



Balfour Capital Group Western Alliance Bancorporation

Western Alliance Bancorporation is a regional bank holding company based in Phoenix, Arizona, with over \$80 billion in assets . Its main subsidiary, Western Alliance Bank (Member FDIC), delivers commercial and consumer banking services across several brands—including Alliance Bank of Arizona, Bank of Nevada, Bridge Bank, First Independent Bank, Torrey Pines Bank, Alliance Association Bank, and B2B mortgage servicer AmeriHome Mortgage.

1. Top 5 Competitors

Major competitors in its regional and community-focused banking space include:

- Wells Fargo
- Bank of America
- JPMorgan Chase
- U.S. Bancorp
- PNC Financial Services

(These are based on asset size and overlapping commercial banking services.)

2. Largest Institutional Shareholders

- Institutions collectively own ~90.5% of WAL shares .
- Prominent holders:
 - Invesco ~5.6% (≈ 6.08 million shares) .
 - An additional ~896 institutional holders are reported

3. Management Team

Key leadership includes:

- Kenneth A. Vecchione – CEO, President & Director
- Dale M. Gibbons – Vice Chairman, Executive VP & CFO
- Timothy W. Boothe – Chief Operating Officer
- Timothy R. Bruckner – Chief Banking Officer, Regional Banking
- Stephen R. Curley – Senior Executive (roles include oversight of several divisions)



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4. Revenue

- 2023 assets: US \$70.9 billion; equity: US \$6.1 billion; net income not listed
- TTM Revenue estimated at \$540.7 million
- Jefferies projects annual revenue of \$3.678 billion, reflecting ~20.6% growth

5. Institutions with Buy Recommendations:

Recent analyst activity:

- Jefferies initiated coverage on May 21, 2025, with a Buy rating and 24% upside to target \$93.84
- According to Quiver Quant, 6 firms have Buy/Overweight, 1 firm Sell/Underperform in the past months

6. Analyst Sentiment Summary

- Current consensus: Buy
- 6 Buy/Overweight, 1 Sell/Underperform
- Price targets range from ~\$80.80 to \$109.20, with a median near \$93–102

7. Insider Buying and Selling (Last 24 Months)

Insiders have sold ~27,635 shares, totaling \$2.07 million

- Specific large sales include:
- Barbara Kennedy: ~\$904 k
- Robert P. Latta: ~\$549 k
- J. Kelly Jr. Ardrey: ~\$224 k
- Stephen R. Curley: ~\$387 k

No significant insider buying has been reported