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## Characteristics of Mutual Fund Investors, 2011

### KEY FINDINGS

- » **In 2011, most households that owned mutual funds were headed by individuals in their peak earning and saving years.** About two-thirds of mutual fund-owning households were headed by individuals between the ages of 35 and 64.
- » **The majority of mutual fund owners was employed and had moderate household incomes.** Seventy-one percent of individuals heading households owning mutual funds were employed either full- or part-time. Fifty-five percent of U.S. households owning mutual funds had incomes between \$25,000 and \$99,999.
- » **Mutual fund-owning households often held several funds, and equity funds were the most commonly owned type of mutual fund.** Among households owning mutual funds in 2011, 86 percent held more than one fund and 81 percent owned equity funds.
- » **Almost all mutual fund investors were focused on retirement saving.** Saving for retirement was one of the financial goals for 94 percent of mutual fund-owning households, and almost three-quarters indicated that retirement saving was the household's primary financial goal.
- » **Employer-sponsored retirement plans increasingly are the gateway to mutual fund ownership.** Almost three-quarters of mutual fund-owning households that purchased their first fund in 2005 or later purchased that fund through an employer-sponsored retirement plan, as compared with 55 percent of those that made their first purchase before 1990. In 2011, 37 percent of mutual fund-owning households owned funds both inside and outside employer-sponsored retirement plans. An additional 32 percent owned mutual funds only inside employer-sponsored retirement plans.

### U.S. Household Ownership of Mutual Funds in 2011

In 2011, the annual ICI survey of mutual fund ownership found that 52.3 million, or 44.1 percent, of households in the United States owned mutual funds.<sup>1</sup> This report highlights the characteristics of those households.































