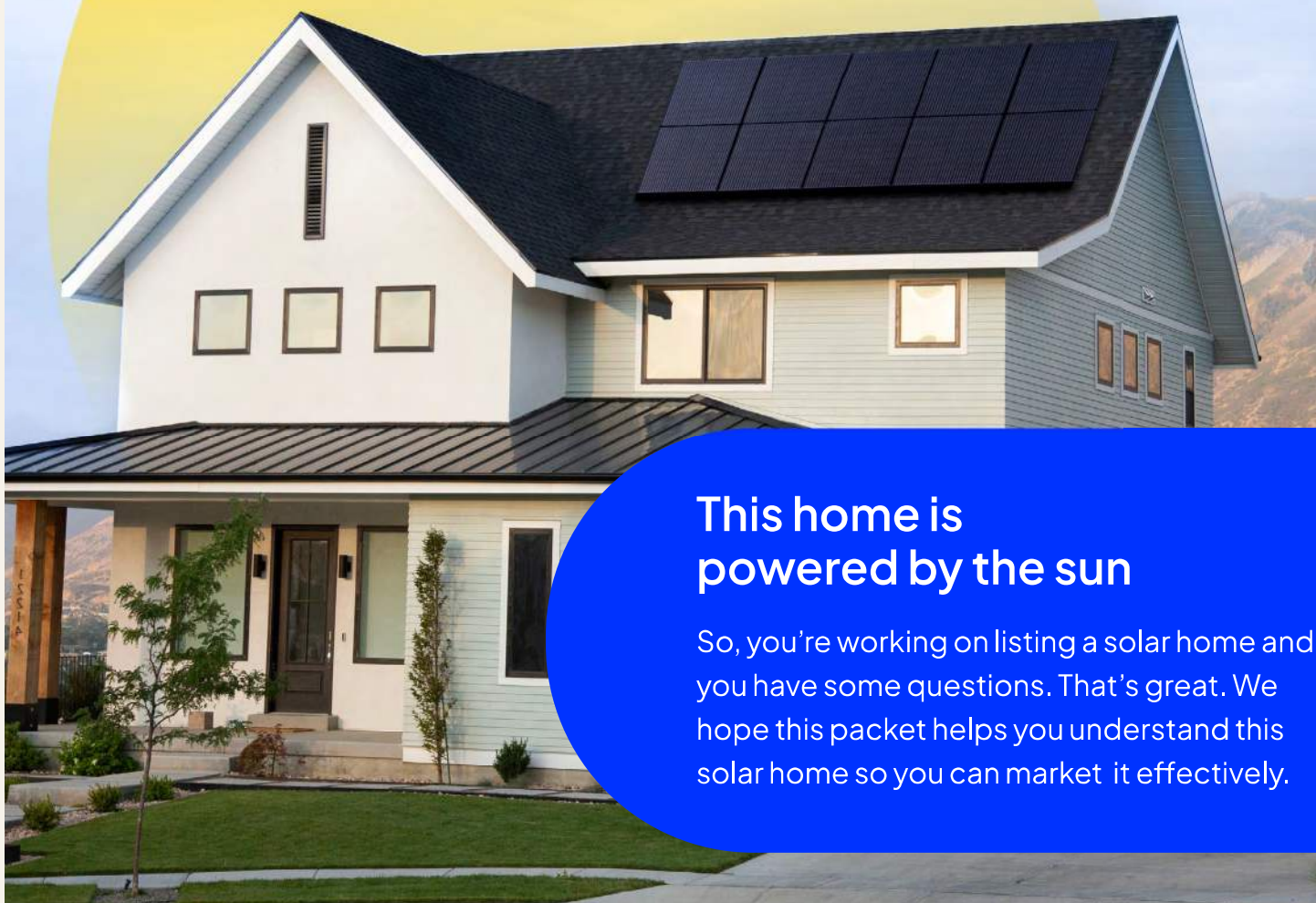


# Realtor's guide to Sunrun solar

Everything you need to know about marketing  
a home with a Sunrun solar system.

**sunrun**

**Call Devon Webb, 435-862-3693**



**This home is  
powered by the sun**

So, you're working on listing a solar home and you have some questions. That's great. We hope this packet helps you understand this solar home so you can market it effectively.



