EnergySage Solar Marketplace

Intel Report

2021

energysage

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Thoughts from the CEO & Founder

We are excited to share with you our fourteenth semiannual Solar Marketplace Intel Report™ covering the twelve month period from January 2021 through December 2021. A couple of new dynamics emerged in both the solar and storage industries throughout the second half of 2021, impacting solar pricing and consumer preferences for storage. In this report, we review trends in pricing, equipment preference, and Marketplace share data for the residential Solar and Storage Marketplaces on EnergySage.

Here are some of our top findings from our fourteenth Intel Report™:

Vikram Aggarwal

CEO & Founder

EnergySage

For the first time, solar prices on EnergySage increased slightly

Following seven years of consistently decreasing solar prices, solar quotes on EnergySage increased by 0.4 percent between the first and second halves of 2021, from $2.67/W to $2.68/W.

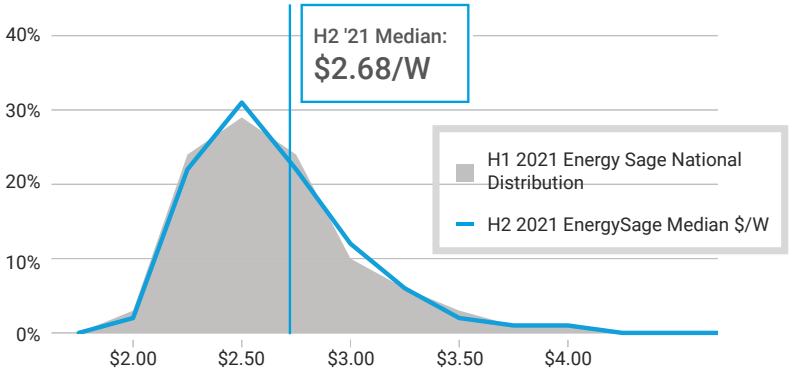
Equipment market share varies widely at the state level

In 27 out of the 37 markets where EnergySage operates, solar shoppers received quotes including 10 or more different equipment pairings in the second half of 2021, indicating significant competition and customer choice for equipment on EnergySage. Silfab remains the most quoted panel brand in the most states, while Enphase remains the most quoted inverter brand in the most states.

Financial savings appear to be the largest driver of storage interest

70% of all EnergySage solar shoppers request storage quotes when they register. In a shift from previous Intel Reports, financial savings overtook emergency backup power and resilience as the primary driver of storage interest in the second half of 2021.

EnergySage Marketplace National Price Distribution, H1 2021



There are many more insights contained within the data in this report. We invite you to start a conversation with us about your key takeaways and/or any ideas for future reports.

Sincerely,

Vikram Aggarwal

Vikram Aggarwal | CEO & Founder
EnergySage

National summary: solar pricing trends

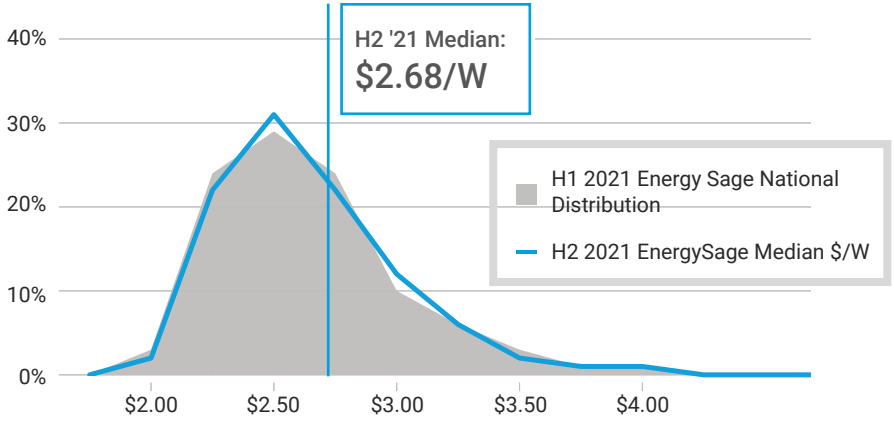
EnergySage is the leading online comparison-shopping marketplace for solar, facilitating and serving custom solar quotes to shoppers from local, vetted solar companies in 37 states and Washington DC. We analyzed quotes submitted by solar companies to shoppers in the Marketplace throughout 2021. **For the first time, the median quoted solar price on EnergySage increased between the first and second half of 2021 from $2.67 to $2.68 per Watt ($/W).**

Quoted solar prices increased over a six month period for the first time since EnergySage began tracking prices in 2014.

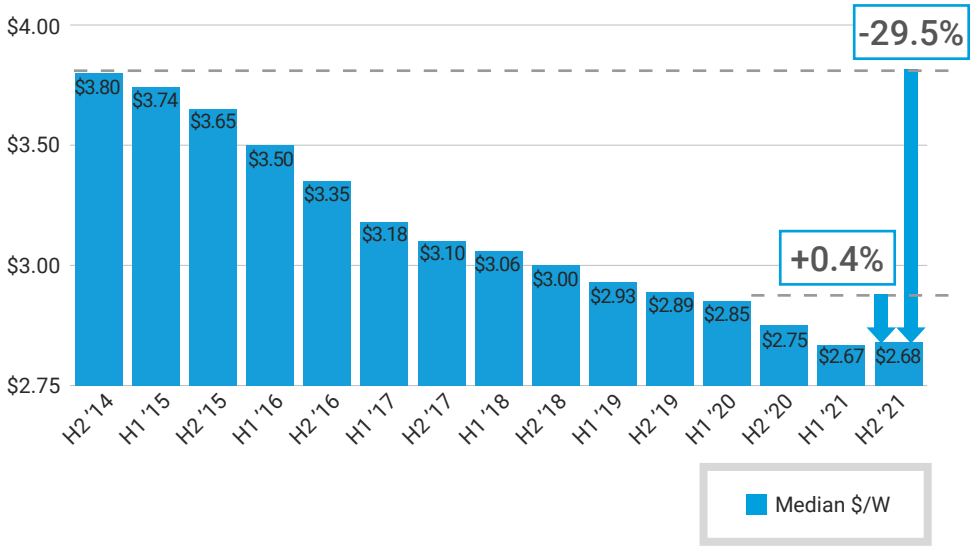
Solar prices increased by 0.4% in H2 2021

For over seven years, the quoted price of solar has decreased on EnergySage across every six month period, a trend that reversed between H1 and H2 2021: quoted solar prices on EnergySage increased slightly (0.4%) to $2.68/W in the second half of the year. However, the distribution of solar quotes remained reasonably consistent between the two six-month periods. The average quoted system size on EnergySage remained steady at 10.3 kilowatts (kW) in H1 2021.

EnergySage Marketplace National Price Distribution, H1 2021



Gross Cost Per Watt, by Half Year



	Avg. Payback Period	Avg. Size of Quoted System
H1 '21	8.8 years	10.2 kW
H2 '21	8.7 years	10.3 kW

NOTE: Data have been revised to remove outliers in user-provided data.

National summary: storage pricing trends

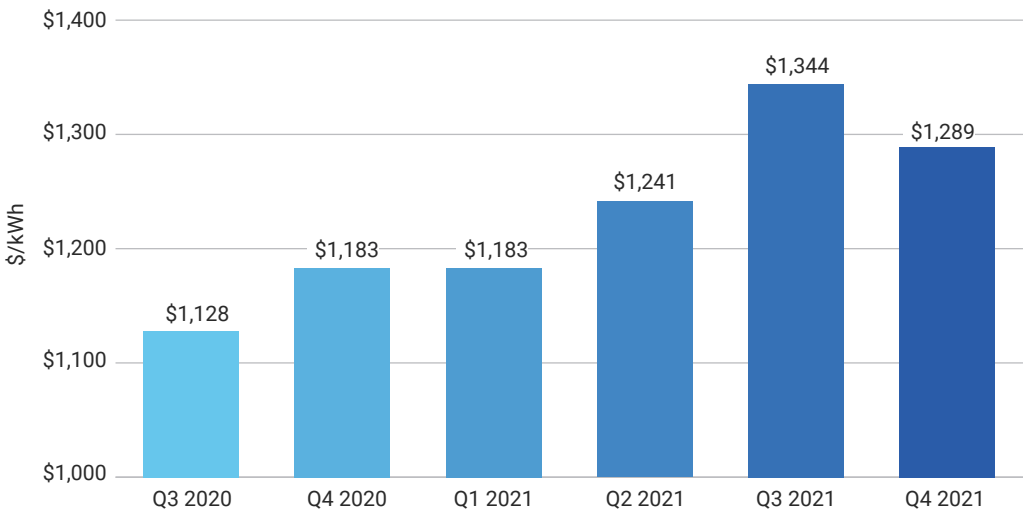
In addition to information on solar panel system quotes, EnergySage also captures data about the energy storage solutions provided in quotes to homeowners through our Marketplace, including consumer preferences for storage (how many consumers are asking for storage quotes, including geographic data and consumer rationale) battery equipment information (brand, model, power rating and usable capacity), and pricing information (gross cost and cost per kilowatt-hour, $/kWh).

Quoted storage prices **increased 5%** in H2 2021, with prices increasing in eight of the 10 major storage markets.

Storage prices increased in most major markets

Nationwide, the installed cost of energy storage quoted on EnergySage increased 5% between H1 and H2 2021 to $1,289 per kWh stored. At the state level, quoted storage prices increased in eight of the top 10 storage markets between the first and second half of the year. Most storage shoppers receive a quote for a single battery with either 10 or 13 kWh of storage capacity, meaning the median installed cost of a battery quote on EnergySage stood at $13,000 in the second half of the year nationwide, and ranged from $11,000 to $17,000 installed from state to state.

