> | <b>100%</b> | <b>424</b> | <b>100%</b> | <b>145,447</b> | <b>100%</b> | <b>4,779</b> | <b>100%</b> |

Sources: U.S. Census Bureau; Financial Industry Regulatory Authority.

\*A firm is counted if it has a branch in that area. Not included are firms and branches that do not report a zip code in CRD.

- 1 Large Firm = 500 or more registered representatives; Mid-Size Firm = 151-400 registered representatives; Small Firm = 1-150 registered representatives.
- 2 Branch and firm zip codes are linked to the 2010 Urban Area to Zip Code Tabulation Area (ZCTA) Relationship File. The Census Bureau identifies two types of urban areas: i) Urbanized Areas (UAs) of 50,000 or more people; ii) Urban Clusters (UCs) of at least 2,500 and less than 50,000 people. "Rural" encompasses all population, housing, and territory not included within an urban area. Zip codes formed since 2010 default to rural status.
- 3 All the numbers were revised to correct an error. The error was corrected on August 23, 2023.

Source: Financial Industry Regulatory Authority.

## II. FINRA-Registered Firms

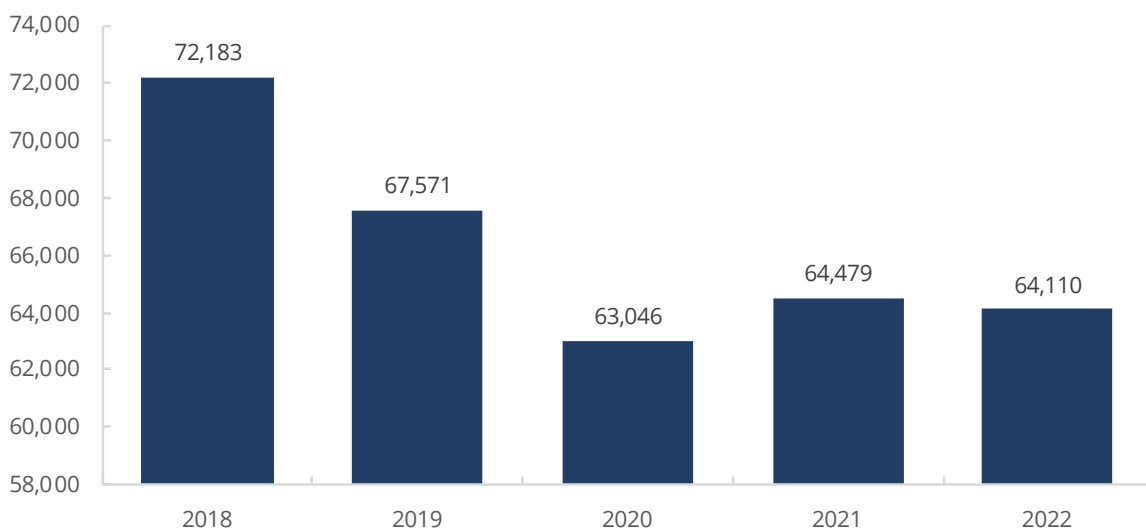
### 2.4 Advertising and Products

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FINRA Rule 2210 governs broker-dealers' communications with the public, including communications with retail and institutional investors. The rule provides standards for the content, approval, recordkeeping and filing of communications with FINRA. FINRA's Advertising Regulation Department reviews firms' advertisements and other communications with the public to ensure they are fair, balanced, not misleading and comply with the standards of the SEC, MSRB, SIPC, and FINRA advertising rules. FINRA rules do not require all communications to be filed, and the figures presented below therefore represent only a segment of such communication.

**Figure 2.4.1 Advertising Regulation Filing Volumes, 2018–2022<sup>1</sup>**

*(Count as of year-end)*



Source: Financial Industry Regulatory Authority.

<sup>1</sup> Based on communications filed by broker-dealers for review by FINRA's Advertising Regulation Department ("Filings"). The filing requirements were modified in January 2017 as part of a retrospective review of the Communications with the Public Rules, as described in *Regulatory Notice 16-41*.



## II. FINRA-Registered Firms

### 2.4 Advertising and Products

Table 2.4.2 FINRA-Registered Firms – Most Common Marketing Methods Filed with FINRA, 2022

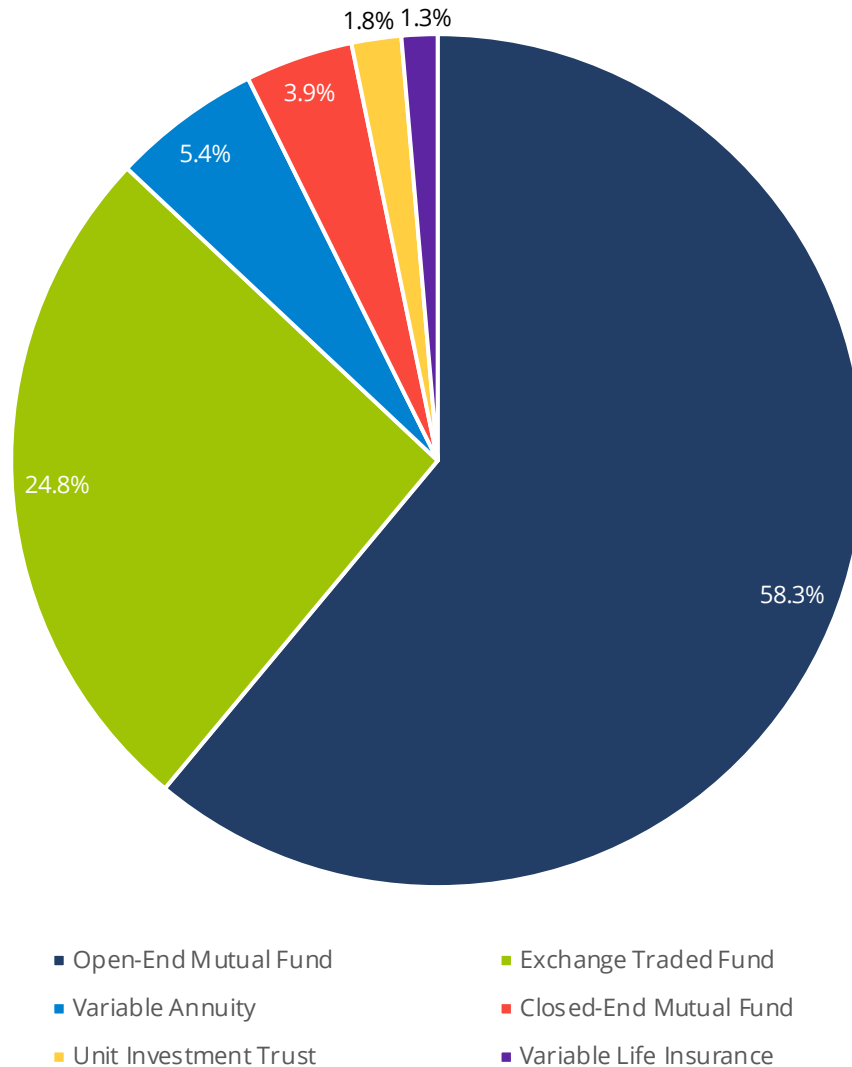
| Marketing Methods                      | Total for Period 2022 |
|--|-----------------------|
| Acct statement related communications  | 120                   |
| Articles & 3rd party reprints          | 568                   |
| Audio/Video tapes, CDs & DVDs          | 1,155                 |
| Brochures, pamphlets, & catalogs       | 4,002                 |
| Broker Dealer use only material        | 38                    |
| Business related stationery            | 13                    |
| E-mail, IM, SMS or text messages       | 3,651                 |
| Flyers & other hand delivered material | 3,303                 |
| Fund specific information sheet(s)     | 14,382                |
| Information released to the press      | 800                   |
| Mailed sales material                  | 2,149                 |
| Periodic & other performance reports   | 3,742                 |
| Print ads, posters, & signs            | 366                   |
| Radio ads & radio broadcasts           | 80                    |
| Research reports - equity & debt       | 520                   |
| Seminar related communications         | 1,700                 |
| Software output & IA Tools             | 448                   |
| TV ads & TV broadcasts                 | 119                   |
| Telemarketing & other phone scripts    | 10                    |
| Web information password protected     | 608                   |
| Web information public access          | 26,336                |
| <b>Total</b>                           | <b>64,110</b>         |

Source: Financial Industry Regulatory Authority.

## II. FINRA-Registered Firms

### 2.4 Advertising and Products

Figure 2.4.3 Advertising Regulation Filing Volumes – Investment Company Product, 2022  
(Percentage of Total Filings)



Source: Financial Industry Regulatory Authority.

Table 2.4.4 Advertising Regulation Filing Volumes – Investment Company Product, 2022

| Investment Company Product Types                 | Percentage of Total Filings |
|--|-----------------------------|
| Total Registered Investment Company Products     | 95.5%                       |
| Total Non-Registered Investment Company Products | 4.5%                        |

Source: Financial Industry Regulatory Authority.

# II. FINRA-Registered Firms

## 2.4 Advertising and Products

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**Table 2.4.5 Advertising Regulation Filing Volumes – Voluntary vs. Mandatory, 2018–2022**  
*(Count as of year-end)*

|           | 2018   | 2019   | 2020   | 2021   | 2022   |
|-----------|--------|--------|--------|--------|--------|
| Mandatory | 59,833 | 55,211 | 52,583 | 54,529 | 55,117 |
| Voluntary | 12,350 | 12,360 | 10,463 | 9,950  | 8,993  |

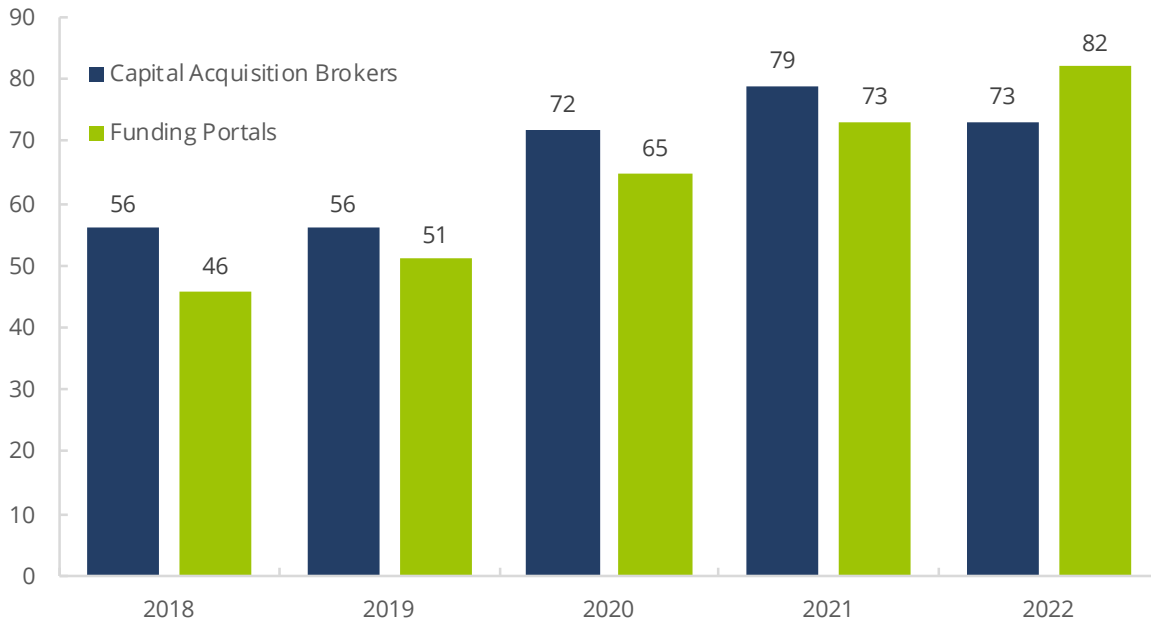
Source: Financial Industry Regulatory Authority.

## II. FINRA-Registered Firms

### 2.5 Capital Formation

**Figure 2.5.1 Capital Acquisition Brokers and Funding Portals, 2018–2022<sup>1</sup>**

(Count as of year-end)



Source: Financial Industry Regulatory Authority.

<sup>1</sup> Capital Acquisition Brokers (CABs) engage in a limited range of activities, essentially advising companies and private equity funds on capital raising and corporate restructuring, and acting as a placement agent for sales of unregistered securities to institutional investors under limited conditions. The CAB rule took effect in 2017. Funding Portals (FPs) also engage in a limited range of activities: those prescribed under to JOBS Act and the SEC’s Regulation Crowdfunding. The FP rule took effect in 2016.

