



Guide to Selling a Home with an Existing Solar System

Everything you should take into consideration when selling your home that has been equipped with a solar system. Whether you own or lease your solar system, selling your home is simple.

If you're considering selling your solar home, you're probably aware of the growth of home solar in recent years.¹

This rising popularity in home solar can add real value for sellers.² Buyers around the country are interested in homes with existing solar systems – they want to enjoy the benefits of home solar from the day they move in.

In addition to motivating buyers, an increasing number of realtors are gaining knowledge on the value that home solar brings to a home in terms of asking price, as well as the major selling points of home solar for buyers.³ Sellers represented by a knowledgeable realtor almost always fare better than those whose real estate agents are unaware or afraid of discussing the value solar adds to a home.

Just as updated appliances and smart technology can make your home more appealing to buyers, your investment in home solar can help increase the value of your home and sell faster.

Now that you're ready to sell, you may have some specific questions in mind. We're here to outline everything you need to know on the road to putting your solar home on the market.

How Much Can I Ask for My Solar Home?

A recent study found that every dollar in reduced energy costs that a home solar system provides adds \$20 to the value of a home. That means that if your home solar system is determined to save you \$1,000 per year, your home's value may be increased by \$20,000.²

Banks and appraisers are instructed to add value if you own the home solar system, whether outright or with a remaining loan. If the home solar system is leased or in a power purchase agreement, banks do not have to consider it an added value. However, a good realtor can still use the home solar system as a strong selling point!

A home solar system can also give your home an edge over comparable homes in your area. Based on the findings of a 2015 study from the Berkeley National Laboratory, a home with a 7.5kW solar system could see a 6.9% increase in sale price compared to similar homes without a solar system.⁴

While this is a general rule of thumb, you should always consider your specific home solar system's savings and obligations before you put your house on the market. Your home solar system was built to meet your energy and financial needs – rarely are two home solar systems alike.



Selling and Financing

SELLING SOLAR PURCHASED WITH CASH

If you purchased your home solar system outright with cash, you're ready to put your house on the market! There are no additional considerations that you need to make to transfer the solar system to the buyer. Home solar systems purchased with cash function just like any other appliance in your home when it comes to closing the sale.

SELLING A SOLAR HOME WITH A LOAN

If you purchased your home solar system with a loan and you're still making payments on the loan, you have a few options that may be available to you depending on the regulations in your state. Additionally, the specific terms of your loan contract may require that you assign the loan in a specific way.

- Ask your loan provider for the current balance of your loan.
- Ask your loan provider about your options in assigning your loan to the new buyer or paying off the balance.
- In some cases, you may be able to simply transfer the remainder of the loan to the buyer. However, they may need to meet the lender's credit requirements.
- Make sure that the loan provider has not placed a lien against your home as security for their loan. Sunnova will not put a lien on any home, but some lenders may. [More information is here.](#)
- Ultimately, understanding regulations and requirements is the seller's responsibility, so getting the advice of a professional is key.

SELLING A SOLAR HOME WITH A LEASE OR PPA

If your home solar system is lease or has a Power Purchase Agreement (PPA), a third-party owner owns the home solar system. Therefore, appraisers and banks don't have to add any value to your home's appraised value. However, the home solar system will still provide many benefits to the buyer.

If you're a Sunnova customer, you're in luck! We maintain the term of our 25-year lease and PPA agreements and offer a transfer option if the new homeowner meets our requirements. The new homeowner will still be protected by our Sunnova Protect™ warranty.

In the case of a third-party owned home solar system, we recommend you provide the following information to the buyer:

- The remaining term of the lease, PPA.
- The current rate, and, if applicable, escalator rate schedule.
- The terms of transfer.

Additional Details to Consider When Selling Your Solar Home

Once you've determined the value that your home solar system adds to your sale price and understand the details of transferring the solar system to the buyer, there are a few other details to take into consideration.

If you're installing a home solar system now, but plan to sell your home in the future, don't try to anticipate the needs of future buyers. Even if you only plan to be in your home for a few years, your home solar system should be built for your family's needs, not anyone else's.

Keep in mind that your needs may be different than those of future buyers, but everyone who uses electricity can benefit from home solar.

Selling Your Solar Home is Easy

Thanks to the growing interest in home solar, more buyers than ever are interested in purchasing a solar home. Armed with the right information and professional advice, most sellers are able to sell their solar homes fast and with a great return on investment.

1. <https://www.seia.org/solar-industry-research-data>

2. <https://www.energy.gov/eere/solar/downloads/solar-homes-sell-premium>

3. <https://www.energy.gov/eere/articles/shopping-solar-home-made-easy-sunshot-and-future-solar-home-buying>

4. <https://newscenter.lbl.gov/2015/01/13/berkeley-lab-illuminates-price-premiums-u-s-solar-home-sales/>