Median storage pricing by quarter, $/kWh



Top Storage Markets	$/kWh storage pricing			System sizing (kWh)		
	H1 2021	H2 2021	Delta	H1 2021	H2 2021	Delta
CA	$1,140	$1,289	↑	13.3	10.1	↓
TX	$1,425	$1,265	↓	10.1	10.1	–
MA	$1,290	$1,482	↑	11.4	10.1	↓
FL	$1,237	$1,206	↓	10.1	10.1	–
PA	$1,241	$1,379	↑	10.1	10.1	–
AZ	$1,219	$1,240	↑	11.4	10.1	↓
NC	$1,188	$1,158	↑	13.3	13.3	–
CO	$938	$1,091	↑	10.1	10.1	–
VA	$1,183	$1,389	↑	10.1	10.1	–
GA	$1,465	$1,322	↓	10.1	10.1	–

Storage pricing and marketplace share

The storage market in the US is a rapidly evolving industry. Between supply constraints and shortages, as well as shifting consumer and installer demands, market dynamics continue to shift quarter-to-quarter. Tracking EnergySage Marketplace share is a useful way to benchmark both consumer and installer preferences as residential storage installations increase.

ENPHASE

LG

TESLA

Nearly **half** of all storage quotes include Enphase batteries; LG Energy Solution and Tesla each account for a fifth of quotes.

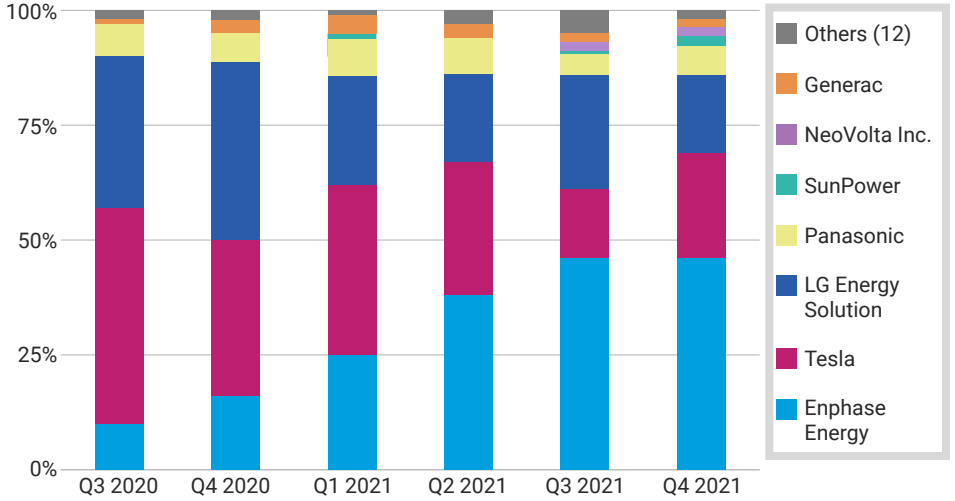
Enphase increased storage quote market share on EnergySage during 2021

In the second half of 2021, 22 different battery brands were quoted at least once on EnergySage; the three most quoted options–Enphase, LG Energy Solution and Tesla–accounted for 86% of all quotes submitted during those six months.

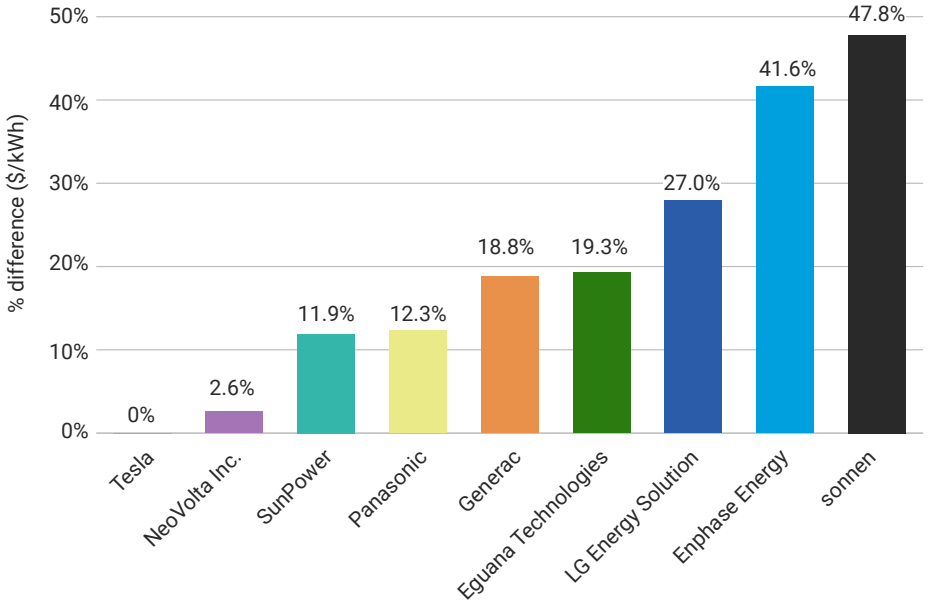
Tesla remains least expensive of most quoted options; lower cost options exist

Of the battery brands that accounted for at least 1% of storage quotes on EnergySage in H2 2021, Tesla remains the lowest cost option on a $/kWh stored basis. However, a half dozen other brands of batteries were quoted below the $1,000 per kWh stored threshold in H2 2021, albeit at a lower quote volume: Homegrid Energy, BYD Battery Box, Growatt, Tigo Energy, Fortress Power and Q CELLS.

Storage marketplace share by quarter



Percent difference from least expensive option



NOTE: Data have been revised to remove outliers in user-provided data.

Consumer preference regarding storage

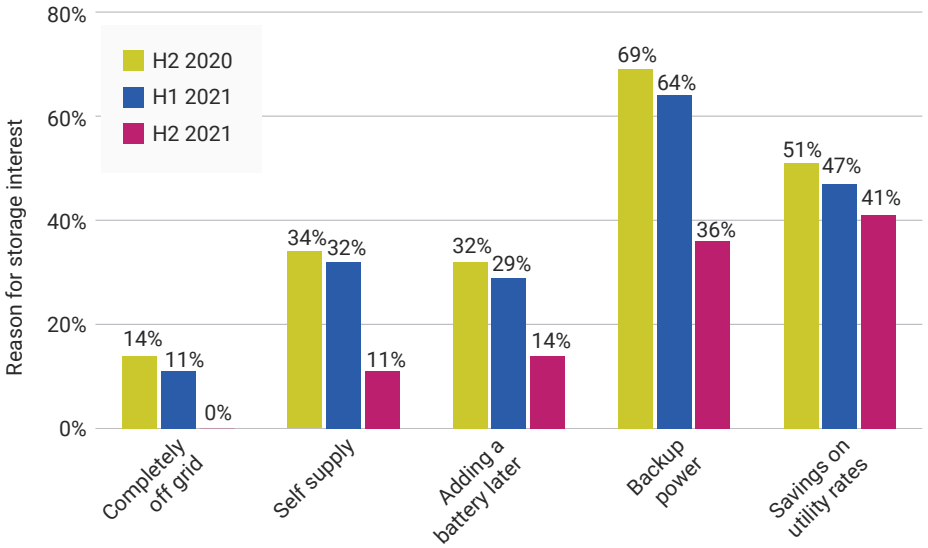
Consumer interest in energy storage remains high on EnergySage: the percent of EnergySage customers requesting storage quotes hovered around 70% in 11 out of 12 months in 2021. In fact, interest in storage quotes has translated to higher attachment rates on solar projects sold through EnergySage: 13% of residential systems installed through EnergySage included energy storage in 2021, up from 9% in the second half of 2020.

Financial savings overtook resiliency as the primary driver for interest in receiving storage quotes.

Financial savings appear to be the largest driver of storage interest

Prior to June 2021, solar shoppers requesting storage quotes through EnergySage were allowed to select multiple options when asked why they were interested in storage; in June, EnergySage adjusted the question to require only a single answer. When consumers could select multiple reasons for their storage interest, emergency backup power was the most frequently selected option. However, once consumers could only select a single reason for their storage interest, financial savings overtook resiliency as the primary driver for interest in receiving storage quotes.

Why are consumers interested in storage?



Completely off grid
a system for people who want to be completely disconnected from the grid

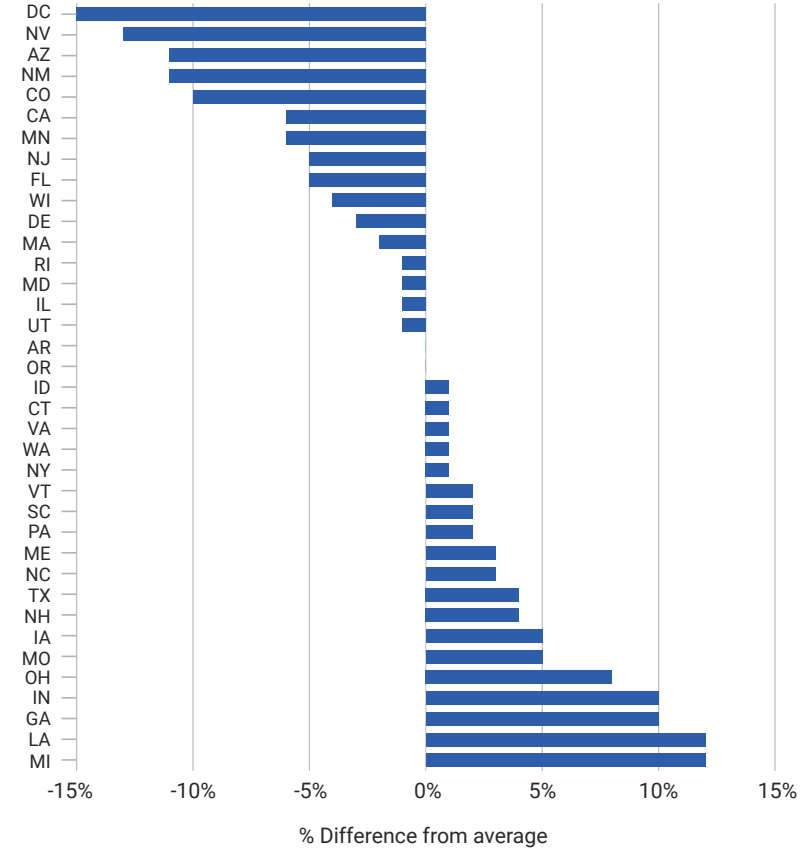
Self supply
maximize the amount of solar production that is consumed on-site instead of exported to the grid

