

# What's the Best Solar Funding Choice for Your Homeowner?

Ask these six simple questions:

	Loan Financing	Third-Party Ownership
<p><b>1</b> Does the homeowner prefer to own or rent their energy system?</p>	<p><b>Yes</b> They own the system and the energy it generates.</p>	<p><b>No</b> They don't own the system and the TPO sets the energy purchase price. Plus, if they have a battery, the TPO can discharge it at any time.</p>
<p><b>2</b> Is their primary goal initial monthly savings or lifetime savings?</p>	<p><b>Yes</b> Financing can allow for the greatest lifetime savings, while offering flexibility for low initial monthly payments.</p>	<p><b>No</b> TPO can offer lower monthly payments initially, but can cost more over the life of the system.</p>
<p><b>3</b> Could they potentially sell their home?</p>	<p><b>Yes</b> The balance of a solar loan can be paid off with sale proceeds or transferred to a qualified homeowner.</p>	<p><b>No</b> TPO is transferable but may not allow a buyout option before year six. Buyout options are often not appealing and may impact the sale of the home.</p>
<p><b>4</b> Do they want flexibility as their electricity needs change?</p>	<p><b>Yes</b> Owning a system allows for future expansion to add panels or batteries if the homeowner's electricity needs change, giving them maximum flexibility.</p>	<p><b>No</b> When someone else owns the energy system, the homeowner generally cannot make any changes in the future.</p>
<p><b>5</b> Is equipment optionality important to you?</p>	<p><b>Yes</b> Loan financing gives access to a larger and more flexible approved vendor list (AVL) since they are not limited by federal restrictions.</p>	<p><b>No</b> Due to federal regulations, TPOs are vastly limited in the manufacturers available for installation, which can mean higher costs and longer timelines.</p>
<p><b>6</b> Will they need a new roof or energy efficiency upgrades along with their solar installation?</p>	<p><b>Yes</b> Owning a system allows a homeowner to include roof and other energy improvement projects at the same time.</p>	<p><b>No</b> TPO products don't allow them to add a roof or energy efficiency upgrades because they don't qualify for any tax incentives.</p>