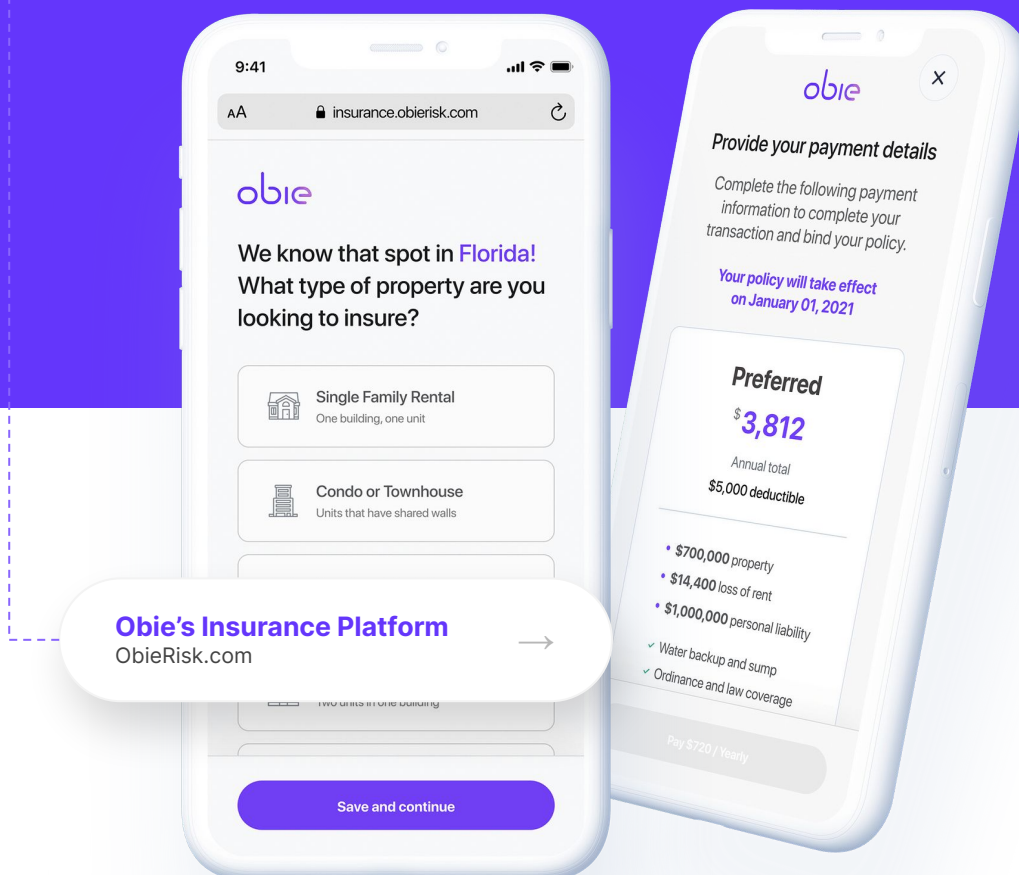


obie

How can an insurtech use
property data to expedite risk
evaluation and generate
insurance quotes instantly?



Obie's Insurance Platform
ObieRisk.com

obie

Learn
About Obie



About Obie

Obie is an insurtech startup that offers insurance and risk management for real estate investors.

It aims to provide a simple, affordable, and transparent experience for clients and their investment properties.

Obie guarantees industry-best rates on properties and provides plans for its clients that ensure that they and their investments are protected.

Industry: Insurance
Founded: 2017
Founders: Aaron Letzeiser and Ryan Letzeiser
Based: Chicago, Illinois

www.ObieRisk.com

TOTAL FUNDING TO DATE:

\$13.7M

ASSETS INSURED:

\$4 Billion

FUNDING & ACQUISITIONS:

- **May 2021—Series A**
Raised \$10.7M from Battery Ventures and 4 other investors
- **September 2020 Acquisition**
Acquired Skylight Insurance
- **September 2019—Seed**
\$2.65M from Alexandre Scialom and 8 other investors
- **August 2019—Pre-Seed**
Raised \$150K from Y Combinator
- **January 2017—Pre-Seed**
Raised \$150K

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“We are **bringing sexy back** to the insurance industry.”

