obie + KIAVI

Obie and Kiavi: Creating a Seamless Customer Experience

An overview of how Kiavi Funding, Inc. and Obie Insurance have enhanced the investor experience with simple access to capital and insurance.

At a Glance

7K+

Insurance quotes sent

3.2K+

policies bound

$4.8M

premium generated

$451M

total loan volume covered YTD

Kiavi is one of the leading tech-enabled lenders to residential real estate investors, offering a simpler, faster way to access financing. With advanced data and technology, Kiavi has funded over $22 billion in loans, helping real estate investors scale their businesses confidently.
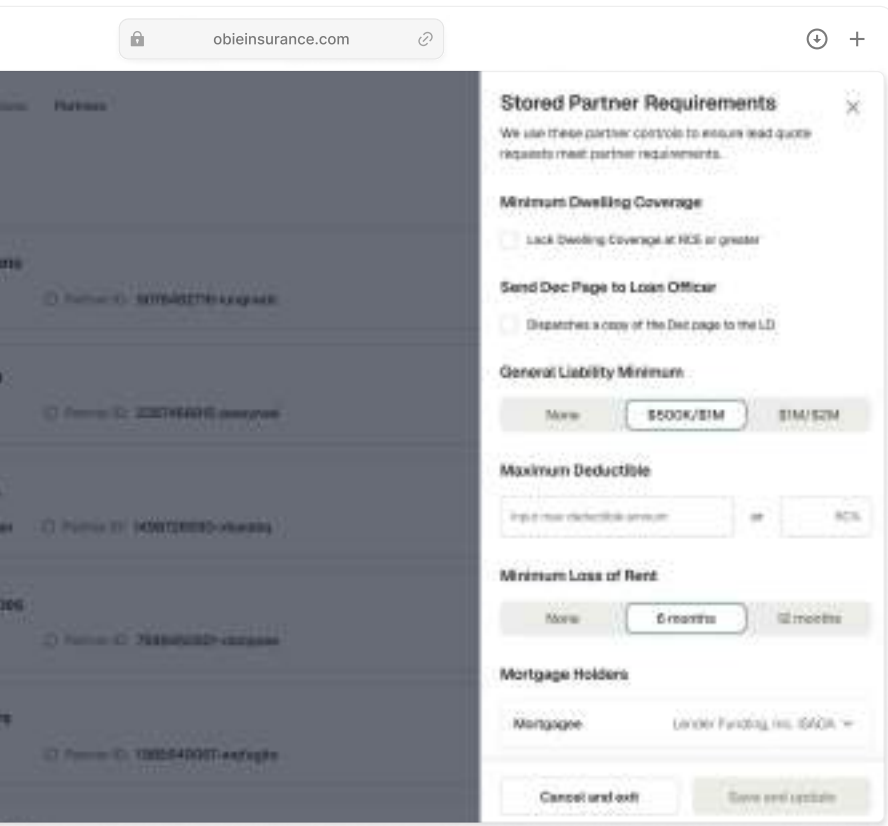
Kiavi provides real estate investors funding for investment properties and a streamlined, tech-enabled approach that sets them apart from traditional lenders. However, traditional insurance operations can be slow, manual, and complex, leaving Kiavi's customers at risk of delays.

That's where Obie stepped in. Obie helps deliver the protection real estate investors need, offering a streamlined approach to secure straightforward coverage.

Stored Requirements Meets Precise Coverage

Kiavi's success lies in its ability to offer fast access to capital while removing the hurdles of traditional lending. By leveraging Obie's stored requirements technology, Kiavi could ensure that every borrower who chose to submit an insurance quote with Obie met its specific requirements — from mortgage clauses to general liability coverage—without manual intervention.

