



Transferring Sunrun Solar Service



Handy Information to Know if You're a Realtor Selling a Sunrun-Powered Home

ABOUT SUNRUN

Sunrun offers homeowners an 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). We purchase and install the system, then charge 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.

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>





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.

Transferring a Home's 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
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.

¹ Must be an Experian FICO V2, Transunion FICO Classic V8, or Equifax FICO Classic V8.

Get Answers to Your Most Frequently Asked Questions

A Sunrun owned solar system shouldn't impact your decision to take a listing. Sunrun is an electricity provider and our solar payment is not an extra cost to the home. Homeowners have to buy electricity and Sunrun offers a lower guaranteed power bill for this home.



Does Sunrun place liens on the property?

- No. Sunrun doesn't put liens on the property and it's stated in our contract. The only two possible notices on title from Sunrun are Notice of Independent Energy Producer Contract (NOIEPC) & UCC Filing.
- These filings are not liens or encumbrances and they simply show that the solar equipment is maintained & repaired by Sunrun.
- If you call and work with us, Sunrun can terminate the UCC & NOIEPC at no cost, unlike other solar companies who charge fees.



Does this solar agreement affect my buyer's mortgage?

- Nope. Per Fannie & Freddie guidelines, Sunrun's PPAs and leases do not affect a buyer's debt/income ratio or loan approval.
- Sunrun's Legal Department can provide a letter stating our compliance with Fanny and Freddie selling guidelines. Sunrun's bill should be treated as a utility bill.
- No "solar comps" are needed for appraisal purpose.



What happens with the Sunrun solar agreement in the event of a foreclosure/REO deal?

- Foreclosures are treated as any other title change.
- We will attempt to transfer the agreement to the bank/foreclosing entity or future homeowner. Seller will remain responsible for agreement until successful transfer.



Sunrun Customer Care

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 or email us. 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.¹



SUNRUN CUSTOMER CARE TEAM

Phone: 1-855-4SUNRUN

Email: servicetransfers@sunrun.com

¹ Based 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. Sunrun CSLB #969975; NJ# 13VH07020300

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LEARN MORE AT WWW.SUNRUN.COM OR BY CALLING 1-888-GO-SOLAR.

