which option is best for you?

With flexible financing, getting a solar system is easy.

The decision about how to pay for your solar PV system depends on your particular financial goals. Everyone's goals are different, so the right payment option for you, may not be the right option for someone else. The good news is, we have flexible financing options to accommodate your specific lifestyle and economic needs. The table below highlights the key differences and will help you to determine which option is best for you.

Topics to Evaluate	Power Purchase Agreement	Buy or Finance (cash, secured, or unsecured loans)
Best Choice If you..	• Are concerned about being responsible for any maintenance or repairs • Do not want to make the down payment required to finance or purchase outright • Have a tax liability that is smaller than the amount of tax credits you could receive • Don't want to wait until the following year, or span of several years to receive the tax benefits • Are planning to stay at your property for at least five years • Are interested in having a fixed cost	• Have a qualified income tax liability large enough to collect tax credit in the first year • Have the money to pay for the system (cash) • Do not have the money to pay for the system (secure/unsecured loan) • Prefer to own as a general rule • Plan to hold onto your property for more than 7 years (average time for system to pay for itself)
Cost	• Low upfront cost (generally starting with zero down) • No offsets from rebates, tax credits or incentives	• Cash; requires full payment upfront • Secure/unsecured loan—requires fixed monthly finance payments

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Maintenance	• Maintenance and repairs are the responsibility of the leasing company that owns the system for the life of the term • Free premium monitoring from smart phone, or tablet programs to track your systems performance and report any issues to the leasing company	• You own the system and are responsible for maintaining it
Terms	• Terms are for 20 years	• Multiple options, depending on the term, rates, and loan type • Can be anywhere from 5-20 years
Offsets	• You do not qualify for any tax credit, depreciation, rebates or incentives	May Qualify for Applicable • 30% Federal income tax credit • State tax credits • Exempt California state property taxes • State funded rebates (based on system size)
Savings/Returns on investment	• Excellent returns that can range from 20% to more than 30%, depending on location, state incentives, and property • With little to $0 down financing options you will realize savings of 20% to over 50% on your electricity bills for the duration of the agreements	• Excellent returns that can range from 20% to more than 30%, depending on location, state incentives, and property • Free electricity for 25-40 years • Potential to make additional revenue by selling SRECs
Pros	• Low upfront investment • 20 years of price protection from utility hikes • Significant reduction in carbon footprint • No risk with respect to maintenance and repairs (vs. low risk associated with ownership)	• Free electricity for 25 years or more • Attractive return on investment • Significant increase in property resale value • Environmentally responsible investment
Cons	• No tax rebate • Long term savings are less	• Cash outlay upfront • Loan fees • Responsible for system maintenance and repair • Responsible for system monitoring