



Kensington Vanguard Acquires Property Title Group

Sunday, February 07, 2016

Kensington Vanguard National Land Services, an independent, full-service national title insurance and settlement agency, continued to expand its national platform with the acquisition of a controlling interest in Property Title Group LLC, a leading New Jersey-based title insurance provider.

The transaction strengthens Kensington Vanguard's position in the Northeast, and furthers the company's acquisition-driven national growth. The acquisition also builds upon the company's diverse clientele of investors, developers, attorneys, realtors and lenders.

The Parsippany, NJ-based Property Title Group will continue to be co-managed by industry veterans Donald Cohen and Marilyn Henshaw, who retain ownership interests in the company.

Co-CEO of Kensington Vanguard Brian Cooper said, "In Property Title Group, Don and Marilyn have built a top flight firm with an impeccable reputation in both the commercial and residential segments of the market. Their underwriting team, led by Marilyn and John Cannito, is of the highest quality in the industry. While Don and Marilyn will continue to manage the operation, we look forward to the KV platform adding value to the firm and its clients. We're very excited to announce this partnership as we continue to expand both organically and through acquisitions in key markets."

"Property Title Group, an established and recognized leader in their market made for an ideal KV partner in the state of New Jersey," Kensington Vanguard's Co-CEO Jarett Fein said. "Their high quality customers, exceptional service and experienced underwriting team were on brand with Kensington Vanguard's commitment to excellence and they were a perfect fit for our expansion objectives to identify and partner with best-in-class providers in their respective markets."

Earlier this year, Progressive Title, co-founded in 1981 by Marilyn Henshaw, merged into Property Title Group. The combined organization provides title insurance services to leading NJ-based real estate operators and developers as well as both commercial and residential attorneys and realtors.

"Kensington Vanguard is the right strategic partner for us," Cohen said. "The Company has the foresight, financial wherewithal, national commercial title insurance capabilities, technology and back office infrastructure to continue to thrive in an extremely competitive and changing market."

Henshaw, who served as president of the New Jersey Land Title Association Agency Division and is currently on the Board of Governors, said, "Brian, Jarett and the KV leadership team have built an industry leading organization, with a commitment to both exemplary client service and regulatory compliance that we have found to be a great differentiator. We are thrilled to be part of the Kensington Vanguard family."

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 and a national platform according to the company's announcement. In 2013, former Deputy Director of the U.S. Consumer Finance Protection Bureau, Raj Date, joined the company's board of directors.

Kensington Vanguard Company 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.
- The National Lender Services Division provides title and settlement services residential refinances driven by both regional and national mortgage lenders.
- The 1031 Exchange Services Division support clients in gaining IRS Section 1031(a) recognition, enabling corporations to defer realized gains/losses during the exchange of select properties.

