SUN HARBOR
SOLAR & STORAGE

SOLAR AND BATTERY QUOTE

9.6 kW of solar with home battery backup

Designed for the Mehta home in Mesa: 24 panels, one 13.5 kWh battery, about 93% of your yearly electricity.

ISSUED Nov 4, 2026 **VALID UNTIL** Dec 4, 2026 **TOTAL INCL. TAX** **$37,050.00**



CREATED BY

SunHarbor Solar & Storage
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PREPARED FOR

Priya and Daniel Mehta
Priya Mehta, Homeowner
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Cover letter

Dear Priya and Daniel,

Thank you for having me out on October 29. I measured the roof, checked the main panel and went through 12 months of your electricity bills with you. This quote is built from those numbers, not from a rule of thumb.

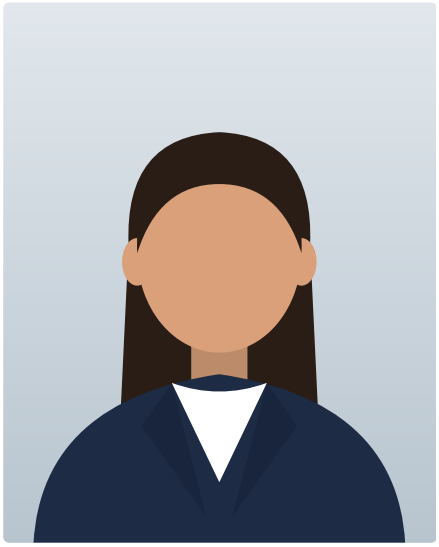
Your home uses about 17,100 kWh a year, most of it from June to September. The system in this quote, 24 panels on the south and west roof planes, produces an estimated 15,980 kWh a year, about 93% of that. The battery stores midday power for the evening hours, when electricity costs the most, and keeps the fridge, internet and bedrooms running in an outage.

One thing has changed since your neighbors went solar: the federal 30% tax credit for homeowners ended for systems paid for after December 31, 2025. This quote does not count on it. Arizona's own credit of up to $1,000 still applies, and solar equipment carries no Arizona sales tax.

The price is fixed for 30 days. If you have questions, call me directly; I would rather explain a line twice than have you guess.

Kind regards,

Elena Vargas



YOUR CONTACT

Elena Vargas

Solar Design Consultant

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elena@sunharbor-solar.example

SITE VISIT

October 29, 2026

Roof, panel and 12 bills reviewed

Shade measured at 4 points

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Your system at a glance

The numbers that matter, from your bills and our site visit.

SYSTEM SIZE
9.6 kW DC
24 panels of 400 W

BATTERY
13.5 kWh
One wall-mounted battery

PRICE
$37,050.00
No sales tax on solar in Arizona

YEARLY PRODUCTION
15,980 kWh
Estimated, first year

YOUR YEARLY USE
17,100 kWh
From 12 months of bills

OFFSET
93%
Of your yearly electricity

INSTALL TIME
2 days
Panels day 1, battery day 2

SWITCH-ON
6 to 8 weeks
After city and utility approval

TAX CREDIT
Up to $1,000
Arizona residential solar credit

BEFORE YOU COMPARE QUOTES

Check that every quote you receive is sized from your own bills and states:

- The panel and inverter models, not just the system size
- Whether the main panel upgrade and permits are included
- The production estimate and the assumptions behind it

Why homeowners choose SunHarbor

Our own crews

Every roof is worked on by SunHarbor employees, never subcontractors.

10-year roof warranty

We stand behind every hook and penetration we make in your tile roof.

Sized from your bills

Twelve months of real use, not an average for your zip code.