Savings on utility rates
financially driven decision to save on time varying rates or demand charges

Adding a battery later
a 'future proof' solar PV system that can easily integrate a battery down the line

Backup power
resiliency in the face of outages on the grid

Percent difference in storage interest from national average



Price distribution for residential solar in select states

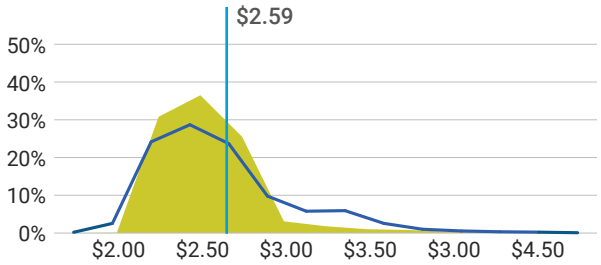
To provide a sense of market dynamics in different states and regions, EnergySage analyzed Marketplace quote data for the second half of 2021 for the 10 states with the most cumulative solar electric capacity, according to the Solar Energy Industries Association (SEIA).

California, the largest solar state, displayed a similar price distribution to the national distribution.

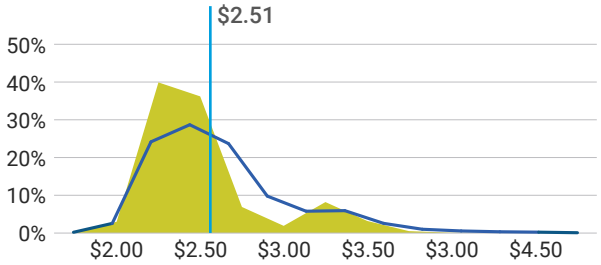
States 1-5: List of top five states remains the same; these states display lower prices than the national median

For the second half-year in a row, the list of the top five solar states remained the same and four of the five (excluding North Carolina) experienced median quoted prices on EnergySage below the national median price. California's distribution of solar prices was similar to the national distribution, with the vast majority of quotes (93%) falling between $2.25 and $3.00/W. Conversely, Texas, Florida, and Arizona all displayed solar pricing distributions below the national distribution: for each of these states, at least 79% of quotes were between $2.00 and $2.75/W.

1. California

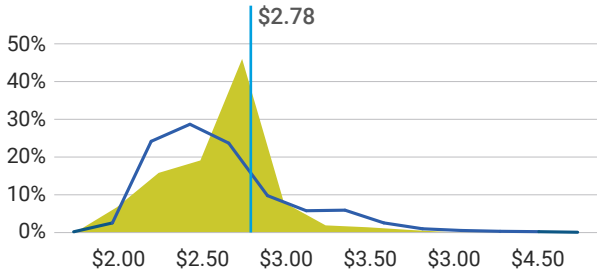


2. Texas

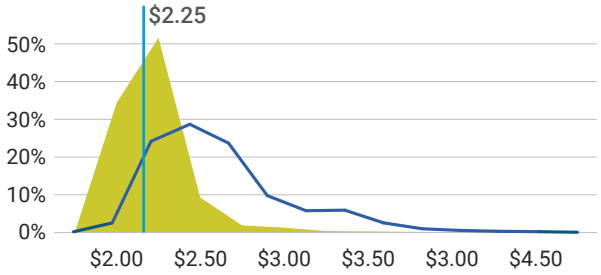


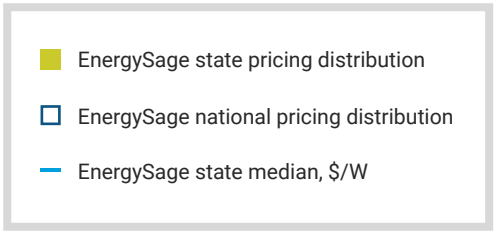
3. Florida

4. North Carolina



5. Arizona





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Price distribution for residential solar in select states

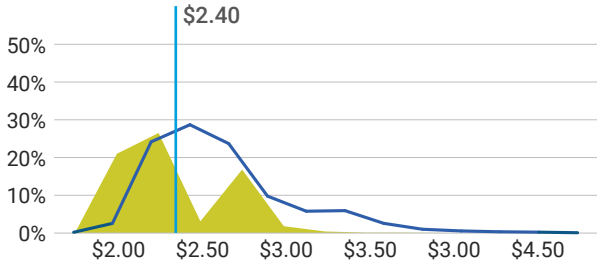
To provide a sense of market dynamics in different states and regions, EnergySage analyzed Marketplace quote data for the second half of 2021 for the top 10 states with the most cumulative solar electric capacity, according to SEIA.

East Coast states continue to dominate the seventh through tenth spots for cumulative solar electric capacity despite higher solar prices.

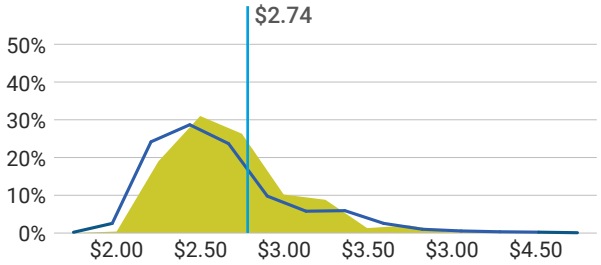
States 6-10: High prices remain in some top solar states

With the exception of Nevada, the sixth through tenth solar markets–all located in the East Coast–saw median quoted prices above the national median price in the second half of 2021. Similar to California, New Jersey's distribution aligned closely with the national distribution, with the majority (76%) of quotes between $2.25 and $3.00/W. Following the implementation of the Virginia Clean Economy Act, Virginia replaced New York as one of the top ten solar states and experienced significantly lower solar prices: $2.77/W compared to $3.08/W in New York. Massachusetts, Virginia, and Georgia all had distributions above the national distribution, with at least 73% of quotes between $2.50 and $3.25.

6. Nevada

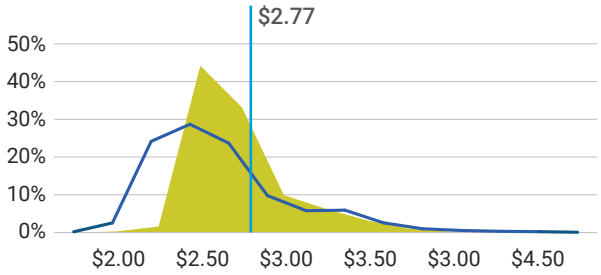


7. New Jersey

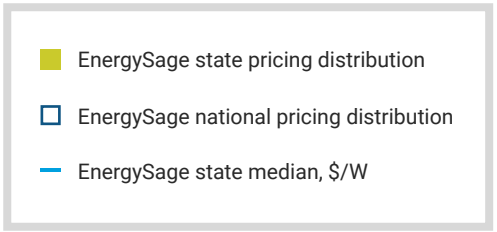


8. Massachusetts

9. Virginia



10. Georgia



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EnergySage solutions for utilities

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energysage.com/partners/utilities

We tailor our digital tools for utility customer experiences

- Educational Content
- Solar Cost Calculator
- Comparison-Shopping Marketplaces (Rooftop and Community Solar)

Utilities benefit from stronger customer engagement

- Deliver an integrated experience
- Deepen customer relationships
- Facilitate consumer protection

Featured utility partnership

2020 Best Practices Awards — SMART ENERGY CONSUMER COLLABORATIVE

nationalgrid

"In this partnership with EnergySage we were able to stand up a portal to bring the ecosystem together and that's where the utility became a true, trusted advisor."

- Gregory Knight, Chief Customer Officer
National Grid

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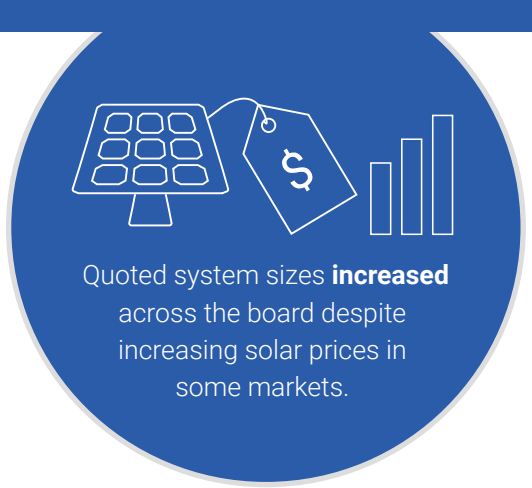
Solar system characteristics in select states

Solar installers customize every quote for solar shoppers on EnergySage, meaning that solar panel system characteristics will vary from quote to quote. In general, higher average monthly electricity usage in a state correlates with larger quoted system sizes on EnergySage, as solar installers design systems to cover over 90% of a customer's usage in nine of the top 10 solar markets.



Higher prices correlate with lower usage offsets

In the second half of 2021, the average quoted system size increased for seven of the top 10 solar states and only decreased in one market (Florida). Meanwhile, the median quoted price increased in four of the top 10 solar states. The states with the two highest median quoted prices (Massachusetts and Georgia, respectively) also saw the lowest percent offset of consumers' usage (90% and 80%, respectively), while quotes in all states with prices below the national median offset more than 95% of usage, on average.

