BUYING AND SELLING A SOLAR HOME

A Guide for Buyers, Sellers, and Agents

With solar-equipped homes, additional knowledge is required to ensure a trouble-free sale. One where maximum value is realized for the seller, and the buyer benefits from a fair and transparent transaction. This advanced skill set starts with the real estate agent and extends through many other areas, including the appraiser.

This guide will share what I have learned in my 10+ years selling both solar panels and real estate in Phoenix, Arizona. Inside I will share critical knowledge about potential pitfalls and enormous opportunities for both buyers and sellers of solar homes. I'll also provide tips and tricks for navigating a solar home transaction when the panels are leased rather than owned.

The number of solar-equipped homes increases exponentially every year as consumers continue to migrate toward greener lifestyle choices, and the clear money saving benefits are better understood. According to the *U.S. Solar Market Insight 2019 Year-in-Review* report from the Solar Energy Industries Association and Wood Mackenzie, Arizona saw 909.53 megawatts of solar installed during 2019, up from 342.8 megawatts just one year prior. This ranking placed Arizona at #4 overall. [1]

Becoming a solar-savvy agent is not only wise; it's essential. And for home shoppers or those looking to sell a solar home, knowing the facts will set you up for success in a competitive landscape where many benefits abound for those in the know.

Solar adds value, but only if it is an owned system. When properly evaluated and marketed, a seller can count on a higher sale price for a solar home over a non-solar option.

The same rings true for buyers. A solar-savvy agent will know how to find those diamonds in the rough - such as a solar home that is grandfathered into an older Net Metering rate plan. A knowledgeable agent can also assess a leased system's status or interpret production numbers to arrive at a monthly savings estimate.

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Let's take a look at the benefits from both the seller and buyer perspectives.

1 Ringle, Hayley. (2020). 'Arizona Solar Installations Surge in 2019, Report Says', The Phoenix Business Journal, 17 March. Available at: https://www.bizjournals.com/phoenix/news/2020/03/17/arizona-solar-installations-surge-in-2019.html

SELECTING THE RIGHT AGENT

Hiring a Listing Agent

It is imperative to choose an agent who has a positive attitude toward solar. If an agent is generally negative or uncertain about solar – especially solar leases or assumable loan programs – you can be sure they will not take the extra steps necessary to paint a positive image to potential buyers.

Ensure your agent has previous and proven experience selling solar homes. Do not just take someone's word for it. Ask the agent for two or three past client references. Make sure to call those references and ask about their experience.

At the minimum, a real estate agent who understands solar should be able to do the following:

- Explain to potential buyers how a solar system works.
- Understand the difference between the basic utility rate plans, including older and highly desirable Net Metering plans.
- Ask questions about the solar system so you can properly disclose details to buyers, such as system size, power production, utility rate plan, and average monthly/annual offset.
- Understand the methodologies on valuing solar and follow the steps necessary to communicate these values to a potential buyer.
- Understand the solar lease or loan assumption process.
- Overcome objections or misconceptions concerning solar.
- Market the solar system to potential buyers as an attractive home feature.

When selling a solar home, the agent is not just selling a typical home; they must also sell the solar system's features and benefits. A home sale can go south very quickly if proper information is not conveyed quickly and appropriately. Don't leave money on the table or waste days on market with an inexperienced agent who cannot effectively communicate the benefits of your home in its entirety.

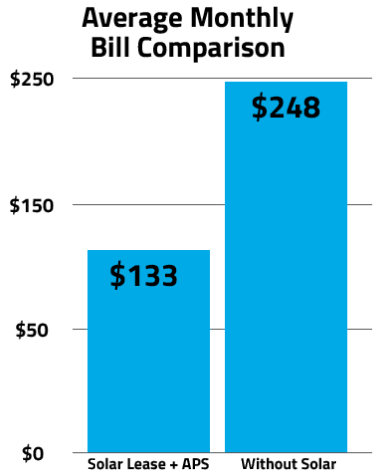
Choosing a Buyer Agent

Many of the same qualifications outlined in the previous section also apply to selecting the right buyer's agent. For a buyer, a solar-savvy agent will be able to speak to the financial benefits of the different solar rate plans offered by APS, SRP, TEP, and other Arizona utilities. Different rate plans can dramatically impact how much money solar panels will put back into your pocket every month. This is extremely important for buyers who may be considering a home in one utility district vs. another or buyers looking at a home that already has solar panels installed. Depending on when the panels were installed, the solar home may be grandfathered into a retired rate plan that is no longer offered but highly desirable (see Net Metering, The Value of a Grandfathered Home, later in this section). Many of these retired plans were quite lucrative, making the system a real diamond in the rough if you know what to look for.

