



SENSIBLE SOLAR AZ™

SUN CITY SOLAR AZ™



Sensible Solar Az
Business ID: 1000036348
BBB Rating: A+

AMAZING \$0 SOLAR – HOW IT WORKS

A smart, wonderful, and sensible way to obtain all the advantages of low-cost solar electricity at \$0 out-of-pocket without having to buy a solar system costing tens of thousands of dollars.

Made possible with Revolutionary Tesla™ Powerwall® & Enphase® Battery
Integration that Powers Your Home Night & Day!



Solar+Battery Program

We create and install a custom system at no cost to you and maintain, warranty, and monitor it for 25 years.

You become a generator of your own energy at a much lower cost than you currently buy from your utility.

Absolutely no cost or out of pocket ever for your system, plus no lien on your home.

HOW IS THIS POSSIBLE? YOU DON'T GET SOMETHING FOR NOTHING!?

Really quite simple: APS energy is expensive and historically increases in price year after year, however electricity can be generated on your roof for significantly less per kWh. The 2022 Inflation Reduction Act made billions available to offset cost of installing at no-cost renewable energy on homes like yours. Simple, all you pay is one low-fixed cost payment for electricity your system generates; we take care of the rest.

PURCHASE WITH CASH / FINANCING? WE HAVE GREAT PRICES

Fact: Solar energy averages 25-40% less expensive when produced on your roof.

What I do is replace the high-cost energy from your utility with a custom-designed solar system. No lien placed on your home. Guaranteed no-fee transfer to new owner should you want to sell in the future.

Each month after solar, you receive two statements: APS and Solar. Your APS statement will now show energy credits with only a small grid connection fee, since you now generate your own power detailing all credits for excess energy your system produces and returns to the grid. Those who lease, you receive a Solar statement, a fixed-cost billing only for the electricity you generate, much less expensive than what you were paying monthly to the utility.

You swap bills, all charges normally paid to your utility you now substitute for much lower cost solar electricity produced by your own system.

A truly great benefit of installing solar on your roof is all excess energy you generate is measured, fed back into the grid, and is registered as a credit on your APS bill. Typically, homeowners use less than half of their solar energy they generate in the fall, winter, and spring and even the summer when a snowbird!

This overproduction, plus battery storage excess is sent back to the grid, metered as credits offsetting 16+ fees, surcharges, and taxes on your APS bill! Look at your bill, total on a calculator, they are 45-65% of your bill! Solar credits rollover, accrue monthly, and every January you are paid an energy buyback check for surplus! **Free from junk fees, surcharges and taxes with solar!** APS pays you, sweet!

WHY LOOK INTO SOLAR?

With 20,000+ current solar installations the primary reasons people tell us are to:

1. Escape the high cost of utility electricity with the now yearly rate increases.
2. Gain independence from the electrical grid with benefit of a low, consistent, & predictable bill.
3. Obtain energy stability and never again be affected by power interruptions with solar + battery.
4. Get a 25-40% savings on electricity cost every month.

Facts – High Cost of Utility Energy – What you pay

APS average bill based on projected 4% cost increase which includes fees, taxes and surcharges.

\$200/mo. Utility Bill	10 years you pay approx. \$28,809	15 years you pay approx. \$48,053
\$250/mo. Utility Bill	10 years you pay approx. \$36,011	15 years you pay approx. \$60,066
\$300/mo. Utility Bill	10 years you pay approx. \$43,215	15 years you pay approx. \$72,081
\$400/mo. Utility Bill	10 years you pay approx. \$57,523	15 years you pay approx. \$90,340

Because many utilize auto-debit to pay bills, I discover a surprising number of people are surprised to find out that their annual energy expenditures are \$1500, \$2000, \$3000, or \$4000 or more. Aps has increased 20%+ in just the last 3+ years with another rate hike expected for 2026. **Solar reduces costs by 25-40%.**

My Goal

I founded the company Sensible Solar Az™ to inform you the homeowner about the benefits of solar energy as both a prudent short- and long-term investment. For free, without any pressure, in the comfort of your home **I conclusively demonstrate why solar makes sense in less time than it takes to watch a TV movie.**

'I don't want to change anything', 'I'm fine', 'Why change?'...

What do you really mean by these statements? Is it really OK to pay hundreds-thousands of dollars more than you have to? Smart use of your money: income, retirement, investments, is increasingly important.

Made in the U.S.A

All equipment is now made in the United States. Production is guaranteed 90% output at 25 years! We exclusively use Tesla™, Enphase™, & Solar Edge™ battery systems to power your home 24/7 with solar.

Tremendous benefits – Gain energy independence

You buy little or no APS energy, as electricity produced on your roof with battery powers your home, resulting in 16+ taxes, fees and surcharges (45-65% of current bill charges) are dramatically reduced or completely eliminated!

Reason for me stopping by to talk to you

My primary goal is to show you there is a much better way than continuing to buy 'expensive' utility electricity. For years, we've all paid our electric bill without thinking: they bill and you pay! The only way given to save is to reduce energy usage during peak hours by curtailing activities, cooking, air-conditioning, internet usage, etc.. This is not only inconvenient, but is be risky for those with medical conditions; gain instantly freedom to use energy at any time you desire!