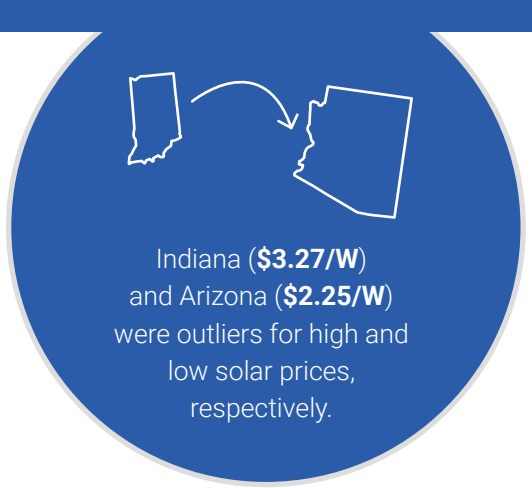
State System Characteristics: Quoted System Size (kW) and Usage Offset (%)

States	Overall Solar Rank	System Size (kW)			Usage Offset (%)	Median $/W			Average Monthly Consumption (kWh)	Avg Elec Rate Jan 2021 (c/kWh)
		H1 2021	H2 2022	Delta	H2 2021	H1 2021	H2 2021	Delta		
California	SEIA #1	8.1	8.5	↑	104%	$2.55	$2.59	↑	448	22.00
Texas	SEIA #2	12.5	12.8	↑	96%	$2.57	$2.51	↓	1,068	12.56
Florida	SEIA #3	13.2	13.1	↓	97%	$2.40	$2.40	–	1,151	12.21
North Carolina	SEIA #4	11.8	12.3	↑	93%	$2.90	$2.78	↓	841	12.29
Arizona	SEIA #5	10.6	11.0	↑	96%	$2.25	$2.25	–	842	12.83
Nevada	SEIA #6	10.4	11.0	↑	99%	$2.30	$2.40	↑	670	12.58
New Jersey	SEIA #7	11.7	12.1	↑	95%	$2.58	$2.74	↑	513	16.20
Massachusetts	SEIA #8	9.2	9.2	–	90%	$2.94	$3.00	↑	514	22.59
Virginia	SEIA #9	12.8	13.2	↑	92%	$2.87	$2.77	↓	830	12.58
Georgia	SEIA #10	10.8	10.8	–	80%	$2.97	$2.97	–	917	12.93

Average state monthly consumption and price data from the Energy Information Administration (EIA)
NOTE: Data have been revised to remove outliers in user-provided data.

State residential solar cost: difference from EnergySage national average

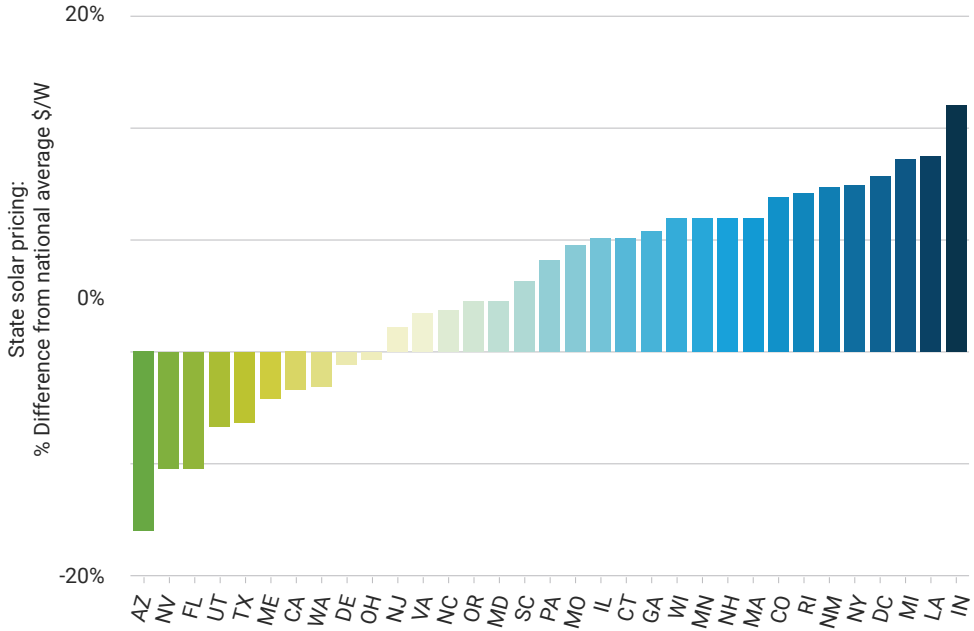
For the third half-year in a row, Arizona saw the lowest median quoted solar costs on EnergySage at $2.25. In the second half of 2021, Indiana overtook Colorado for the highest median cost at $3.27/W (compared to $3.05 in Colorado, a significant decrease from H1 2021). While the lowest median price stayed the same between H1 2021 and H2 2021, the highest median price increased by $0.12.



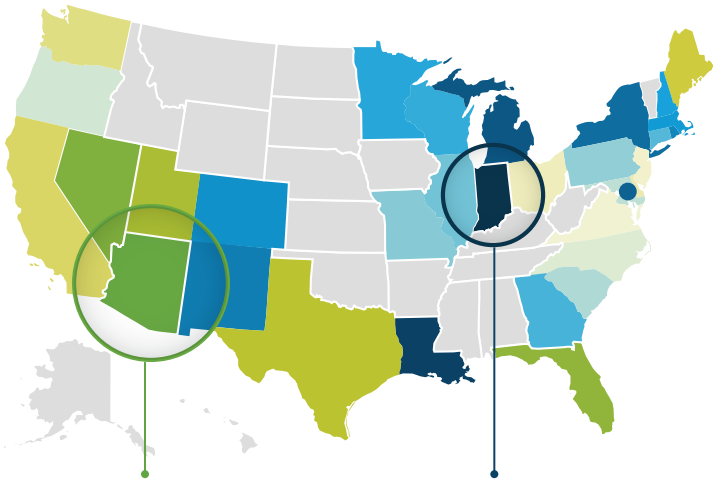
Solar prices are low in the West; high in the Midwest

Generally, solar prices tend to remain low in the West, which was displayed in the second half of 2021. In past Intel Reports, the East has seen some of the highest prices; however, in H2 2021, the East experienced relatively moderate prices in solar quotes on EnergySage, while states in the Midwest witnessed high solar prices. The majority (73%) of median state prices fell within 10% of the national median, but one state (Indiana) had a median price that was over 20% higher than the national median. Both Indiana and Arizona represented outliers for pricing: the next highest state below Indiana was Louisiana at $3.15/W ($0.12 below Indiana) and the next lowest state above Arizona was Nevada at $2.40/W ($0.15 above Arizona).

State Pricing Difference from EnergySage National Median



$2.68 per Watt
ENERGYSAGE NATIONAL MEDIAN



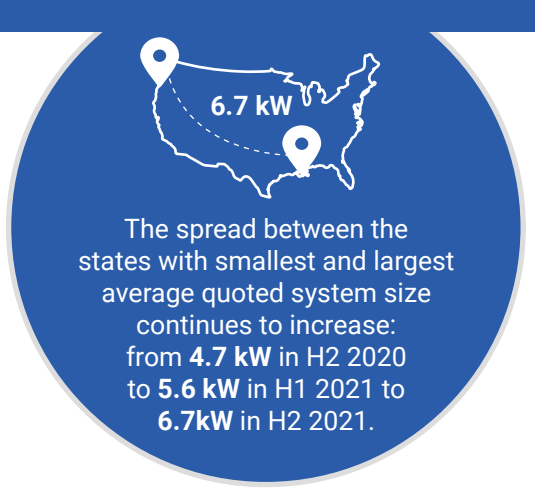
$2.25 per Watt
LOWEST PRICE

$3.27 per Watt
HIGHEST PRICE

NOTE: Data have been revised to remove outliers in user-provided data.

State system sizes: difference from Energysage national average

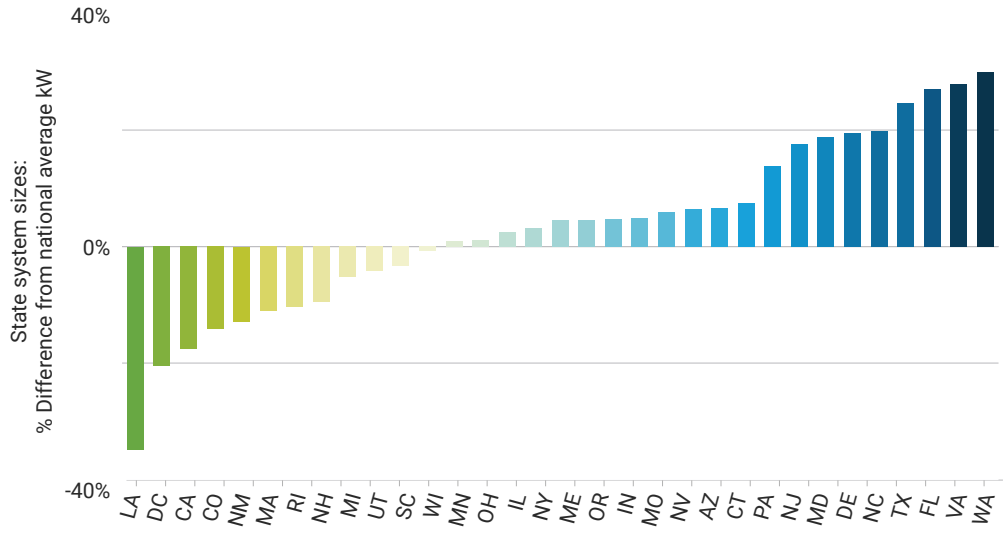
Across the country, average quoted system sizes ranged from a minimum of 6.7 kW in Louisiana to a maximum of 13.4 kW in the state of Washington. Of the states analyzed, half were within one kW of the national average for the second half-year in a row.