SELLING A SOLAR HOME

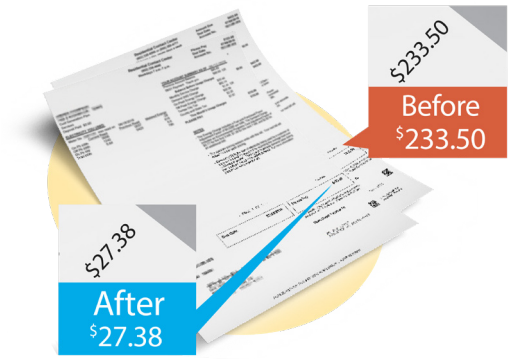
Marketing Solar Savings

Marketing a solar home is the second most important factor when selling, with pricing taking the top spot. In short, marketing and showcasing a home brings buyers through the front door. When a home has solar panels, the solar must be included in the marketing strategy and boasted about just like any other attractive features or add-on. The solar energy system's financial benefit must be advertised clearly and right up front so that potential buyers can see exactly how much they could be saving as an occupant in that home. Those same savings projections should be shown over future years, taking utility inflation rates into account. Having 12 months of past utility bills is imperative as well.



Estimated Savings Analysis for Solar System

Showing before and after bills is incredibly powerful. Most utility companies allow a homeowner to go back five years. The end goal is to show a buyer how much money the solar system saves. The savings demonstration is especially important when a solar loan or lease payment must be be assumed by the buyer. Leases and assumable loans may be foreign to a buyer. Demonstrating how much money is saved after making the lease or loan payment will help a buyer understand the solar addition's actual value.

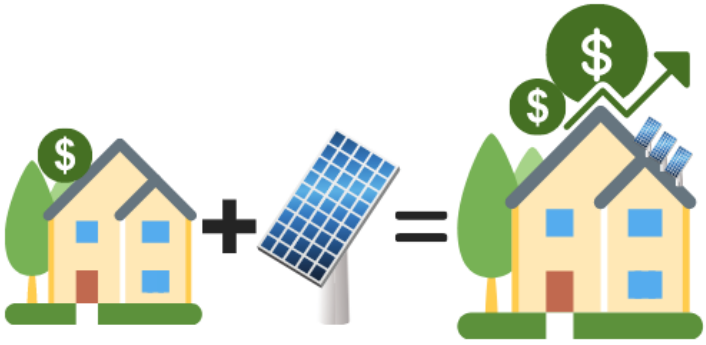


Valuing a Solar Home

To add value to a home, solar panels must be owned, free and clear. In addition, the value of a solar home depends heavily on the size and age of the system. Unfortunately, it is rare for a homeowner to recoup the full purchase price paid for a solar energy system at the time of sale. This concept is much like installing a pool. Just because something costs a certain amount on day one doesn't mean the market will pay the same price at resale. But unlike a pool, solar offsets an expense that would otherwise go to the power utility. In that way, solar puts money back into a homeowner's monthly budget while a pool or a new kitchen does not. It's in that critical number where the solar value equation resides.

It's important to remember that when a solar system is purchased or financed through a traditional loan (as opposed to a lease), there are federal and state tax credits that the buyer can claim to offset the cost. Depending on when the system was purchased, this offset could be as high as 30%. Those tax credits must be considered when calculating

the actual net purchase price originally paid for the system. A savvy Realtor will know how to assess these variables.



When arriving at value, we generally recommend assuming somewhere between $1,000 - $1,500 per kW installed from an appraisal standpoint. This only applies if the system is owned, rather than leased. This is a sliding scale with larger systems receiving slightly less value per kW and smaller systems receiving slightly more value per kW. For example, an 8KW solar system will typically add approximately $8,000 - $10,000 in value, whereas a 13KW system may only add $10,000-$13,000.

The age of the system will also impact value. Appraisers will typically assign more value to a system installed within 2-3 years. The one major exception to this practice are Net Metered systems, but only if the appraiser and agent understand the value of these diamonds. Let's take a minute to look closer at what makes a Net Metered solar home so desirable.

