What will your solar be worth when you sell?

How Rob Madden brings the evidence together to support your home's value.



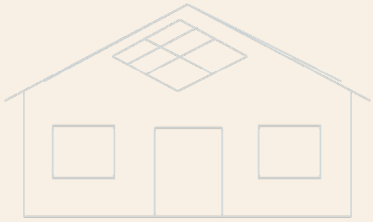
Inside: the preparation I bring to your solar-home sale. →

ROB MADDEN
REALTOR

HOMESMART
ELITE

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The value is in the details.



When you hire me, I connect the home, the solar system, and the market evidence. That work helps buyers understand what they are getting and helps the property receive informed consideration.

01 What the system delivers.

I review available production history, utility bills, equipment details, and system age. I separate documented performance from assumptions.

02 What the buyer receives.

I clarify the ownership and financing story, remaining obligations, and the proposed terms of the sale. Paid-off, financed, leased, and prepaid systems can present very different facts.

03 What the market supports.

I study relevant sales and current competition, considering condition, improvements, location, and the solar arrangement. An installation cost or loan balance is not a measure of resale value.



Your home deserves a strategy that understands the solar.

Rob Madden | Associate Broker, HomeSmart

32+ years in real estate / EcoBroker / NAR GREEN
BPI Building Analyst and Healthy Home Evaluator training

The preparation behind the price.

My job is to make relevant facts easier to understand, review, and address throughout your transaction.

01 I clarify the solar story early.

I review available agreements and financing records, identify unanswered questions, and coordinate needed confirmations before those details become a closing concern.

02 I connect the evidence to the home.

I bring together the system records, relevant improvements, and supported comparable information. I explain material differences that a simple "has solar" description can miss.

03 I prepare support for the appraisal.

I organize property and solar information for review through appropriate transaction channels. I help ensure factual questions reach the right parties and identify what still needs confirmation.

04 I stay engaged when questions arise.

I coordinate with the buyer's agent, lender, provider, and escrow team as needed. If appraisal concerns arise, I help assess the facts and options; any correction or reconsideration follows the lender's process.

The value is in the judgment.

Knowing which facts matter, how they connect, and when they need attention is part of the representation I bring to your sale.

Solar value. Loan rules.

Ownership comes first. The buyer's mortgage program also shapes the appraisal and lending review.

FANNIE MAE / CONVENTIONAL

Owned solar needs market support. Third-party leased/PPA panels are excluded from appraised value. Separately financed systems require lender review of collateral and repossession rights; some must be excluded.

FREDDIE MAC / CONVENTIONAL

Leased/PPA panels are excluded. Financed panels are excluded if the creditor may repossess them. Owned systems require analysis of value and marketability; agreement and title details still matter.

FHA / HUD HANDBOOK 4000.1

Local market acceptance matters. Leased/PPA equipment and systems outside the real estate are excluded from appraised value. The lender reviews ownership, debt, title, and restrictions on transferring the home.

VA / LENDERS HANDBOOK

The appraiser analyzes market acceptance. Leased equipment, including PPA solar, receives no appraisal value and must be identified. Potential effects of removal also matter. Confirm owned/financed-system requirements with the lender.

Let's build your solar-home selling strategy.

Call Rob Madden (480) 888-1234 | SolarHomeBroker.com

Reviewed Nov. 8, 2026. Sources: Fannie Mae B2-3-04/B4-1.3-05; Freddie Mac 5601.4; HUD 4000.1; VA Chapter 12, Topics 24-25. Confirm applicable requirements with the lender. Excluding leased panels does not alone make a home ineligible for financing. Prepayment does not establish ownership. The appraiser independently determines value; no value or closing result is guaranteed. Full guidance and source links: SolarHomeBroker.com/solar-home-appraisal-preparation-phoenix/