Local service

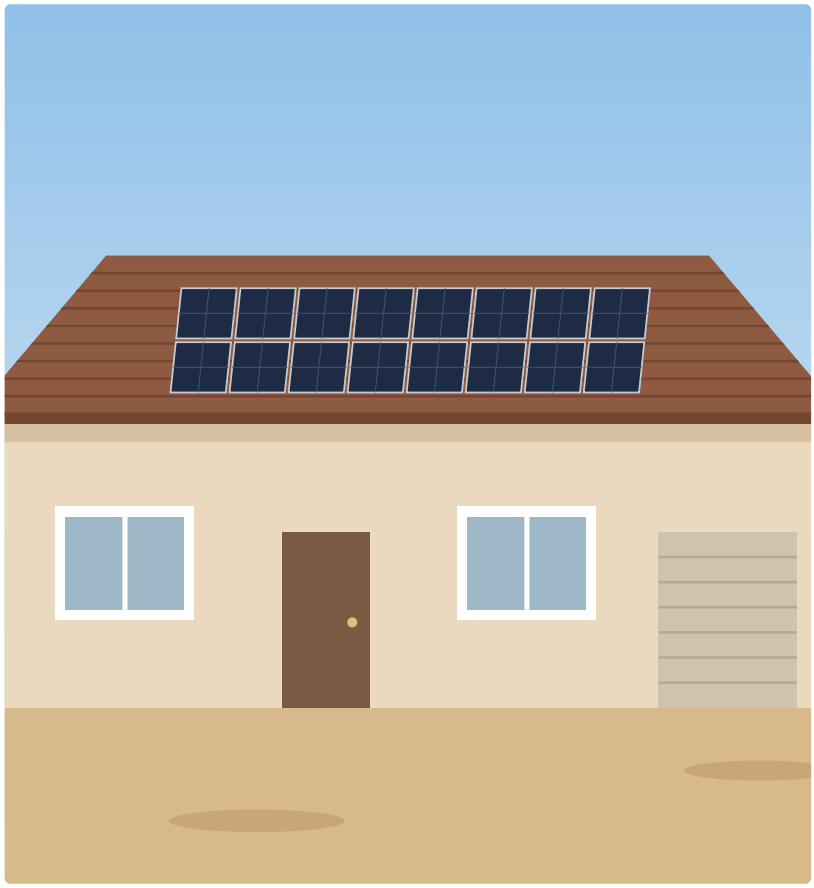
A technician from Tempe within 5 business days if something needs a visit.

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What the system does for you

Estimates for the first year, and over 25 years with the assumptions below.



~$1,960
First-year bill savings

~$67,700
Savings over 25 years

11 hours
Backup on one battery

~6 t
CO_2 avoided a year

Assumptions behind the estimates

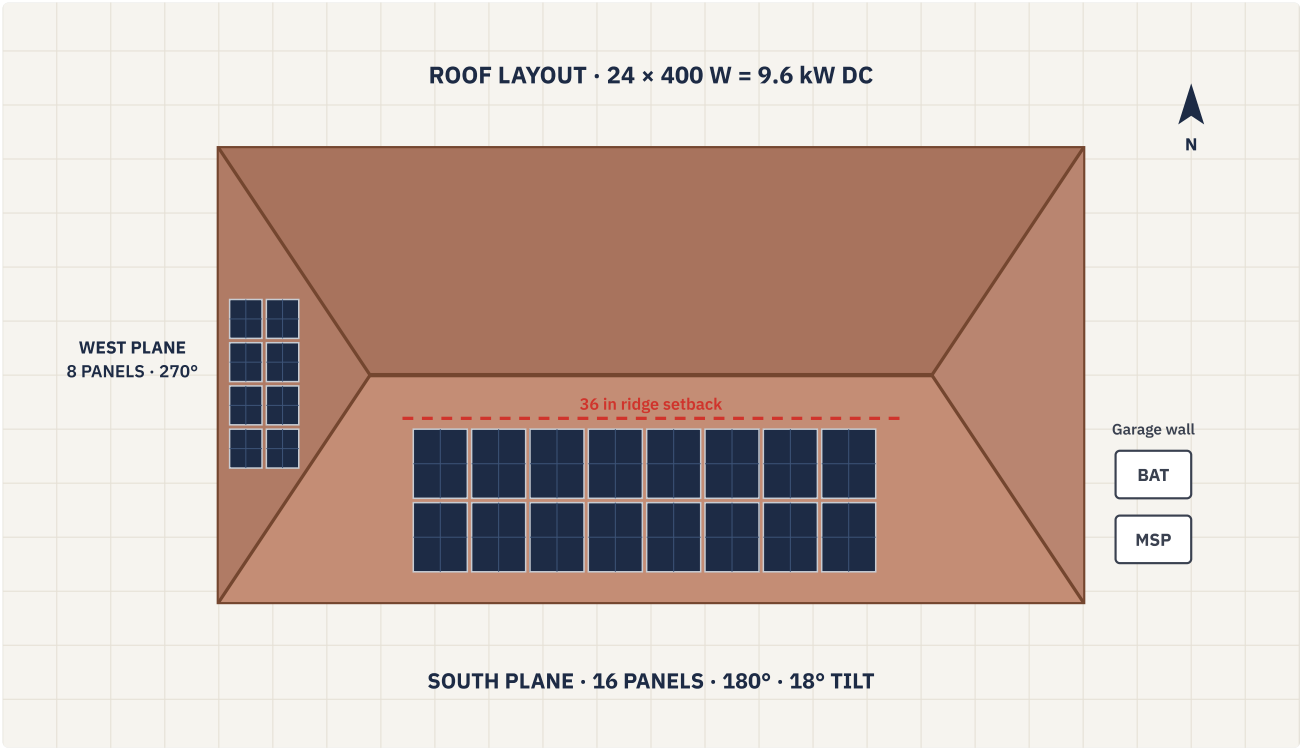
ASSUMPTION	VALUE USED
Electricity you avoid buying	14.5¢ per kWh, from your 12 bills
Credit for power you export	7.0¢ per kWh, your utility's current export rate
Share used at home, with the battery	70%
Electricity price increase	3% a year
Panel output loss	0.4% a year, per the panel warranty