Net Metering, The Value of a Grandfathered Home

Wikipedia defines grandfathering as "a provision in which an old rule continues to apply to some existing situations while a new rule will apply to all future cases." Net Metering is a type of utility rate plan that is highly desirable and largely extinct in most Arizona utility districts. Net Metering offered solar homeowners a dollar-for-dollar credit for any excess solar energy sent back to the grid. Newer rate plans cap the buyback rate to a fixed amount that is generally much lower. If the solar energy system was installed under a Net Metering plan, there's a good chance that the home is grandfathered into this highly desirable program for the duration of its 20-year utility contract. A buyer must transfer the electric service into their own name to assume the Net Metering plan. If a different rate plan is selected, the Net Metering plan will end, and the homeowner will never be able to go back to the retired Net Metering option. Furthermore, a solar homeowner cannot discontinue service for any length of time. If the service is terminated, the Net Metering program will end.

Because Net Metering offers a higher return rate, these homes are highly prized. This is where working with a solar-savvy agent and appraiser really pays off.

The quickest way to identify a solar home with Net Metering potential is to look at the original solar panel installation date. APS ended Net Metering on August 31, 2017, and SRP ended the program on December 9, 2014. If the solar panels were installed before those dates, there's a good chance the home is on a Net Metering plan. It's always best to ask the seller and/or contact the utility provider to confirm.

BUYING A SOLAR HOME

Ensuring a Fair Appraisal

If the proper processes are not followed, it is very easy to leave money on the table when selling a solar home. From the outset, the selling agent must communicate a compelling value proposition to potential buyers. Value is a gray area when it comes to solar, as different appraisers will have different opinions. We see this frequently with additions like pools or a three-car garage. There are simply no consistent guidelines for how to value such items. The only regulatory guidance concerning solar relates to leased systems. Specifically, that guidance states that leased systems do not add any appraisal value to a home. To deliver real value, solar panels must be owned outright. If a seller financed their system and wishes to have a buyer assume their solar loan, no appraisal value can be granted because - in the event of a loan default - the solar panels could be removed. If a solar lease is bought-out, or a loan paid off at closing, the solar panels will then be wholly owned at the close of escrow, allowing the value to be applied from an appraisal standpoint.

When listing a home with owned solar, or in the event of a refinance, the lender must be notified if the home's solar energy system is owned outright. The lender should request a GREEN Certified Appraiser or an appraiser who has training and experience in valuing an owned solar energy system. While no one can choose a specific appraiser, notes can be submitted to the appraisal management company requesting solar expertise. With a little extra effort, there is a significantly greater chance of getting an appropriately qualified appraiser to assess both the solar and the home.

It is also important to gather and provide the appraiser with as much information as possible about the system. At minimum, the seller should provide details such as system size, cost, and age. A paid-in-full invoice from the solar installer, as well as a copy of the past 12 months' worth of utility bills, are extremely helpful. If the roof is newer, make sure to include any roofing paperwork as well.

A few other helpful resources for obtaining maximum value include completing the Residential Green Energy Efficiency Addendum or having the home Pearl Certified for energy efficiency.

Transferring a Solar Lease or Loan to a New Owner:

When transferring a solar lease from seller to buyer, specific qualifications must be met for the prospective buyer to have the best chance of approval. Typically this includes a minimum credit score of 650. However, each lessor/loan company will typically have its own threshold, so it is important to confirm.

It is also important to remember that when a buyer agrees to assume a solar lease or loan payment, the mortgage company will often include that payment in the buyer's debt to income ratio. Sometimes, this additional payment will impact the buyer's ratios to a point where the loan is denied. For this reason, agents must vet any potential buyer thoroughly. Without careful vetting, a seller could find themselves going back on the market a few weeks later because the buyer was denied.

Typically, with a solar lease or assumable loan, there is a UCC fixture filing on the property. UCC stands for Uniform Commercial Code. This UCC may show as a lien on the home, but it is not a monetary lien. In short, this is a legal form that a creditor files to give notice that they have or may have an interest in the personal property of a debtor. The UCC filing creates a cloud on title; therefore, this must be terminated before the title is transferred to a new homeowner. Once a buyer has been approved to assume the lease or loan, and signed all the required paperwork, the leasing or loan company will draft the UCC termination paperwork and forward it to the title company. The title company will then record the termination just before the closing of the home. Once the home sale is complete, the lease or loan company files a new UCC under the new homeowner's name. In this case, the UCC protects the lease or loan company's interest and prevents a home's sale without sufficient approvals. Some leasing companies charge a fee for the UCC filing. Be sure to ask.

