



January 15, 2019

Quarter Ending December 31, 2018

<u>Year-to-Date Performance</u>	<u>Last Full Qtr.</u>	<u>YTD</u>	<u>Index Close</u>
Dow Jones Industrial Average	-11.83%	-5.63%	23,327.46
NASDAQ Composite Price	-17.54%	-3.88%	6,635.28
Standard & Poor's Averages	-13.97%	-6.24%	2,506.85

Dear Clients,

Heading into the 3rd quarter of 2018, it appeared the equity markets were headed for another strong year. Much like the weather, all of that changed in the 4th quarter, as equity markets quickly reversed course and came under significant and relentless selling pressure. For the first time since 2007-2008, investors witnessed a market correction of more than 10%, putting an end to its historic “bull market” run.

2018 will go down as one of the worst “investment” years on record when looking across all asset classes. In dollar terms, 93% of all assets classes (stocks, bonds, currency, etc.) finished the year with a negative rate of return. This was the highest percentage on record based on data going back to 1901, even eclipsing the 84% during the Great Depression years. One of the only asset classes that finished the year with a positive rate of return was cash. Needless to say, there was nowhere to hide. To put this performance into perspective, in 2017, only 1% of assets finished with a negative total return in dollar terms, one being the Philippines’ bond market.

Using the Great Depression as a reference point probably sets off some alarm bells; however, when put in context, we feel the investment markets sold off well below fundamental valuations. Today’s markets are dominated by computer trading programs and algorithms. According to the Wall Street Journal, “Roughly 85% of all trading is on autopilot – controlled by machines, models or passive investing formulas, creating an unprecedented trading herd that moves in unison and is blazingly fast.” When adding year-end tax loss selling to the equation, markets were in freefall and things were not going to change until the computerized models were done selling. To give you an idea of how quickly markets can move and change, I want to pass along an article headline from the first 2 weeks of 2019: **“Stocks best start to a year since 2003”**.

Howard Marks was recently quoted as saying, “the rout in the U.S. shares in the 4th quarter of last year was an example of how sentiment can suddenly shift from excessive optimism to excessive pessimism, even though fundamentals didn’t change.” At QAM, we believe the broad-based fundamentals have not drastically changed. The Federal Reserve has been gradually raising interest rates from rock-bottom levels, which supports the theme of continued economic

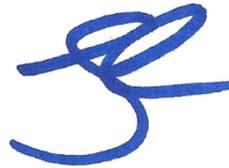
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Sincerely,



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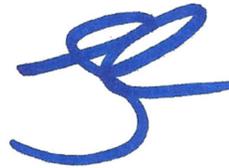
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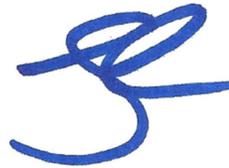
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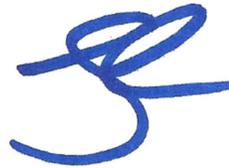
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A handwritten signature in blue ink, appearing to read "Jeffrey L. Farni". The signature is fluid and cursive, with a large initial "J" and "F".

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A handwritten signature in blue ink, appearing to read "John Farni". The signature is stylized and cursive, with a large initial "J" and "F".

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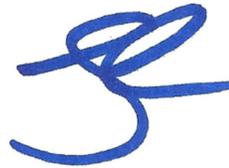
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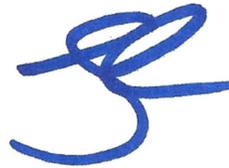
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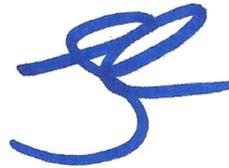
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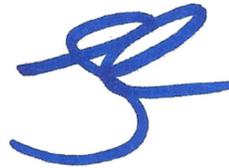
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Jeffrey L. Farni



John Farni



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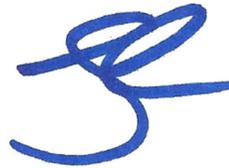
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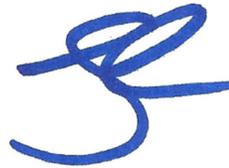
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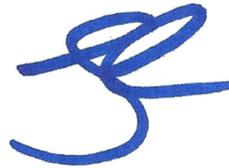
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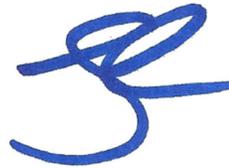
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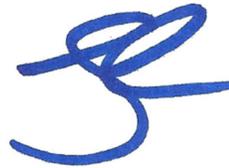
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A handwritten signature in blue ink, appearing to read "Jeffrey L. Farni". The signature is fluid and cursive, with a large initial "J" and "F".

