

JOSEPH D'URSO

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EXECUTIVE SUMMARY

FINANCIAL STEWARDSHIP | EXECUTIVE LEADERSHIP | OPERATIONS MANAGEMENT

Astute business strategist and C-suite level executive that excels in value creation and overseeing financial and operational matters within both multimillion-dollar corporations and smaller entrepreneurial startups. Proven track record of building and leading teams in performing at optimal levels. Instrumental in enhancing profitability, ensuring financial integrity, implementing change and introducing process improvements. Committed to maintaining a reputation built on stellar financial and business credentials while achieving bottom line results.

AREAS OF EXPERTISE

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|---------------------------------|---------------------------|-----------------------------------|
| ▪ Strategic & Tactical Planning | ▪ Executive Leadership | ▪ Financial Stewardship |
| ▪ Acquisitions & Integrations | ▪ Change Management | ▪ Talent Management & Development |
| ▪ Technology Enhancements | ▪ Operations Management | ▪ P&L Responsibility |
| ▪ Process Improvement | ▪ Organic Business Growth | ▪ Risk Management |
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CAREER HIGHLIGHTS

- Played a key role in the **sale of an industry leading mortgage and real estate services company for \$312M**. Served as the President of Clayton Holdings LLC partially responsible for decision-making associated with the timing of disposition of a private equity owned company then managed the sale of the \$30.5M EBITDA business to Radian at a market top with a 10x multiple.
 - **Sold an industry leading REO management and valuation company for \$50M**. Served as the President of Green River Capital LLC responsible for transforming and selling the troubled company to Clayton Holdings LLC at a 4x multiple after several previous failed attempts by the founder.
 - **Acquired and integrated two companies into a \$300M multiple geography business**. Identified, negotiated, and integrated RedBell Real Estate and ValuAmerica Title & Appraisal based upon a personally created and board approved strategic vision.
 - Founded a unique and innovative Franchise Real Estate Title Business – Created and Operated a first of its kind real estate title franchise business called TitleEase which operates in 45 states and allows industry participants to quickly, efficiently and compliantly operate their own title business.
 - **Founded and managed an REO Interim Fix and Flip Lending business, WDB Funding**, which originated almost \$50mm annually.
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PROFESSIONAL EXPERIENCE

LINCOLN HOLDCO (2020 – Present) *Chairman and CEO*

Oversee all aspects of strategic vision, operational execution, P&L responsibility and talent management for all subsidiaries.

Lincoln Abstract and Settlement Services (2020 - Present) – Successful turnaround of entire company to achieve profitability.

Lincoln Appraisal and Settlement Services (2020 - 2022) – Successfully divested the business.

TitleEase LLC (2021 - Present) – Created the first of its kind title franchise offering in the real estate industry from scratch.

LEE EQUITY PARTNERS (2019 - 2020)

CEO In Residence / Mortgage and Real Estate Advisor

- Responsible for creation of Mortgage and Real Estate Strategy, Sourcing of Investment Opportunities, Leading Due Diligence of Company Targets and Managing Acquired Targets

BLACKSTONE (2018 - 2019)

President of Blackstone Residential Trust

- Responsible for all aspects of the only residential credit fund at Blackstone including investing, client relationships, operations and personnel. Invested in all forms of residential credit instruments.

PRETIUM PARTNERS (2016 - 2017)

Managing Director

- Investment management firm specializing in real estate, mortgage finance and global credit with approximately \$6.5B under management.
- Responsibilities included building and acquiring new businesses, platforms, and strategies in the Residential Mortgage and Real Estate markets.
- Created and managed an REO disposition platform managing \$500mm of single-family properties.

RADIAN GROUP (2010 - 2016)

Radian Group (2014 - 2016)

Executive Vice President

Participated in all executive leadership initiatives for the \$3.5B publicly traded company.

Key Achievements:

- Served as an integral member of the senior executive team that participated in all strategic planning, earnings calls, and board presentations.

Clayton Holdings LLC (2013 - 2016)

President

Oversaw all aspects of strategic vision, operational execution, P&L responsibility and talent management.

Key Achievements:

- Played a key role in marketing and selling the company to Radian Group for \$305M in a sale process while growing revenue to \$160M as well as EBITDA from under \$9M to \$30M.
- Directed all aspects of two follow-on acquisitions after Radian purchase of Red Bell Real Estate and ValuAmerica Title and Appraisal.

Green River Capital (2010 - 2013)

President and CEO

Directed all aspects of strategic vision, operational execution, P&L, and personnel management.

Key Achievements:

- Played a key role in selling the business to Clayton Holdings in a privately negotiated sale for \$45M after taking the company from \$7M EBITDA at 13% margins to \$20M and 45% margins.

GC MORTGAGE ADVISORS LLC (2009 - Present)**CEO**

Created and managed a consulting and advisory business for all areas of the mortgage and real estate industries.

MERRILL LYNCH & CO. (2006 - 2009)**Head of Residential Mortgage Loan Business and National Sales Manager**

Provided leadership to all aspects of sales, banking, structuring, servicing (Wilshire & HLS), warehouse lending, surveillance/asset management, and fulfillment/operations.

Key Achievements:

- Created unique NPL joint ventures with hedge funds in which the desk earned management fees of 1%, carry of 10%, servicing fees and principal trading returns.
- Managed a 10-person sales team responsible for over 200 clients as well as loan acquisition, securitization mandates, warehouse lending, hedging products, and MSR acquisition.

GOLDMAN SACHS & CO. (1997 - 2006)**Global Mortgage Controller, CFO, Scratch and Dent Loan Trading, and Principal Investments Group Trading****Key Achievements:**

- Consistently ranked in the top 3% of global mortgage trading personnel in annual 360 review process
- Key participant in creation and oversight of international joint ventures and trading & servicing platforms

Early Career:**Bankers Trust Company** - *Derivatives Product Controller / Risk Manager***Citibank, N.A.** - *Assistant Controller, Mortgage Desk***Price Waterhouse** - *Senior Auditor*

EDUCATION & CREDENTIALS*Bachelor of Science in Accounting* - Villanova University**Credentials: Licensed CPA, CGMA, Series 7 & Series 63 (Inactive)**