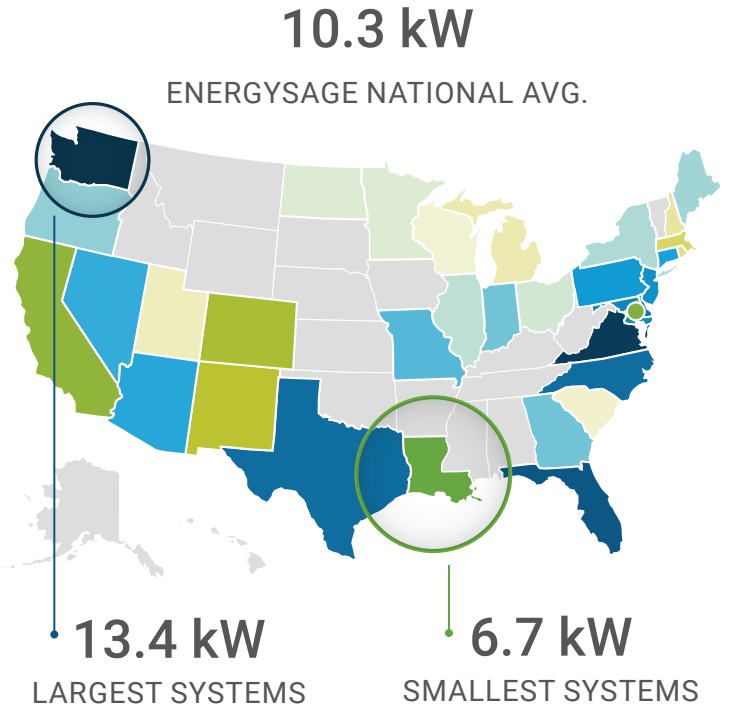


System sizes do not display a strong geographic pattern

Generally, system sizes were not clustered geographically: average system sizes were relatively moderate throughout the West, East, and Midwest, with some extreme examples of both high and low system sizes in states in the South, Southeast, and Northwest. In contrast with H1 2021, quoted system size also did not appear to be correlated with average monthly electricity consumption at the state level. Washington had the highest average system size for the second half-year in a row but its monthly consumption was relatively moderate at 825 kilowatt hours (kWh). Meanwhile, Louisiana had the lowest average system size but the second highest average monthly consumption at 1,099 kWh (just behind Florida); Louisiana experienced the second highest median price at $3.15/W (just behind Indiana).

State System Size Difference from EnergySage National Average





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Marketplace share: equipment

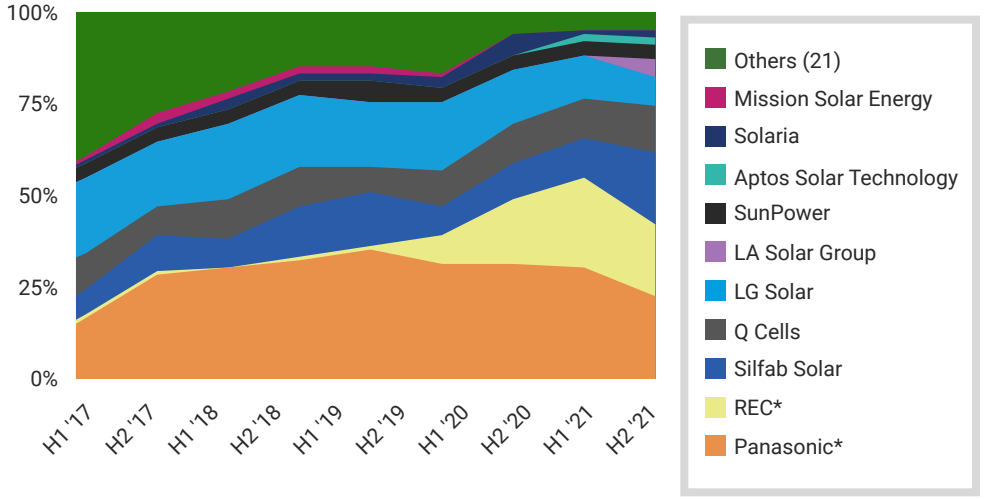
EnergySage Marketplace share data are pulled from quotes provided by solar installers to consumers on the EnergySage online platform. As a result, marketplace share is indicative of consumer preference and the resultant sales behavior of small-to-midsize solar installers; it is also an indicator of equipment availability in light of supply chain constraints. Three solar panel brands and two inverter companies dominated Solar Marketplace share in the second half of 2021.

The three solar panel brands with the largest marketplace share of quotes in the first half of 2021 each **declined in marketplace share** in H2 2021.

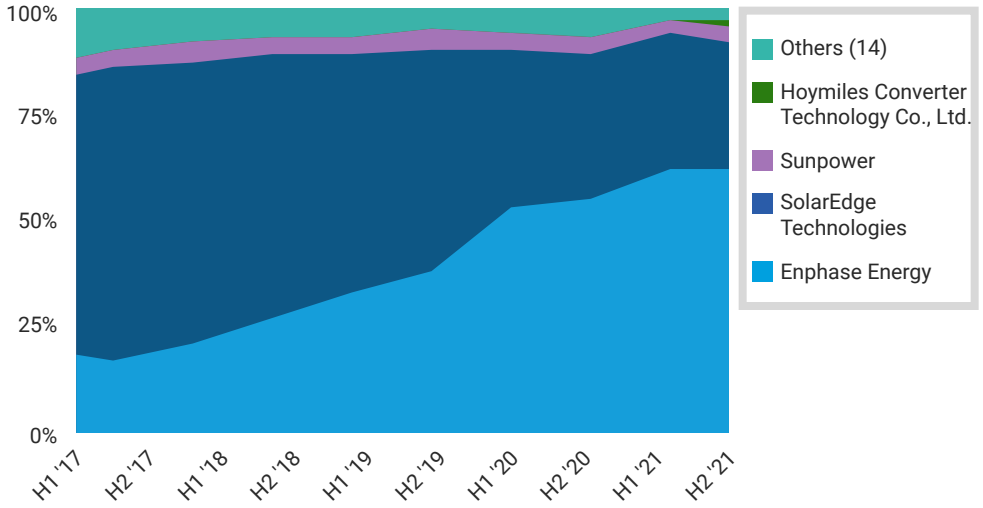
Marketplace shares shift among solar panel brands

The top three solar panel brands in H1 2021 (Panasonic, REC, and LG Solar) all declined in Marketplace share in H2 2021, while Silfab Solar overtook LG Solar and tied REC for the second highest Marketplace share. On the inverter front, Enphase maintained its growth on EnergySage, while SolarEdge lost some Marketplace share, dropping from 32% in H1 2021 to 29% in H2 2021.

Top Panel Brands



Top Inverter Brands



*Rebate offered. All solar panel manufacturers are eligible to offer a rebate to consumers via the EnergySage Marketplace.

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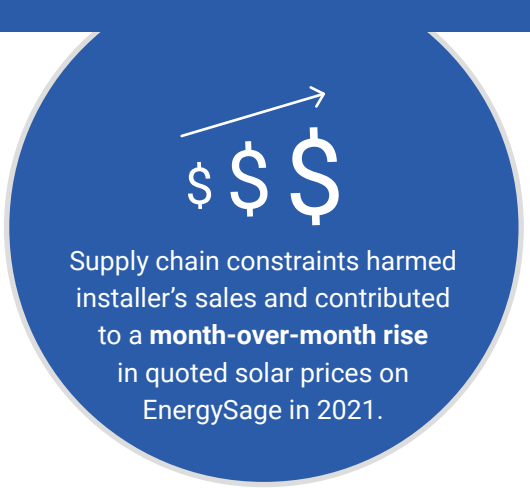
Supply Chain

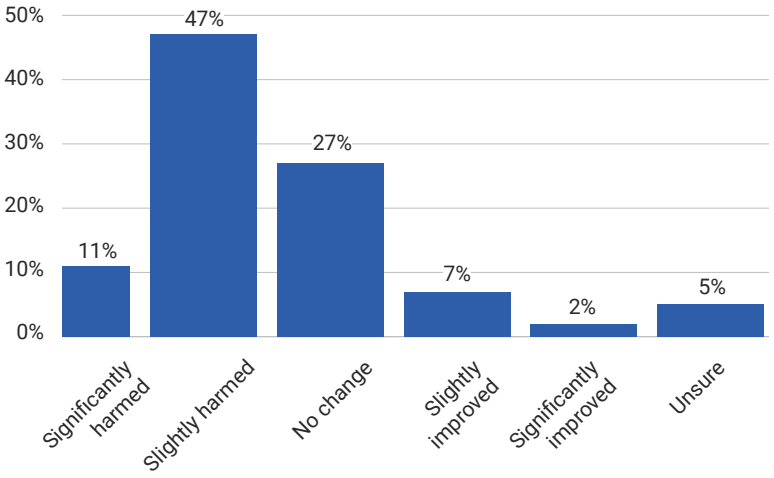
Supply chain constraints impacted many industries as a consequence of the COVID-19 pandemic. In summer 2021, supply constraints in the solar industry escalated, delaying some installations as installers waited on equipment. Early results from EnergySage's annual Installer Survey indicate that Marketplace installers have felt the effects of supply chain constraints in multiple ways.



Solar businesses harmed by supply chain constraints

Over half of installers (58%) who responded early to the EnergySage Installer Survey reported that supply chain constraints have either slightly or significantly harmed their company's year-over-year change in sales. Monthly data from the EnergySage Marketplace suggest that these constraints contributed to the solar price hikes seen in the second half of 2021: the median quote price on EnergySage has steadily risen since August 2021. Solar panels and solar batteries seem to be the most affected by supply chain constraints: as will be discussed further in our forthcoming EnergySage Installer Survey, about two-thirds of installers indicated that availability of both equipment types has either slightly or significantly decreased.