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# Why homeowners should go solar?



RELIABLE



AFFORDABLE



RESPONSIBLE

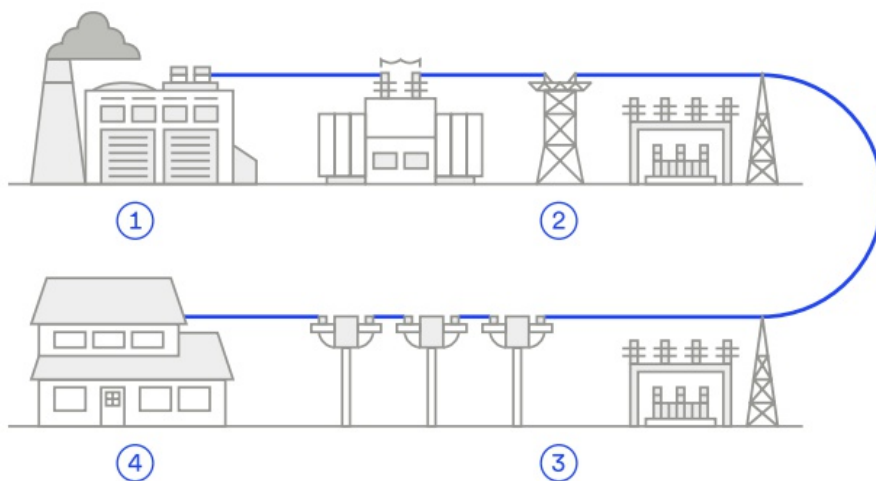
## Saving money and the planet

When your homebuyer goes solar, they may be able to lock in an energy rate that's lower than the local utility. Our homes and buildings keep us comfortable, but they're also responsible for almost 40% of all carbon emissions in the US.<sup>1</sup> Switching to solar helps reduce

this impact. An analysis by the National Renewable Energy laboratory (NREL) found that an increase of solar powered homes and buildings can significantly reduce the emissions responsible for making us sick.<sup>2</sup>

## Traditional power is losing steam

To provide power to their customers, every utility company has high energy costs that they transfer to you. Here's what that looks like:



### 1. Generation

Utility power plants generate energy by burning unsustainable resources like coal and oil. The result is usually toxic by-products such as greenhouse gases.

### 2. Transmission

Electricity is transmitted from remote power plants to local substations. Think of it like adding shipping costs to your energy.

### 3. Distribution

After a long and costly transmission process, electricity must be distributed to local households.

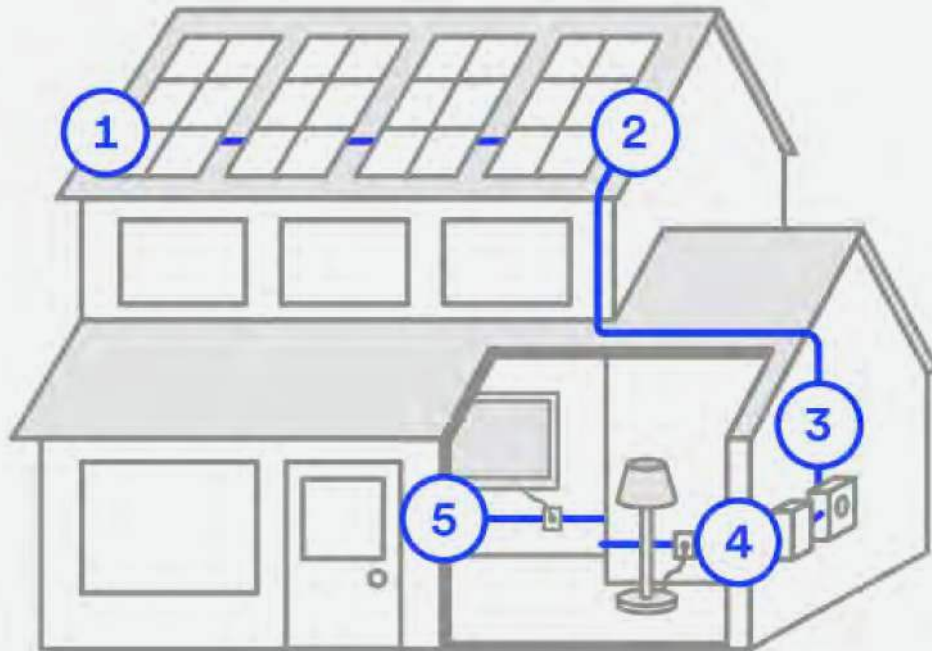
### 4. Consumption

With the traditional power model, consumers depend on non-renewable energy and high or unpredictable rates.

