



Kensington Vanguard Expands Washington, D.C. Metropolitan Area Presence With Openings of New Virginia Offices in Woodbridge and Stafford

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Company Taps Title Insurance Industry Leaders Marc Wiltshire and Alicia Thompson to Lead New Offices; Continues Aggressive Growth Throughout the Region

Kensington Vanguard National Land Services, one of the largest independent full-service national title insurance and settlement agencies in the United States, today announced that it has opened two new Virginia offices in Woodbridge and Stafford, in the heart of the greater Washington, D.C. Metropolitan area. The Company, which has experienced several months of aggressive growth and expansion, has hired distinguished title insurance professionals **Marc Wiltshire** and **Alicia Thompson** to lead operations at the new Woodbridge and Stafford offices, respectively.

The announcement comes only weeks after the opening of Kensington Vanguard's first office in Long Island, N.Y., a strategic expansion to serve the Company's rapidly growing Long Island client base.

Late last year, the Company acquired two leading northern Virginia title agencies, New Era Title and Clear to Close Settlement Services, to establish its first office in the greater Washington, D.C. market in Tysons Corner in Vienna, Va. The acquisitions, and subsequent expansion in the market, have made Kensington Vanguard one of the fastest-growing title agencies in Virginia.

"Our acquisitions of New Era Title and Clear to Close to enter the greater Washington, D.C. metro area were only our first steps in penetrating this highly attractive market," stated **Brian Cooper**, co-CEO of Kensington Vanguard. "We continue to be focused on hand selecting top professionals and teams within the region to join our organization. Marc and Alicia are market leaders and representative of the quality professionals we seek to place in leadership roles. We look forward to the contributions they will make to furthering our growth."

Demonstrating the Company's sustained capacity to attract top industry talent, Kensington Vanguard hired Wiltshire, a 12-year industry veteran, to manage the Company's new Woodbridge office. Prior to joining Kensington Vanguard, Wiltshire spent more than 10 years at RGS Title, a title company specializing in the D.C. Metropolitan area, where he was most recently branch manager.



Commented **Wiltshire**: “I am thrilled to join Kensington Vanguard National Land Services and spearhead the Company's newly launched Woodbridge office. I was immediately impressed with the scale, sophistication and entrepreneurial spirit of Kensington Vanguard and its management team. Having been at my previous firm for 10 years, and as a professional that approaches my career commitments with a long-term perspective, I saw this as a special opportunity to join a dynamic company with a unique service-oriented approach that makes it the right home for me and my clients now and in the future.”

Thompson began her career with LandAmerica Commonwealth and brings more than 18 years of business development and management experience in the title industry to her role at Kensington Vanguard. At the Company, Thompson will be responsible for business development and managing the day-to-day operations of Kensington Vanguard’s new Stafford office.



“In joining Kensington Vanguard, I have become part of an extraordinary team and what I believe is the most forward-thinking firm in the industry today,” stated **Thompson**. “Kensington Vanguard has demonstrated a strong commitment to the aggressive growth of its presence in the greater Washington, D.C. market, and I look forward to playing an integral role in supporting the Company’s regional expansion strategy.”

After a strategic private equity investment led by Red Oak Partners in 2012, Kensington Vanguard positioned itself to be a consolidator in the title insurance market through financial strength, leadership in both the commercial and residential markets, a national platform and a commitment to top-tier regulatory compliance. In June 2013, former Deputy Director of the U.S. Consumer Finance Protection Bureau Raj Date, joined the Company’s board of directors.

Kensington Vanguard operates three divisions: its High Liability Division, National Lender Services Division and 1031 Exchange Services Division:

- **The High Liability Division** is a market leader in handling the largest and most complex commercial real estate transactions in the marketplace, servicing a prominent and diversified clientele consisting of leading property owners, developers, REITs, private equity groups, law firms, private investors and institutional lenders, such as Blackstone, Starwood Capital Group, UBS, Kirkland & Ellis LLP, Silverstein Properties and Guggenheim Commercial Real Estate Finance.
- **The National Lender Services Division** provides title and settlement services for a high volume of residential refinances driven by both regional and national mortgage

lenders, including Wells Fargo, Bank of America and Citibank. A member of the exclusive approved vendor lists for leading lenders, this division's technology, operating model and quality of service are unparalleled in the industry.

- **The 1031 Exchange Services Division's** seasoned experts support clients in gaining IRS Section 1031(a) recognition, enabling corporations to defer realized gains/losses during the exchange of select properties.

About Kensington Vanguard National Land Services

Kensington Vanguard National Land Services, headquartered in New York City with offices in Florida, New Jersey, Long Island, N.Y., Virginia and Texas, is one of the largest independent full-service national title insurance and settlement agencies in the United States. Resulting from a 2008 merger between Kensington National Land Services, LLC and Vanguard Title Agency, Inc. (both founded in 2002), Kensington Vanguard provides commercial and residential title insurance, settlement, escrow and 1031 exchange services. Operating in all 50 states, the Company serves as agent to the nation's largest and most prestigious title insurance underwriters. Kensington Vanguard's client base is a highly diversified mix of law firms, investors, developers, operators, opportunity funds, commercial lenders, family offices and high-volume regional and national residential lenders. For more information, visit www.kvnational.com.

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