Not all solar leases and loans are assumable. Please consult with your lease or loan company before listing the home for sale. Be sure to obtain any and required documents needed to facilitate the assumption process smoothly. Furthermore, sellers are responsible for initiating any lease or loan assumptions. Buyers are not privy to the contract details at this point, so sellers must grant permission for the buyer to talk with the lease or loan company if they have questions. The loan terms and conditions are typically not changed unless the seller is putting money down to pay off or lessen the monthly payment.

Obviously, the most effective way to ensure an easy sale is for the seller to buyout the lease or payoff the remainder of the loan balance prior to sale. When this is not possible, the process above will generally result in a pretty seamless transition.

Solar Warranties

Whether selling or buying a solar home, it is important to understand which warranties, if any, can be transferred to the home buyer. Contact the original system installer to verify the time remaining on panel and inverter warranties. At same time, determine the balance and scope of the workmanship warranty, and clarify any procedures necessary for transferring warranty coverage to a new owner. If the original installer has gone out of business, any reputable installer with a local service department should be able to help.

There are typically four warranties connected to a solar energy system:

- Inverter Warranty (Avg. 10-15 years)
- Panel Warranty (Avg. 20-30 years)
- Battery Warranty (Avg. 10 years) - if applicable

- Workmanship or Installation Warranty from the solar installer

The inverter and panel warranties fall under manufacturer specifications, and whether they transfer to a new homeowner will vary between manufacturers. Panel warranties typically range from 20-30 years, inverters 10-15, and most batteries are covered up to 10 years. Manufacturer warranties generally transfer to a new homeowner automatically. A seller should be able to provide all warranty documentation, but it's always wise to verify warranty terms and scope with the systems' original installer to be sure.

Workmanship warranties may or may not be transferable, especially if the original installer is no longer in business. It is important to contact the original solar installation company directly to ask about the warranty transfer options and procedures. Many solar companies that allow a workmanship warranty transfer will require an inspection to ensure that the system is operating correctly at the time of sale. This inspection typically involves a fee and is required within a specified time frame after closing.

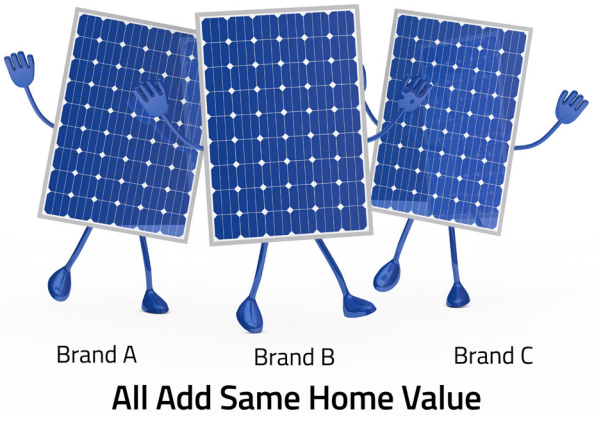
Roof Inspections with Solar Panels

Whether a potential buyer is evaluating a solar home for purchase or a homeowner is considering a solar system addition, it is critically important to assess the roof's age. Roofs in Arizona typically last 18-25 years, on average. If a roof is older; it may be a good idea to replace it before installing panels. After all, modern-day solar panels are engineered to operate at near peak efficiency for many decades. Once installed, panels will need to be removed to facilitate any roofing repairs. This removal comes at a cost to the homeowner, so it's important to be confident in the roof's condition to avoid any unexpected expenses down the road. Plus, roof inspections are typically free and allow the homeowner to make an informed decision about whether or not to repair or replace before a solar install.

This same process holds true when buying a home intended for a solar install down the road, or one that already has panels installed. After all, there is no guarantee that the original homeowner did their own due diligence with roof maintenance. If a roof is determined to be at the end of its life, a buyer can ask for a replacement or a credit to cover the roof replacement cost after the sale. It is far better to be aware of a roof's condition and be pro-active to ensure that the solar panels are installed on a sound structure rather than see a sale derailed or have to absorb an unexpected removal and re-installation expense.