<sup>1</sup>Buildings & Built Infrastructure. Environmental and Energy Study Institute. Accessed Oct., 11, 2021.

<sup>2</sup>Health & Environmental Benefits of Solar Energy. Energysage.com. Published Jan., 2, 2019. Accessed Oct., 11, 2021.

# How solar works



## 1 Solar Panels

Solar panels are mounted securely to the roof, collect energy from the sun, and use that energy to create electricity.

## 2 Energy Conversion

Inverters take electricity created by solar panels and convert it to usable power.

## 3 Net Metering

Net metering measures the amount of electricity a solar energy system produces and can send a certain amount to the utility.

## 4 Smart Technology

The solar system connects online so homeowners can monitor the system's performance.

## 5 Consumption

The home uses solar energy as it's being produced on the roof.



## Home values and solar

You may wonder about the impact of solar panels on a home's resale value. The Department of Energy has found that homes with customer-owned solar energy systems often sell faster than homes without systems.<sup>3</sup> Plus, you'll have the added benefit of being environmentally friendly.

## How solar affects the home buying process

As a realtor, it may be a good idea to understand the type of solar agreement that the future homeowner could be taking over. Knowing which agreement the home seller signed will help the home buyer understand who owns the system.

If the current homeowner signed a Power Purchase Agreement (PPA) or Monthly Lease, it means that Sunrun owns the system. If the previous homeowner signed a Cash or Loan Agreement, it means the homeowner owns the system.

	MONTHLY LEASE	FULL LEASE	FULL PURCHASE	MONTHLY LOAN
<b>Benefit</b>	Low upfront cost	Pay now, save later	Own your system outright	Purchase and finance
<b>System Ownership</b>	Sunrun	Sunrun	Homeowner	Homeowner
<b>Upfront Payment</b>	\$0 to little down	~25 years of energy cost	Full system cost	\$0 down
<b>Monthly Payment</b>	To Sunrun	✗	✗	To loan provider
<b>Rate Hike Protection</b>	✓	✓	✓	✓
<b>Warranty</b>	✓	✓	✓	✓
<b>Full Service</b>	✓	✓	With Protection Plus	With Protection Plus
	<b>MOST POPULAR</b>			

We recommend that you speak with the seller to determine what type of agreement they have and the terms you will be taking over.

<sup>3</sup> Solar Homes Sell for a Premium. Office of Energy Efficiency & Renewable Energy. Solar Energy Technologies Office. Published Jul., 22, 2018. Accessed Oct., 11, 2021.

## How to discuss Sunrun solar with a potential buyer



This home is being powered by renewable energy that may be less expensive than the energy you'd pay for from the local utility.



Solar homes sell two times faster than homes without solar—even in depressed markets.<sup>4</sup>



This home should be thought of as a hybrid home—it receives part of its electricity from Sunrun and the rest from the local utility company.



Seventy-five percent of homeowners who choose to go solar opt for third-party solar service like Sunrun over outright ownership of a solar system.



Sunrun is the nation's leading residential solar company, powering over 600,000 homes across the United States.



# How the system transfer works

When you're selling a home, the last thing you want is to have it get stuck in the transfer process long after the seller intends to move. If the seller has a Monthly Lease agreement or a Power Purchase Agreement, it's a pretty easy process. Here's what will need to happen:

- 1 As soon as you receive an offer on the home, let us know by emailing [servicetransfers@sunrun.com](mailto:servicetransfers@sunrun.com) and include the seller's name and contact information and the buyer's name and contact information.
- 2 We'll send them a "Transfer of Sunrun Solar Service Agreement" form for both the seller and the buyer to sign.
- 3 We'll have the new homeowner complete a secure, online soft credit application.\* This is simply a soft credit check and will not impact their credit or affect their home loan.
- 4 **After the transfer agreement has started**, contact us to check the status of the filing release.
- 5 Once the home closes, you, the seller, or the buyer send us proof of title transfer. This can include a final settlement statement, closing disclosure, or recorded deed. Email the proof of title transfer to [servicetransfers@sunrun.com](mailto:servicetransfers@sunrun.com). We'll take care of the rest.