Examine my in-depth materials, visit my Sensible Solar Az™ website, and make your own judgment.
Schedule today my no-obligation, free appointment, use the QR code on this flyer and on website the link.

WHO & WHAT IS SENSIBLE SOLAR ?

To put it simply: a well-executed discovery analysis that provides you with precisely the appropriate amount of solar power, ensuring you get the optimal balance between energy and expenses.

I created and trademarked this approach to demystify solar and educate homeowners the many advantages and benefits of solar over utility energy.

I am pleased to offer exceptional programs for full-time residents and snowbirds;

I partner with Arizona's top-rated installer for unparalleled confidence.

We exclusively use the Tesla™, Enphase™, & Solar Edge™ battery systems for incredible savings.

Your power needs are supplied completely with solar+battery. We offer a solar+roof option for older roofs.

To protect you from future rate increases, I engineer your system to generate 100%+ of your electricity.

Battery storage integration provides continuous power during brownouts or blackouts.

SERVICES AND SERVICE ENHANCEMENTS



Solar Service



Solar + Battery Storage Service



Add-on Battery Service



Protection Service



ROOF REPLACEMENT



EV CHARGERS



STANDBY GENERATORS

A simple explanation of the marvel of adding a battery



During the day: Sunlight hits the solar panels, producing renewable energy. Some of that energy powers your home, while some of it is sent to the battery or the grid. Your battery charges before energy is exported to the grid. In the event there is not enough solar production during the day, such as on a cloudy day, some of the battery energy will be discharged to power your home.



At night: At night your home is powered by the energy in your battery first. Any additional energy needed will be supplied by the grid.



25 YEARS OF PROTECTION

Gain peace of mind knowing your home solar service or home solar + battery storage service is covered featuring worry-free, hassle-free maintenance, monitoring, repairs, replacements, and energy guarantees.

COMMON OBJECTIONS TO SOLAR WITH ANSWERS

#1. I'm good. I'm ok with no solar.

Fact: What do you really mean by that statement? **Is it really ok to be paying 20-40% more each month for energy than you need to?** When you get solar it never changes in price - the **sun is free**. Once you buy or lease a solar system, it is reliable maintaining power output for 25+ years. **With solar you are in total control of your energy cost.** Traditional utility energy is more and more expensive. Arizona utility boards keep approving dramatic multi-year price increases currently being implemented. **APS and SRP rates have increased 10-20% in the last 2 years.**

#2. You really don't save any money. Solar is Expensive

Fact: Solar energy is in 2025 is much less expensive than utility energy. Panels have come down in price 72% in the past 10 years. **Solar can be generated by you for 10-12 cents per kilowatt, whereas the utility companies sell energy to you for 16-20 cents per kWh!** Solar unequivocally, "always saves you money" - our analysis is free to find out your exact cost for energy.

#3. I'm going to wait until the technology improves. I don't like China.

Fact: We are on the 5th generation panel/inverter technology with panels now at 90% power output at 25 years guaranteed with life of 30+ years. Like big screen TVs, they are lighter, stronger, more reliable with 25- year warranties on Panels, Inverters & racking, Batteries 10-15 years. Tesla™, Q-Cell™, Enphase™ & Solar Edge™ are all manufactured in the United States.

#4. I don't like the look of the panels and would not want them on my roof.

Fact: The best orientation is south/west, but through custom placement it is sometimes possible to **locate on other parts of the roof not so visible** or placed on an adjacent structure such as a garage, or as a ground mount installation. **It comes down to a personal decision as to the esthetics of solar on a roof verses the savings solar gives.** Clients when we pointed installations on their street admitted they had not noticed!

#5. I don't have the money right now.

Fact: We have programs that can put solar on your roof with programs that are \$0 out- of-pocket that start you saving the day the panels are turned on. Our free consultation reveals how you get a top-notch system with no gimmicks. For APS customers a special Solar Lease program is available with easy qualifying.

#6. I may be selling in the near future and don't think it's a good idea now.

Fact: Adding solar adds equity value giving very **good reasons to sit down with our consultant for expert free advice.** We can show purchase or lease options as both offer easy guaranteed transferability to a new owner. **Save \$\$ during these years while making your decision - a smart move.**

#7. Free Government solar. Stay away - scams to capture & sell your personal data.

#8. I am concerned about roof damage or voiding a roof warranty I have.

Fact: We only use certified installers that are the best in Arizona. Your roof is inspected and state certified prior to install, you receive a no-deductible \$500,000 **no-leak roof warranty.**
Note: Solar installations **do not void** any existing roof warranty you have.

#9. I know someone with solar having to pay Aps still!

No reason not to explore solar. Insights:
#1. Many didn't get enough solar initially or 5 years ago APS limited solar, this ended 3 years ago.
#2. Quite a few companies were inexperienced and sold systems way too small. We create systems using Aurora™ rated independently at 98.5% accurate; phenomenal savings with integrated battery technology.
#3. Unfortunately many have aging systems of Chinese manufacture known for low power output made with inferior materials. We use USA made top-rated same used in extreme weather climates of middle-east.



