



As a residential property owner, there are a few financing options to fund your solar system. The two most common are loans and leases. Frequent questions are “what’s the difference?” Or “which one will save me the most?”. Buying a system outright with cash/check is also an option. At the end of the day, no matter what route you take when it comes to residential solar, you are putting you, your home and family in a better situation moving forward.

It is important to realize that going solar for your residential property is considered a home improvement. You get to eliminate your current electric bill and become energy independent. Your electric rates will only continue to rise, so by switching to solar, you will receive a reduced rate that is locked in and over time you will not only be saving thousands but eventually will be paying nothing for electricity.

Since residential solar is a home improvement, that means your home’s value rises. If you are a new homeowner, wouldn’t it be more appealing to buy a home with no electric bill? It is easy to transfer the system to the newest homeowner. Whoever you choose to be your realtor should be well versed in solar, making the transition as smooth as possible.

At Soaring Solar, the entire system is fully warranted, monitored, and insured so if something goes wrong, our team will know immediately and will contact the homeowner and send out the appropriate technician to resolve the issue.

**Loans** - Every house is different, therefore every solar system is different. If you choose the loan route, you have complete ownership over your system. There is zero money down and in return you receive a reduced electric rate. More times than not, you will see higher savings by choosing the loan finance option. Owning the system gives you as the homeowner complete freedom and control. You own the panels outright and the energy it produces. Most homeowners pay off their solar loan on average between 5 - 10 years. One reason is because they are already saving hundreds just by switching to solar. Homeowners who choose the solar loan route may receive state and federal incentives. In New Jersey, the state incentive is \$85 for every 1,000 watts produced. You receive this state incentive for the next 15 years as well. In Pennsylvania, the state incentive is \$41 for every 1,000 watts and in Delaware, you receive a lump sum depending on your electric provider. On top of receiving state incentives, you get a federal incentive from the U.S government at 30% of your system cost. When it's time to file your taxes, be sure to consult with your accountant on guidance in receiving this tax credit.

**Lease** - The true term for leasing solar panels is called Power Purchase Agreement (PPA), which is when the homeowner pays only for the power produced by the panels on their roof. The homeowners do not own the system, they just pay for the power based on a predetermined rate. The homeowner’s state and government incentives are already built into the system. This type of financing is a low-cost option, especially if you don’t want to commit to taking a loan.

So which option is the best for you? That's where our experts come in. Our free consultations can determine the best route for you and your home. In the last decade, solar system costs have decreased by nearly \$50,000. Regardless of what route you choose, going solar is the best financial decision you can make for your home and the planet.