Jeffrey L. Farni

A handwritten signature in blue ink, appearing to read "John Farni". The signature is stylized and cursive, with a large initial "J" and "F".

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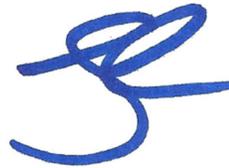
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Sincerely,



Jeffrey L. Farni



John Farni



January 15, 2019

Quarter Ending December 31, 2018

<u>Year-to-Date Performance</u>	<u>Last Full Qtr.</u>	<u>YTD</u>	<u>Index Close</u>
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Standard & Poor's Averages	-13.97%	-6.24%	2,506.85

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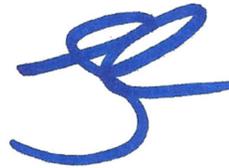
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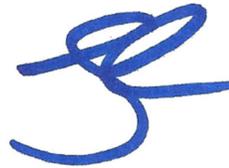
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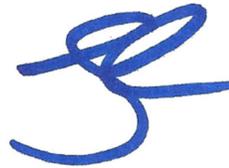
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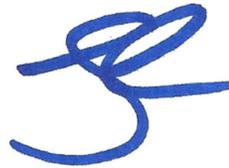
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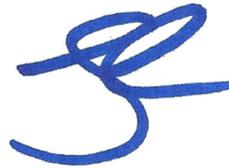
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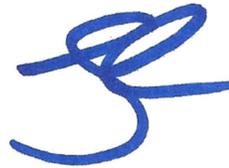
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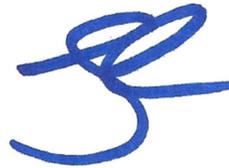
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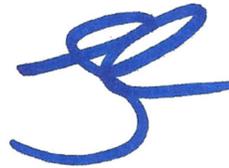
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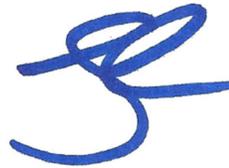
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Sincerely,



Jeffrey L. Farni



John Farni



January 15, 2019

Quarter Ending December 31, 2018

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Standard & Poor's Averages	-13.97%	-6.24%	2,506.85

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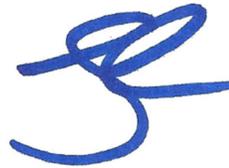
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A handwritten signature in blue ink, appearing to read "Jeffrey L. Farni". The signature is fluid and cursive, with a large initial "J" and "F".

Jeffrey L. Farni

A handwritten signature in blue ink, appearing to read "John Farni". The signature is stylized and cursive, with a large initial "J" and "F".

John Farni



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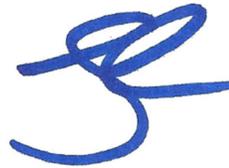
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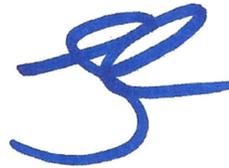
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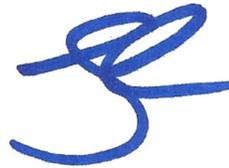
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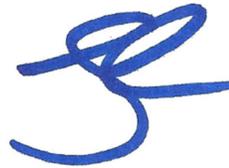
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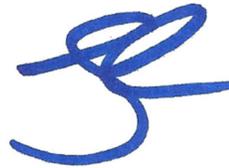
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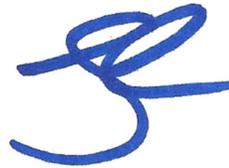
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John Farni



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Quarter Ending December 31, 2018