**Table 2.5.2 Total Number of Unique Corporate Financing Filings, 2018–2022<sup>1,2,3</sup>**

(Count as of year-end)

| Filing Type  | 2018  | 2019  | 2020  | 2021  | 2022  |
|--|-------|-------|-------|-------|-------|
| Total Public Offerings (FINRA Rule 5110)           | 1,524 | 1,604 | 2,304 | 2,901 | 1,398 |
| Member Private Offerings (FINRA Rule 5122)         | 99    | 60    | 51    | 47    | 45    |
| Private Placements of Securities (FINRA Rule 5123) | 2,372 | 2,449 | 2,300 | 3,822 | 3,807 |

Source: Financial Industry Regulatory Authority.

\* The total number of unique corporate financing filings (not including amendments to filings) received by the Corporate Financing Department.

- <sup>1</sup> FINRA Rule 5110 requires all public offerings in which a member participates to be filed with FINRA for review, except as exempted from the filing requirement under paragraph (h).
- <sup>2</sup> FINRA Rule 5122 requires firms that offer or sell retail private placements of their own securities or that of a control entity to file offering documents and information about the issuer, the offering and the selling firms before the documents are provided to investors, except as exempted from the filing requirements under section (C).
- <sup>3</sup> FINRA Rule 5123 requires firms that sell non-proprietary, retail private placements to file with FINRA’s Corporate Financing Department within 15 calendar days of the date of first sale, offering documents and information about the issuer, the offering and the selling firms, except as exempted from the filing requirements under section (B).

## II. FINRA-Registered Firms

### 2.6 Business Segments

On October 1, 2018, FINRA announced that it was moving toward an exam and risk monitoring program structure that is based on the business models of the firms FINRA oversees. FINRA has grouped firms according to the primary business(es) in which they are engaged. The following tables break down business segments by firm size.

**Table 2.6.1 Small Firms – Business Segments as of December 2022<sup>1</sup>**

| Firm Grouping                                   | Firm Sub-Grouping   | Number of Firms |
|---|---|-----------------|
| Capital Markets and Investment Banking Services | M&A and Investment Banking  | 719             |
| Capital Markets and Investment Banking Services | Private Placements - Institutional Investors                                      | 319             |
| Capital Markets and Investment Banking Services | Product Originator and Wholesaler   | 199             |
| Capital Markets and Investment Banking Services | Niche/Other - CMIB  | 101             |
| Capital Markets and Investment Banking Services | Public Finance  | 43              |
| Clearing and Carrying                           | Chaperone - 15a-6 Firms   | 75              |
| Clearing and Carrying                           | Securities Financing Book   | 18              |
| Clearing and Carrying                           | Niche/Other - Clearing  | 17              |
| Clearing and Carrying                           | Correspondent Clearing  | 16              |
| Diversified                                     | Small Diversified*  | 71              |
| Diversified                                     | Medium Diversified - Carrying/Clearing*   | 13              |
| Diversified                                     | Medium Diversified - Non-Carrying/Clearing*                                       | 5               |
| Diversified                                     | Large Diversified*  | 2               |
| Retail  | Retail Small*   | 350             |
| Retail  | Public Pooled Investment Vehicles and Variable Annuities                          | 218             |
| Retail  | Retail Small - Independent Contractor*  | 201             |
| Retail  | Private Placements  | 191             |
| Retail  | Fintech   | 64              |
| Retail  | Retail with Carrying/Clearing Activities  | 29              |
| Retail  | Retail Mid-Size & Large - Independent Contractor*                                 | 4               |
| Retail  | Retail Mid-Size & Large*  | 3               |
| Trading and Execution                           | Institutional Brokerage   | 249             |
| Trading and Execution                           | Medium/Small Proprietary Trading and Market-Making*                               | 58              |
| Trading and Execution                           | Alternative Trading Systems (ATS's) and Electronic Communication Networks (ECN's) | 43              |
| Trading and Execution                           | Large Proprietary Trading and Market-Making*                                      | 12              |
| <b>Total</b>                                    |   | <b>3,020</b>    |

Source: Financial Industry Regulatory Authority.

\*The definition of firm size in FINRA's By-Laws may differ from the Member Firm Business Segment definitions, which may consider total assets and/or total revenue in categorizing a firm.

<sup>1</sup> Small Firm = 1-150 registered representatives.

## II. FINRA-Registered Firms

### 2.6 Business Segments

Table 2.6.2 Mid-Size Firms – Business Segments as of December 2022<sup>1</sup>

| Firm Grouping                                   | Firm Sub-Grouping  | Number of Firms |
|---|--|-----------------|
| Capital Markets and Investment Banking Services | Product Originator and Wholesaler                        | 45              |
| Capital Markets and Investment Banking Services | M&A and Investment Banking                               | 15              |
| Capital Markets and Investment Banking Services | Niche/Other - CMIB                                       | 1               |
| Capital Markets and Investment Banking Services | Public Finance   | 1               |
| Capital Markets and Investment Banking Services | Correspondent Clearing                                   | 2               |
| Clearing and Carrying                           | Chaperone - 15a-6 Firms                                  | 1               |
| Clearing and Carrying                           | Niche/Other - Clearing                                   | 1               |
| Clearing and Carrying                           | Medium Diversified - Carrying/Clearing*                  | 13              |
| Diversified                                     | Medium Diversified - Non-Carrying/Clearing*              | 9               |
| Diversified                                     | Small Diversified*                                       | 5               |
| Diversified                                     | Retail Mid-Size & Large - Independent Contractor*        | 43              |
| Retail  | Retail Mid-Size & Large*                                 | 13              |
| Retail  | Public Pooled Investment Vehicles and Variable Annuities | 11              |
| Retail  | Retail Small - Independent Contractor*                   | 7               |
| Retail  | Retail with Carrying/Clearing Activities                 | 2               |
| Retail  | Private Placements                                       | 2               |
| Retail  | Fintech  | 1               |
| Retail  | Retail Small*  | 1               |
| Retail  | Institutional Brokerage                                  | 12              |
| Trading and Execution                           | Large Proprietary Trading and Market-Making*             | 4               |
| Trading and Execution                           | Medium/Small Proprietary Trading and Market-Making*      | 3               |
| <b>Total</b>                                    |  | <b>192</b>      |

Source: Financial Industry Regulatory Authority.

\*The definition of firm size in FINRA's By-Laws may differ from the Member Firm Business Segment definitions, which may consider total assets and/or total revenue in categorizing a firm.

<sup>1</sup> Mid-Size Firm = 151-499 registered representatives.

## II. FINRA-Registered Firms

### 2.6 Business Segments

Table 2.6.3 Large Firms – Business Segments as of December 2022<sup>1</sup>

| Firm Grouping                                   | Firm Sub-Grouping  | Number of Firms |
|---|--|-----------------|
| Capital Markets and Investment Banking Services | Product Originator and Wholesaler                        | 20              |
| Capital Markets and Investment Banking Services | M&A and Investment Banking                               | 2               |
| Capital Markets and Investment Banking Services | Private Placements - Institutional Investors             | 1               |
| Clearing and Carrying                           | Correspondent Clearing                                   | 3               |
| Diversified                                     | Medium Diversified - Carrying/Clearing*                  | 24              |
| Diversified                                     | Large Diversified*                                       | 13              |
| Diversified                                     | Medium Diversified - Non-Carrying/Clearing*              | 5               |
| Retail  | Retail Mid-Size & Large - Independent Contractor*        | 38              |
| Retail  | Public Pooled Investment Vehicles and Variable Annuities | 29              |
| Retail  | Retail Mid-Size & Large*                                 | 16              |
| Retail  | Retail with Carrying/Clearing Activities                 | 9               |
| Retail  | Fintech  | 1               |
| Retail  | Private Placements                                       | 1               |
| Trading and Execution                           | Large Proprietary Trading and Market-Making              | 2               |
| <b>Total</b>                                    |  | <b>161</b>      |

Source: Financial Industry Regulatory Authority.

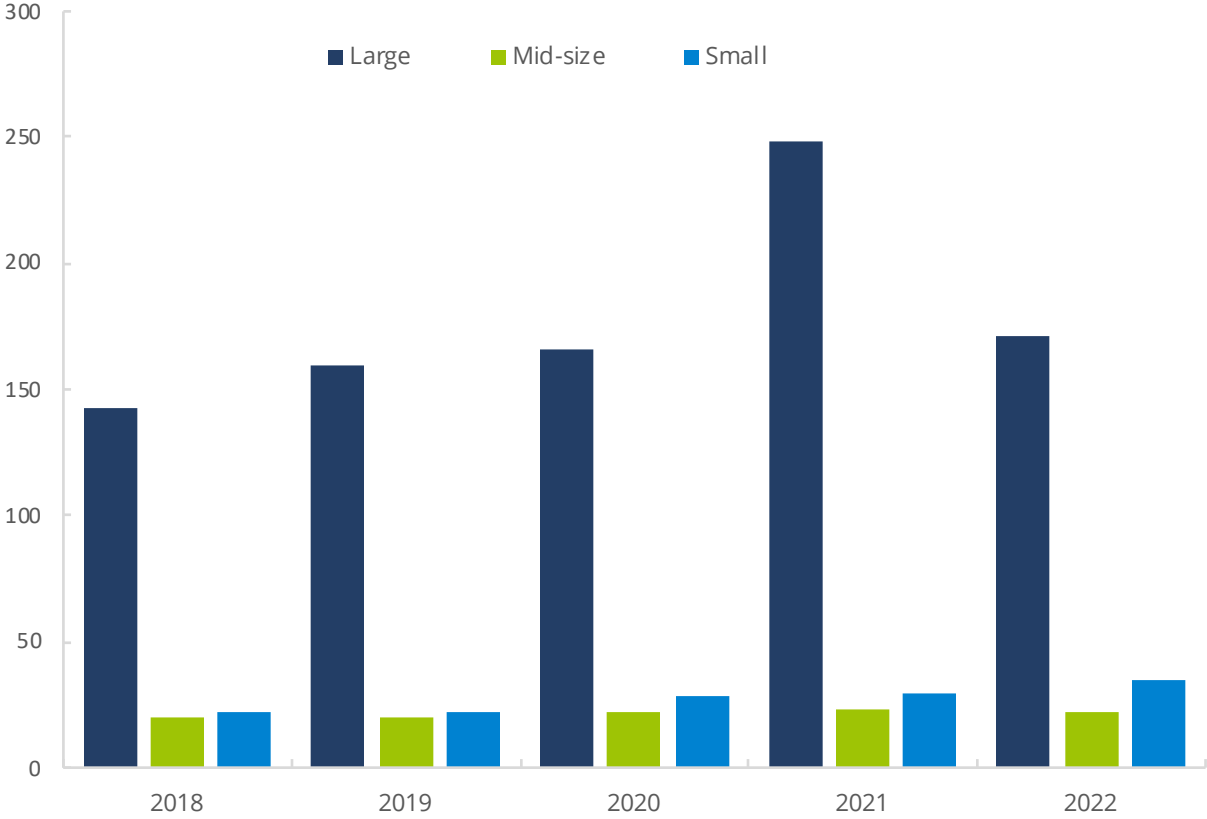
\*The definition of firm size in FINRA's By-Laws may differ from the Member Firm Business Segment definitions, which may consider total assets and/or total revenue in categorizing a firm.

<sup>1</sup> Large Firm = 500 or more registered representatives.

# II. FINRA-Registered Firms

## 2.7 Financials

Figure 2.7.1 Excess Net Capital By Firm Size, 2018-2022  
(Dollar Volume as of year-end, in billions of U.S. dollars)



Source: Financial Industry Regulatory Authority.

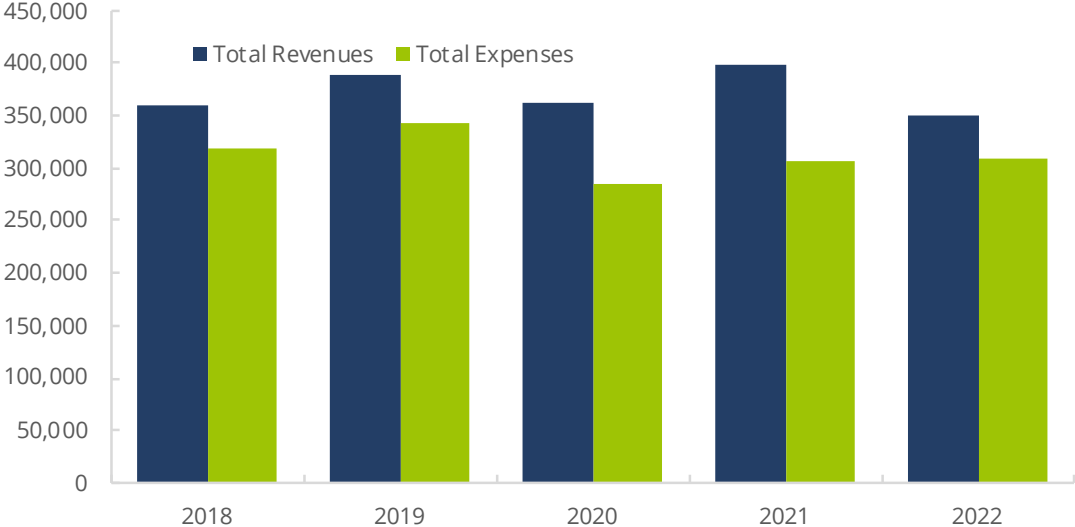


# II. FINRA-Registered Firms

## 2.7 Financials

**Figure 2.7.2 FINRA-Registered Firms – Total Revenues and Expenses, 2018–2022**

*(In millions of U.S. dollars)*



Source: Financial and Operational Combined Uniform Single (FOCUS) Reports.

