



PRESS RELEASE

For immediate release

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Ernst's Gregory E. Teal wins HousingWire Vanguard Award

Reserved for the industry's foremost leaders, this award recognizes the industry's best

ALBANY, NY—December 4, 2017—Ernst, the leading provider of technology and closing cost data for the real estate and home finance industries for the past 28 years, is proud to announce that Ernst president and chief executive officer Gregory E. Teal has been recognized by HousingWire magazine for his industry leadership with a 2018 Vanguard Award.

The HW Vanguard Awards™ program recognizes C-level industry professionals and business unit leaders who have become leaders in their respective fields within housing and mortgage finance — those whose leadership is moving markets forward, each and every day. The HW Vanguard Award™ recognizes leaders of businesses contributing to the growth of the housing economy and its various sectors, including lending, servicing, investments, and real estate.

“Our Vanguard winners represent an incredible cross section of the industry — the cream of the crop in lending, servicing, investing and real estate,” HousingWire Magazine Editor Sarah Wheeler said. “This group of leaders exemplifies the remarkable depth of talent and expertise in the world of mortgage finance.”

Teal stepped up from his position as Chief Technology Officer seven years ago to run Ernst. He designed the company's patented fee monitoring solution and leads a company that processes 250 million fee search requests annually, returning guaranteed accurate closing costs for about 90 percent of the loan business in the country.

“I'm proud to be honored along with this group of great executives, but I'm also humbled by the recognition,” Teal said. “Like anyone who accomplished anything in this life, any success I have enjoyed thus far has been the result of surrounding myself with great people and working hard. Years ago, I received some advice: ‘Think big, act bravely and with integrity. Things just might work out. Stay in front of your customers, find out what they need, how to help them and you'll probably make some money in the process.’ That's exactly what we strive to do every day.”

Teal attributes his success to his background in technology and a crystal-clear vision for how his company must help lenders along with an unstoppable faith in his people. “Overall Ernst's commitment to excellence provides our clients the peace of mind to

focus on what is important to them, their customers.”

About Ernst

Ernst has been the leading authority on land recording requirements for more than two decades. In fact, Ernst’s recording fees, transfer taxes and title data have been integrated throughout the title and lending industries. Legal requirements have made accurate recording fees and taxes for recording documents more important than ever. Ernst excels at creating solutions for their clients to manage not just those fees—but also all vendor fees—with unparalleled precision. As a company, our goal is simple: Empower clients to not only meet CFPB’s new compliance regulations for the Loan Estimate, but set the industry standard for client satisfaction, an attainable goal due to our patented technology, impeccable data standards, expertise at creating custom solutions, and network of partners. Ernst’s patented solutions are trusted and used by 9 of the nation’s top 10 mortgage servicers, all 5 of the top title underwriters and 9 out of 10 mortgage originators nationwide, including 9 of the 10 largest banks.

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