<u>Year-to-Date Performance</u>	<u>Last Full Qtr.</u>	<u>YTD</u>	<u>Index Close</u>
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Standard & Poor's Averages	-13.97%	-6.24%	2,506.85

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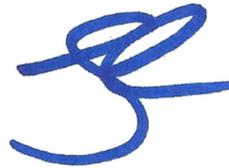
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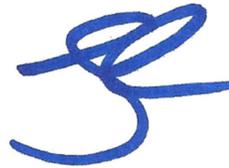
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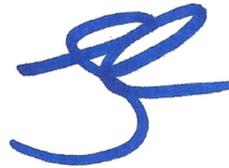
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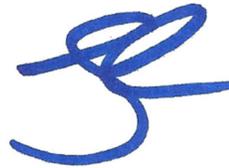
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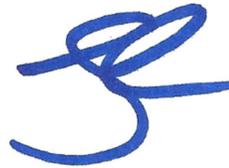
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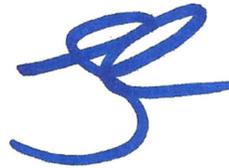
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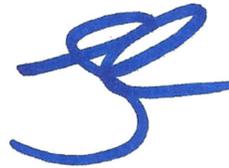
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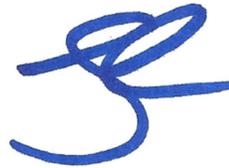
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Sincerely,



Jeffrey L. Farni



John Farni



January 15, 2019

Quarter Ending December 31, 2018

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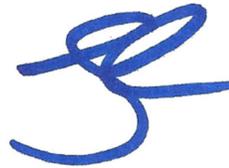
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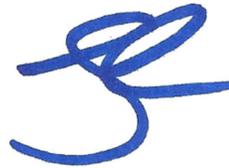
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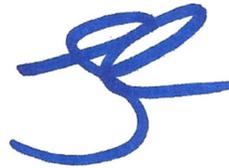
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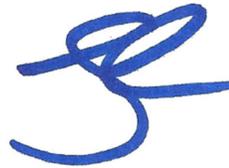
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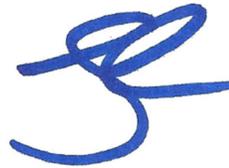
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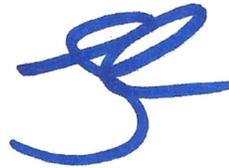
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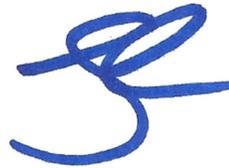
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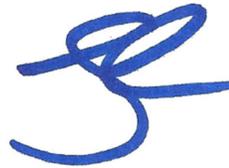
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Jeffrey L. Farni



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Quarter Ending December 31, 2018

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Standard & Poor's Averages	-13.97%	-6.24%	2,506.85

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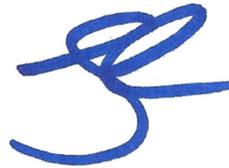
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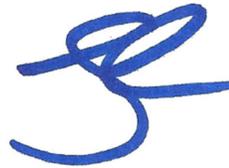
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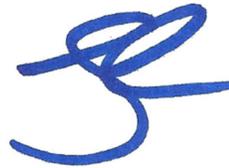
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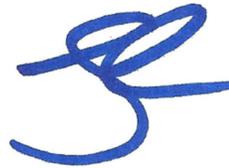
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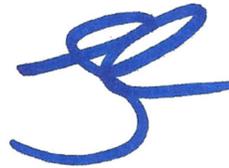
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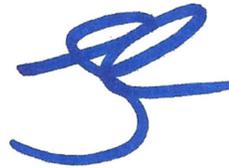
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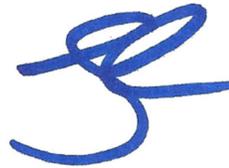
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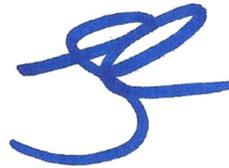
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Sincerely,



Jeffrey L. Farni



John Farni



January 15, 2019

Quarter Ending December 31, 2018

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NASDAQ Composite Price	-17.54%	-3.88%	6,635.28
Standard & Poor's Averages	-13.97%	-6.24%	2,506.85

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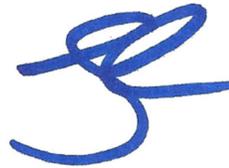
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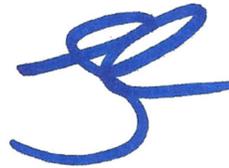
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A handwritten signature in blue ink, appearing to read "Jeffrey L. Farni". The signature is fluid and cursive, with a large initial "J" and "F".