How have supply chain constraints impacted your company's year-over-year change in sales?



Monthly Median &/Watt

Solar equipment characteristics

EnergySage analyzed the quoted cost per Watt by system size in H2 2021, as well as the wattage of panels quoted over the last four years. Quotes on EnergySage continue to demonstrate pricing efficiencies as system sizes increase, with each step in the kW system size accompanied by a 1% decrease in pricing on average. Meanwhile, the wattage of the most frequently quoted panels on EnergySage increased from 320-330 Watts in 2019 and earlier to 360-370 Watt panels in 2021.

↑kW = ↓$

On EnergySage, each one kW increase in quoted system sizes led to a **1.1% decrease** in pricing in H2 2021.

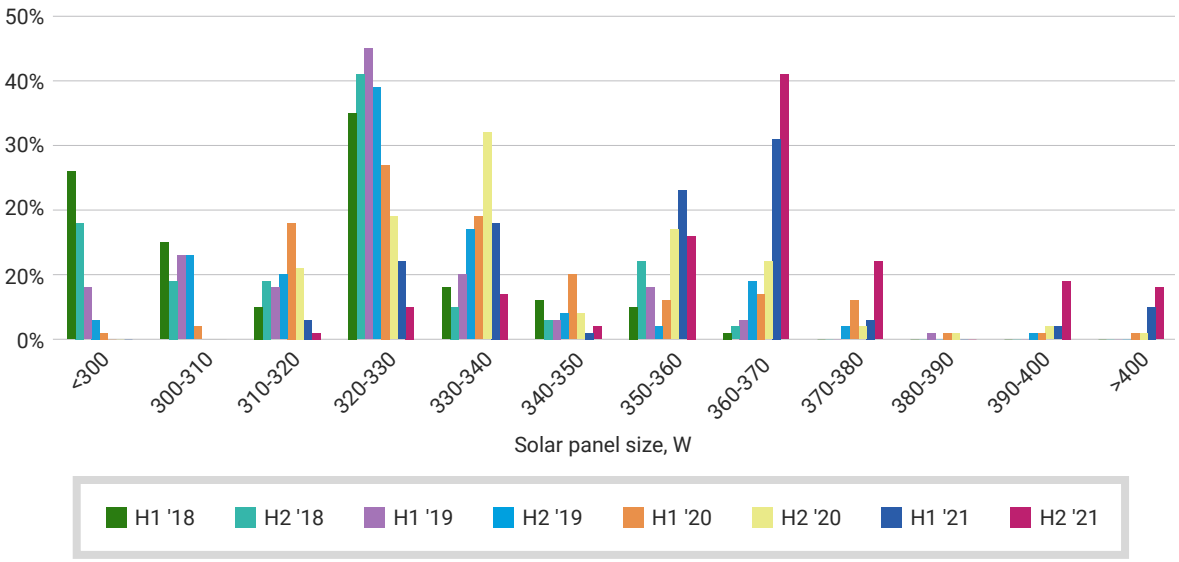
360-370 Watt panels remain the most quoted on EnergySage

During H2 2021, 6 of the 10 most frequently quoted solar panels on EnergySage were rated between 360 and 370 Watts, as panels in that wattage class accounted for just under three-fifths of all quotes. Interestingly, 400+ Watt panels accounted for 16% of all quotes in the second half of 2021, more than in any previous six month period on EnergySage.

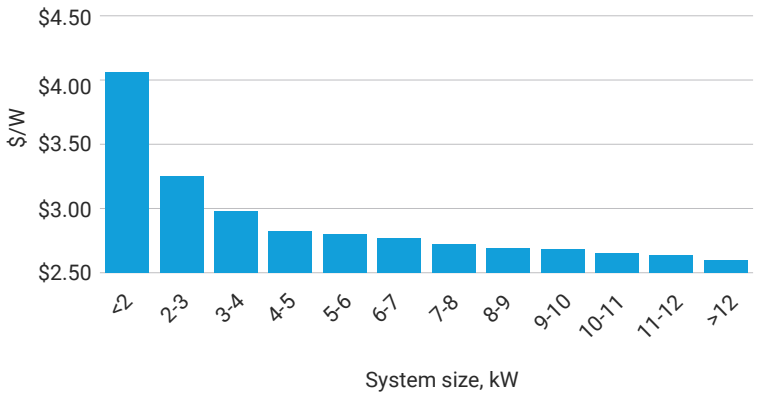
Larger system sizes continue to drive lower prices

As solar panel systems get larger, the price of an installation decreases on a dollar per Watt basis: in H2 2021, each one kW step in system sizes led to a 1.1% decrease in pricing. This is a slightly lower percent drop per kW block than observed in the most recent Tracking the Sun report, which found an average drop of 2.7% in installed price for each kW step in system sizes.

Percent of Quotes by Panel Size



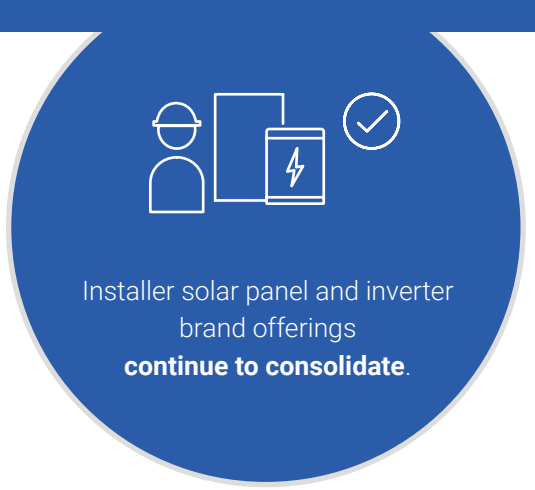
Solar Cost vs. System Size, $/W by kW



NOTE: Data have been revised to remove outliers in user-provided data.

Installer equipment offerings

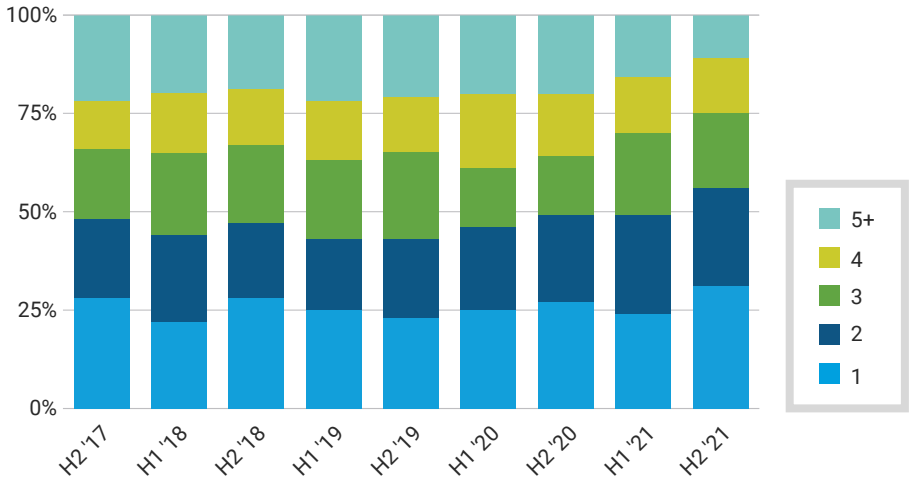
Tracking installer equipment offerings over time provides a useful metric for analyzing customer choice, installer brand loyalty, and supply chain availability. In the second half of 2021, over half of installers offered only one or two brands of solar panels, while almost half of installers offered only one brand of inverters.



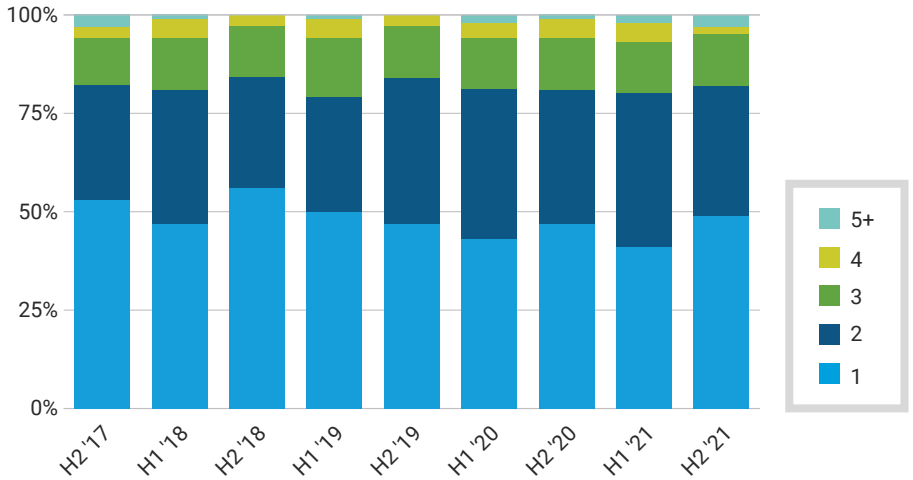
Quotes indicate installer equipment preferences (or availability)

For the first time over the past five years, the percentage of installers offering five or more solar panel brands dropped below 15%; over the same time period, the percentage of installers offering just one solar panel brand jumped to its highest point at over 30%. Installers' inverter brand loyalty has remained fairly consistent over the past five years, with the vast majority offering only one or two brands: less than 5% of installers offered four or more inverter brands in H2 2021.

Number of Panel Brands Offered



Number of Inverter Brands Offered



NOTE: Data have been revised to remove outliers in user-provided data.

Installer equipment pairings & price

EnergySage analyzed the comparative cost differences across the 10 panel and inverter pairings quoted most frequently to Marketplace shoppers over the second half of 2021. With supply constraints causing variability in pricing for different brands of equipment, quotes on EnergySage experienced a wider range of average pricing for equipment pairings in H2 2021 than in previous six month periods.