**Table 2.7.3 FINRA-Registered Firms – Aggregate Financial Information, 2018–2022**

*(In millions of U.S. dollars, as of year-end)*

|                    | 2018         | 2019         | 2020         | 2021         | 2022         |
|--------------------|--------------|--------------|--------------|--------------|--------------|
| Total Revenues     | \$361,089.37 | \$388,153.64 | \$361,954.09 | \$398,549.66 | \$350,516.97 |
| Total Expenses     | \$318,309.31 | \$344,209.98 | \$284,684.68 | \$306,908.83 | \$308,192.48 |
| Pre-Tax Net Income | \$42,780.06  | \$43,943.66  | \$77,269.41  | \$91,640.83  | \$42,324.49  |

Source: Financial and Operational Combined Uniform Single (FOCUS) Reports.

## III. Market Activity

### 3.1 National Market System

FINRA collects certain market data as part of its role in overseeing trading and providing transparency services. Following are select tables drawn from that data.

**Table 3.1.1 Shares of National Market Systems (NMS) Stocks Trading Summary, 2018–2022**

| Year | Total Consolidated Shares Volume | Total OTC Shares Volume <sup>1</sup> | % OTC |
|------|----------------------------------|--------------------------------------|-------|
| 2018 | 1,841,855,556,392                | 668,455,710,212                      | 36.3% |
| 2019 | 1,771,096,807,512                | 659,344,146,179                      | 37.2% |
| 2020 | 2,773,109,114,496                | 1,150,323,435,489                    | 41.5% |
| 2021 | 2,874,893,079,386                | 1,255,101,462,172                    | 43.7% |
| 2022 | 2,980,822,029,407                | 1,250,660,913,156                    | 42.0% |

Sources: UTP Trade Data Feed and Consolidated Tape System. Data as of February 2023.

<sup>1</sup> OTC includes all FINRA facilities (the FINRA/Nasdaq TRF, the FINRA/NYSE TRF and the FINRA Alternative Display Facility).

**Table 3.1.2 National Market Systems (NMS) Stocks Trading by Venue Type, 2019–2022<sup>1</sup>**

|   |                                     | 2019              | 2020              | 2021              | 2022              |
|---|-------------------------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Avg. Daily Transactions</b>            | Exchange                            | 28,318,018        | 43,086,738        | 51,276,383        | 51,447,764        |
|   | Alternative Trading Systems         | 4,421,323         | 6,283,268         | 7,791,035         | 7,866,283         |
|   | Non-Alternative Trading Systems OTC | 3,638,730         | 9,282,650         | 13,141,709        | 11,667,571        |
|   | <b>Total</b>                        | <b>36,378,071</b> | <b>58,652,656</b> | <b>72,209,126</b> | <b>70,981,618</b> |
| <b>Avg. Daily Volume (in \$ billions)</b> | Exchange                            | 209.1             | 296.3             | 368.0             | 364.7             |
|   | Alternative Trading Systems         | 39.8              | 54.4              | 65.6              | 67.4              |
|   | Non-Alternative Trading Systems OTC | 74.3              | 130.4             | 153.9             | 181.0             |
|   | <b>Total</b>                        | <b>323.2</b>      | <b>481.0</b>      | <b>587.5</b>      | <b>613.0</b>      |

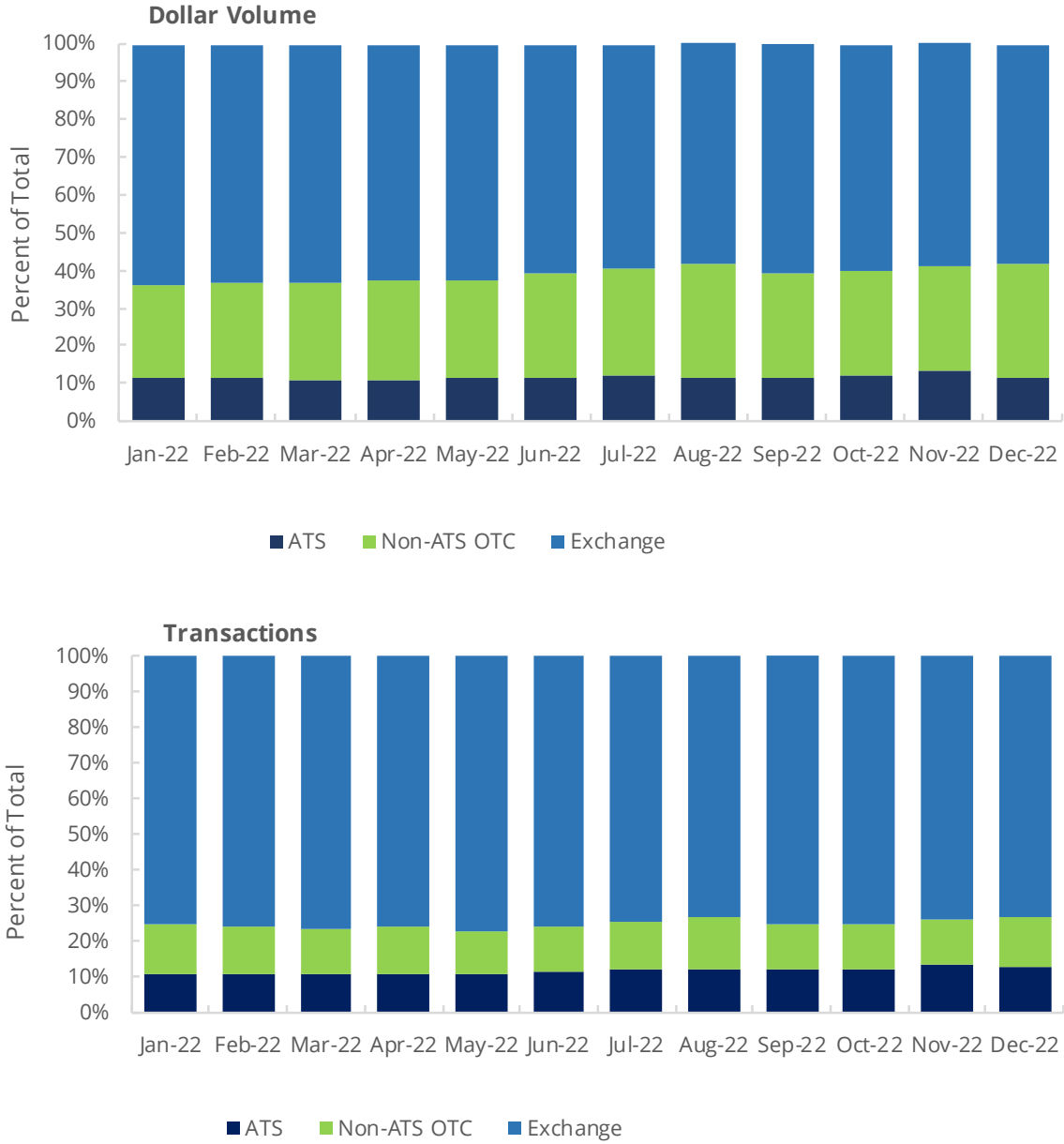
Source: Financial Industry Regulatory Authority. Data as of February 2023.

<sup>1</sup> Data from before H2 2021 was based on OATs data. From H2 2021 onward it was based on trading activity reported to CAT.

# III. Market Activity

## 3.1 National Market System

**Figure 3.1.3 Monthly National Market Systems (NMS) Stocks Trading by Venue Type<sup>1,2</sup>**  
*(January 3, 2022 – December 30, 2022)*



Source: Financial Industry Regulatory Authority. Data as of February 2023.

1 Data is based on trading activity reported to CAT.

2 ATS stands for Alternative Trading Systems.

# III. Market Activity

## 3.1 National Market System

**Figure 3.1.4 Monthly National Market Systems (NMS) Stocks Trading Outside of Normal Hours<sup>1,2</sup>**  
*(January 3, 2022 – December 30, 2022)*



Source: Financial Industry Regulatory Authority. Data as of February 2023.

1 Data is based on trading activity reported to CAT.

2 Closing trades are trades executed in an exchange's closing auction and are timestamped post-close. In the past they have been included in non-exchange hours trades but are now separated out for improved clarity.

## III. Market Activity

### 3.1 National Market System

**Table 3.1.5 National Market Systems (NMS) Stocks Trading by Product Type, 2022<sup>1</sup>**

*(January 3, 2022 – December 30, 2022)*

| Dollar Volumes by Subtype (in \$ billions) |                  |              |                  |                    |
|--|------------------|--------------|------------------|--------------------|
| Month                                      | ADR <sup>2</sup> | Common Stock | ETP <sup>3</sup> | Other <sup>4</sup> |
| January                                    | 535              | 9,172        | 5,256            | 257                |
| February                                   | 416              | 8,426        | 4,480            | 243                |
| March                                      | 693              | 9,804        | 5,088            | 280                |
| April                                      | 418              | 7,679        | 4,059            | 234                |
| May  | 408              | 8,417        | 4,778            | 278                |
| June                                       | 460              | 7,308        | 3,786            | 249                |
| July                                       | 338              | 5,907        | 2,977            | 189                |
| August                                     | 391              | 6,893        | 3,039            | 208                |
| September                                  | 323              | 6,612        | 3,602            | 235                |
| October                                    | 354              | 6,484        | 3,600            | 213                |
| November                                   | 383              | 6,620        | 3,297            | 200                |
| December                                   | 343              | 6,007        | 3,153            | 204                |

Source: Financial Industry Regulatory Authority. Data as of February 2023.

1 Data is based on trading activity reported to CAT.

2 ADR stands for American Depository Receipts, and does not include global depository shares.

3 ETP stands for Exchange Traded Products, and includes Exchange Traded Funds, Exchange Traded Notes and debt securities traded on the exchange.

4 "Other" is primarily made up of real estate investment trusts (REITs), closed ended funds, limited partnerships, preferred stocks, warrants and global depository shares.

# III. Market Activity

## 3.2 OTC Equity

**Table 3.2.1 Over-the-Counter (OTC) Equities Market Statistics, 2018–2022<sup>1</sup>**

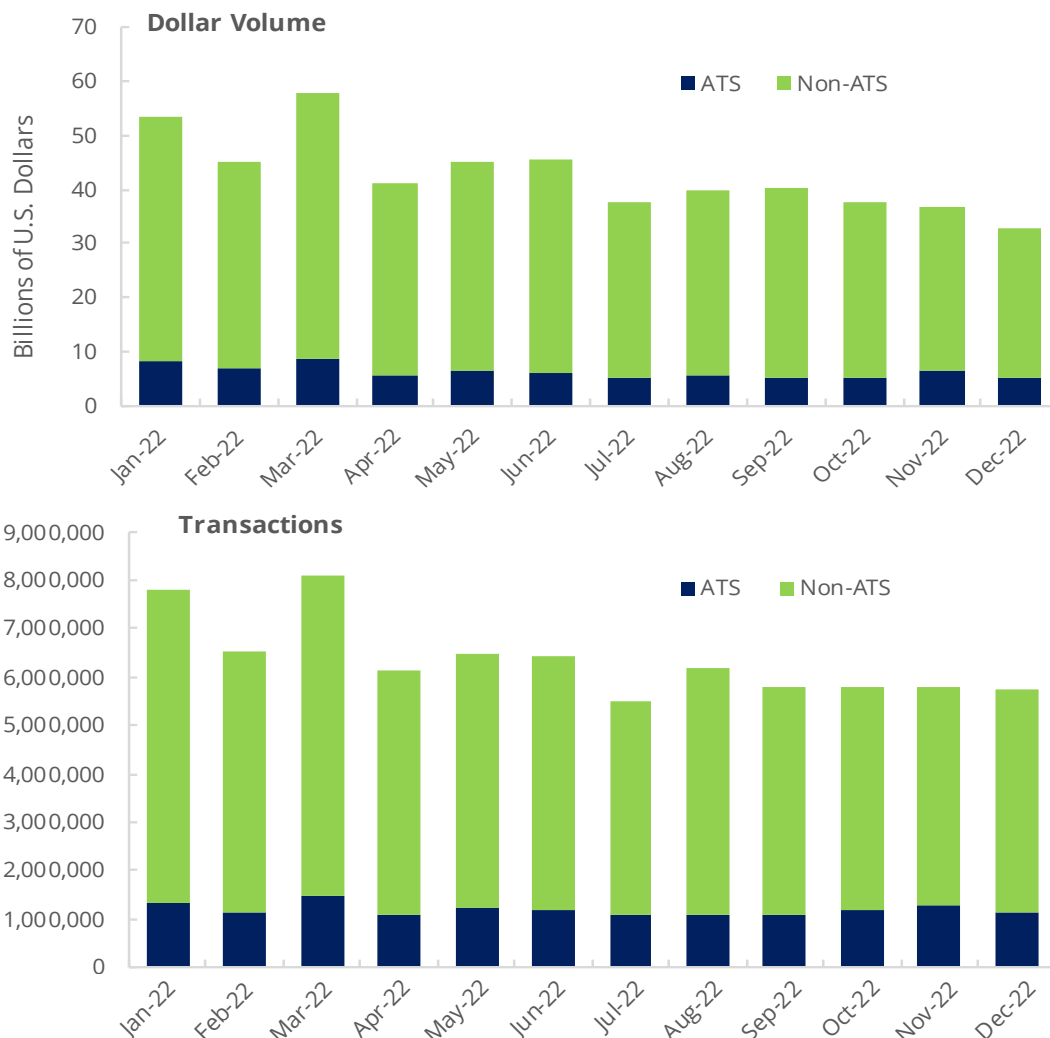
| Year | Average Daily OTC Equities Share Volume | Average Daily OTC Equities Dollar Volume (\$) | Average Daily OTC Equities Transactions |
|------|---|---|---|
| 2018 | 8,406,120,277                           | \$1,499,965,855                               | 207,586                                 |
| 2019 | 6,013,676,971                           | \$1,307,456,314                               | 177,445                                 |
| 2020 | 11,559,398,546                          | \$1,793,274,433                               | 319,598                                 |
| 2021 | 39,554,616,558                          | \$2,878,628,236                               | 623,571                                 |
| 2022 | 9,156,103,157                           | \$2,043,960,223                               | 304,617                                 |

