

## **Caution on Solar Panels**

While Residential solar may help reduce electric bills and dependence on fossil fuels, not all solar panel contracts are created equally. Buyers must be directed to do their own due diligence when purchasing a property with an existing solar panel lease in place. Prior to listing a property, a Seller is best advised to get in touch with their solar company and find out the procedure for a transfer of the solar panel lease. Many solar companies now run a buyer's credit and will make an independent judgment as to whether the buyer is "creditworthy" to assume the lease. Solar companies will often require upfront payments by buyers that they do not deem "creditworthy"; the criteria used by the solar company to qualify a buyer is often not transparent.

In Connecticut and Massachusetts, the states have received numerous complaints regarding misleading marketing and high-pressure sales tactics by solar companies. Solar power purchase agreements or lease agreements are often long-term, complex, and can be expensive.

The best way to protect a buyer is to include language in the offer that the solar agreement can be reviewed by the buyer and can be transferred without cost to the new buyer.