



Kensington takes Rulon from Land Title

POSTED BY **JOHN REBCHOOK** · NOVEMBER 9, 2016

Kensington Vanguard taps Bob Rulon to run its Western Slope operation.

Rulon had been with Land Title Guarantee Co.

Kensington Vanguard is growing fast in Colorado.



Bob Rulon has left Land Title Guarantee Co. to join fast-growing Kensington Vanguard.

Seasoned title insurance executive Bob Rulon has left Land Title Guarantee Co. to run a fast-growing title insurance company's Western Slope operation.

Rulon, a 20-year-veteran of the title insurance industry, has joined New York City-based Kensington Vanguard National Land Services in its new office in Edwards.

Rulon had been a vice president at Land Title Guarantee's Roaring Fork Valley operation, where he provided title and settlement services to local attorneys, real estate agents, lenders and developers on the Western Slope.

"Kensington Vanguard's enhanced services and commitment to buyers, sellers and third parties sealed my decision to join their team," Rulon said. "Providing clients protection and a peace of mind is an ongoing challenge in today's real estate transactions.

Kensington Vanguard's "technical expertise, dynamic resources and solid foundation is respected nationwide," according to Rulon.

"I'm confident my clients will benefit greatly from my move," Rulon said.

"Considering KV's national platform, technology, scale and reputation, it's my privilege to introduce and promote their brand to our region," he added.

Kensington Vanguard is thrilled to have tapped Rulon.

"We're excited to have Bob Rulon leading our efforts along the Western Slope," said Brian Cooper, co-CEO of Kensington Vanguard.

"Over the course of his career, he has established himself as the market's top performer by consistently ensuring his client base receives top-flight service and execution," Cooper said.

"With the support of KV's infrastructure and credibility in commercial space, Rulon and our local team will continue to build on our expansion throughout the state," he said.

In April, Kensington Vanguard entered the Colorado market by acquiring CORE Title of Colorado and its two existing offices in Boulder and Longmont.

In May, Kensington Vanguard launched a new office in Fort Collins.

Anthony Knight, the founder of CORE Title, oversees Kensington Vanguard's operation in the Rocky Mountain region as an executive vice president.

Kensington Vanguard received an undisclosed investment from New York-based Stone Point Capital, which manages about \$12 billion in assets.

The investment allows Kensington Vanguard to continue to fund its goal as a leading consolidator in the title insurance industry

Stone Point invested in Kensington Vanguard through its \$4.5 billion Trident VI fund. Trident VI has 18 other companies in its portfolio in addition to Kensington Vanguard, according to its webpage.

Other holdings in the fund include companies focused on insurance, financial technology, asset management, healthcare services, consumer finance, mortgage originations and servicing, wealth management, outsourcing and business services.

Stone Point typically invests \$50 million to \$400 million in equity in companies, although it can also make larger or smaller investments

Kensington Vanguard operates three divisions:

- Commercial real estate. Its clients include property owners, developers, real estate investment trust, private equity groups, law firms, private investors and institutional lenders.
- Residential. It provides title and settlement services to attorneys, mortgage originators and Realtors for residential properties nationwide.
- 1031 Exchange services. Certified Exchange Specialist support clients in gaining IRS Section 1031(a) recognition, enabling corporations and real estate investor to defer realized gains/losses during the exchange of income-producing properties.