



SOLAR HOME SALES TOOLKIT

Resources for Realtors

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.

1. Solar System Summary Sheet

Here is the key information about a solar system you should provide to prospective buyers.

Installation Date	
System Size in kW	
Installer Name and Contact	

Warranty Details:	
• Solar Modules	
• Inverter(s)	
• Workmanship / Installation	
Average Annual Production in kWh	
Monitoring App Name	

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 require minimal to no 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

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.
- To calculate its residual value, remove 10% for year 1, and 5% for each subsequent year (since it was installed)