Matthew Sutika,
Chief Insurance Officer, Obie



The Problem

Smaller rentals, multi-family landlords, hobbyist investors, and small-to-midsize commercial businesses lack the requisite knowledge to obtain comprehensive insurance coverage at competitive prices that ensures their assets are sufficiently protected.



"Ultimately, it can get very expensive paying a service per click to understand a property's replacement cost. It's easier for us to have a solution that scales long term and Estatic's data helps us build a more robust tool for our customers."

– Ryan Letseizer, Co-Founder and CEO, Obie



Ryan Letseizer
Co-Founder and CEO, Obie

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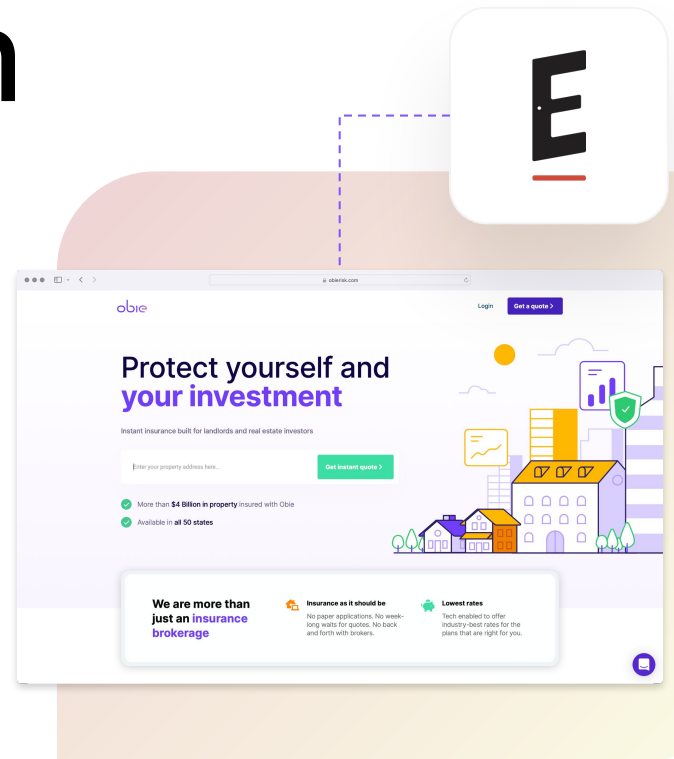
"We had a customer complete the questionnaire and, with some backfilled data from Estatic, was able to get a quote and pay in **37 seconds**."

The Solution

Obie provides a simple, affordable, and transparent insurance experience for landlords and real estate investors.

Using third-party data from Estatic to validate property information, Obie can streamline the communication process and reduce costs for landlords—ultimately expediting a traditionally-cumbersome process to offer instant quotes to their customers.

For institutional investors, Obie—powered by property data from Estatic—helps shorten timelines for customers by providing instantaneous quotes that help evaluate whether or not customers should acquire a particular property based on hazard and risk.



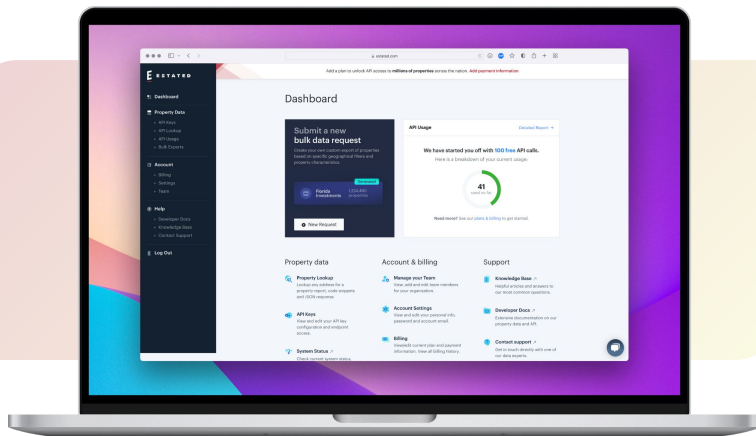
“Estatic has been a core component for us to backfill and layer in information for our customers, so they don’t have to guesstimate when their home was constructed, what their square footage is, what construction materials were used.”

