

Buyer Questions About Solar, Answered



Quick, easy answers to use when speaking with buyers.

Buyers tend to ask the same handful of questions about solar. Here are short answers you can give with confidence, and when to point them to a specialist.

Will my electric bill be zero?

Probably not, but it should be significantly lower. Savings depend on the system's size, how much power the household uses, and the utility's net metering rules (how it credits extra power sent back to the grid). The most accurate way to answer this question is to look at 12 months of electric consumption & generation from this home and then we can make a rough estimate of how that would compare to your specific consumption. There's no way to be exactly accurate but I can always connect you with my trusted Solar Expert who can walk you through the details and answer any other questions.

How long do solar panels last?

Panels are usually built to last 25 years or more, and some even come with a 25-year performance warranty. They slowly produce a little less power each year. The inverter, which converts the panels' power for the house, often needs replacing sooner.

What if the roof needs replacing?

The panels have to be removed and reinstalled, which adds cost to a roof job. I will ask the Listing Agent and the seller how old the roof is. This will determine how likely the need for roof replacement is.

Do the panels work during a power outage?

Not on their own. Grid-tied systems shut off during an outage for the safety of utility workers. A home with a backup battery can keep some power on.

Do they need maintenance?

Very little. Check the monitoring app now and then to make sure production looks normal. Occasional cleaning may help in dusty areas (rinsing them with a normal garden hose is usually all it takes).

Will it affect my insurance?

Owned panels are usually covered as part of the home, but the buyer should tell their insurance agent so the coverage is high enough. Leased panels are usually insured by the solar company.

Does solar add value to the home?

Owned systems often do, because they lower energy costs for years. In NAR's 2024 Realtors® and Sustainability Report, 31% of agents said solar panels increased a home's perceived value (43% in the West). Leased systems usually don't add appraised value since the buyer doesn't own them.

Do I get the tax credit?

No. Any solar tax credit went to the person who bought the system. The buyer gets the lower electric bills.

Can I add batteries or more panels later?

Usually, yes. Let me connect you with my trusted Solar Expert to see what options this home may offer. (Once the sale closes, be sure to enter the new homeowner in our referral system so we can help walk them through any available options.)

Three questions to ask before writing an offer

■ Are the panels owned, financed or leased?

This changes the contract, the loan and the appraisal. See Guide 2.

■ Can we see 12 months of bills and production?

This shows the real savings, not an estimate.

■ Which warranties transfer to the buyers?

Check the panel, inverter and workmanship warranties.

Have a solar question on a specific deal?

I'll review a solar lease or loan with you and help your client understand their options. Have a client who wants to go solar? Refer them through our referral program at 1000dollarreferrals.com and earn a referral bonus.

Rebecca Jones, Realtor® DRE 01998238 · Solar Help for Realtors

(626) 233-6299 · SolarHelpForRealtors@gmail.com

Book a call: calendly.com/solarhelpforrealtors/30min

LinkedIn: linkedin.com/in/rebeccackjones · Instagram: [@SolarHelpforRealtors](https://instagram.com/SolarHelpforRealtors)