



SOLAR HOME SALES TOOLKIT

Resources for Realtors

1. Solar System Summary Sheet

Use this editable sheet to provide buyers with key information about the solar system.

| | |
|-------------------------------------|--|
| Installation Date | |
| System Size in kW | |
| Installer Information | |
| Warranty Information | |
| • Solar Modules | |
| • Inverter(s) | |
| • Workmanship / Installation | |
| Average Annual Production in kWh | |
| Monitoring App | |

Extra: Attach Electricity Bill

2. Buyer FAQ Sheet

This FAQ sheet addresses common buyer questions about solar energy systems.

Q: How much will I save on my electricity bill?

A: Savings vary depending on usage and system size. The Solar System Summary Sheet provides estimated annual savings, but buyers should review historical bills for a more accurate estimate.

Q: What happens on cloudy days?

A: Solar panels still produce energy on cloudy days, although at a reduced rate. The system is connected to the grid, ensuring a continuous power supply.

Q: Does the system have battery backup?

A: Not all solar systems have battery backup. If this system does, the battery capacity and lifespan will be provided in the Solar System Summary Sheet.

Q: How long will the solar panels last?

A: Most solar modules have a 25-30 year performance warranty.

Q: What maintenance is required?

A: Solar panels do not require minimal maintenance. If your system does not have animal guard, we highly recommend to get a solar installer to install it for your home to avoid any down-the-line maintenance from bird or squirrel nests.

Q: What about snow and hail?

A: Modules coming into Canada are tested for hail and shouldn't have problems surviving hail storms. They should however be added to home insurance in case of a freak hailstorm or other uncommon weather events.

3. Document Checklist

Ensure you have the following documents for disclosure to the buyer.

Checklist:

- [] Warranty Documents (panels, inverter, labour)
- [] Installer Information (contact details)

4. Pricing Guidance Reference

When pricing a home with solar panels, consider these factors:

- **System Size & Condition:** Larger systems will often be net-metering (offsetting the previous owner's entire home's consumption over the year) and can be valued more as the new home owners might not require to pay for electricity.
- **Energy Savings:** Documented energy savings provide tangible value.
- **Animal Guard:** This addition is a crucial indicator that the system will need little to no maintenance.
- **TIP!** Quickest way to roughly calculate how much the system's original cost was: $2.7 \times \text{the size of the system}$, e.g. a 5kW system = 2.7×5000 (5 thousand Watts) = \$13,500 CAD.

Summary

This toolkit provides realtors with the essential resources needed to effectively market and sell solar-equipped homes. By using this document, realtors can confidently guide buyers through the solar home sale process, resulting in faster sales and satisfied clients.