– Ryan Letseizer, Co-Founder and CEO, Obie

“It comes down to consumer engagement. Our customers love knowing there is data there that’s solvent from an independent third party that they can rely on.”

– Ryan Letseizer, Co-Founder and CEO, Obie

About Estatic



Estatic is a leading property intelligence software.

We aggregate, verify, organize, and standardize information on over 150 million residential and commercial properties nationwide. We make that data universally accessible to our customers via an easy-to-use API that helps businesses power their workflows and internal processes.

Estatic provides the most up-to-date, accurate, and comprehensive property data with simple delivery so customers can seamlessly integrate data into their businesses quicker.

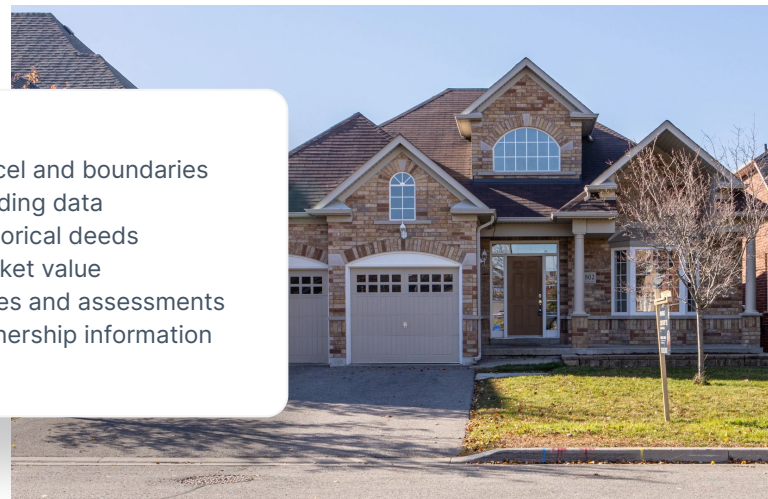
"Cash was king. Now data is king."

Matthew Sutika, Chief Insurance Officer, Obie

Current and historical records on almost every home in America.

Each property record in our database contains hundreds of different data points from six different categories including:

- ✓ Parcel and boundaries
- ✓ Building data
- ✓ Historical deeds
- ✓ Market value
- ✓ Taxes and assessments
- ✓ Ownership information



"Customers who license data are used to waiting months and they're shocked when [Estatic] can turn it around in a few hours. We're trying to make this as quick and accessible as can be. Welcome to 2022 tech. It's going to get better and faster."


– Josh Fraser, CEO, Estatic

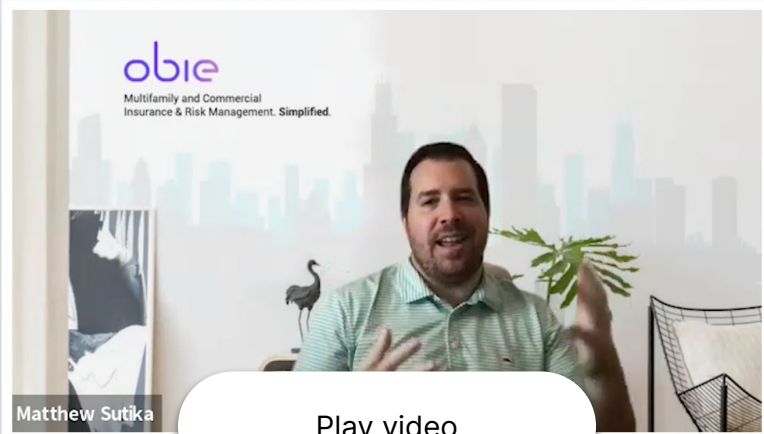


“All boats rise with the tide. It’s a new thing in the technology era where we all want to see each other succeed. In this new ecosystem, we all want to try to succeed together. ”

– Josh Fraser, CEO, Estatic

Watch our full interview with Obie Risk:

CLIENT:
ObieRisk.com



Matthew Sutika

Play video

WWW.ESTATED.COM

Access to 150+ million properties nationwide to help power your business.

If you're interested in working together to unleash our property data solutions and power your business, contact us at hello@estated.com or schedule a demo here:

Schedule demo