



BUYING A SOLAR HOME

THIS HOME IS POWERED BY THE SUN

EASY AND AFFORDABLE HOME SOLAR

Sunrun is the nation's leading home solar service provider. We own, monitor and maintain the solar system on this home. This solar home:

- Frees you from future utility rate increases
- Features full solar service: monitoring, repairs and insurance
- Gives you control over the cost of your electricity

ABOUT SUNRUN

Sunrun believes that everyone has the right to take control of their electric bill. We offer homeowners a new way to go solar—we sell solar power, not solar panels. Since a solar system is already installed on the roof, all you need to know is we charge a low rate for the power it produces. With Sunrun, you receive 20 years of top-notch service that includes system monitoring, insurance and repairs at no charge, as well as a production guarantee. You also get access to our expert team of Customer Care associates. Today, Sunrun is the nation's leading home solar service provider, powering over 60,000 homes across 12 states.

“Solar adds attractiveness to our home for the future. We decrease our electric bill, and of course there’s that emotional connection to feel like you’re part of a solution rather than the problem.”

*–The Deeds Family, Ewa Beach, HI
Sunrun customer since 2011*



SIMPLE STEPS TO SOLAR

PURCHASING A SUNRUN HOME

You’ll assume the remainder of a 20-year agreement to purchase reasonably priced solar electricity from Sunrun. A Sunrun Service Transfer Specialist will walk you through the following steps and answer any questions or concerns you may have along the way.

STEP 1: Review Sunrun Agreement

STEP 2: Sign Service Transfer Form

STEP 3: Submit credit application

STEP 4: Provide proof of sale document

SUNRUN SOLAR SERVICE – LOW UPFRONT

Sunrun Solar Service is the simplest and most affordable way to power your home with solar power. You will pay a monthly bill to Sunrun for your solar electricity and a separate bill to your utility for connection to the electric grid, and for any electricity you use above what the solar system produces. Your total electric expense should be less than what you would pay without solar. Sunrun takes complete care of every system. We’ll identify any issues and do our best to fix them before you are aware of a problem.

SUNRUN CUSTOMER CARE



WE’RE HERE TO KEEP THINGS SIMPLE

If you choose to purchase this home, or have questions about the Service Transfer process, please contact us. Sunrun’s Customer Care department has a dedicated Service Transfer team that makes the transition to solar simple and hassle-free. They are located in our San Francisco headquarters and available by phone and email during business hours. Our team has successfully transferred over a thousand solar agreements, and has a 98.5% success rate.¹

PHONE: 1.855.4SUNRUN ext. 2

EMAIL: servicetransfers@sunrun.com

TRANSFERRING SUNRUN SOLAR SERVICE

Handy information to know and important steps to take if you're a realtor selling a Sunrun-powered home

ABOUT SUNRUN

Sunrun offers homeowners the most innovative and simple way to go solar, allowing them to purchase solar power, not solar panels. This is possible through a solar lease or power purchase agreement (PPA). Sunrun purchases and installs the solar system, then charges a low, fixed rate for the power the system produces, giving the homeowner control over the cost of their electricity. Sunrun Solar Service doesn't stop there; our customers receive professional system monitoring and maintenance at no additional cost. What's more, Sunrun insures and guarantees the system's annual production. A Sunrun customer will never pay for electricity that the system doesn't produce.

It's in your client's best interest to transfer their Sunrun Solar Service. This is easiest when the service is disclosed early in the sale process and made a contingency of the sale.

TIPS FOR FRAMING SUNRUN SOLAR SERVICE TO A POTENTIAL BUYER

- This home is receiving less expensive power than other homes in the neighborhood at a fixed, predictable rate.
- Solar homes sell two times faster than homes without solar—even in depressed markets.¹
- This home should be thought of as a hybrid home—it receives part of its electricity from Sunrun and the rest from the local utility company.
- Seventy-five percent of homeowners who choose to go solar opt for third-party solar service like Sunrun over outright ownership of a solar system.
- Sunrun is the nation's leading residential solar company, powering over 60,000 homes across 12 states.

¹ A Homebuilder's Guide To Going Solar. Issued by the U.S. Department of Energy's Office of Energy Efficiency & Renewable Energy, December 3, 2008. <http://www1.eere.energy.gov/solar/pdfs/44792.pdf>



TRANSFERRING A HOME'S SUNRUN SOLAR SERVICE IS SIMPLE!

Once you have found a prospective buyer and notified Sunrun of the sale, there are three steps to complete the service transfer:

1. Have the buyer and seller sign the Service Transfer Form and send it to Sunrun.
2. Have the buyer submit a credit application to Sunrun that's been performed within the last 90 days.¹ Or the buyer can call Sunrun's Free Credit line at 1.888.786.2058.
3. Send Sunrun the confirmation of the close of escrow or other documentation that the title has been switched into the new homeowner's name.

In the unlikely event that the buyer is not interested in assuming the Sunrun Solar Service, the seller can prepay for the service and wrap that into the payment of the home. Alternatively, the seller can purchase the system outright and move it to a new residence.

Remember! It is in your client's best interest to transfer their Sunrun Solar Service. This is easiest when the service is disclosed early in the sale process and made a contingency of the sale.

HAVE QUESTIONS? WE HAVE A DEDICATED TEAM EAGER TO HELP

Sunrun has a dedicated team to keep things simple and make the transition of the service hassle-free. We're here to answer questions and walk you through the process—just give us a call at 1.855.4SUNRUN ext. 2 or email us at ServiceTransfers@sunrun.com. We are, of course, happy to speak with any potential buyers or agents to discuss the benefits of Sunrun. Our team has successfully transferred over a thousand solar agreements, and has a 98.5% success rate.²



¹Must be an Experian FICO V2, Transunion FICO Classic V8, or Equifax FICO Classic V8
²Based on completed transfers created by Sunrun through September 30, 2013 with "moving" as the reason for transferring the Agreement. Includes no upfront, low upfront and prepaid systems.