For Kiavi, this meant less time spent managing issues and more time supporting their customers' growth. Those who chose to work with Obie benefited from faster insurance approvals, allowing them to close deals and move on to their next project without the back-and-forth typically associated with insurance.
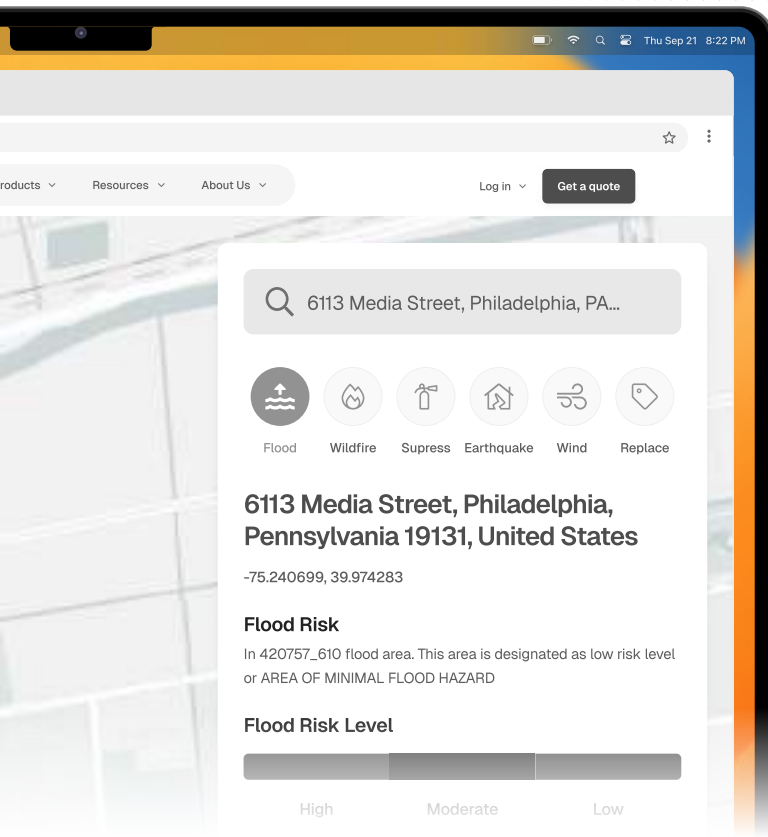

Through this integration, Kiavi has seen…

3.2K Policies Bound

Each tailored to meet the customer's unique needs.

Speed Compliance, and Real-Time Protection

Kiavi's goal was to balance speed and compliance, ensuring their customers could secure quick insurance coverage without compromising on accuracy or standards.

Here's how the partnership with Obie drove results:

Real-Time Protection

Obie's quoting platform leverages hundreds of data points to provide accurate, real-time quotes tailored to each property's specific risks and needs.

Fast Turnaround

Customers could secure comprehensive landlord insurance coverage in just minutes, enabling faster deal closures without delays.

Compliance Assured

The platform ensured each deal met necessary compliance standards while maintaining accuracy and transparency.

Proven Impact

This enhanced quoting system Obie has provided insurance coverage to support $451M in total loan volume funded through Kiavi, helping Kiavi's customers confidently close deals on time with full property protection from day one.

Conclusion

By integrating tailored insurance solutions, seamless technology, and fast, compliant insurance coverage, Kiavi customers have the option to move forward with Obie, knowing their properties are fully protected every step of the way. Together, Kiavi and Obie continue to empower real estate investors to scale their portfolios and revitalize communities easily across the country.

One Platform, Two Solutions – Driving Engagement with Ease

Kiavi's platform caters to both seasoned investors with large portfolios and beginners just starting their journey. By integrating Obie's quoting system into its online portal, Kiavi simplified the insurance process for borrowers, making it easier than ever to explore coverage options.

Here's how the partnership drove results:

Streamlined Access

Borrowers can now access Obie's digital hazard insurance quotes directly within Kiavi's ecosystem, eliminating the need to switch platforms and reducing workflow disruptions.

No-Code Solution

This integration was achieved without requiring complex coding, allowing Kiavi to offer seamless customization for its customers.

Improved Customer Experience

Borrowers can receive quotes effortlessly, reinforcing Kiavi's reputation for providing an easy user-friendly process. And with a revamped co-branded landing page customer engagement has risen by 8%.

Tangible Results

Since inception, the integration has seen nearly 7,000 quotes submitted, demonstrating the impact of a streamlined insurance process.

★ ★ ★ ★ ★

"At Kiavi, we strive to empower real estate investors to confidently act quickly through fast decisioning technology, easy lending processes, and reliable capital. The Kiavi/Obie collaboration aligns with our mission to streamline the transaction process by providing our customers with integrated options for their investment property deals."

Jillian Schefka
Director of Brand Marketing