Source: FINRA OTCE Market Statistics. Data as of February 2023.

<sup>1</sup> Differences in historical series reflect changes in underlying data.

**Figure 3.2.2 Monthly OTC Equities Trading by Venue Type**

*(January 3, 2022 – December 30, 2022)*



Source: Financial Industry Regulatory Authority. Data as of February 2023.

## III. Market Activity

### 3.3 Fixed Income Activity

Table 3.3.1 TRACE Reported Fixed Income Activity by Product Type and Venue Type, 2019–2022<sup>1</sup>

| Corporate and Agency               |                                 | 2019   | 2020   | 2021   | 2022   |
|------------------------------------|---------------------------------|--------|--------|--------|--------|
| Avg. Daily Transactions            | Alternative Trading Systems     | 13,884 | 12,427 | 11,724 | 18,241 |
|                                    | Non-Alternative Trading Systems | 55,339 | 57,560 | 55,592 | 76,900 |
|                                    | Total                           | 69,223 | 69,987 | 67,316 | 95,140 |
| Avg. Daily Volume (in \$ billions) | Alternative Trading Systems     | 2.1    | 2.9    | 3.6    | 2.7    |
|                                    | Non-Alternative Trading Systems | 37.7   | 43.4   | 38.8   | 40.3   |
|                                    | Total                           | 39.8   | 46.4   | 42.4   | 43.1   |
| Securitized Products               |                                 | 2019   | 2020   | 2021   | 2022   |
| Avg. Daily Transactions            | Alternative Trading Systems     | 4,744  | 3,960  | 3,267  | 3,251  |
|                                    | Non-Alternative Trading Systems | 9,513  | 9,784  | 10,175 | 11,475 |
|                                    | Total                           | 14,256 | 13,744 | 13,443 | 14,727 |
| Avg. Daily Volume (in \$ billions) | Alternative Trading Systems     | 69.0   | 67.9   | 60.7   | 59.3   |
|                                    | Non-Alternative Trading Systems | 198.9  | 247.0  | 240.9  | 199.7  |
|                                    | Total                           | 267.9  | 314.9  | 301.6  | 258.9  |

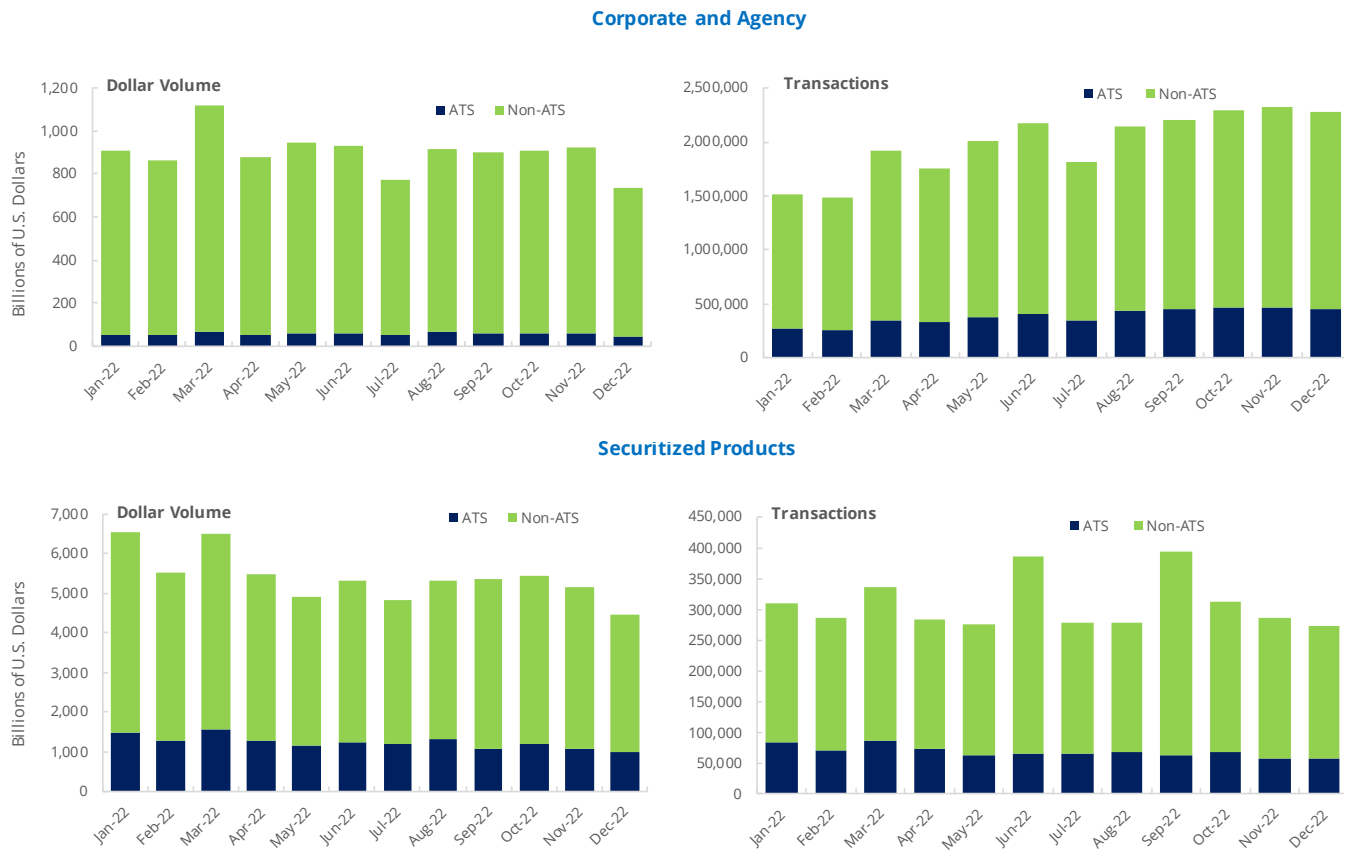
Source: Financial Industry Regulatory Authority. Data as of February 2023.

<sup>1</sup> The Trade Reporting and Compliance Engine (TRACE) facilitates the mandatory reporting of over-the-counter secondary market transactions in eligible fixed income securities. Differences in historical series reflect changes in underlying data.

# III. Market Activity

## 3.3 Fixed Income Activity

**Figure 3.3.2 Monthly TRACE Reported Fixed Income Activity By Product Type and Venue Type<sup>1</sup>**  
*(January 3, 2022 – December 30, 2022)*



Source: Financial Industry Regulatory Authority. Data as of February 2023.

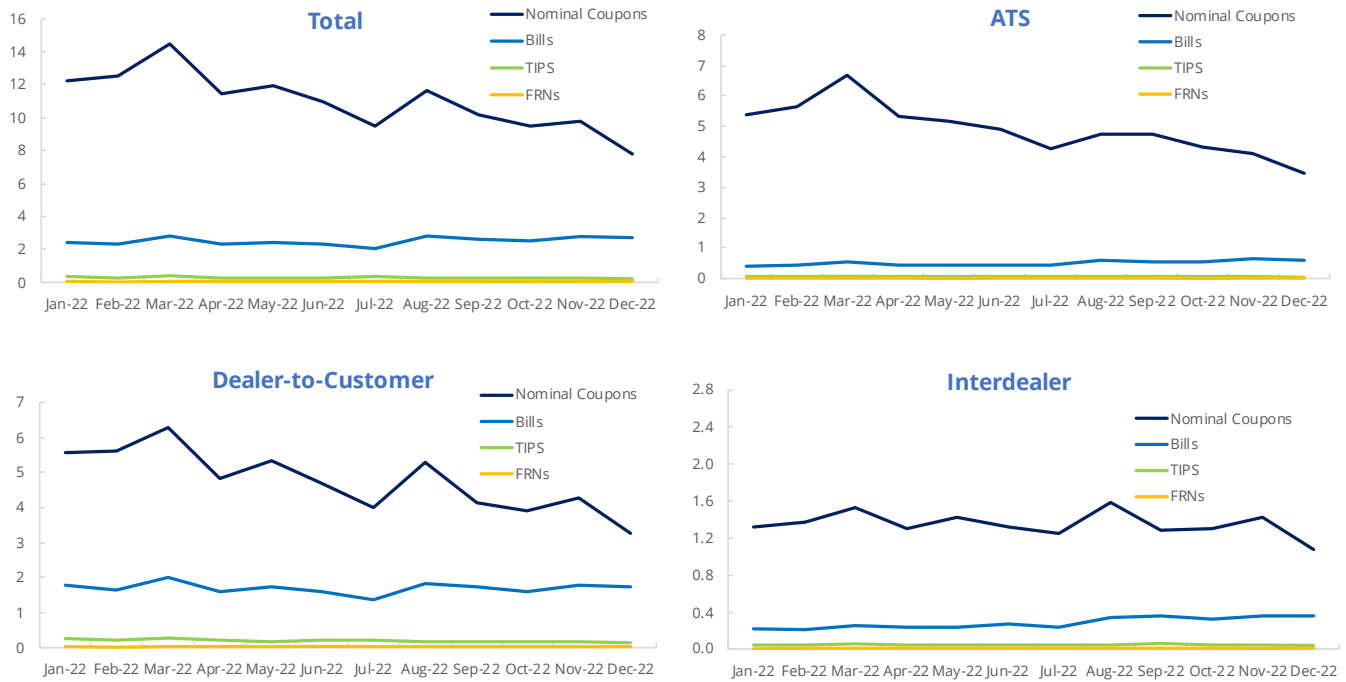
<sup>1</sup> The Trade Reporting and Compliance Engine (TRACE) facilitates the mandatory reporting of over-the-counter secondary market transactions in eligible fixed income securities.