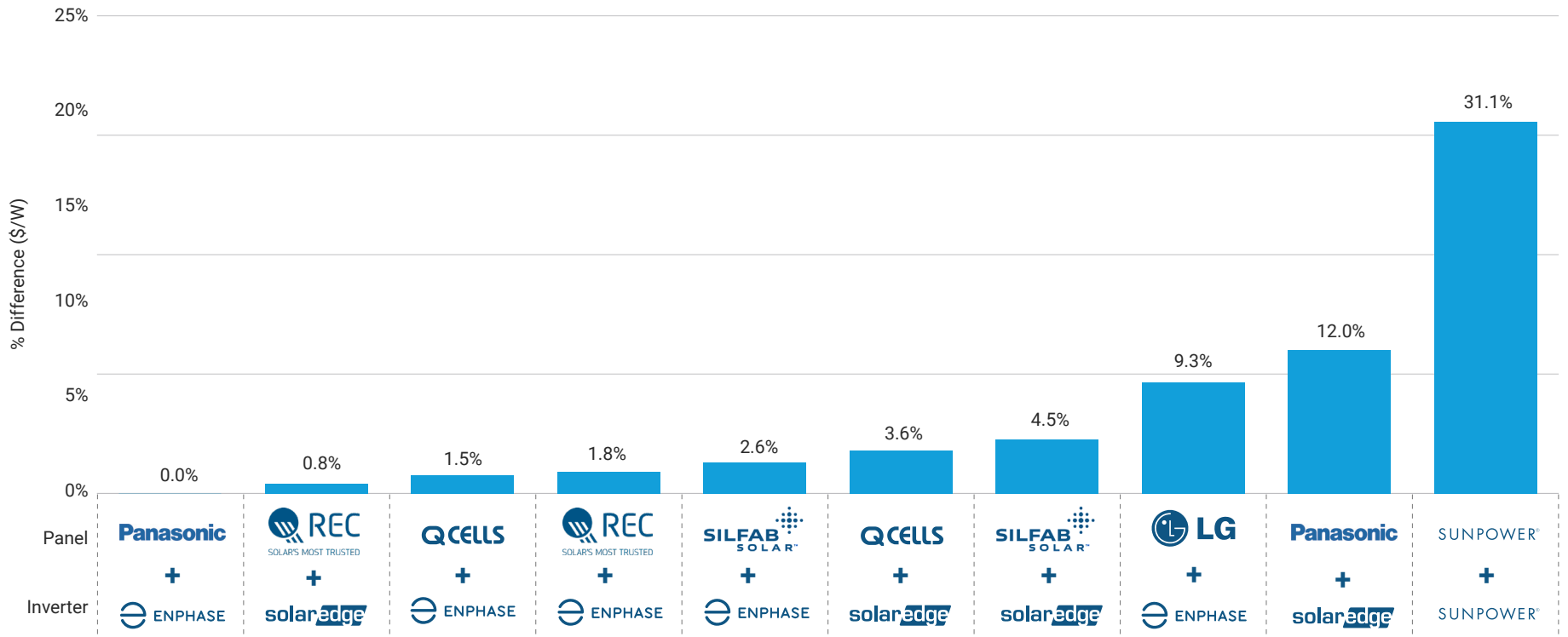
ENPHASE / solaredge

In H2 2021, the average difference between quotes with Enphase inverters and SolarEdge inverters was **4.2%.**

Quoted pricing gap expands between major inverter brands

Over the second half of 2021, the difference in pricing between quotes with the same solar panel brand but different inverter brand expanded: in H2 2021, the average difference between quotes with Enphase inverters and SolarEdge inverters was 4.2%, up from 2.7% in the first half of the year. Geographic differences may account for some differences in equipment pairing pricing.

Percent Difference from Least Expensive Equipment Pairing



NOTE: Data have been revised to remove outliers in user-provided data.

Map of equipment preferences by state

The solar market varies significantly geographically: costs, consumer preferences and installer offerings all shift from state to state. Tracking installer equipment offerings and pricing at the national level only tells a piece of the story. To get a better feel for regional- and state-level dynamics of the residential solar market, EnergySage analyzed the most quoted equipment pairing by state.

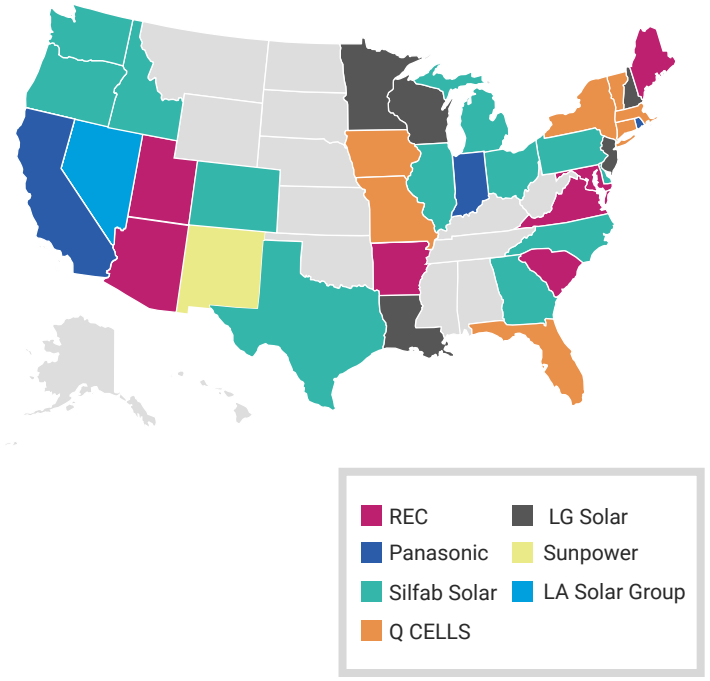
SILFAB SOLAR

Silfab remains the most frequently quoted solar panel brand in the most states, growing to be the **third most quoted** panel overall in H2 2021.

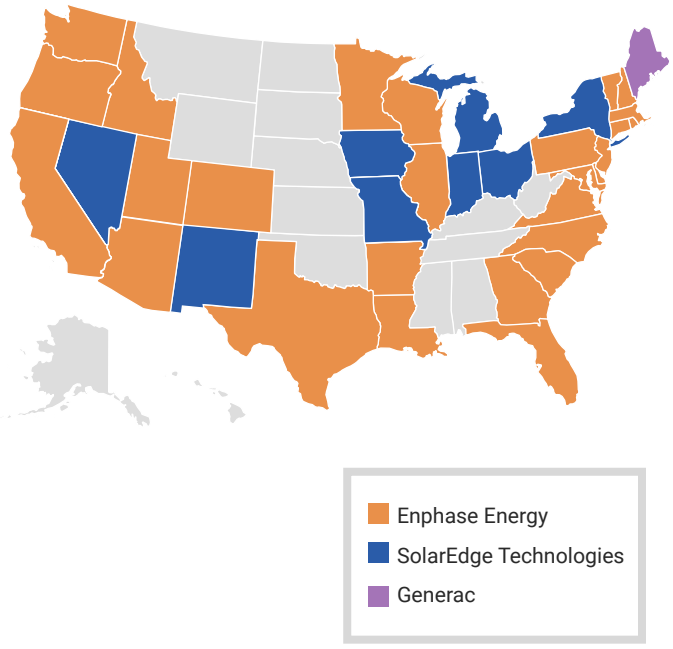
Equipment marketplace share is more fractured at the state level on EnergySage

In 27 out of the 37 markets where EnergySage operates, solar shoppers received quotes including 10 or more different equipment pairings in the second half of 2021, indicating significant competition and customer choice for equipment on EnergySage. Silfab remains the most quoted panel brand in the most states (12 out of 37 states), and Enphase remains the most quoted inverter brand in the most states (28 of 37).

Most frequently quoted panel brand by state



Most frequently quoted inverter brand by state



Financing products

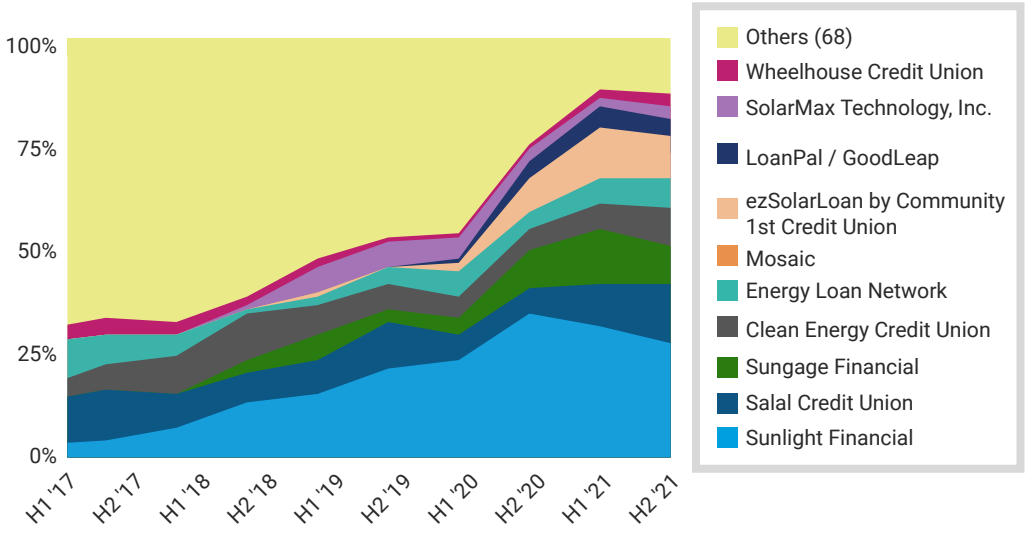
Solar loans continue to increase in popularity both on EnergySage and within the broader solar market. Despite this growth, the financing market on EnergySage remains more fragmented than the equipment markets that we track: in the second half of 2021, the top five most quoted loan providers accounted for two thirds of all quotes, far below the percentage of quotes represented by the top five panel, inverter and battery manufacturers.