## We are Sunrun

Sunrun is the nation's leading home solar service provider. We offer homeowners the flexibility to use power from their solar panels so they don't have to completely rely on the utility grid. Since a solar system is already installed on the roof, all you need to know is that the rate we charge for power may be lower than the rate you pay for your local electric utility. With Sunrun, you receive over 20 years of dedicated service options that can include system monitoring, warranty options, repairs, and production benefits. You also get access to our online platform so you can monitor your solar production from your personal device. Today, Sunrun is the nation's leading home solar service provider, powering over 600,000 homes across the United States.

\*If you have a Yearly Lease agreement (AKA a Prepaid agreement), then we'll waive the credit check requirement and the new homeowner will not need to complete a credit application.

## Frequently asked questions

A Sunrun-owned solar system shouldn't impact your decision to take a listing. Sunrun is an electricity provider and the solar system is the conduit for potential energy savings. Homeowners have to buy electricity and Sunrun's solar services can potentially lower the power bill for this home.

### *Does Sunrun place liens on the property?*

No, we do not. What you may see is a notice filing we've submitted to the local jurisdiction, but a notice filing is not a lien. Instead, it's a notice that we requested the county to place on the home. To anyone looking up public records for the home, the notice indicates that the solar energy system belongs to the solar energy company. In this case, Sunrun (that's us). Depending on the location of the home, you may hear the term Notice of Independent Energy Producer (NOIEPC) filing, Universal Commercial Code (UCC) filing, Public Utilities Commission (PUC) filing, "fixture" filing, or other such titles. The thing to remember is that these are all filings—not liens.

### *Does this solar agreement affect my buyer's mortgage?*

Nope. Per Fannie & Freddie guidelines, Sunrun's PPAs and leases do not affect a buyer's debt/income ratio or loan approval. Sunrun's Legal Department can provide a letter stating our compliance with Fannie Mae and Freddie Mac selling guidelines. Sunrun's bill should be treated as a utility bill. No "solar comps" are needed for appraisal purposes.

### *What can I do to ensure the home sale goes smoothly?*

As soon as the home seller has accepted an offer from a home buyer, email our Service Transfers team ([servicetransfers@sunrun.com](mailto:servicetransfers@sunrun.com)) so we can work with the two parties to complete all the necessary agreement transfer steps. We also find that service transfers are easiest when the Agreement is disclosed early and made a contingency of the sale.

### *What if the new homeowner does not pass the soft credit check?*

Not to worry, we have a few different options for those who fall into that category. Just have them give us a call and we'll talk to them about it.

### *What happens if the new homeowner does not want the Sunrun system?*

We have a 98% transfer success rate.\*\* If you contact us, we can help you alleviate any questions or concerns the prospective homeowner may have. If we can't, we'll go over other options and help you find a solution that fits your needs and the needs of your client.

## How do I know which type of agreement the seller originally signed?

Have the seller login to their online mySunrun account and locate their agreement. They can also access the system design and any other important documents you deem necessary for the home sale.

## How much power does the solar energy system produce?

Many different factors go into the production of each system including things like the number of panels, the type of panel, the roof location etc. To find out how much energy the system may produce, ask to see a copy of the solar agreement. The current homeowner can pull this from our online solar platform on mySunrun.



## Sunrun customer care

*Have more questions? We're eager to help.*

If you're working on selling a Sunrun solar home, or have questions about the solar home sale process, please contact us. Our Customer Care department has a dedicated Service Transfer team that makes the transition for solar homeowners simple and hassle-free. We'll be happy to speak with any potential buyers or agents to discuss the benefits of Sunrun. We are available by phone, email, or chat, during business hours.



1.855.4SUNRUN  
ext. 3



servicetransfers@sunrun.com



Login to mySunrun  
to start a chat