# III. Market Activity

## 3.3 Fixed Income Activity

**Figure 3.3.3 Monthly U.S. Treasuries Dollar Volumes by Participant-to-Trade Type and Product Type<sup>1,2</sup>**  
*(January 3, 2022 – December 30, 2022; In trillions of USD)*



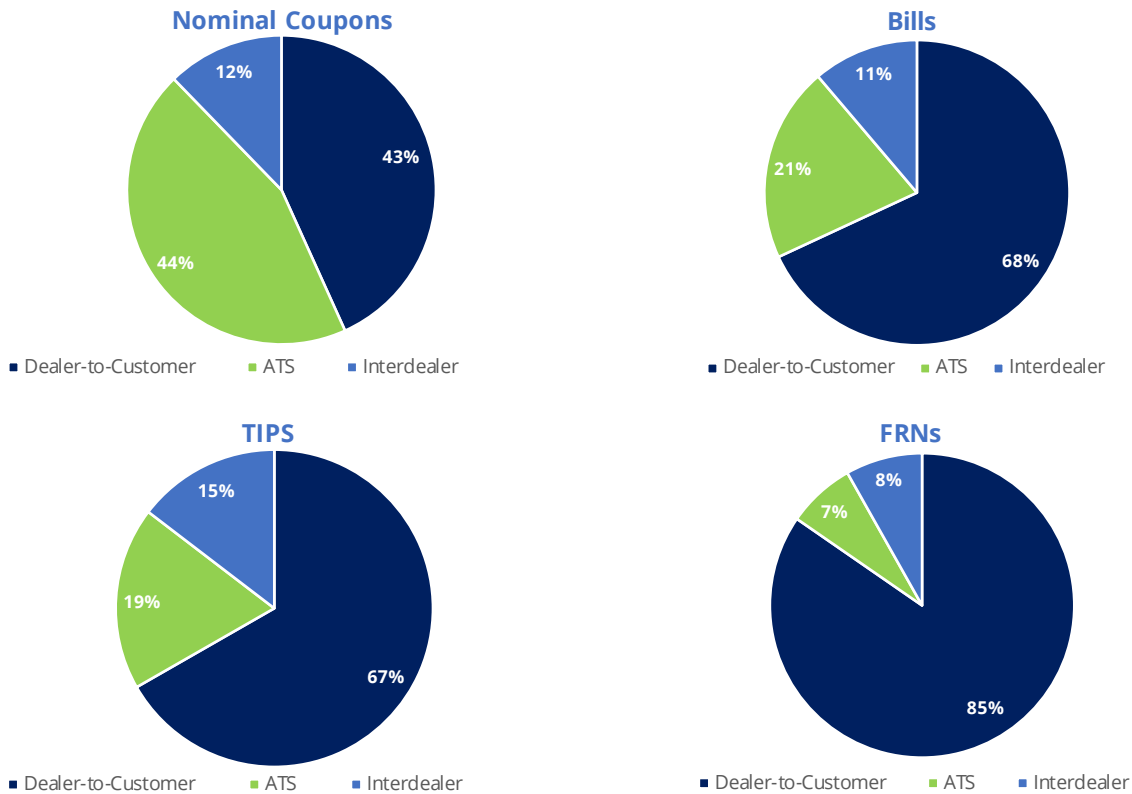
Source: Financial Industry Regulatory Authority. Data as of February 2023.

- 1 The “ATS” and “Interdealer” categories include the sell side of a trade when, respectively, (1) a trade is executed on an ATS (including ATS sales to non-members or non-member affiliates) or (2) a trade is executed between FINRA members outside of an ATS (i.e. dealer-to-dealer trades). These categories exclude a FINRA member sell to an ATS. This approach takes into account multiple reporting of trades where a trade involves an ATS or both sides are FINRA members.
- 2 The “Dealer-to-Customer” category includes all trades (buys and sells) reported by a FINRA member against non-members or non-member affiliates. The category excludes ATS transactions with non-members and non-member affiliates (those trades are represented in the “ATS” category as noted above).

# III. Market Activity

## 3.3 Fixed Income Activity

Figure 3.3.4 U.S. Treasuries Dollar Volumes by Product Type and Participant-to-Trade Type, 2022<sup>1,2</sup>  
(In percent of product type)



Source: Financial Industry Regulatory Authority. Data as of February 2023.

- 1 The "ATS" and "Interdealer" categories include the sell side of a trade when, respectively, (1) a trade is executed on an ATS (including ATS sales to non-members or non-member affiliates) or (2) a trade is executed between FINRA members outside of an ATS (i.e. dealer-to-dealer trades). These categories exclude a FINRA member sell to an ATS. This approach takes into account multiple reporting of trades where a trade involves an ATS or both sides are FINRA members.
- 2 The "Dealer-to-Customer" category includes all trades (buys and sells) reported by a FINRA member against non-members or non-member affiliates. The category excludes ATS transactions with non-members and non-member affiliates (those trades are represented in the "ATS" category as noted above).

# III. Market Activity

## 3.4 Foreign Equities

**Figure 3.4.1 Monthly Dollar Volume of Equities Traded (ADR vs. Non-ADR) by Listing Status**  
*(January 3, 2022 – December 30, 2022; In billions of USD)*

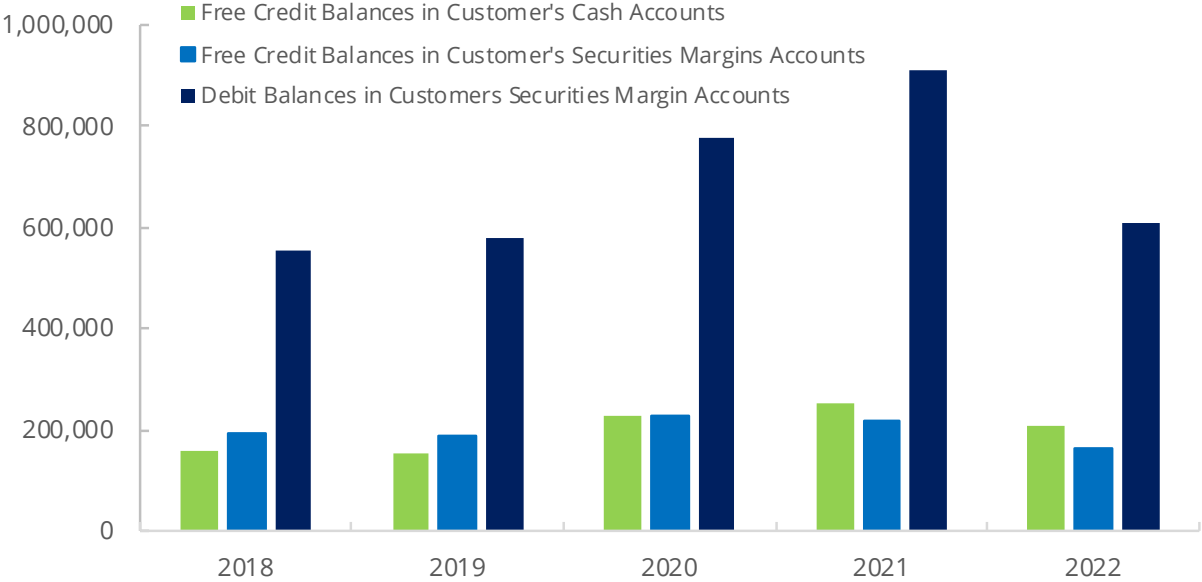


Source: Financial Industry Regulatory Authority. Data as of February 2023.

# III. Market Activity

## 3.5 Customer Margin

Figure 3.5.1 FINRA-Registered Firms – Customer Margin Balances, 2018–2022<sup>1,2</sup>  
(in millions of USD at end of year)



Source: Customer Balance Summary Forms.

- 1 Pursuant to FINRA Rule 4521(d), FINRA member firms carrying margin accounts for customers are required to submit, on a settlement date basis, as of the last business day of the month, the following customer information: (i) the total of all debit balances in securities margin accounts; and (ii) the total of all free credit balances in all cash accounts and all securities margin accounts.
- 2 Debit Balances are derived by adding NYSE Debit Balances in Margin Accounts to FINRA Debit Balances in Customers' Cash and Margin Accounts. Credit Balances are derived by adding NYSE Free Credit Balances in Cash and Margin Accounts to FINRA Free and Other Credit Balances in Customers' Securities Accounts.

## IV. Special Topics

### 4.1 CAT Events

**Table 4.1.1 Order Events Reported to the Consolidated Audit Trail (CAT) and Surveilled by FINRA SRO – Monthly Total Events<sup>1</sup>**

*(January 3, 2022 – December 30, 2022; Millions of Events)*

| Exchange  |         |        |       |            |               |         |
|-----------|---------|--------|-------|------------|---------------|---------|
| Month     | Order   | Modify | Route | Executions | Cancellations | Total   |
| January   | 129,782 | 48,237 | 4,517 | 3,006      | 126,588       | 312,130 |
| February  | 132,573 | 46,287 | 4,326 | 2,815      | 125,257       | 311,258 |
| March     | 156,025 | 54,734 | 4,844 | 3,563      | 148,578       | 367,744 |
| April     | 140,376 | 46,974 | 3,934 | 2,758      | 133,678       | 327,721 |
| May       | 177,562 | 67,418 | 4,643 | 3,347      | 169,283       | 422,253 |
| June      | 152,302 | 54,987 | 4,445 | 2,951      | 145,354       | 360,039 |
| July      | 137,197 | 45,514 | 5,882 | 2,341      | 128,060       | 318,994 |
| August    | 149,240 | 52,207 | 6,078 | 2,676      | 135,478       | 345,679 |
| September | 175,171 | 68,326 | 5,947 | 2,719      | 159,236       | 411,399 |
| October   | 171,430 | 67,418 | 5,998 | 2,675      | 155,897       | 403,418 |
| November  | 150,231 | 54,953 | 5,236 | 2,613      | 134,688       | 347,721 |
| December  | 146,726 | 54,342 | 4,709 | 2,406      | 134,217       | 342,400 |

Source: Financial Industry Regulatory Authority. Data as of February 2023.

<sup>1</sup> These figures are based on event data reported to CAT. The Exchange table reflects order events reported by Exchanges to CAT via the Plan Participant Specification and the Industry Member table reflects order events reported by Industry Members to CAT via the Industry Member Specification. Quotation activity is not included here except in instances where listed options quotations result in trade activity. During 2022, additional event types became reportable and are reflected here.

## IV. Special Topics

### 4.1 CAT Events

**Table 4.1.1 Order Events Reported to the Consolidated Audit Trail (CAT) and Surveilled by FINRA SRO – Monthly Total Events<sup>1</sup> – *continued***

*(January 3, 2022 – December 30, 2022; Millions of Events)*

| Industry Member |         |        |         |            |               |           |
|-----------------|---------|--------|---------|------------|---------------|-----------|
| Month           | Order   | Modify | Route   | Executions | Cancellations | Total     |
| January         | 241,576 | 22,032 | 352,639 | 1,445      | 219,236       | 836,928   |
| February        | 236,997 | 20,833 | 370,249 | 1,304      | 216,501       | 845,884   |
| March           | 278,626 | 24,884 | 438,394 | 1,649      | 253,224       | 996,777   |
| April           | 248,399 | 18,567 | 389,070 | 1,311      | 228,672       | 886,020   |
| May             | 313,480 | 28,675 | 498,264 | 1,459      | 289,616       | 1,131,494 |
| June            | 273,945 | 22,277 | 431,467 | 1,361      | 252,840       | 981,889   |
| July            | 238,598 | 17,566 | 373,229 | 1,149      | 218,158       | 848,700   |
| August          | 248,738 | 18,229 | 382,148 | 1,411      | 224,159       | 874,685   |
| September       | 297,744 | 19,761 | 457,049 | 1,299      | 271,786       | 1,047,640 |
| October         | 286,161 | 18,947 | 440,329 | 1,274      | 257,354       | 1,004,065 |
| November        | 247,735 | 14,951 | 379,324 | 1,334      | 220,765       | 864,109   |
| December        | 242,171 | 14,588 | 372,035 | 1,281      | 214,582       | 844,657   |

Source: Financial Industry Regulatory Authority. Data as of February 2023.

<sup>1</sup> These figures are based on event data reported to CAT. The Exchange table reflects order events reported by Exchanges to CAT via the Plan Participant Specification and the Industry Member table reflects order events reported by Industry Members to CAT via the Industry Member Specification. Quotation activity is not included here except in instances where listed options quotations result in trade activity. During 2022, additional event types became reportable and are reflected here.

