

# THE DENVER POST

## **Core Title of Colorado agrees to sale to New York company**

Increased regulatory requirements motivated sale of fast-growing Boulder-based title insurance provider

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By Aldo Svaldi

Kensington Vanguard National Land Services has acquired Core Title of Colorado for an undisclosed sum, the two companies announced Tuesday.

"The regulatory environment has changed dramatically since we opened 2014. It will make it difficult for little guys to compete," said Anthony Knight, founder of Boulder-based Core Title, of his decision to have his firm join a larger group. Core will be rebranded Kensington Vanguard.

The Consumer Financial Protection Bureau last fall implemented rules to simplify loan estimates and disclosures on closing costs. But the changes have stretched out closing times, increased compliance costs and cut into profit margins at title firms.

Knight said that Core, which employs a dozen people at offices in Boulder and Longmont and is opening a Fort Collins location, had grown to a size where he needed help handling operations.

Knight will stay on as executive vice president of the Rocky Mountain region for Kensington Vanguard, which has its headquarters in New York City and offices in New Jersey, Texas, Florida, Virginia and now Colorado.

Kensington Vanguard employs about 150 people, said co-CEO Brian Cooper. The company is focusing its expansion efforts on states with strong and diverse economies and robust real estate markets, Cooper said, adding that the northern Front Range fits the bill.