

AI's Impact on Title Insurance and Real Estate Transactions with Qualia CEO Nate Baker

MARCH 18, 2026 | 1:00 PM ET

Stephens is hosting a conference call for institutional investors with Nate Baker, Co-Founder and CEO of Qualia, a leading U.S. digital real estate closing platform backed by Tiger Global, Menlo Ventures, and 8VC, which powers millions of transactions annually across title agents, lenders, real estate professionals, and homebuyers.

Qualia is a leading U.S. digital closing platform that powers millions of transactions annually and is modernizing the fragmented title and escrow process through cloud-based infrastructure. The company is backed by top-tier venture firms including Tiger Global, Menlo Ventures, and 8VC. The platform serves a broad cross-section of the real estate ecosystem, giving Nate a uniquely informed, industry-wide perspective on AI adoption and workflow automation.

Participants

Nate Baker, Co-Founder and CEO of Qualia

Nate is one of the most prominent private technology CEOs in the real estate ecosystem. He has been featured in major media outlets and named to the Forbes and Inc. 30 Under 30 lists.

Conference call date and time subject to change. To join the call or to obtain more information, please contact your Stephens sales representative.

Topics of Discussion

- Deployment of AI across title, escrow, and closing workflows and where automation is already reducing cost and friction
- Competitive implications for the Big Four and whether AI widens or narrows incumbent moats
- Financial impact of AI: near-term productivity gains versus long-term structural cost savings
- Role of proprietary data, title plants, and workflow integration in creating durable AI advantages

Conference Call Host

Oscar Nieves, CFA
Real Estate Services
(501) 377-8519
oscar.nieves@stephens.com

Stephens

INSTITUTIONAL EQUITIES & RESEARCH

stephens.com

f in X 800-643-9691

© 2026 STEPHENS INC. MEMBER NYSE, SIPC | 111 CENTER STREET, LITTLE ROCK, AR 72201

[UNSUBSCRIBE](#) [EMAIL PREFERENCES](#) [VIEW ONLINE](#)

This announcement has been prepared solely for informative purposes as of its stated date and is not a solicitation, or an offer, to buy or sell any security. It does not purport to be a complete description of the securities, markets or developments referred to in the material. The research analyst principally responsible for preparation of this announcement has received compensation that is based on the firm's overall revenue which includes investment banking revenue. To access current disclosures for the companies in this announcement, clients should refer to <https://stephens2.bluematrix.com/sellside/Disclosures.action> or contact your Stephens Inc. representative for additional information. Please also note that the announcement may include one or more links to external or third-party websites. Stephens Inc. has not independently verified the information contained on such websites and can provide no assurance as to the reliability of such information, and there can be no assurance that any opinions expressed on such websites reflect the opinions of Stephens Inc. or its management. Artificial intelligence tools may have been used in the preparation of this material, including assisting in data analysis, pattern recognition, and content drafting for research material. Additional information available upon request.