Five financiers accounted for **66%** of all quotes in H2 2021, indicating higher fragmentation in the loan marketplace than in the equipment marketplace.

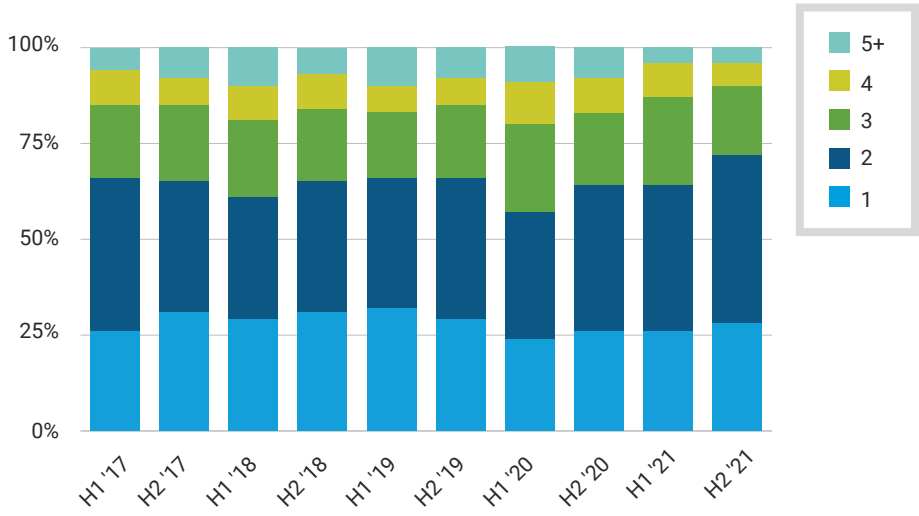
The percent of installers working with only one or two financing providers increased

In the second half of 2021, the percent of solar installers offering loans from only one or two different providers increased for the third-straight six-month period. While loans from 71 total financiers were quoted in H2 2021, nearly three-quarters of installers only offered loans from one or two different brands. Meanwhile, the percentage of installers working with four or more different lenders continued to decrease.

Financing Provider Marketplace Share



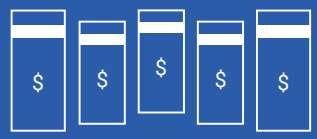
Number of Loan Brands Offered per Installer



NOTE: Data have been revised to remove outliers in user-provided data.

Price dispersion for EnergySage customers

On EnergySage, solar shoppers compare custom quotes from up to seven solar installers head-to-head in our online Marketplace. From the quality of solar equipment to the ratings and reviews of the installer, there are a variety of factors to consider when making a solar decision and price is often not the leading decision making factor. **In fact, around 60% of EnergySage shoppers do not select the lowest priced quote that they received.** To track how the range of quoted prices have changed over time, EnergySage analyzed the prices of the median maximum and minimum quotes that each individual shopper received.

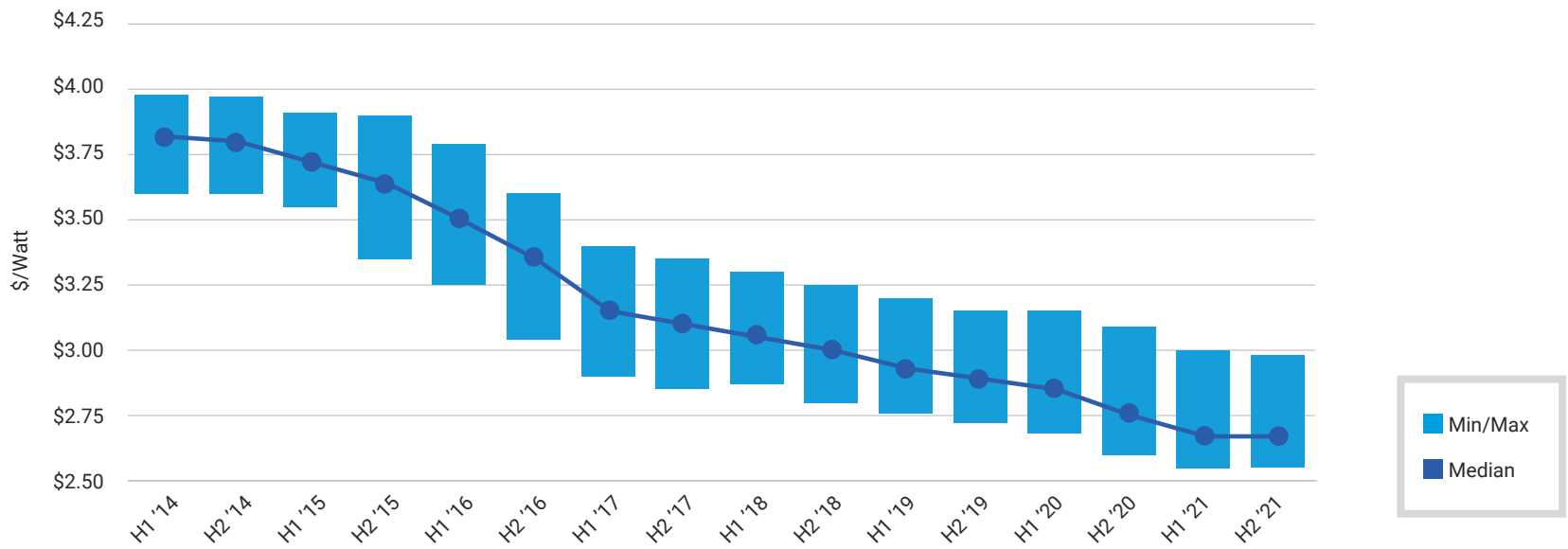


Individual solar shoppers saw a range of quoted prices from a median minimum price of **$2.55/W** to a median maximum price of **$2.98/W**.

The average spread between quotes continued to shrink in H2 2021

During the second half of 2021, the average solar shopper on EnergySage could expect a range of quoted prices of 17%, a $0.43/W range, slightly smaller than the $0.45/W range in the first half of the year. For an average 10.3 kW system on EnergySage, that means an average difference of $4,400 in upfront costs between the lowest and highest price quote. Interestingly, the median price any individual solar shopper was likely to see when comparing quotes was higher than the national median price observed nationwide.

Customer Price Dispersion Over Time



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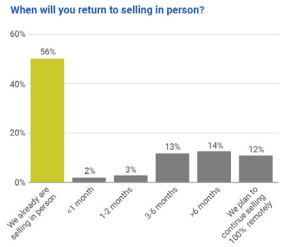
In case you missed it:

Three recent reports from EnergySage

energysage.com/data

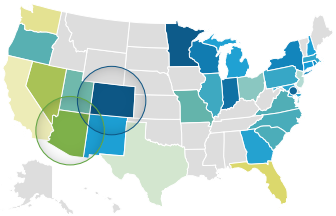
Solar Installer Survey:
2020 Results



Special Report:
Assessing the impact of COVID-19 on residential solar

Solar Marketplace Intel Report™

Data from H2 2020 - H1 2021



What can EnergySage data do for you?

EnergySage is the most visited website in the solar industry and the leading online comparison-shopping marketplace for solar, storage, and now community solar in the country.

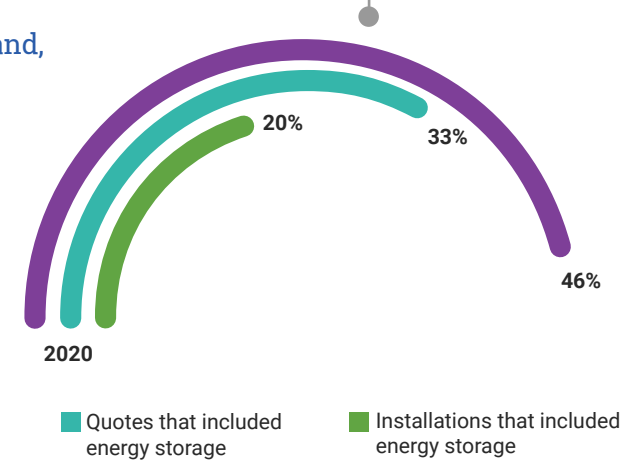
The EnergySage Marketplace data included in this report reviews nearly twenty million transaction level data points from custom solar quotes provided to active solar shoppers on EnergySage from January 2021 through December 2021. For additional market insights, EnergySage recently published our 2020 Solar Installer Survey, which analyzes responses from 650 solar companies.

Although this report presents this data aggregated at a very high level, EnergySage selectively partners with different organizations in the solar industry to provide custom data reports, including equipment manufacturers, national research laboratories and investment firms. If you're interested in custom solar data reports, explore our options at energysage.com/data or email us at data@energysage.com to set up a consultation today.

Nearly half of all customers are interested in receiving quotes with energy storage, and installers indicate that one-fifth of all installations include a battery.
Download our free 2020 Installer Survey here

Consumer Storage Demand, According to Installers

National Average



energysage

About EnergySage, Inc.

EnergySage is the leading online comparison-shopping marketplace for rooftop solar, energy storage, project financing, and community solar. Supported by the U.S. Department of Energy, EnergySage is trusted by over 10 million consumers across the country to help them make smarter energy decisions through simplicity, transparency, and choice. Unlike traditional lead-generation websites, EnergySage empowers consumers to request and compare competing quotes online from a network of more than 500 pre-screened installation companies – a formula that is proven to result in a higher rate of adoption, 20 percent lower prices on average for consumers, and significantly lower costs for renewable energy providers. For these reasons, leading organizations like Connecticut Green Bank, DSIRE, Environment America, Kaiser Permanente, and National Grid refer their audiences to EnergySage.

Visit EnergySage for more information, and follow us on Facebook, Instagram, LinkedIn, Twitter, and YouTube.