## IV. Special Topics

### 4.1 CAT Events

**Table 4.1.2 Order Events Reported to the Consolidated Audit Trail (CAT) and Surveilled by FINRA SRO – Daily Average Events<sup>1</sup>**

*(January 3, 2022 – December 30, 2022; Millions of Events)*

| Exchange  |                         |       |        |       |            |               |        |
|-----------|-------------------------|-------|--------|-------|------------|---------------|--------|
| Month     | Number of Business Days | Order | Modify | Route | Executions | Cancellations | Total  |
| January   | 20                      | 6,489 | 2,412  | 226   | 150        | 6,329         | 15,607 |
| February  | 19                      | 6,978 | 2,436  | 228   | 148        | 6,592         | 16,382 |
| March     | 23                      | 6,784 | 2,380  | 211   | 155        | 6,460         | 15,989 |
| April     | 20                      | 7,019 | 2,349  | 197   | 138        | 6,684         | 16,386 |
| May       | 21                      | 8,455 | 3,210  | 221   | 159        | 8,061         | 20,107 |
| June      | 21                      | 7,252 | 2,618  | 212   | 141        | 6,922         | 17,145 |
| July      | 20                      | 6,860 | 2,276  | 294   | 117        | 6,403         | 15,950 |
| August    | 23                      | 6,489 | 2,270  | 264   | 116        | 5,890         | 15,030 |
| September | 21                      | 8,341 | 3,254  | 283   | 129        | 7,583         | 19,590 |
| October   | 21                      | 8,163 | 3,210  | 286   | 127        | 7,424         | 19,210 |
| November  | 21                      | 7,154 | 2,617  | 249   | 124        | 6,414         | 16,558 |
| December  | 21                      | 6,987 | 2,588  | 224   | 115        | 6,391         | 16,305 |

| Industry Member |                         |        |        |        |            |               |        |
|-----------------|-------------------------|--------|--------|--------|------------|---------------|--------|
| Month           | Number of Business Days | Order  | Modify | Route  | Executions | Cancellations | Total  |
| January         | 20                      | 12,079 | 1,102  | 17,632 | 72         | 10,962        | 41,846 |
| February        | 19                      | 12,474 | 1,096  | 19,487 | 69         | 11,395        | 44,520 |
| March           | 23                      | 12,114 | 1,082  | 19,061 | 72         | 11,010        | 43,338 |
| April           | 20                      | 12,420 | 928    | 19,454 | 66         | 11,434        | 44,301 |
| May             | 21                      | 14,928 | 1,365  | 23,727 | 69         | 13,791        | 53,881 |
| June            | 21                      | 13,045 | 1,061  | 20,546 | 65         | 12,040        | 46,757 |
| July            | 20                      | 11,930 | 878    | 18,661 | 57         | 10,908        | 42,435 |
| August          | 23                      | 10,815 | 793    | 16,615 | 61         | 9,746         | 38,030 |
| September       | 21                      | 14,178 | 941    | 21,764 | 62         | 12,942        | 49,888 |
| October         | 21                      | 13,627 | 902    | 20,968 | 61         | 12,255        | 47,813 |
| November        | 21                      | 11,797 | 712    | 18,063 | 64         | 10,513        | 41,148 |
| December        | 21                      | 11,532 | 695    | 17,716 | 61         | 10,218        | 40,222 |

Source: Financial Industry Regulatory Authority. Data as of February 2023.

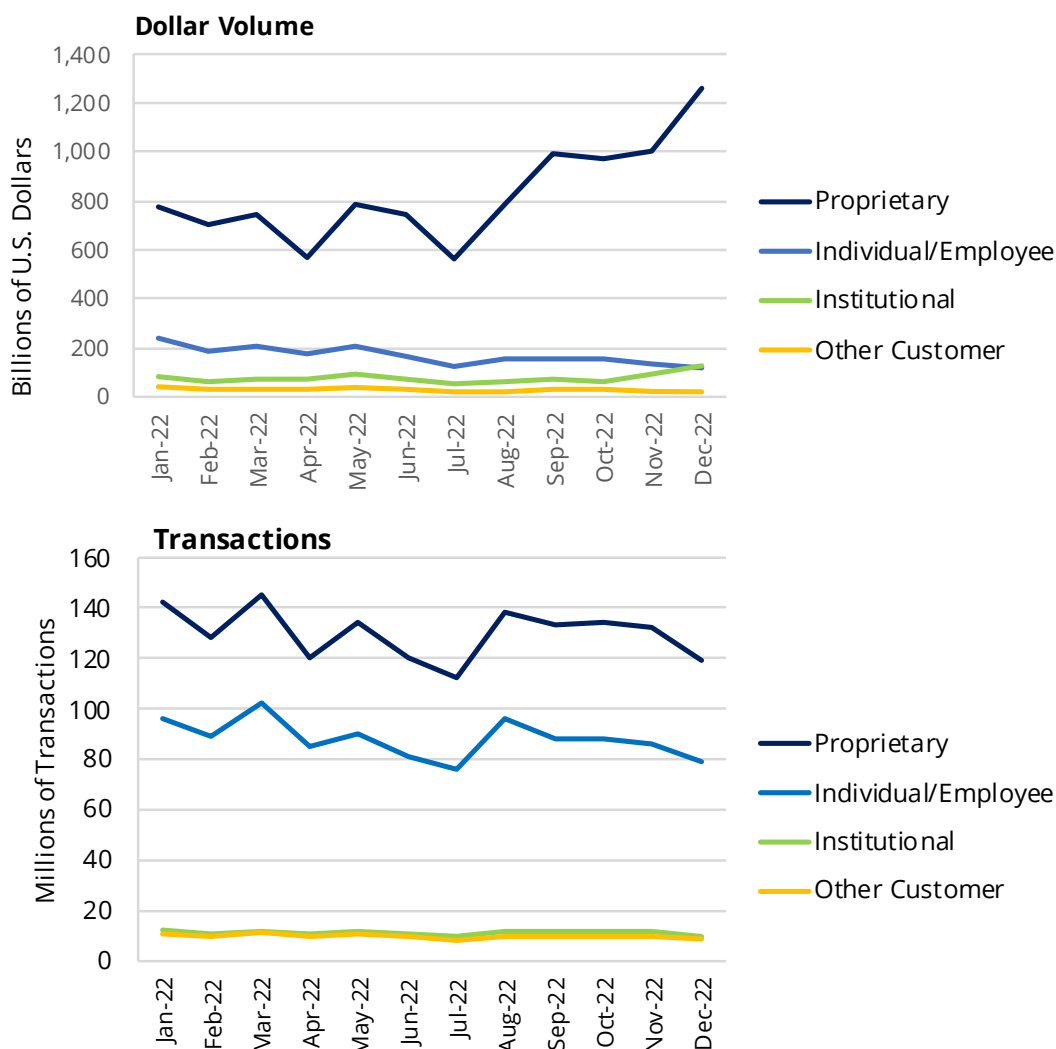
<sup>1</sup> These figures are based on event data reported to CAT. The Exchange table reflects order events reported by Exchanges to CAT via the Plan Participant Specification and the Industry Member table reflects order events reported by Industry Members to CAT via the Industry Member Specification. Quotation activity is not included here except in instances where listed options quotations result in trade activity. During 2022, additional event types became reportable and are reflected here.

# IV. Special Topics

## 4.2 Options Activity

**Figure 4.2.1 Options Trading Activity By Originating Account Owner Type, 2022<sup>1</sup>**

(January 3, 2022 – December 30, 2022)



Source: Financial Industry Regulatory Authority. Data as of February 2023.

<sup>1</sup> Includes trades but not orders or quotations. Account Owner Type follows the “accountHolderType” categories in the CAT Reporting Technical Specifications for Industry Members. “Proprietary” activity is made up of the other proprietary, market making and error account categories as well as trades that do not have an explicit account owner type value (these are presumed to be market making trades). “Other Customer” includes the foreign and firm agency average price account categories.

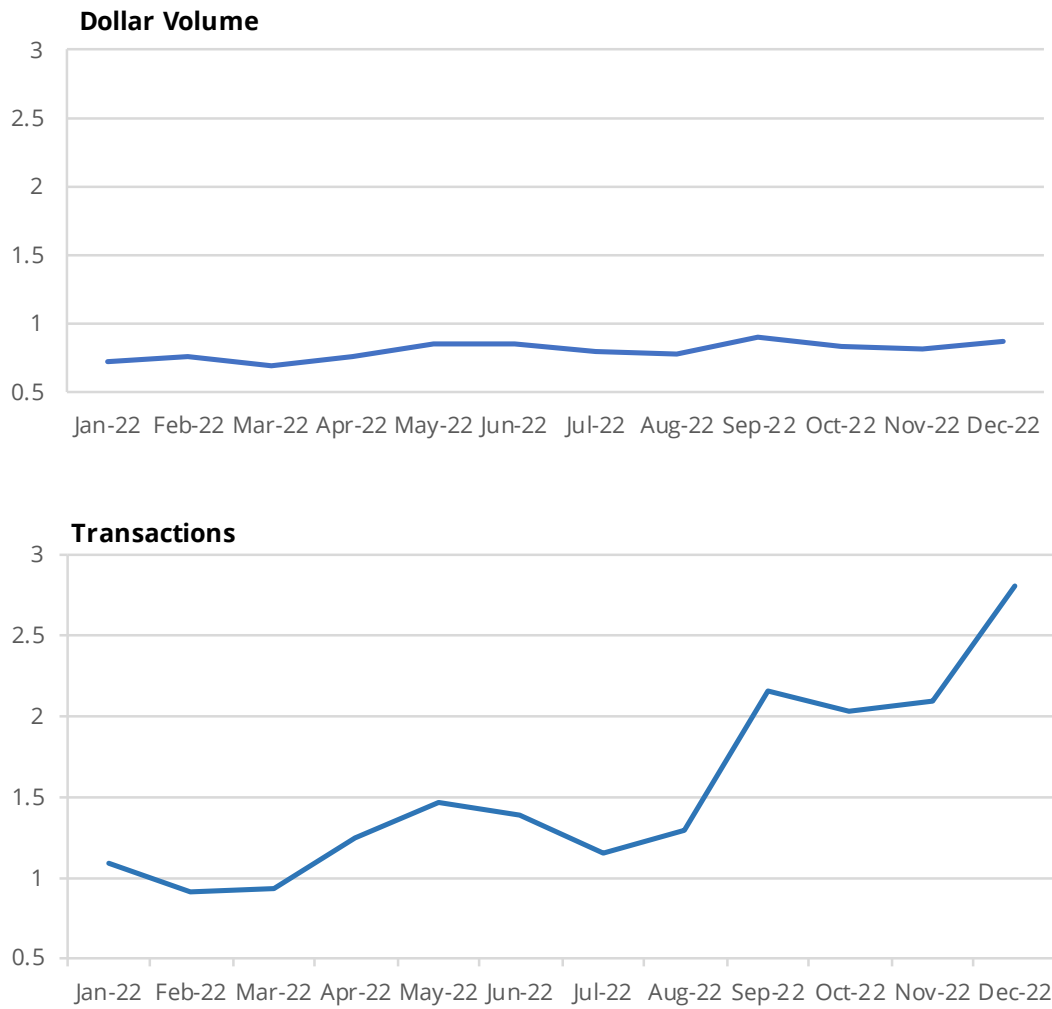


# IV. Special Topics

## 4.2 Options Activity

Figure 4.2.2 Put/Call Ratio by Volume and Transaction Count, 2022<sup>1</sup>

(January 3, 2022 – December 30, 2022)



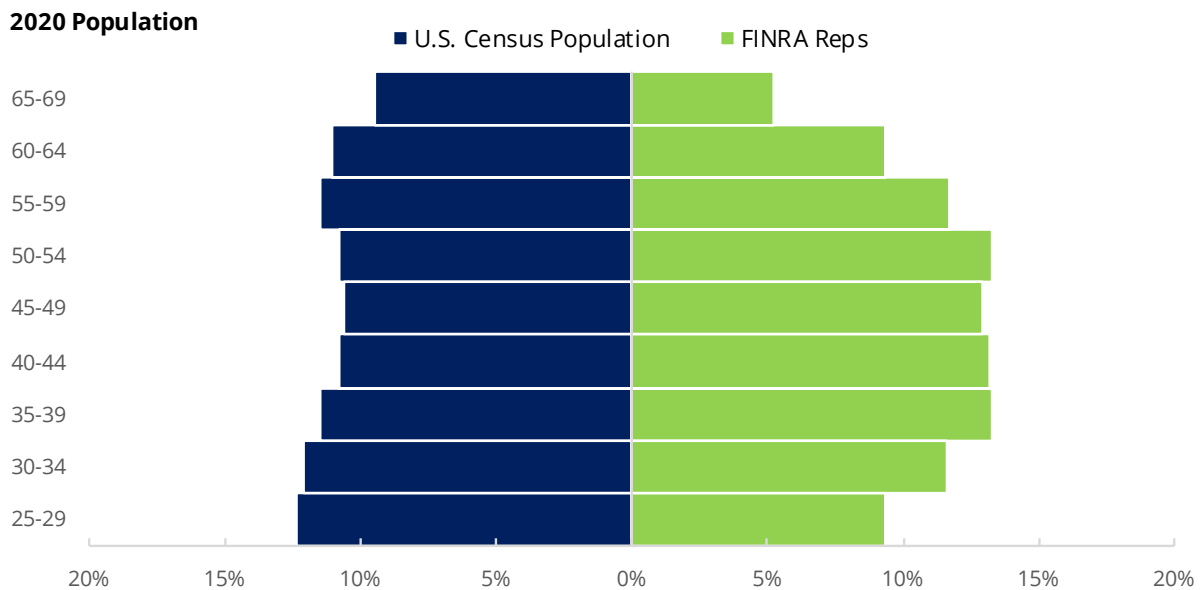
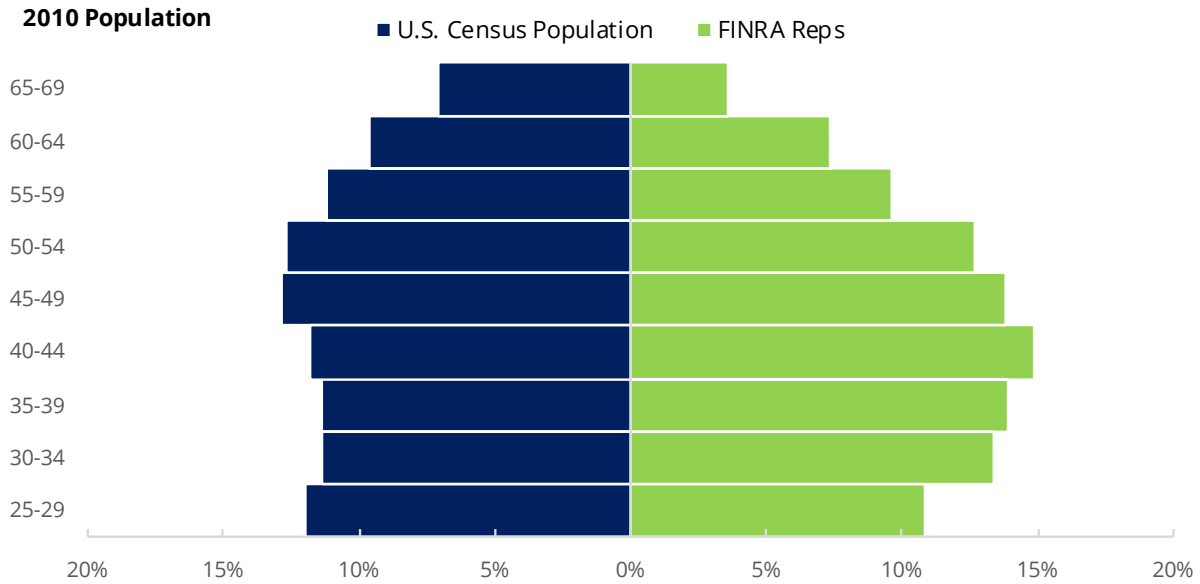
Source: Financial Industry Regulatory Authority. Data as of February 2023.

