



Tim Allen

Agent, Coldwell Banker

The biggest name in Monterey County luxury real estate, Allen specializes in the Pebble Beach area. He had the highest adjusted gross commission income among individual agents at Coldwell Banker Real Estate in 2024, highlighted by sale of the former home of San Diego Padres owner John Moores for a Monterey County record of \$45 million.



Neal Ward

Broker, Compass

Ward, one of the top producers at Compass, is always comfortable selling real estate connected to business elites and celebrities. He recently listed "Podfather" Jon Rubinstein's renovated Pacific Heights co-op for \$25.5 million and was also the listing agent for longtime VC Dick Kramlich's Presidio Heights mansion. He was also a named San Francisco agent in the Wall Street Journal's Real Trends 2024.



Joe Lucier & Stacey Caen

Agents, Sotheby's International Realty

The team of Caen and Lucier has been involved in some of San Francisco's biggest luxury home listings and sales throughout the past several years. Most recently, they were involved in the listing of a \$32 million home on Broadway, the Russian Hill perch of a longtime San Francisco VC and the luxury unit of a Grocery Outlet scion. Just another year for this prolific team from Sotheby's International Realty.



Vanessa Gamp

Former president, S.F. Association of Realtors

As president of the San Francisco Association of Realtors in 2024, Gamp was instrumental in training local agents on new rules that came down the pike last summer. After a protracted battle, the legal settlement forced a dramatic change in how real estate agents list and sell homes. Even though she passed the SFAR president baton in January, the sixth-generation San Franciscan is still very much active with the organization.



Frank Nolan

Co-owner/president, Vanguard Properties

Nolan brings more than two decades of experience to the table and is typically among the top-selling agents in San Francisco. His recent accomplishments include about a dozen closings on San Francisco homes at or near the \$4 million mark. He's also the president of Vanguard Properties, which his Nolan Group affiliates with.



Jennifer Lind

West president, Coldwell Banker

In 2020, Lind took over as president overseeing the West Coast for Coldwell Banker Realty. Her real estate career spans a host of different roles across 20 years. Today, she presides over markets in Northern and Southern California, Washington, Oregon and Hawaii. The region's 130 offices and 11,000 agents make Coldwell Banker the Bay Area's second-largest residential real estate brokerage.



Todd Renfrew

Broker/owner, California Outdoor Properties

Renfrew oversees large California land sales, like ranches. Big ones. In fact, some of the largest in the entire state, like the N3 Cattle Co. — an 80-square-mile undeveloped Bay Area property that Renfrew sold. Most recently, his California Outdoor Properties listed a 14,000-acre Gold Rush-era ranch in Siskiyou County for \$16.9 million. The company also recently listed a swath of more than 400 acres of pristine Marin County land.



Linnette Edwards

Co-founder/co-CEO, Abio Properties

When it comes to Oakland, Berkeley and the Lamorinda confluence of the East Bay, nobody knows the territory better than Edwards, the Abio Properties CEO. With 20-plus years of experience in the East Bay, Edwards is a master of her craft in her area. As she says, "Negotiation is my superpower."



Keri Nicholas

Agent, Parc Agency Corp.

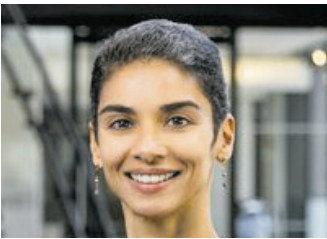
Real estate is about relationships and knowing your territory, and for Parc Agency's Nicholas, that territory is Menlo Park. The high-producing agent, who claims the No. 1 market share in Menlo Park, was honored by the Wall Street Journal for being among the top 30 individual agents in the nation and the top 12 Individual agents in California.



Nina Hatvany

Agent, Compass

The leader of the Hatvany Team has produced some of the highest sales among luxury agents since 2017. She formed the team with her three adult children in 2016 after 30 years of success as an individual agent in San Francisco. Hatvany has represented clients in well over \$4 billion in sales transactions and is often the listing agent for the most choice homes in San Francisco.



Susan deTray

Head of Citizens Private Bank, Citizens Financial

Citizens Bank saw an opportunity with the 2023 collapse of First Republic Bank: Launch Citizens Private Bank, attracting talent and customers from the failed San Francisco bank. “Same team, different jersey,” as deTray put it. That has played well with clients of Citizens Private Bank, which opened offices in Mill Valley and downtown San Francisco last year and plans to open an East Bay branch and another in San Francisco.



Augustin de Kerversau

Chief operating officer, BMO Commercial Bank, BMO Bank

Bank of Montreal made a big splash when it purchased San Francisco-based Bank of the West in 2023, dramatically expanding the Canadian bank’s U.S. franchise and renaming it all BMO Bank. Growing up in France, de Kerversau was an avid violinist. Today, the music enthusiast helps lead BMO Bank’s strong growth in California from his San Francisco base. That’s music to investors’ ears.



DJ Kurtze

Bay Area president, Five Star Bank

Five Star Bank, based in the Sacramento suburb of Rancho Cordova, saw an opportunity to expand services to Bay Area business owners following the 2023 collapse of First Republic Bank and Signature Bank, which had a San Francisco office. Five Star tapped Kurtze, a former Signature Bank executive, to build a Bay Area team and open a downtown San Francisco office. He now eyes the East Bay for another possible base.



Dave Sabow

U.S. head of innovation banking, HSBC Bank

The former Silicon Valley Bank executive is eager to build HSBC’s presence in the Bay Area’s startup ecosystem. Since launching its innovation banking practice with 42 professionals 18 months ago, HSBC has more than doubled the team focused on startups — and the need for speed in meeting their banking needs. “For these high-octane growth companies, that are in some cases disrupting category leaders, every single day is existential,” Sabow said.



Silvio Tavares

CEO, VantageScore

The former Visa executive oversees the credit-scoring company that’s a joint venture of the nation’s three largest credit bureaus. Those three-digit numbers are likely to grab headlines this year amid record credit card debt, missed student loan payments hitting credit reports after a long pandemic pause, more buy-now-pay-later loans reported to credit bureaus — and a growing number of lenders assessing borrowers’ bank account information to judge creditworthiness.

NINA HATVANY IS HONORED TO BE RECOGNIZED AS A NEWSMAKER 100.



Team Hatvany is dedicated to providing our clients with the highest level of support, counsel and service for all their real estate needs.



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COMPASS



Innovation That Fuels Smarter Lending Strategies

VantageScore congratulates our President and CEO, Silvio Tavares, on being named one of the San Francisco Business Times’ Newsmakers 100!

Through cutting-edge advancements in data analytics and credit modeling, we’re helping lenders make smarter, more inclusive decisions—ushering lenders into a new era of credit decisioning.

