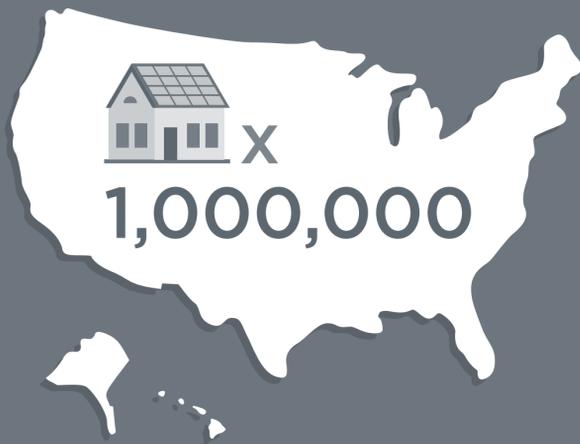


# ON THE MARKET: BUYING & SELLING A SOLAR HOME

## THE NUMBER OF SOLAR HOMES IN AMERICA IS GROWING QUICKLY

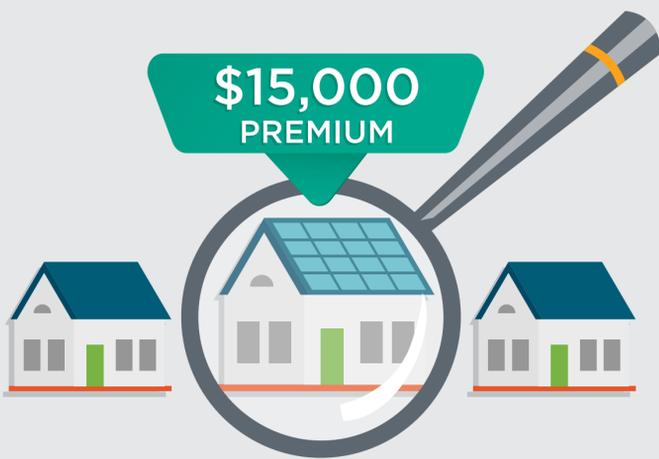


The number of households with solar energy systems in the U.S. is expected to surpass **1,000,000** this year.

With this large number of solar homes in the U.S. and a continuing robust market for additional solar installations, an ever-increasing number of solar homes will likely be sold or refinanced.



## SOLAR HOMES SELL FOR MORE MONEY



Two 2015 studies from Berkeley Lab show that home buyers across the country have been willing to **PAY A PREMIUM** of about **\$15,000** for a home with an average-sized host-owned solar array.<sup>1</sup>

The researchers found a strong correlation between solar system size and premium paid. For each additional 1,000 watts added to the solar system, homes sold for nearly \$4,200 more.

## SOLAR HOMES SELL MORE QUICKLY

Solar homes spend less time on the market than those without. In 2008, California homes with energy efficient features and solar were found to **SELL FASTER** than homes that consume more energy.<sup>2</sup> And in Denver, homes with solar were **MARKETED MORE QUICKLY** than homes without.<sup>3</sup> This evidence indicates that a solar home, when properly valued, tends to sell more quickly than a home without solar.



## SUNSHOT INITIATIVE TRAINING PROGRAMS

The Energy Department is funding projects that will ensure that real estate agents, appraisers, and other professionals related to the real estate industry have the **SOLAR KNOWLEDGE** and **TRAINING** they need in order to **PROVIDE THE BEST SERVICE** to their customers, and to accurately **ACCOUNT FOR SOLAR'S VALUE** as homes are sold.



**Elevate Energy (\$445k):** Training for real estate pros, home appraisers, and appraiser regulatory officials on the key components of solar systems and how to enter system information into multiple listing services



**IREC (\$2.2M):** Training for firefighters and code officials



**Trust for Conservation Innovation (\$800k):** Training for architects and building design engineers to build solar-ready homes

SOURCES: 1) <https://emp.lbl.gov/publications/appraising-sun-six-state-solar-home>; 2) [http://aceee.org/files/proceedings/2008/data/papers/6\\_616.pdf](http://aceee.org/files/proceedings/2008/data/papers/6_616.pdf); 3) <https://www.colorado.gov/pacific/energyoffice/atom/14956>