<sup>1</sup> Based on trading activity as reported to CAT and processed by FINRA. The Put/Call ratio is defined as the monthly sum of puts divided by the monthly sum of calls in either measurement mode.

# IV. Special Topics

## 4.3 Demographic Changes

Figure 4.3.1 Age Distribution of U.S. Population and FINRA-Registered Representatives, 2010 & 2020<sup>1</sup>  
(Percent as of year-end)



Source: Financial Industry Regulatory Authority and U.S. Census Bureau.

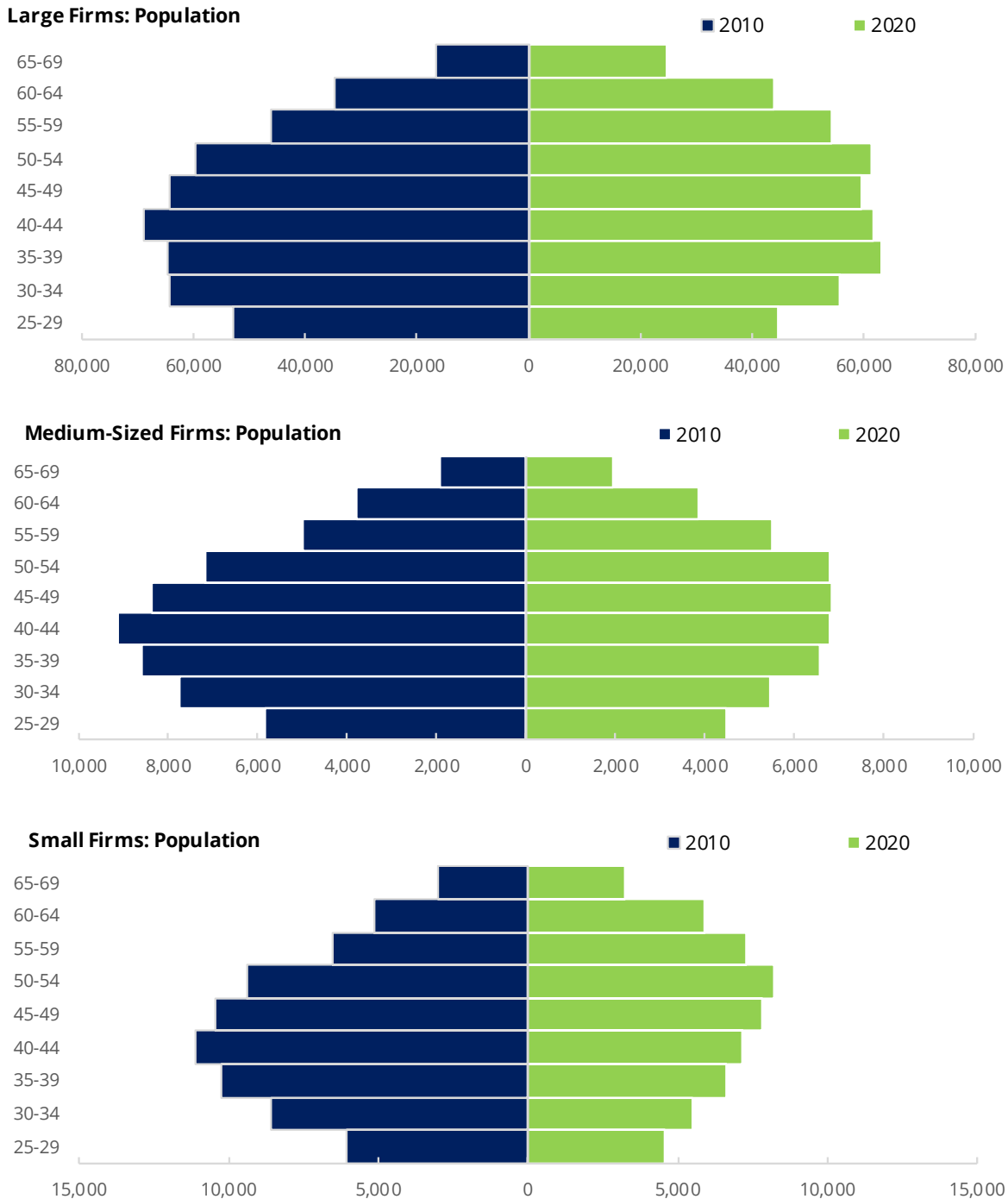
<sup>1</sup> Age distributions were truncated to represent individuals between 25 and 69 years old as of year-end. Percentages represented are from truncated age distributions for individuals between 25 and 69 years old as of year-end.

# IV. Special Topics

## 4.3 Demographic Changes

**Figure 4.3.2 Age Distribution of FINRA-Registered Representatives By Year and Firm Size**

*(Count as of year-end)*



Source: Financial Industry Regulatory Authority.

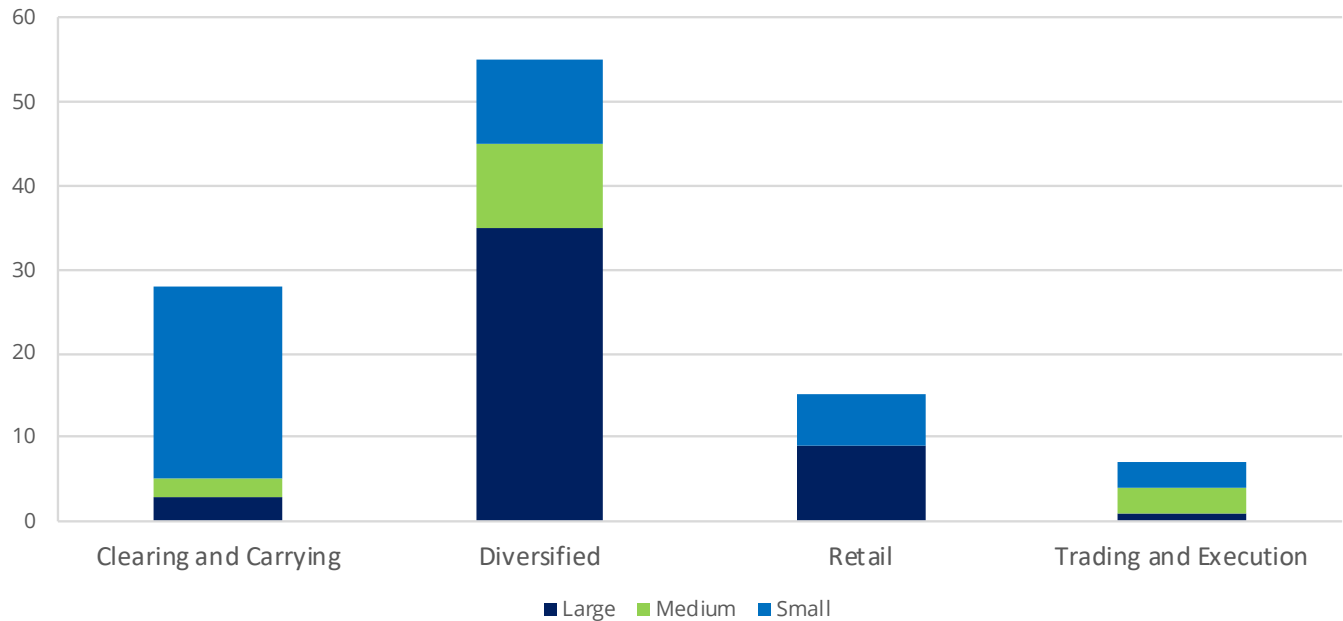
1 Age distributions were truncated to represent individuals between 25 and 69 years old as of year-end. Individuals registered with multiple firms are counted once for each firm size they represent, potentially in multiple size classes depending on the sizes of the employing firms. Large Firm = 500 or more registered representatives; Mid-Size Firm = 151-499 registered representatives; Small Firm = 1-150 registered representatives.

# IV. Special Topics

## 4.4 Supplementary Liquidity Schedule

Figure 4.4.1 Providers of the Supplementary Liquidity Schedule – Type and Size, 2022<sup>1</sup>

(Number of firms as of year-end)



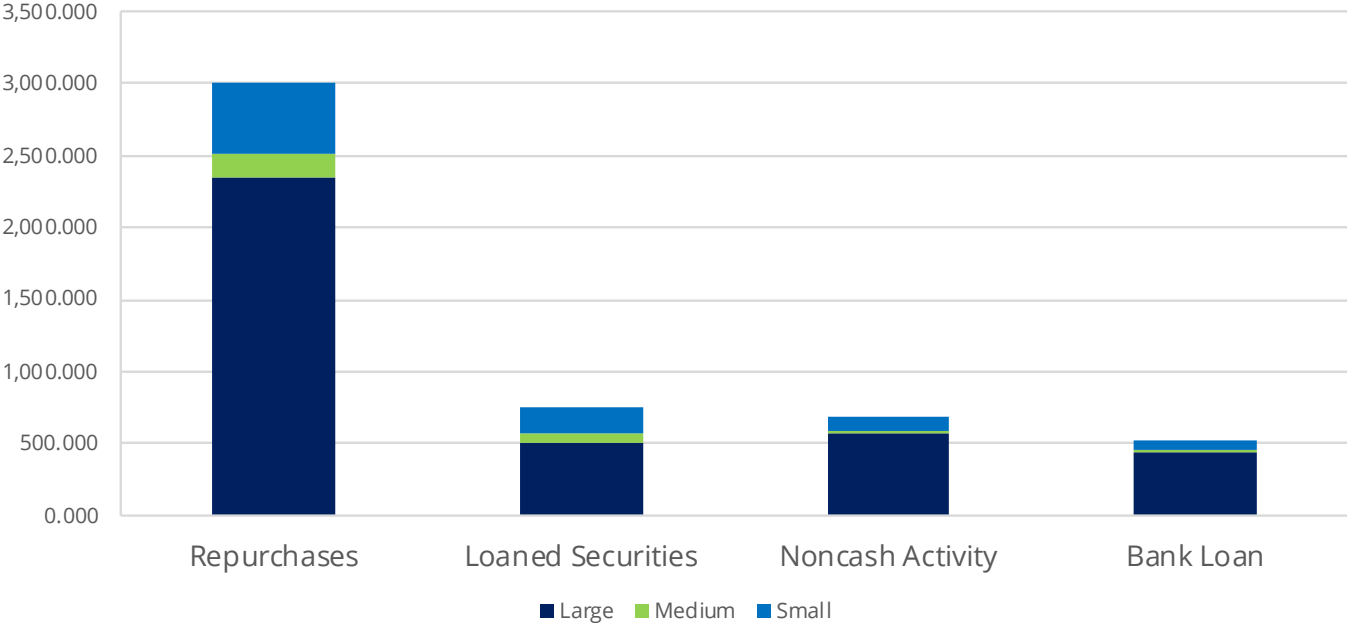
Source: Supplementary Liquidity Schedule

<sup>1</sup> The SLS is designed to improve FINRA's ability to monitor for events that signal adverse changes in the liquidity risk of FINRA's members with the largest customer and counterparty exposures. The SLS must be filed by each FINRA-registered firm with \$25 million or more in free credit balances, as defined under SEA Rule 15c3-3(a)(8), and also by each member whose aggregate amount outstanding under repurchase agreements, securities loan contracts and bank loans is equal to or greater than \$1 billion. There were 105 such firms at the end of December 2022.

