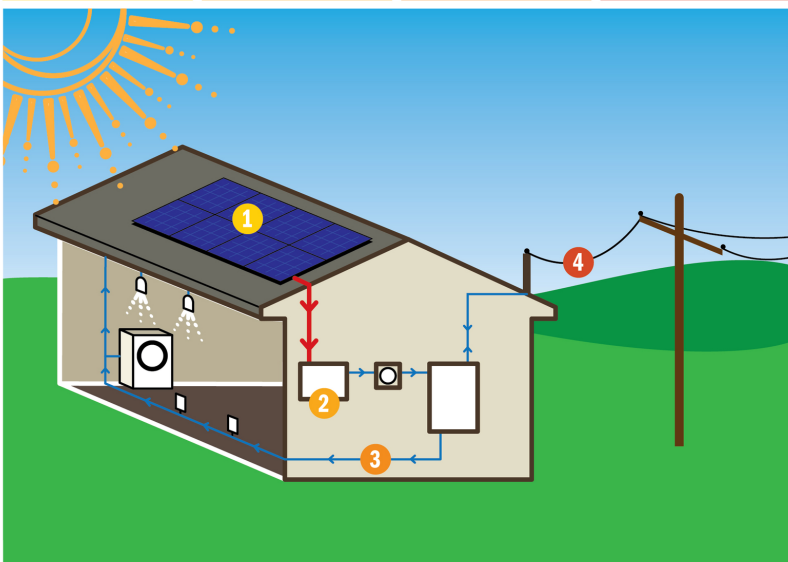




VALUING SOLAR HOMES

Millions of American homeowners are going solar around the nation. Understanding solar and its value is becoming a critical responsibility for real estate professionals. **Solar United Neighbors is here to help!**

- | | | | |
|--|--|---|---|
| 1
Solar panels convert sunlight into direct current (DC) electricity | 2
Inverter converts electricity from direct current (DC) to alternating current (AC) | 3
Your home consumes the electricity produced by your solar array | 4
Solar array connects to the local grid, allowing you to receive electricity even when the solar panels aren't producing any |
|--|--|---|---|



HOW SOLAR WORKS

Rooftop solar saves homeowners thousands of dollars on their electricity bills. The energy produced by solar panels offsets the cost of electricity purchased from the utility grid. This adds up to big savings! Solar panels are warranted to last for at least 25 years, locking in decades of lower electric bills.

MORE QUESTIONS?



SolarUnitedNeighbors.org



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[@SolarUnitedNeighbors](https://www.facebook.com/SolarUnitedNeighbors)



[@Power4theFuture](https://twitter.com/Power4theFuture)

Want more information about solar? Find answers to frequently asked questions about solar technology, financing, economics, the process of going solar, and much more at SolarUnitedNeighbors.org/FAQs



SOLAR ECONOMICS

Solar is more affordable today than ever, with prices varying based on your location, equipment, and system size. **A typical residential solar installation costs \$10-20k, and a 30% federal tax credit is available in full through the end of 2019** to help offset the cost! Installing solar during new construction can reduce costs from labor, electrical equipment, and inspections and permitting.



SOLAR & HOME VALUES

Solar consistently adds value across different states, housing and solar markets, and home types. Each \$1 in energy bill savings adds \$20 to a home's value, and **a typical residential solar system adds \$15,000 in resale value**. Moreover, **solar homes sell 20% faster than equivalent non-solar homes!** Some states allow third-party ownership of solar systems using **a lease or solar power purchase agreement (PPA)**. It's important for homeowners and buyers to understand the legal ramifications of who owns the system and how to transfer it from one homeowner to the next. For detailed information on PPA transfer and sale considerations, **consult our "Selling Your Solar Home Guide"** (see resource list below).



OTHER RESOURCES

The **Solar United Neighbors** "Selling Your Solar Home Guide" for homeowners, realtors, and prospective buyers is available at:
SolarUnitedNeighbors.org/SellingSolarHomes

The **Appraisal Institute** offers training to appropriately assess the value added to a home by solar and energy efficiency measures. Learn more at:
AppraisalInstitute.org