FREQUENTLY ASKED QUESTIONS

Panel Brand – Is This Important?



All Add Same Home Value

Like all technology, some panels are better than others. Some produce more power, and some are more aesthetically pleasing. Those benefits generally come with a price premium for the original buyer, but the panel brand is significantly less important when it comes to resale value. What buyers really want to know is system performance, savings potential, and what portions of the warranty will carry over. The best way to evaluate value is to share a series of utility bills showing solar performance and offset. If you can show pre- and post-solar bills from the same months, that is even better. Also, collect any warranty information you can for both hardware and workmanship warranties. Providing these materials to appraisers and buyers will have a much more significant impact on perceived value than the panel brand alone.

It would be great if there were a consistent methodology that all appraisers use when assessing value for a solar-equipped home. Unfortunately, that does not exist at this point in time. Appraisers have their own unique opinions concerning solar and how to value it. The key is to ensure that you get an appraiser who knows how to value solar and has some level of experience. From there, arm them with as much information as possible about the system's performance and savings potential. Potential buyers will want to see these things too, so there's plenty of value for the effort in compiling them.

Can I Relocate Solar Panels to My New Home?

We get this question a lot. After all, modern solar panels will operate for decades if properly maintained, and most people who go solar dread the idea of going back to paying for utility power.

Relocating the panels is as easy as calling a solar installer and getting a removal and re-installation quote. At that time, the solar installer can also estimate how well an existing system will perform on a new home. Buyers may find that purchasing a new, fully-optimized solar energy system is a better choice for the new home.

If the system to be moved is a leased system, or there is a balance on a solar loan, the relocation can be slightly more complicated. Most lease and loan companies will not allow the relocation of a system. A buyout is generally the best option in these instances.

Other important considerations when evaluating a relocation, include:

1. Any current grandfathered rate plans, such as Net Metering, that will no longer be honored at the new home. Homeowners should always explore current rate plans in the destination area with a reputable solar professional or the utility provider.
2. The system being moved should remain in the same utility district. For example, if a system was designed for an APS home, it will work best on another APS home.
3. The panels must physically fit on the roof of the new home. The last thing you want is unused panels because the new roof couldn't accommodate them.
4. Output production may be different on the new home due to roof orientation, shading, or general sunlight exposure.
5. Upon removal, a roof must be sealed properly and patched to avoid leaks and maintain aesthetics. Any roof leaks after the sale will only open the seller to liability.

In the vast majority of cases, homeowners find it best to specify a new solar energy system specifically for their new home. The buyer of their old home is then able to enjoy the benefits of the system designed specifically for that home.

Do I Need Bird Netting to Protect My Solar Panels?

When birds chose to make their nests under a rooftop solar array, damage is sure to follow if the infestation is left unattended. Most of the time, the damage is the direct result of debris (nests, droppings, dead bodies) that accumulates and prevents proper water drainage. Over time, pooling water will result in premature deterioration of the roofing materials under the array. Repair costs can range from simple pest mediation at the low end to a full re-roof along with panel removal and reinstallation fees.

While most solar rooftops will never turn into birdhouses, it's difficult to predict which arrays birds will find inviting and which ones they'll choose to leave alone. A reasonable indicator is to look at neighborhood tree density. Where there are more trees, there are surely more birds. You can also check other local solar rooftops to see if bird nesting is already occurring nearby.

Of course, the best insurance policy is to invest in bird proofing at the time of installation. The cost is generally fractional compared to the overall purchase price and can easily be folded into the system financing and offset with solar tax incentives where applicable.