# IV. Special Topics

## 4.4 Supplementary Liquidity Schedule

**Figure 4.4.2 Sources of Liquidity for Providers of the Supplementary Liquidity Schedule, 2022<sup>1, 2</sup>**  
*(In billions of USD as of year-end)*



Source: Supplementary Liquidity Schedule

- 1 The SLS is designed to improve FINRA's ability to monitor for events that signal adverse changes in the liquidity risk of FINRA's members with the largest customer and counterparty exposures. The SLS must be filed by each FINRA-registered firm with \$25 million or more in free credit balances, as defined under SEA Rule 15c3-3(a)(8), and also by each member whose aggregate amount outstanding under repurchase agreements, securities loan contracts and bank loans is equal to or greater than \$1 billion. There were 105 such firms at the end of December 2022.
- 2 These statistics are appropriate for comparing and contrasting financing arrangements, but not for observing their total use in the market, as firms below the size threshold to submit the SLS are excluded. Noncash Activity includes all exchanges without a cash component, including equity for equity repurchases.

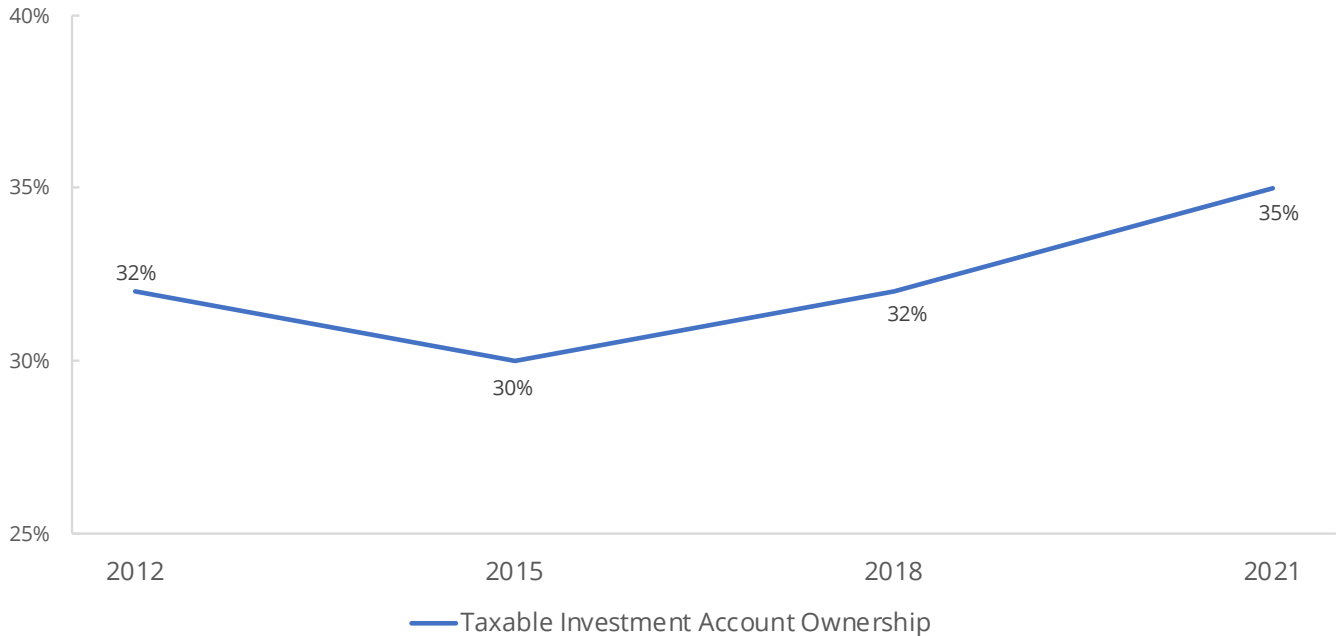
## IV. Special Topics

### 4.5 National Financial Capability Study

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**Figure 4.5.1 Taxable Investment Account Ownership By Year<sup>1</sup>**

*(Estimated percentage of US adults)*



Source: 2012-2021 National Financial Capability Study

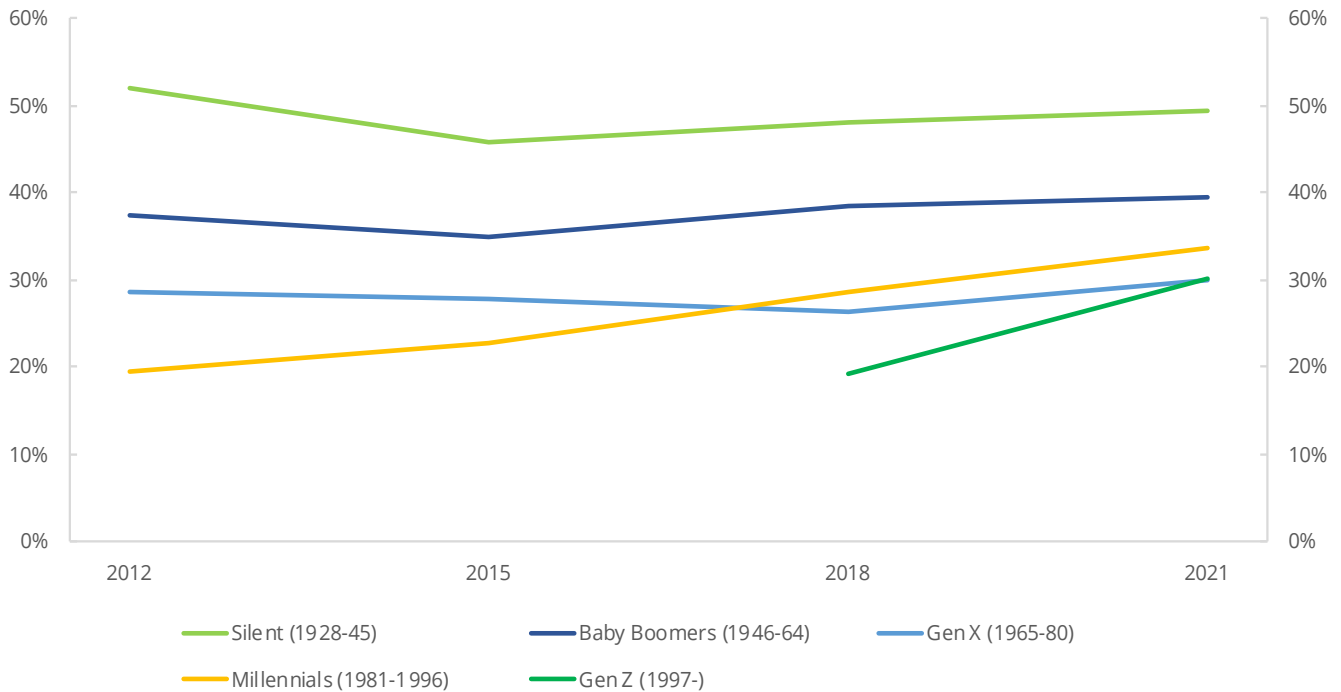
<sup>1</sup> Taxable investments include investments in stocks, bonds, mutual funds or other securities outside of retirement accounts. Respondents were recruited via non-probability quota sampling using established online panels consisting of millions of individuals who have been recruited to join and who are offered incentives in exchange for participating in online surveys, with over 25,000 such individuals in each wave. Figures are weighted to be representative of the national population in terms of age, gender, ethnicity, education and Census Division. Adults includes all individuals over the age of 18.

# IV. Special Topics

## 4.5 National Financial Capability Study

Figure 4.5.2 Taxable Investment Account Ownership By Year and Generation<sup>1, 2</sup>

(Estimated percentage of US adults in each generation)



Source: 2012-2021 National Financial Capability Study

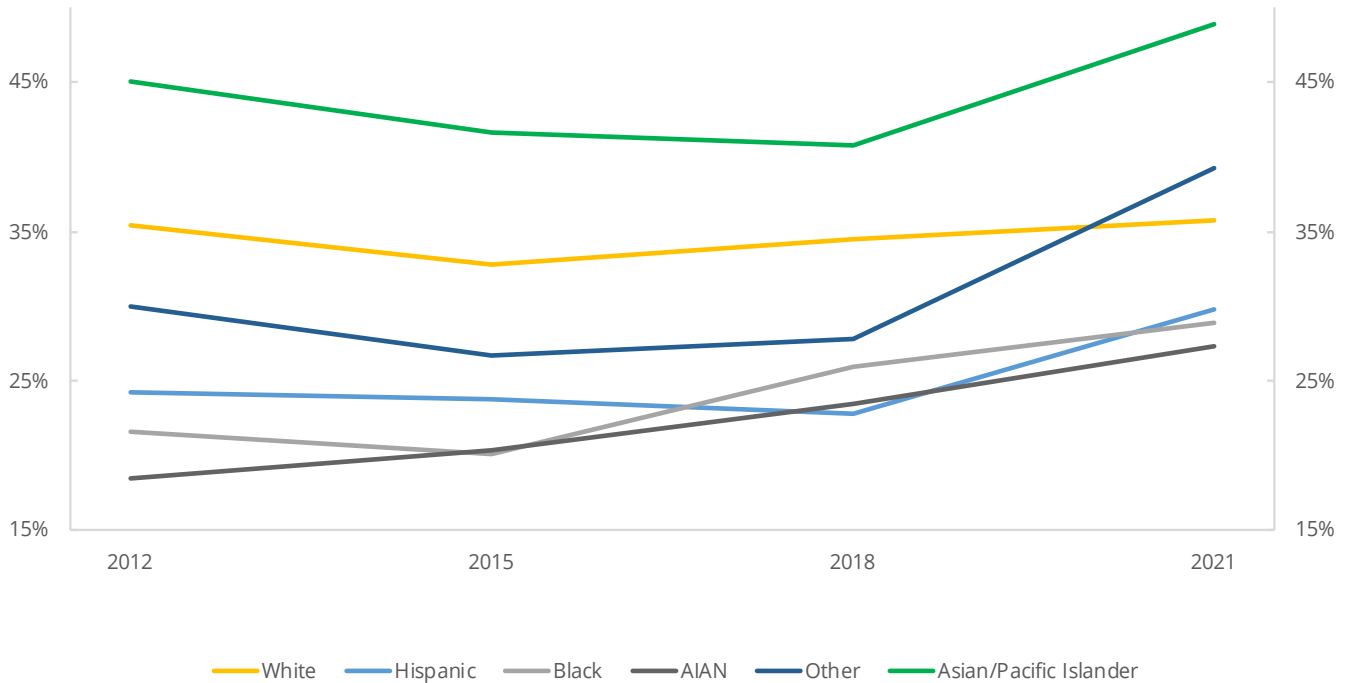
- 1 Taxable investments include investments in stocks, bonds, mutual funds or other securities outside of retirement accounts. Respondents were recruited via non-probability quota sampling using established online panels consisting of millions of individuals who have been recruited to join and who are offered incentives in exchange for participating in online surveys, with over 25,000 such individuals in each wave. Figures are weighted to be representative of the national population in terms of age, gender, ethnicity, education and Census Division. Adults includes all individuals over the age of 18.
- 2 Generation Definitions are provided by Pew Research. No Gen Z individuals were considered adults during the 2012 or 2015 waves.

# IV. Special Topics

## 4.5 National Financial Capability Study

Figure 4.5.3 Taxable Investment Account Ownership By Year, Race and Ethnicity<sup>1, 2</sup>

(Estimated percentage of US adults in this ethnic group)



Source: 2012-2021 National Financial Capability Study

- 1 Taxable investments include investments in stocks, bonds, mutual funds or other securities outside of retirement accounts. Respondents were recruited via non-probability quota sampling using established online panels consisting of millions of individuals who have been recruited to join and who are offered incentives in exchange for participating in online surveys, with over 25,000 such individuals in each wave. Figures are weighted to be representative of the national population in terms of age, gender, ethnicity, education and Census Division. Adults includes all individuals over the age of 18.
- 2 Racial/Ethnic group based on self-identification. AIAN represents those who identify as American Indian or Alaska Natives. Multiethnic individuals are classified as "Other" unless they at least partially identified as Hispanic, in which case they are classified in the Hispanic category.



## Errata

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Table 1.2.2 was updated. The End-of-Year Total Registered Representatives for the years 2008-2012 have been updated to correct an error. The error was corrected on August 23, 2023.

Table 2.3.6 was updated. All the numbers were revised to correct an error. The error was corrected on August 23, 2023.



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