

## Financing Product Matrix - Residential

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	Residential Energy Efficiency Loan (REEL) Program	Credit Cards	Property Assessed Clean Energy (PACE)	Home Mortgage Products*	Solar Lease
<b>Secured vs Unsecured</b>	Unsecured	Unsecured	Secured	Secured	Secured
<b>Low Fixed Interest Rates</b>	 Fixed 4.5% - 10%	 Variable / High rate	 Fixed 5.95% - 8.48%	 Fixed/Variable 3% - 17%	 Fixed/Variable Rates vary
<b>No Closing Costs No Fees</b>	 No closing costs No fees	 No closing costs Yes fees	 Yes closing costs Yes fees	 Yes closing costs Yes fees	 Maybe closing costs Maybe fees
<b>No Down Payment Required</b>	 No down payment	 No down payment	 No down payment	 Yes down payment	 May have down payment
<b>Loan Amount</b>	Min: \$1,500 Max: \$50,000	Min: \$0 Max: credit dependent	Min: \$5,000 Max: 15% of property value	Min: \$50,000 Max: Cannot exceed appraised property value	Min: \$0 Max: No max
<b>Loan Terms</b>	1-15 years	N/A	5, 10, 15, 20, 25 years	10 - 30 years	5 - 20 years

\* Home Mortgage products may include Energy Efficient Mortgages, Home Equity Lines of Credit (HELOC), Home Equity Loans, Renovation Mortgages, Rehab Loans, etc

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<b>Payment Frequency</b>	Monthly	Monthly	Annually	Monthly	Monthly
<b>Allows Non-Energy Products</b>	✓ Energy efficiency + 30% other items	✓ No product restrictions	✗ Energy efficiency Water efficiency Solar energy	⚠ Depends on type of loan	✗ Solar energy only
<b>No Home Equity Requirements</b>	✓ No home equity needed	✓ No home equity needed	✗ Must have home equity	✗ Must have home equity	✓ No home equity needed
<b>No Credit Requirements</b>	⚠ Lower credit and income requirements	⚠ Lower credit and income requirements	✓ No credit score needed	✗ Credit and income requirements	⚠ Higher credit and some income requirements
<b>Tax Deductible Interest</b>	✗ Not tax deductible	✗ Not tax deductible	✓ May be tax deductible	✓ May be tax deductible	✓ May be tax deductible
<b>Loan Approval Timing</b>	⚠ Varies by lender Usually 24 hours	✓ Immediate	✓ Immediate	✗ More than a month	✓ Immediate

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