ELECTRICITY PRICES



THE TRUE COST SOLAR VS. UTILITY

According to the U.S. Bureau of Labor Statistics current national average price is \$0.17-18 for "Electricity per KWH". **APS is a monopoly, 'they bill and you pay'**. Many rates doubled since 2002, could again in 8+ years. **Why continue to buy high cost electricity?**

Data below will surprise many of Solar savings vs. Utility electricity costs

Utility projected costs of 4% year increase (based on rate/fee increases since 2017)

SOLAR vs. APS	10-year Cost Comparisons	15-year Cost Comparisons	20-year Cost Comparisons
APS cost \$100/ mo average electric bill	\$14,404	\$24,027	\$35,733
Solar cost	\$ 10,083	\$16,819	\$25,013
Savings average 30%	= \$4,321	= \$7,208	= \$10,720
APS cost \$150/ mo average electric bill	\$21,607	\$36,001	\$53,600
Solar cost	\$15,125	\$25,201	\$37,520
Savings average 30%	= \$ 6,482	= \$10,800	= \$16,080
APS cost \$200/ mo average electric bill	\$28,809	\$48,053	\$71,467
Solar cost	\$20,166	\$33,637	\$50,027
Savings average 30%	= \$ 8,643	= \$14,416	= \$21,440
APS cost \$250/ mo average electric bill	\$36,011	\$60,066	\$89,334
Solar cost	\$25,208	\$42,046	\$62,534
Savings average 30%	= \$10,803	= \$17,315	= \$25,800
APS cost \$300/ mo average electric bill	\$43,215	\$72,081	\$107,201
Solar cost	\$30,251	\$50,457	\$75,041
Savings average 30%	= \$12,965	= \$21,624	= \$32,160



'Extremely valuable' research shows unexpected upside of rooftop solar panels here's how you can take advantage

Juliana Marino

Mon, September 16, 2024 3 min read



Yahoo is using AI to generate takeaways from this article.

A new study reveals the monetary savings homeowners can reap after switching to solar panels.

According to an [article](#) published in the Santa Cruz Sentinel in July, the study provides "the best snapshot to date" on solar panel savings.

The scoop

Scientists at Lawrence Berkeley National Laboratory examined 500,000 households across the U.S. and found that the median American household saved \$691 a year with solar energy.

The [study](#) accounted for all costs and benefits associated with solar panels, providing a comprehensive look at energy savings.

Unlike previous studies, the new evaluation considers upfront installation fees as well as lease payments and solar incentives in the cost-benefit analysis. The study also compared savings for households with different incomes to highlight how solar energy impacts individuals across socioeconomic statuses.

The researchers found that solar energy benefits varied across different regions in the U.S. For example, in California / Arizona — where electricity bills are some of the highest in the country — switching to solar energy significantly reduces utility bills.

The researchers also found that residents with solar power in the U.S. West experience some of the highest savings in proportion to household income: an estimated \$821 a year.

How it's working

The new study underscores the monetary savings households in the U.S. can experience after installing solar panels. By providing a comprehensive look at solar energy installation, the researchers provide an accurate understanding of how solar panels impact American households.

Solar energy is one of the best ways to reduce your total energy bill and environmental footprint.

[Switching to renewable energy sources](#), such as solar panels, can [save you up to \\$1,500 each year](#) and significantly reduce the amount of harmful, planet-warming gases entering the atmosphere.

What people are saying

Scientists and policymakers have recognized the new study as a major foundation for understanding the true monetary savings associated with solar energy.

Ram Rajagopal, who directs the Stanford Sustainable Systems Lab, called the findings "extremely valuable," per the [Santa Cruz Sentinel](#).

The Cool Down

"This is one of the most comprehensive, household-specific national estimates of rooftop solar impacts on household energy burden," lead investigator Sydney Forrester, a policy researcher in the Energy Markets and Policy Department at the Laboratory, told the Santa Cruz Sentinel.

"I applaud the paper's overall goal, which is to raise awareness about the potential for rooftop solar to help alleviate energy burden for low-income disadvantaged community households," Eric Daniel Fournier, research director of the [California Center for Sustainable Communities](#) at UCLA's Institute of the Environment and Sustainability, told the Santa Cruz Sentinel.

"We strongly believe in the potential of rooftop solar ... to address this important equity issue."

SENSIBLE SOLAR AZ™ SUN CITY SOLAR AZ™

CARL JOHNSON
Energy Specialist & Expert
480-399-1462 cell & text

Founder and Owner
info@sensible-solar-az.com

SENSIBLESOLARAZ.COM



SCAN QR CODE
View our Solar Programs



Business ID: 1000036348

BBB Rating: A+



Free Appointment



Use this QR code or go to our website
Use the 'Get a FREE Quote' link.
Fill out the 1 minute form.
We will contact you and start
you on your solar journey.