Jeffrey L. Farni

A handwritten signature in blue ink, appearing to read "John Farni". The signature is stylized and cursive, with a large initial "J" and "F".

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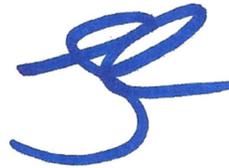
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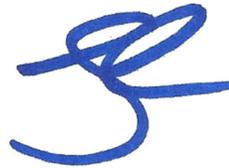
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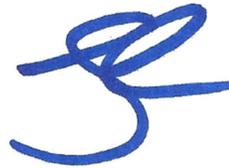
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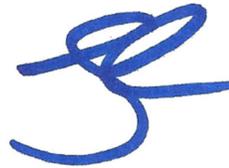
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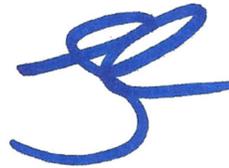
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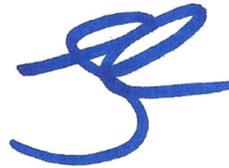
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Sincerely,



Jeffrey L. Farni



John Farni



January 15, 2019

Quarter Ending December 31, 2018

<u>Year-to-Date Performance</u>	<u>Last Full Qtr.</u>	<u>YTD</u>	<u>Index Close</u>
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Standard & Poor's Averages	-13.97%	-6.24%	2,506.85

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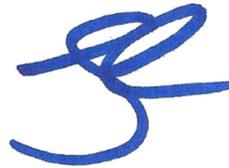
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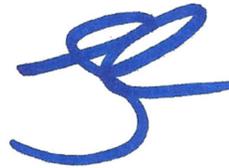
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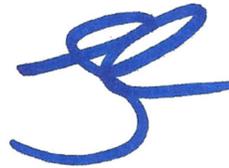
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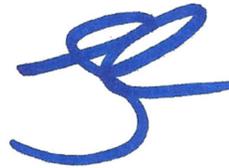
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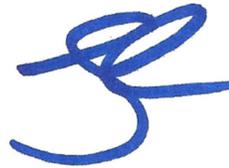
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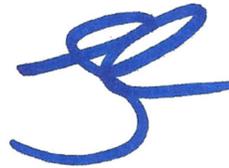
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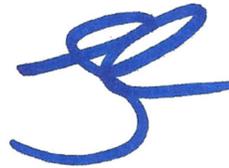
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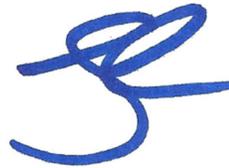
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Jeffrey L. Farni



John Farni



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Quarter Ending December 31, 2018

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Standard & Poor's Averages	-13.97%	-6.24%	2,506.85

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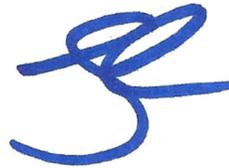
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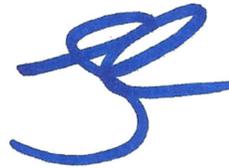
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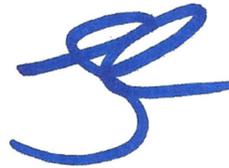
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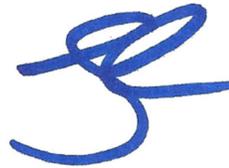
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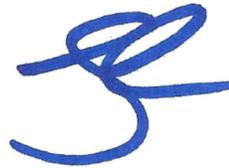
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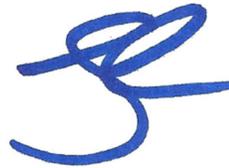
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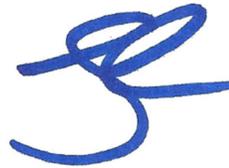
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