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Cash infusion accelerates Kensington Vanguard expansion

by [Real Estate Weekly Staff](#)

Kensington Vanguard, an independent national title insurance and settlement agency, announced that it has secured “significant growth capital” in a financing led by Red Oak Partners and Waterfield Group.

The capital raise will accelerate Kensington Vanguard’s existing national growth, while enabling the firm to make additional strategic acquisitions.

“We are pleased to partner with these institutions as we further the expansion of our national platform. Our expanded balance sheet will be utilized to acquire and partner with other leading talent and operations both locally and nationally,” Brian Cooper, Co-CEO of Kensington Vanguard commented.

“We have been incredibly impressed with the capabilities and breadth of transaction experience of both Red Oak and Waterfield. They understand our objectives and add tremendous value to our clientele and organization beyond capital alone.”

Jarett Fein, Co-CEO of Kensington Vanguard, added, “Our business has grown significantly in recent years, and as we continue to attract additional talent to the organization, we felt partnering with established financial institutions with long term investment objectives and considerable balance sheet capacity would be an excellent next step in the evolution and expansion of the company.

“We will be expanding our national footprint and aggressively growing our sales and marketing team. Along with balance sheet capacity, a true national platform and leading legal expertise capable of supporting the most sophisticated institutional clientele, we offer a unique platform upon which salespeople can grow their business and maximize potential.”

“Kensington Vanguard has built a strong platform over the past 10 years, and we are excited to be involved in the Company;” said David Sandberg, CEO of Red Oak Partners. “Their expertise, deep bench of talented executives and counsel, supported by best in class technology, will help drive significant national expansion.”

Kensington Vanguard Company operates three divisions including its High Liability Division, National Lender Services Division and 1031 Exchange Services Division. Clients include Blackstone, Starwood Capital Group, Silverstein Properties, Guggenheim Commercial Real Estate Finance.

Headquartered in New York City, the company also has offices in New Jersey and Texas.