Estimates, not a guarantee. Your savings depend on your use, your utility's rates and the weather.

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Panel layout



The south plane gets the most sun all year, so it carries two rows of 8 panels. The west plane adds 8 panels that produce late in the afternoon, when your air conditioning runs hardest. The north and east planes are left empty: they would cost the same and produce about a third less.

Roof planes

PLANE	FACING	TILT	PANELS	SHADE	OUTPUT
South	180°	18°	16	2%	11,240 kWh/yr
West	270°	18°	8	5%	4,740 kWh/yr
Total			24		15,980 kWh/yr

Shade measured on site at 4 points. A 36-inch setback below the ridge keeps a path clear for firefighters, as the fire code requires.

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THE PANEL

400 W all-black monocrystalline panel



A high-efficiency panel with black cells, frame and backsheet, so the array reads as one dark surface on your tile roof. It is rated for Arizona's heat: output drops only 0.29% for each degree above 77 °F.

Power: 400 W
Efficiency: 21.5%
Panels quoted: 24
Warranty: 25 years

ELECTRICAL	
Rated power	400 W
Efficiency	21.5%
Power tolerance	0 to +5 W
Temperature coefficient	−0.29% / °C
SIZE	
Dimensions	67.8 × 44.6 in
Weight	46.3 lb

BUILD	
Cells	108 half-cut mono
Glass	3.2 mm tempered
Frame	Black anodized aluminum
Wind and snow load	2,400 / 5,400 Pa
WARRANTY	
Product	25 years
Power	≥ 87.4% after 25 years

Certifications

- UL 61730 listed
- IEC 61215 tested
- Fire rating Type 1
- Salt mist and ammonia resistant

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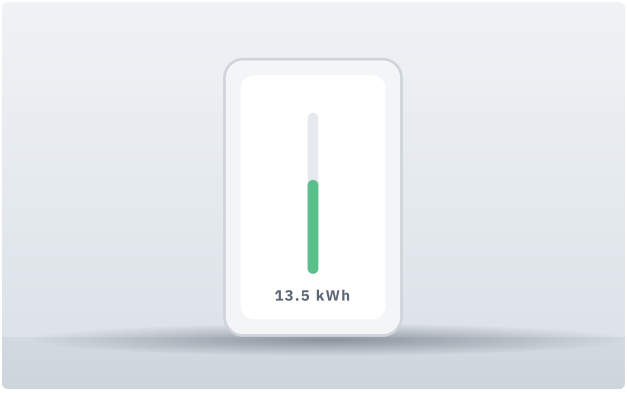
Inverters and battery



Microinverter MI-400

Converts each panel's DC to AC right under the panel. If one panel is shaded or fails, the others keep producing, and the app shows each panel's output.

OUTPUT	
Peak output power	384 VA
Efficiency (CEC)	97.0%
BUILD	
Enclosure	NEMA 6, outdoor
Warranty	25 years



Home battery 13.5 kWh

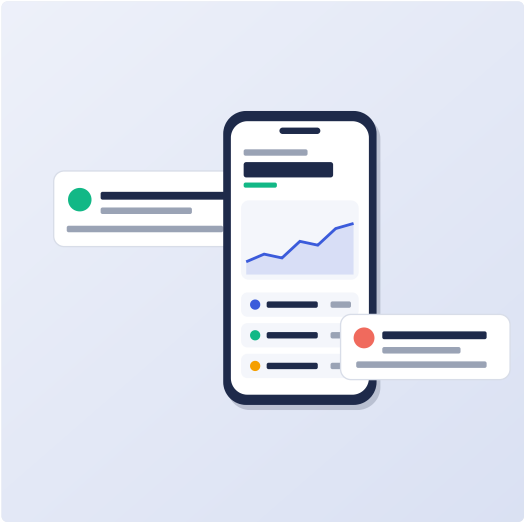
A lithium iron phosphate battery with a built-in inverter. It charges from the panels by day and runs the house in the evening and through outages.

