

QuiqNest Closes First Solar-Integrated Deal Within Days, Reveals FHA EEM Knowledge Gap Among Florida Realtors

Platform generates 35+ buyer requests as federal documentation requirements create market education opportunity

MIAMI, FL, UNITED STATES, August 26, 2025 /EINPresswire.com/ -- [Turn Sunshine Into Equity™](#)

QuiqNest today announced strong early results from its Florida platform launch, including closing its first solar-integrated transaction within just three days, while generating more than 35 homebuyer requests for [Solar-Ready Home™](#) assessments. The milestone validates strong buyer demand for solar-integrated real estate but also reveals a significant knowledge gap among realtors regarding federal FHA Energy Efficient Mortgage (EEM) requirements.

“

We proved market demand by closing our first solar-integrated deal in just three days while generating more than 35 buyer requests”

*Patrick Blanchet, QuiqNest
Founder*

Despite clear federal guidelines, many realtors mistakenly treat utility bills as optional or private information, when in fact HUD 4155.1 documentation requires them for FHA EEM qualification. This disconnect is limiting buyers, slowing closings, and—ironically—reducing realtor commissions.

“We proved market demand by closing our first solar-integrated deal in just three days while generating more

than 35 buyer requests,” said Patrick Blanchet from Miami, founder of QuiqNest. “But many realtors still believe utility bills are a privacy issue, when HUD specifically requires them for FHA EEM compliance. By clinging to outdated practices, they're shrinking their own buyer pool.”

Old Way vs. New Way: How Solar-Ready Assessments Transform the FHA EEM Process



QuiqNest: Turn Sunshine Into Equity with Clear-Title Solar Homes™

QuiqNest highlights a recent exchange with a Florida listing agent that illustrates the industry's knowledge gap. When asked for a utility bill needed for an FHA Energy Efficient Mortgage (EEM) solar-ready assessment, the agent replied:

"Typically, buyers visit the property first, then submit an offer. Once under contract, during the due diligence period, buyers can request any documentation their lender needs, including utility bills for the energy report. This way, the seller's privacy is respected upfront, and all necessary info is provided at the appropriate stage."

The Old Realtor Mindset (Reactive, Offer-First Model)

Step 1: Buyers visit homes first, based mostly on photos, MLS descriptions, or price

Step 2: They make an offer on a property they like

Step 3: Only after going under contract do they request documentation—like 12-month utility bills—for lender-required energy reports

Step 4: During due diligence, lenders run energy reports, bills get analyzed, and potential problems emerge

Result: Buyers waste time touring homes they might not qualify for with solar, sellers risk delays, and deals often get renegotiated or fall through

Agent Belief: This is the "safe, standard process." But in reality, it creates uncertainty, wasted time, and higher fallout rates.

The New QuiqNest Way (Proactive, Solar-Ready First)

Step 1: Buyers shortlist homes by solar-readiness upfront using QuiqNest

Step 2: They obtain Solar-Ready Reports for those homes, built using utility bills or Aurora Solar's predictive modeling

Step 3: Reports are submitted to the FHA EEM lender before any tours, creating pre-approval that includes both the home and solar integration

Step 4: Buyers only tour homes they can actually finance with solar integrated, saving everyone time

Step 5: Sellers receive stronger offers from serious, qualified buyers who are less likely to back out

QuiqNest Belief: This is the future of FHA EEM real estate. Everyone wins:

Buyers don't waste weekends on homes that won't qualify

Realtors don't waste time chasing unqualified leads

Lenders get a complete package upfront, reducing underwriting delays

Sellers enjoy smoother, faster, cleaner closings

"By refusing utility bills, some agents are shooting themselves in the foot," Blanchet noted. "The

new wave of buyers won't waste time touring homes that can't qualify for solar-ready financing. Realtors who cooperate capture these buyers first, while those who resist risk losing them entirely."

Market Results Validate Platform Approach

Since its Florida launch, QuiqNest has demonstrated immediate traction:

- First solar-integrated transaction closed within 72 hours
- More than 35 homebuyer requests for Solar-Ready Home™ assessments
- Realtor engagements across multiple Florida markets
- Enhanced homebuyer qualification maintained on all deals

These results align with national research showing solar homes sell faster and at a premium, while proving QuiqNest's ability to unlock that value without the complications of traditional solar financing.

Federal HUD Requirements Create Compliance Gap

According to HUD 4155.1 Section D, FHA Energy Efficient Mortgages require utility bill documentation:

- "Estimated present annual utility costs" must be based on actual bills
- Energy reports must include present annual utility costs before improvements
- Energy consultants must use utility data for cost-effectiveness testing

Yet many realtors remain unaware, incorrectly treating bill requests as optional.

"This isn't about privacy—it's about compliance," Blanchet explained. "QuiqNest streamlines what HUD already requires while helping realtors serve FHA buyers, close faster, and build equity."

Realtor Opportunity: Compliance = Competitive Edge

By embracing FHA EEM requirements, realtors gain:

- Access to FHA buyers financing 100% of cost-effective energy upgrades
- Faster closings and stronger commissions with FHA EEM-qualified homes
- Listings that stand out as "Solar-Ready" and federally compliant

Clear-Title Advantage Through QuiqNest

QuiqNest's platform transforms FHA compliance into a market advantage:

Solar-Ready Home™ Assessment – identifies FHA EEM-eligible properties and initiates utility bill collection per HUD Section D requirements.

Solar-Ready Home Plus™ Evaluation – delivers HUD-compliant energy modeling using verified utility data.

BrightNest Mortgage™ Integration – rolls solar costs into the FHA EEM structure, ensuring federal compliance without UCC-1 liens.

The result is a faster, cleaner path to solar ownership and equity growth for buyers—while creating a new standard in real estate transactions.

Turn Sunshine Into Equity™ – Looking Ahead

QuiqNest will continue expanding Solar-Ready Home™ assessments across Florida, combining education with adoption. With the 30% federal solar tax credit phasing down, the company sees urgency for both homebuyers and realtors to adapt now.

"We pioneered pre-purchase solar integration to build equity, and HUD's own guidelines validate our approach," Blanchet concluded. "Our first deal in days proves the model works—now we're scaling education alongside adoption so every realtor and buyer can benefit."

About QuiqNest

QuiqNest is the pioneer of pre-purchase solar integration, creating Solar-Ready Homes™ and Clear-Title Solar Homes™ through FHA EEM-compliant mortgage integration. Headquartered in Miami, Florida, QuiqNest builds homebuyer equity while ensuring federal compliance with HUD 4155.1 Energy Efficient Mortgage requirements.

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