



Partner Overview

Finance Partner: GoodLeap

Financing Types: Solar Loans, Solar + Storage Loans, Solar + Roofing Loans, TPO (Lease & PPA – select markets)

GoodLeap is a national point-of-sale financing platform focused on sustainable home solutions. Their products are designed for fast approvals, flexible structures, and strong homeowner support, making them a core financing option within Helio's offering.

Key Policy & Product Updates

Important Changes Effective August 1, 2025

- **25-year solar loan terms discontinued**
- **Minimum FICO increases from 650 → 680**
- **Dealer fees reduced on 20-year loans** to improve competitiveness

Pricing Updates (March / April 2025)

- Domestic Content pricing becomes the **default** as of **3/31/25**
- **2024 Domestic Content AVL** applies to installs completed by **4/15/25**
- **2025 Domestic Content AVL** applies to installs completed **after 4/15/25**

Helio guidance:

- Confirm *install timing* before locking equipment
- Ensure proposed equipment aligns with the correct AVL to avoid pricing changes

ReCheck Verification (Required)

All sellers must complete **ReCheck ID verification** to submit GoodLeap projects.

- Email used for ReCheck **must match** the GoodLeap Origin portal email
- New submissions will be blocked after **3/31/25** if ReCheck is not completed

What's required:

- Government-issued photo ID
- Selfie verification

Contacts & Support

Loan & Product Support


Dustin O'Dell

Senior Director, GoodLeap

 dodell@goodleap.com

Loan-Specific Questions / Stipulations

 applications@goodleap.com

 844-910-0111

Customer Support (U.S.-Based)

- Mon–Thu: 7am–9pm PST
- Fri: 7am–8pm PST
- Sat: 8am–5pm PST
- Sun: 9am–6pm PST

Office Hours

GoodLeap hosts live office hours to cover product updates and Q&A.

- **2nd & 4th Thursday of each month**
- **11am PT / 2pm ET**

Project Timeline & Payment Expectations

When Do Payments Begin?

- First payment is due **~90 days after Install Complete**
- Payments may begin **before PTO** is granted
- Payment start dates **cannot be deferred**

Helio best practice:

- Educate homeowners clearly at point of sale
- Set expectations early to prevent post-install confusion

Loan Products Available

- 5, 10, 15, 20-year solar loans
- Solar + Battery and Solar + Roofing loans
- Battery-only loans (5, 10, and expanding 20-year terms)

Product highlights:

- Instant soft credit approval (pre-install)
- Competitive interest rates
- Low dealer fees
- Flexible re-amortization options

Equipment & Vendor Requirements

All GoodLeap-financed systems must use equipment listed on the **GoodLeap Approved Vendor List**.

This list is updated regularly and must be followed at proposal creation.

TPO (Lease & PPA) – Select Markets

GoodLeap offers Lease and PPA products in certain states.

Key restrictions:

- **✗** Ground mounts not allowed
- **✗** Non-export systems not allowed
- **✗** Non-owner-occupied properties not allowed

Price Per Watt (PPW) Guidelines

Loan PPW Caps

- Standard cap: **\$6.50 / watt**
- FL & TX PV-only cap: **\$5.00 / watt**

Adders:

- Must not exceed **45%** of loan amount
- Batteries excluded from adder calculation

Solar + Storage:

- Total project may exceed PPW cap
- Solar portion alone must remain within cap

Mobile & Manufactured Homes

GoodLeap may finance qualifying manufactured homes if strict criteria are met:

Eligibility highlights:

- Double- or triple-wide only
- Homeowner must own the land
- Permanent, approved foundation required
- Not located in a mobile home park

Additional documentation is required to verify:

- Improvement value or market value
- Foundation type
- Multi-section structure

Identity & Project Verification (Homeowner)

Homeowners must:

1. Complete ID verification prior to signing loan docs
2. Complete a **Project Verification Survey** after signing

Both steps are required for **NTP approval**.