CAPACITY	
Usable energy	13.5 kWh
Continuous power	5.8 kW
BUILD	
Chemistry	Lithium iron phosphate
Warranty	10 years, 70% capacity

Monitoring on your phone

The monitoring gateway sends your system's data to an app every 15 minutes: what each panel produces, how full the battery is and how much the house uses.

We watch the same data. If a panel or the battery stops reporting, we usually know before you do and call you.



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Estimated production by month

Your panels against your use. Summer production is high, but so is your air conditioning; the export credits from spring and fall carry over.

MONTH	PRODUCTION	YOUR USE	COVERED
January	950 kWh	1,000 kWh	95%
February	1,080 kWh	900 kWh	120%
March	1,390 kWh	950 kWh	146%
April	1,560 kWh	1,100 kWh	142%
May	1,700 kWh	1,500 kWh	113%
June	1,680 kWh	2,050 kWh	82%
July	1,560 kWh	2,300 kWh	68%
August	1,520 kWh	2,250 kWh	68%
September	1,400 kWh	1,850 kWh	76%
October	1,260 kWh	1,300 kWh	97%
November	1,000 kWh	900 kWh	111%
December	880 kWh	1,000 kWh	88%
Year	15,980 kWh	17,100 kWh	93%

Production modeled from the roof layout, the measured shade and 20 years of local weather data. Use from your bills, November 2025 to October 2026.

From homeowners near you



The production estimate was within 3% of what we got in the first year. Nobody else showed us month by month.

Carol W.

Gilbert, 8.4 kW, 2025



They lifted and reset every tile and came back after the monsoon to check. Not one leak.

Marcus and Jen T.

Mesa, 10.8 kW + battery, 2024



During the July outage our fridge and Wi-Fi never went off. The battery paid for itself in peace of mind.

Ana R.

Chandler, 7.2 kW + battery, 2025

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Your quote

Every part and every job on your system. Prices are fixed until Dec 4, 2026.

#	ITEM	QTY	PRICE	DISC.	TAX	TOTAL
	Solar array					
1	**Solar panel 400 W, all-black monocrystalline** Code: SP-400-BK Efficiency: 21.5% Warranty: 25-year product and power 16 panels on the south plane and 8 on the west plane, as on the roof layout. 	24 pcs	$265.00	5%	0%	$6,042.00
2	**Microinverter, one per panel** Code: MI-400 Warranty: 25 years Each panel works on its own, so shade on one panel does not pull down the rest. 	24 pcs	$189.00	–	0%	$4,536.00
3	**Tile-roof racking, flashed hooks and wire management** Code: RK-TILE Roof: Concrete tile, tiles lifted and reset	24 sets	$78.00	–	0%	$1,872.00
4	**Monitoring gateway with cellular backup** Code: MON-GW	1 unit	$420.00	–	0%	$420.00
					Subtotal: Solar array	**$12,870.00**
	Battery storage					
5	**Home battery 13.5 kWh, wall-mounted** Code: BAT-13 Usable capacity: 13.5 kWh Warranty: 10 years Mounted on the garage wall. Stores midday solar for the evening peak and powers the backup circuits in an outage. 	1 unit	$9,800.00	–	0%	$9,800.00
6	**Backup gateway and critical-loads panel** Code: BGW-200 • Refrigerator, internet, lights, garage door and 2 bedroom circuits • Switches to backup in under a second	1 unit	$1,650.00	–	0%	$1,650.00
					Subtotal: Battery storage	**$11,450.00**

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#	ITEM	QTY	PRICE	DISC.	TAX	TOTAL
	Electrical and permits					
7	**Main service panel upgrade to 200 A** Code: MSP-200 Your 125 A panel cannot take the solar and battery breakers. Includes the utility disconnect and reconnect.	1 job	$2,400.00	–	0%	$2,400.00
8	**AC disconnect, conduit and wiring** Code: ACD-60	1 job	$1,150.00	–	0%	$1,150.00
9	**Plan set, city permit and utility interconnection** Code: PRM-RES We prepare the drawings, file with the City of Mesa and apply to your utility for permission to operate.	1 job	$1,350.00	–	0%	$1,350.00
				Subtotal: Electrical and permits		**$4,900.00**
	Installation					
10	**Array installation, per watt** Code: INS-PV	9,600 W	$0.55	–	0%	$5,280.00
11	**Battery and gateway installation** Code: INS-BAT	1 job	$1,900.00	–	0%	$1,900.00
12	**Commissioning, inspection and app setup** Code: COM-1	1 job	$650.00	–	0%	$650.00
				Subtotal: Installation		**$7,830.00**

