




MAKE THE SMART INVESTMENT

Home Rental: With a home rental, you have monthly expenses like property taxes, mortgage payments, maintenance, and potential vacancies. However, you also have rental income coming in. In this example, your monthly cash flow is \$250, which translates to a 16.67% monthly ROI.

Rooftop Solar: With rooftop solar, your monthly expense is the loan payment. However, you offset this expense by the savings on your electricity bill due to the energy generated by the solar panels. In this example, your monthly cash flow starts at \$50 (savings on electricity bill - loan payment), which translates to a 25% monthly ROI.

Not having solar is like making the investment and not getting a return!

Feature	Home Rental	Solar Panel (No Upfront)
Initial Investment	\$404,300 (20% down payment)	\$0
Annual Growth Rate	3.7% (Arizona average rent increase over past 10 years)	5.3% Annual % Increase of Utility bill
Monthly Cash Flow	Starts at \$250, grows to \$375.53 over 8 years	Starts at \$50, grows to \$83.12 over 8 years
Monthly ROI	Starts at 16.67%, grows to 25.82% over 8 years	Starts at 25%, grows to 41.56% over 8 years
Additional Benefits	Rental income diversification	Equity building, property value increase, reduced utility bills, energy independence

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Key Takeaways:

Rooftop solar offers a higher monthly ROI in this example. While the initial investment for rooftop solar is lower than a home rental property, the ongoing costs are also significantly lower. Additionally, the potential for government incentives and net billing can further improve the financial viability of a solar investment.