UNDERSTANDING UTILTY COMPANIES

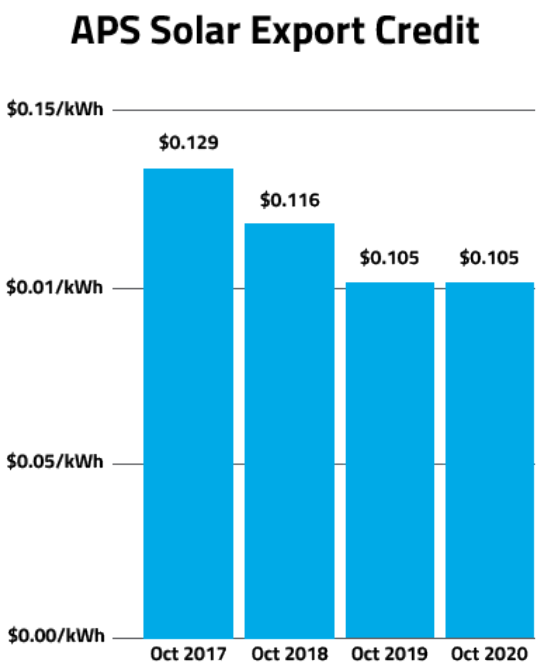
With all the recent changes, it's easy to assume that solar isn't what it used to be. Rest assured, solar is alive and well in Arizona, but the savings formula is slightly different from just a few years ago. While Net Metering is no longer offered at APS or SRP, there are still options for solar homeowners to save significant amounts of money by generating their own power, while also receiving credits for any excess solar energy sent back to the grid. Let's take a quick look at what's changed in recent years at APS and SRP, and how the current solar rate plans work.

APS:

On August 31, 2017, APS ended their Net Metering program that allowed solar homeowners to sell power back to the utility for the same rates that APS would otherwise charge for that power. At that time, APS converted to a solar export credit program that offers a fixed buyback rate that does not vary by day of the week or time of day. Instead, under the new plan, excess solar power is purchased instantaneously at a pre-determined fixed rate, known as the solar export rate. However, as soon as the home needs to pull energy from the APS grid – such as at night or during peak demand hours - APS will charge the homeowner the full retail price for that power. In this way, the homeowner will typically pay more for the energy they buy than what they earn per kWh for the power they sell.

This move away from Net Metering was a huge change that was largely misunderstood by the general public. The good news is that the current fixed export rate is still large enough to offer a tangible return for solar homeowners. And the best news is that the export rate is locked for ten years once the homeowner submits their solar reservation paperwork with APS. After ten years, the solar export rate will adjust to whatever the current market rate is at that time.

As part of the 2017 APS Rate Case, APS is allowed to re-evaluate the export rate annually and put any requested changes before the Arizona Corporate Commission for approval. As a result, the APS solar export rate has steadily declined by 10% each year for the past four years, with future reductions all but certain. This means that homeowners have ample reason to lock-in today's rates for ten years, rather than wait and possibly miss out on today's best rates before they're reduced again or gone entirely.



Another recent change of note is the addition of demand-fees into the monthly billing cycle. Several of the newer APS plans incorporate a demand charge, which assesses an additional fee for the highest single 60-minute window of energy consumed in a monthly billing cycle. While intimidating at first, Demand-based rate plans can be very beneficial for homeowners who are willing to monitor their energy use pro-actively and shift certain activities into less costly time frames. A reputable solar installer will be able to explore this option in detail during the quoting process. For more information on demand-based rate plans, see the sidebar on this page: Rewarding Low-Demand Behavior, or consult our special Arizona rate guide: Beating Demand Fees, Understanding Arizona's Unique Utility Rates.

SRP:

In SRP territory, Net Metering ended on December 9, 2014. SRP's current rate structures are quite different than APS. Most notably, SRP does not have an instantaneous power purchase. Instead, SRP allows homeowners to accumulate one-for-one power credits through a single billing cycle. They do not let these power credits roll over to the next moth's bill. Instead, SRP purchases any unused power credits at the end of the billing cycle at a fixed rate that is roughly the same as the off-peak retail rate.

Like APS, several SRP plans also incorporate a demand charge, which differs from APS in that SRP bases their monthly demand charge on the highest single 30-minute window of energy consumption (APS looks at the highest 60-minute window). While intimidating at first, Demand-based rate plans can actually be very beneficial for homeowners who are willing to monitor their energy use pro-actively and shift certain activities into less costly time frames. A reputable solar installer will be able to explore this option in detail during the quoting process.

Peak Demand - How much energy I use within a single half-hour (SRP) or hour (APS).

Demand fees are the newest variable on the modern utility bill. Demand fees encourage homeowners to minimize their short-term energy spikes. Avoiding costly demand fees is all about managing the highest consuming devices in your home by having them take turns during on-peak hours. For example, if you cycle up your AC, clothes dryers, and pool pump all at the same time, you will have created a short-term spike in energy

Rewarding Low Demand Behavior

There are three charges on a modern utility bill that can be directly impacted by applying technology. These include peak demand fees, on-peak kilowatt-hours, and off-peak kilowatt-hours. Let's take a look at each.

demand. Conversely, staggering these devices over a slightly more extended period will keep your demand fees low (> 30 minutes in SRP, > 60 minutes in APS).

