



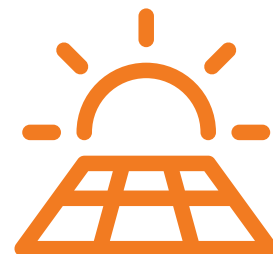
Preparing your Listing to Sell

DID YOU KNOW? There's plenty of misinformation about solar!

Homes with solar can sell faster and for more money. But many listing agents find it challenging to maximize the value of their clients' solar systems if they lack the necessary details and resources. Here's a checklist to guide you through best practices:

Pre-Listing Information to Gather

- ☐ Installation and system documentation
- ☐ Solar company contact information
- ☐ Loan or lease information, including transfer process and/or payoff amount
- ☐ Warranty details and transfer process, if applicable
- ☐ Is there a UCC-1 lien?
- ☐ Is there a whole home battery to store solar energy?



Information for Your Listing

- ☐ Utilization of Green MLS Fields (could be named power production, green energy generation, etc.)
- ☐ **Solar Contract Provisions:**
Solar and/or Green Addendums to the listing agreement, or added language to the conveyances section of your listing agreement
- ☐ **Green appraisal addendum:**
Filling this out properly to highlight solar system value now so you can send this to the lender and/or appraiser when the home is under contract
- ☐ Consider adding language to purchase contract to request an appraiser qualified to properly value energy efficient features