

TOP 10 QUESTIONS TO ASK Before You Go Solar

SOLAR PANELS ARE A GREAT WAY FOR HOMEOWNERS TO REDUCE RELIANCE ON THEIR POWER COMPANY. Prices continue to fall on equipment and incentives from the state and federal governments have never been better. Unfortunately, there are some bad actors in the solar industry, so it's really important homeowners ask good questions before making a decision to move forward. Here is a list of questions True South Solar recommends asking a solar salesperson.

1. Will your company be installing the solar panels?

Some companies just sell solar, while installations are made by another company. If that is the case, do research on the installation company. This is important for both a quality installation and ensuring long-term warranty support.

2. What type of loan are you offering?

It's important that you understand the terms of the loan (i.e., interest rate, loan term, monthly payment). There may be a lender fee (or "dealer fee") included in your loan. Find out how much it is, and if there are loan options that do not have a dealer fee, which would be better for you if you plan to pay off the loan early. Ask about a cash discount. The difference is usually the amount of the dealer fee.

3. Am I really eligible for incentives or tax credits that the salesperson told me about?

The 30% federal Investment Tax Credit (ITC) is great, but it only helps if you have federal tax liability. Retirees may not benefit from the ITC. Find out if the company is an Energy Trust of Oregon (ETO) Trade Ally. If so, they can help you apply for generous ETO incentives.

4. How many kilowatt-hours per month would this system produce on average? How does this compare to my current energy usage?

Your solar installer should take into account all of your energy usage and size your solar system to match your energy use.





5. How can I make sure that I am not buying more solar panels than I need? What is the cost per watt of this solar installation?

The average cost for a residential solar electric system in Oregon in 2024 is about \$4.25/watt.

6. What is my monthly payment? Does it include all costs and fees?

Some solar proposals assume you will give the finance company the money you get back from the federal government from the ITC tax credit. You need to be prepared to do so, so you are not surprised.

7. Can I get out of a solar contract after I sign?

Oregon law requires contractors to give 3 days after signing to back out of a contract.

8. Are there prepayment fees, early termination fees, or other charges with my financing?

Get everything in writing and read it all before you sign anything. Be aware of pushy salespeople pressuring you to sign right away.

9. Will you be servicing my system should a problem arise?

A service department is the mark of a quality solar installation company, ready and able to stand behind its work and help out should a problem arise.

10. When can I expect the installation to occur?

The installation company should be able to give you a realistic time window for installing a system for you.

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So there you go! Being informed is crucial when making a big decision like going solar. When you ask a salesperson questions like these, you should gain a better understanding of what the company will do for you. If you want a second opinion, feel free to call us at (541) 203-0525, or go to truesouthsolar.net/contact/. We can review a quote from any company and advise you. At True South Solar, we don't believe in pushy sales tactics. We're all about honesty and ridiculously great service. Thank you for considering going solar. It's a great choice, as long as you find the right partner to get you there.

Additional Resources

- [How to avoid solar scams that overpromise, underdeliver:](#) *Energy Trust of Oregon*
- [Thinking about rooftop solar? 4 things to consider and how to protect yourself:](#) *National Public Radio*
- [How Solar Sales Bros Threaten the Green Energy Transition:](#) *Time Magazine*

