

Massachusetts Homeowners, Now You Can Cut Your Electricity Rate By 50%.



Solar power for your home — as little as \$3,000 to get started

Chances are you've thought about getting solar installed on your home, but the hassle and high up-front cost held you back. Now Alteris Renewables, the largest solar energy installer in the Northeast, has partnered with SunRun, the nation's #1 provider of residential solar electricity, to make it really easy to be green. Instead of paying upfront for the solar installation, you pay as little as \$3,000 and then pay just for the clean solar power generated each month – all at a fixed low rate that's typically lower than your current electricity rate.

It's a good investment.

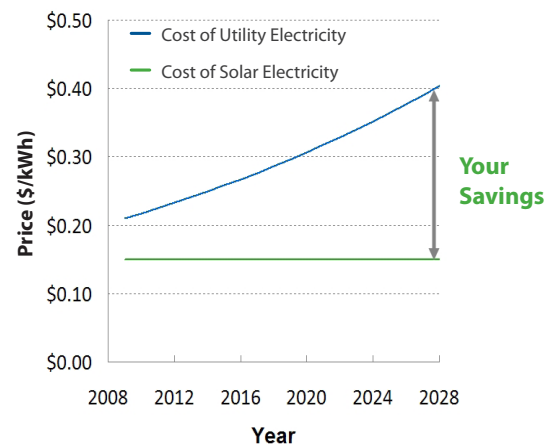
Solar panels increase the value of your home. That's because anyone who purchases a home with solar will have lower electricity bills, which means they will be willing to pay more for the home. A recent study estimated that \$1,000 a year in electricity savings translates to a \$20,000 increase in the value of a home.

With SunRun, you'll get that extra home value even if you decide to move before your 18 year agreement is up. You can transfer your SunRun agreement to the home buyer, pay out the agreement, or purchase your system. All three options will add value to the price of your home.

Alteris and SunRun work together to make it easy to be green.

- Alteris designs and installs the system.
- SunRun purchases the system on your behalf, and sells you the power at a rate that is typically lower than your current electric rate and is fixed for 18 years.
- You pay as little as \$3,000 upfront.
- SunRun monitors, maintains, repairs and insures your panels for 18 years. No further time or out of pocket expense is required from you.
- SunRun provides an annual money-back performance guarantee.
- SunRun has made solar affordable in California, and now – with Alteris Renewables – the solar revolution has come to Massachusetts.

Cost of Solar vs. Cost from Utility Company



Is solar right for your home?

Yes, if you have:

- 300+ square feet of roof space
- A southerly exposure
- 6 hours of un-shaded daily sunlight
- \$50+ monthly electric bills



800-339-7804 | www.alterisinc.com

Frequently Asked Questions about SunRun

What happens at the end of the 18-year service agreement?

You have flexible options:

1. Remove the solar electric system

At no cost to you, we'll remove the solar panels from your home.

2. Renew the agreement

Renew the agreement and continue purchasing solar power from your roof. The new price for your solar power will be 10% less than the utility's lowest rate at that time.

3. Buy out the system

We can't legally give you the panels for free but we can give you a small, set buyout price. It's usually a few thousand dollars, which won't be much 18 years from now.

What happens if I move before the end of the agreement?

SunRun's solar solutions are designed to be flexible and to maximize your home's resale price. Many homeowners choose SunRun because they know they're going to move and plan to use SunRun's Full System Management as an additional selling benefit. When you move, you have 3 options:

1. Transfer the agreement at no charge

SunRun continues to provide Full System Management. If you're a SunRun Power Plan customer, the new homeowner starts paying for solar electricity where you left off. So, you share some of the cost of solar with the new homeowner.

2. Pay out the electricity remaining in the 18-year contract (applies to Power Plan only)

SunRun continues to provide Full System Management and the new homeowner enjoys free solar electricity.

3. Purchase the system

The new homeowner will own the system along with the house but won't receive Full System Management. Your agreement indicates the buyout price for specific years.

What if the new homeowner doesn't want SunRun?

It's important to note that homebuilders are discovering that solar homes sell faster and for higher prices than those without. If the new homeowner really didn't want to save money on electricity, you could buy out the system from SunRun and have the system removed. You'd be no worse off than if you had purchased the system outright initially.

Why should I go solar today when technology and pricing may change in the future?

Unlike computers, home solar technology has changed very little in recent decades. Some companies are pioneering "thin film" technology which is less expensive to produce. But, these panels are low density and most homes do not have the space to fit the additional panels required to produce the same amount of electricity. Continually increasing utility rates and decreasing rebates means that homeowners should go solar now for the best immediate and long-term savings.

Why is SunRun a safe place to invest my money?

Solar is a low risk investment that will save you money on your electricity bill. Most homeowners will earn double digit returns - much more than they could earn in the stock market and with much less risk. Because of our Full System Management, your solar investment is even less risky with SunRun; there will be no additional maintenance or repair costs.

Does SunRun get the benefits of selling power back to the utility?

No. When your system produces more energy than your home is using, you - not SunRun - get credits from the utility company. This relationship between you and the utility is the same whether you go solar with SunRun or another company.

Does SunRun put a lien on my home?

Absolutely not. We won't put any lien, mortgage, or deed on the solar system or assessed against your property. This is specified in the SunRun Agreement.

How do I know that SunRun will take care of my system?

Your payments to SunRun are based entirely on the power your system produces. This means you pay only for what you get and everything you pay to SunRun is fully refundable. If your panels make less than we promise, we'll refund you for every unit of power you don't get. Your refund amount is specified in your agreement and increases over time to account for inflation. We pay refunds annually starting in your 3rd year as a customer.

How is SunRun's Full System Management different than an installer or manufacturer warranty?

SunRun offers an 13 year extension over the typical 5 year workmanship warranty from an installer. Unlike the manufacturers' warranties for individual system components, SunRun offers full insurance and maintenance coverage on the system as a whole. If something goes wrong, SunRun is responsible for chasing claims, orchestrating logistics, and fixing the problem.



"We cut our electric bill in half this year and got a big return on our investment. And SunRun just takes care of everything with our system. What's not to like?"
- Jim & Carol, Napa, CA