Subtotal before discounts	$37,368.00
Panel discount	-$318.00
Subtotal (without taxes)	$37,050.00
Arizona TPT (solar energy devices exempt)	$0.00
Total	**$37,050.00**

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Payment schedule

Three payments tied to the work. Nothing is due until you sign.

PAYMENT 1, 10%

$3,705.00

On signing

Design, permit filing and equipment order

PAYMENT 2, 70%

$25,935.00

On installation

When panels and battery are installed

PAYMENT 3, 20%

$7,410.00

On switch-on

After inspection and permission to operate

Total	**$37,050.00**

Other ways to build it

Panels only The 24-panel array with the panel upgrade and permits.	same 15,980 kWh a year, no backup in an outage, more power exported at 7.0¢	**$23,700** no battery
Panels + 1 battery The system described in this quote.	evening peak covered, about 11 hours of backup, a second battery can be added later	**$37,050.00** 13.5 kWh
Panels + 2 batteries A second battery stacked with the first.	backup for the whole house, runs one AC unit in an outage, the second battery adds $10,400	**$47,450** 27 kWh

From signing to switch-on

About 6 to 8 weeks, most of it waiting for approvals.

WEEK 1

Design and permit

Final plan set, filed with the City of Mesa.

WEEK 2

Utility application

Interconnection request sent to your utility.

WEEK 4

Installation

Panels day 1, battery and panel upgrade day 2.

WEEK 5

Inspection

City inspection; we meet the inspector.

WEEK 6 TO 8

Switch-on

Utility permission to operate, then the system goes live.

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Warranties

Manufacturer warranties on the equipment, and our own warranty on the work and the roof.

25 yr

Panels and microinverters

Product and power output, from the manufacturer

10 yr

Battery

To 70% of capacity, from the manufacturer

10 yr

Workmanship and roof

From SunHarbor, including leaks where we worked

What is covered

- Panels, microinverters and battery that fail or underperform
- Leaks at any hook or penetration we installed
- Wiring and connections we made

What is not covered

- Roof areas we did not work on
- Damage from storms, fire or other people's work
- Changes to the system by anyone else

How to make a claim

1. Call or email us with your system address
2. We diagnose remotely through the monitoring
3. A technician visits within 5 business days if needed

Common questions

Can we get the federal tax credit?

No. It ended for systems paid for after December 31, 2025. Arizona's credit of 25% up to $1,000 still applies; check with your tax adviser.

Do we pay sales tax?

No. Arizona exempts solar energy devices, so this quote has no tax line.

What happens to our tile roof?

We lift the tiles at each hook, flash the hook to the deck and reset the tiles. Broken tiles are replaced.

Do we need the panel upgrade?

Yes. Your 125 A panel has no room for the solar and battery breakers. It is included in the price.

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Terms of this quote

1. Validity

1.1 Prices are fixed until Dec 4, 2026. After that we confirm equipment prices before you sign.

2. Site conditions

2.1 The price assumes the roof deck is sound. If rotten decking is found under the tiles, we stop, show you, and repair it only with your written approval.

3. Approvals

3.1 The installation depends on the city permit and the utility's approval. If either is refused, you get back everything paid except the permit fees.

4. Cancellation

4.1 You may cancel within 3 business days of signing without charge. After equipment is ordered, a 10% restocking fee applies.

5. Production estimate

5.1 The production and savings figures are estimates, not a guarantee. The panel and inverter warranties cover the equipment's performance.

6. License

6.1 Work is done by SunHarbor's own licensed crew under Arizona ROC license ROC 999021. No subcontractors install on your roof.

Accept this quote

Sign below to accept this quote and the payment schedule. We then send the agreement for your electronic signature and book the installation.

HOMEOWNER

_____

SIGNATURE

Priya and Daniel Mehta

Name: _____

Date: _____

SUNHARBOR SOLAR & STORAGE

Elena Vargas



_____

SIGNATURE

SunHarbor Solar & Storage

Elena Vargas, Solar Design Consultant

Reference: SH-Q-26-0312

Date: 11 / 04 / 2026

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