



# Selling the Sun: Establishing Value for Solar Homes

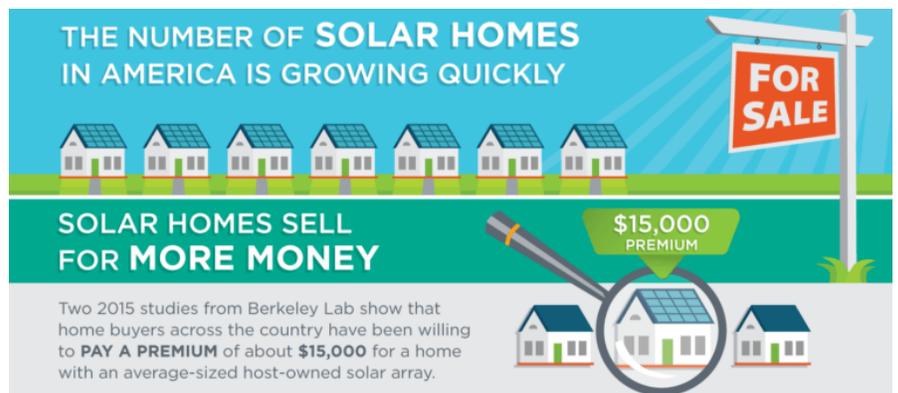
Real estate professionals who understand the basics of solar and know how to discuss the benefits of an installation will have a market edge.

For most real estate agents and appraisers, assessing the value of solar is a new frontier. *Selling the Sun: Establishing Value for Solar Homes*, an online Continuing Education Course presented by the United States Department of Energy and Elevate Energy, can help.



## Course content includes:

- A review of the core components of the solar system and an explanation of how they work together to create electricity
- Tips for listing homes that showcase the benefits of solar installations
- Current financing options available to help homeowners fund a solar installation



Courtesy of the Department of Energy

## Benefits to real estate professionals include:

- Help clients determine market value of a home with a solar installation—sellers receive the proper value at the time of sale and buyers know what solar is worth
- Differentiate yourself from your peers by serving as a source of information on solar
- Gain access to tools for determining the fair market value of a home with solar

Format: **Online**  
Price: **\$39**  
Duration: **3 hours**  
Continuing Education: **In Progress**  
Contact: **SolarValue@ElevateEnergy.org**

To learn more go to **ElevateEnergy.org/selling-the-sun**

With funding from the Department of Energy's SunShot Initiative, Elevate Energy brought together solar and real estate experts from around the country to develop this online continuing education class. SunShot works to make it faster, easier, and more affordable for Americans to choose solar energy in their daily lives. Elevate Energy is a mission-focused organization that designs and implements efficiency programs that lower costs, protect the environment, and ensure the benefits of energy efficiency reach those who need them most.