

# REAL ESTATE WEEKLY

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MAY 14, 2014, 2:38 PM

## Title firm keeps up the pressure

by REW Staff

*Kensington Vanguard National Land Services, one of the largest independent full-service national title insurance and settlement agencies in the United States, has opened a new office in Garden City, N.Y. The announcement comes on the heels of the opening of Kensington Vanguard's first office in the greater Washington, D.C. market following the company's acquisition earlier this year of two northern Virginia title agencies, New Era Title and Clear to Close Settlement Services.*

The opening of a Long Island office is in response to the growth of Kensington Vanguard's Long Island client base as the strategically expands its footprint to serve a diversified book of business in the New York metropolitan area.

"We believe there is strong demand in the Long Island market for Kensington Vanguard's brand of institutional-quality service, expertise and capabilities to address the sophisticated requirements of clients in today's complex and continually changing environment," commented Jarett Fein, co-CEO of Kensington Vanguard.

"There has been, and will continue to be, a marked flight to quality in this industry, and Long Island law firms, lenders, developers and property owners deserve the same best-in-class service that Kensington Vanguard's New York City and national clients have come to expect from our team over the years."

Kensington Vanguard has tapped industry veteran Tom Aurrichio to head the company's new Long Island office and oversee local business development initiatives.

With 37 years of industry experience, Aurrichio began his career at First American Title Insurance Company of New York, where he was eventually

promoted to senior vice president of sales and was ranked as the firm's top salesperson from 1996 to 2001.

In 2002, Aurrichio formed his own title agency, which he ran successfully for many years before joining Kensington Vanguard.

After a 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 and a national platform and a commitment to top-tier regulatory compliance.