Plans that include demand fees generally also include significantly reduced kilowatt-hour costs for both on-peak and off-peak times hours. So, homeowners willing to manage their demand behavior also gain access to much cheaper energy overall. Adding solar panels plus a demand manager or battery is the most effective combination for maximizing savings on a demand-based rate plan.

On-Peak & Off-Peak - How many kilowatt-hours I use every day during on-peak and off-peak hours.

These have been around a while and are more commonly referred to as Time of Use plans. Essentially, homeowners pay a higher hourly fee for power during a predefined on-peak block of time each day. On-peak rates and time frames may vary by season. Conversely, the rates for off-peak periods can be a factor of 2 or 3 times less. Solar panels are still highly effective at squashing your cumulative on-peak and off-peak kWh on your monthly bill. It's worth noting that on-peak and off-peak rates are generally much lower on demand-based rate plans. So, customers who are willing to monitor and change their demand behavior have the option for even more significant savings over more traditional Time of Use plans.

WRAPPING IT ALL UP

Here in the Valley of the Sun, we enjoy more than 300 sunny days every year. This drives a massive influx of homebuyers who bring a strong desire to capture this abundant natural resource as they seek to reduce household expenses and live more sustainably. In short, solar is here to stay, and the desire for knowledgeable consultation will only continue to increase exponentially over time.

For solar home sellers, the information shared throughout this guide will help you avoid common omissions that might prevent a top-dollar sale. For solar home buyers, the information we've provided might just help you spot a diamond in the form of a grandfathered solar home that's locked into a lucrative rate plan no longer available to the general public.

For Realtors, we offer this guide as a starting point. The beginning of a journey will pay off in droves as clients continue to migrate toward more sustainable solutions and seek out trusted and reliable resources to help guide their decisions.

Regardless of where you fall, our respective teams remain available to help. Whether looking to sell or buy a solar home, or you'd like to guide your clients to a reliable solar installation partner, please keep us in mind. We love to help.

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With 9 years of experience in the solar industry, I appreciate the incredible benefits a solar system provides to a homeowner. My solar expertise includes the entire process from sales, permitting, installation, utility interconnection and a complete APS/SRP billing understanding. I genuinely enjoy educating new/future solar homeowners as well as working with existing solar homeowners to answer questions they may have about their system and how to maximize their savings.

In 2014 I transitioned into Real Estate, where today, as a full-time REALTOR® I rank in the top 1% of all Phoenix REALTORS®. I understand how powerful proper marketing is when it comes to selling a solar home. Most agents simply state in the listing the home has solar (leased or owned) and put a sign in the front yard, which does nothing to educate prospective buyers. The solar system benefits must be demonstrated and marketed in a way that will allow potential buyers to understand and appreciate the solar system's value, and which will differentiate your home from other homes on the market.

I have a passion for both solar and real estate! With my previous solar industry experience and being an enthusiastic, straightforward REALTOR®, you will have an honest and knowledgeable person helping you sell your home for the best price, in the shortest time, with the least amount of hassle. If you are thinking of selling your home, I would love the opportunity to show you what I have to offer.

SUN VALLEY SOLAR SOLUTIONS®

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After working in technology marketing throughout the Pacific Northwest and Silicon Valley for more than 20 years, I opted to follow my heart and focus a new career on renewable energy. Passion and purpose align nicely for me when it comes to building a cleaner and more sustainable future.

As the VP of Marketing at Sun Valley Solar Solutions, I work hard to demystify the ever-changing solar landscape in Arizona. I enjoy helping people separate fact from fiction by presenting solar transparently and honestly. If you truly understand how the system works, solar simply doesn't need gimmicks. The opportunity for savings is very real when you have the correct information and understand how the many systems work together.

In that spirit, Tara invited me to join her in creating this guide. We sincerely hope that you will use this resource to declutter the home buying and selling experience when it comes to solar equipped properties. We know that the value is there, waiting to be realized, and we offer the tools outlined in this guide to help you unlock that potential. For any questions not covered, I'm always available.

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