Income Trends among U.S. Residential Rooftop Solar Adopters

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Outline

- Overview
- Summary of Key Findings
- Data and Geographical Coverage

Results
- Comparing PV Adopters to the Broader Population
- Temporal Trends
- Geographical Trends
- Trends for Low-to-Moderate Income (LMI) Households
- Other Financial Indicators: Home Values and Credit Scores

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Appendix
Overview

*Report produced as part of a new Berkeley Lab initiative to track and analyze demographic trends of residential solar adopters*

- Pairs Berkeley Lab’s *Tracking the Sun* dataset and other sources of PV addresses with household-level income data
- Focuses on residential rooftop solar photovoltaic (PV) systems, with an emphasis on 2018 installations
- Focuses primarily on income, though later work will describe trends related to other demographic attributes
- Analysis is descriptive in nature: intended to track basic trends and to serve as a foundational resource for further analyses and support for market participants
- Report is published in slide deck form with accompanying online data visualizations that allow users to further explore the data (see solardemographics.lbl.gov)
Key Findings

- **Income distribution of 2018 residential solar adopters**: 15% have household incomes <$50k, 33% are between $50-100k, 24% are between $100-150k, and the remaining 28% are ≥$150k.

- **Temporal trends**: Households (HHs) with incomes <$100k grew from 39% of solar adopters in 2010 to 48% in 2018, while those with incomes ≥$200k dropped from 26% to 16%.

- **Comparisons to broader population**: 18% of 2018 solar adopters are below the national median HH income, while 30% are below the median for owner-occupied households (OO-HHs).

- **Geographic variation**: Typically 25-50% of 2018 solar adopters are below the state median income for OO-HHs, though there are 3 states and 42 counties in the dataset where >50% of 2018 solar adopters are below the corresponding OO-HH median income.

- **Low-to-moderate income households**: 6% of 2018 solar adopters have incomes <150% of the federal poverty level (FPL), while 21% are <300% of FPL; 15% are <80% of the area median income (AMI), while 30% are <120% of AMI.

- **Other financial indicators**: Among 2018 solar adopters, 27% have home values below their respective county median, and 35% have credit scores below their state median.
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Data

- Berkeley Lab’s *Tracking the Sun* dataset
  - Street addresses for 1.2 million PV systems installed through 2018 across 22 states
  - Sourced primarily from utilities and state agencies

- BuildZoom
  - Proprietary building permit database serving as a supplementary source of PV street addresses
  - Expands PV address sample by an additional 200k systems, extending into 14 additional states

- Experian modeled *household values*, matched to solar PV addresses
  - Household income
  - Home value
  - Credit scores
  - Q1 2019 values (not for the date of PV installation)
  - See appendix slide 38 for further definition and details

- U.S. Census data (2013-2017 American Community Survey 5-year estimates) used for comparisons to broader population
Geographical Coverage

- 1.4M systems cover 73% of all U.S. residential systems through 2018 and 68% of systems installed in 2018
- Sample skews slightly towards higher income states, relative to the total U.S. residential PV market

See appendix slides 33-37 for further details on sample sizes and associated market coverage
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Solar-Adopter Household Income Distributions

- Solar adopters span all income ranges
- Distribution peaks between $50-100k, but has a long upper tail
- Among 2018 solar adopters:
  - 15% have household (HH) incomes <$50k
  - 33% are between $50-100k
  - 24% are between $100-150k
  - 28% are ≥$150k
- Comparing the two distributions suggests that solar adoption has shifted slightly toward lower incomes over time (later slides delve into this trend more fully)

Notes: Experian income estimates represent 2019 household incomes of the current residents of each solar home, irrespective of when the PV installation occurred. These estimates thus may not reflect household incomes at the time the PV system was installed, or could even be based on an entirely different set of occupants, particularly for older systems.
Income Distribution of Solar Adopters vs. U.S. Population

- Comparing to Census data requires that we consolidate the income bins, as shown here.
- Solar-adopter incomes skew high relative to all U.S. households:
  - Income disparities are most pronounced at the low and high ends.
  - Whereas HHs with incomes in the $50-100k range are proportionately represented.
- Skew is less pronounced if comparing to just owner-occupied households (OO-HHs):
  - Solar adoption occurs primarily among single-family owner-occupied homes (due to owner-control of rooftop, owner/tenant split incentive).
  - Illustrates how home-ownership can be a key driver for income disparities between solar adopters and the broader population.

Notes: Based on all states in the data sample. Incomes are consolidated into this set of bins in order to conform to Census statistics, which are provided in $50k increments for incomes ≥$100k, and which group all incomes ≥$150k for owner-occupied households.
At progressively finer spatial scales, solar adopters look increasingly like other HHs

- 18% are below the national median income for all HHs, but 31% are below the median for HHs in the same census block group
- Among OO-HHs, 30% of solar adopters are below the median income nationally vs. 38% at the census tract-level

Some income disparities may thus be driven by larger macro-dynamics in terms of where and how solar markets develop

- E.g., higher-income states; suburban vs. rural; peer effects seeded in high-income areas

Disparities clearly exist at local scales as well (e.g., within tracts and block groups)

Notes: To construct the figure, the estimated HH income for each solar adopter was compared to the median income of all HHs and OO-HHs in the U.S. and in the corresponding state, county, census tract, and census block group. Note that census data for block-group median incomes are available for all HHs, but not for just OO-HHs.
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Appendix
Solar adoption has been slowly migrating toward lower incomes (at least since 2010*)

- Sample share of HHs with incomes <$100k grew from 39% to 48% over 2010-2018, with most pronounced shift since 2014
- While share of HHs with incomes ≥$200k dropped from 26% to 16%

- May reflect some combination of:
  - Falling PV prices
  - Greater range of financing options
  - Programs targeting LMI households
  - Maturing PV markets

*Pre-2010 trends, not shown here, are somewhat volatile, partly due to small sample sizes

Notes: Income estimates represent 2019 household incomes of the current residents of each solar home, irrespective of when the PV installation occurred. Current residents could differ from occupants at the time the system was installed, particularly for older systems.
The figure shows the distribution of solar adopters across states, based on the median income of all OO-HHs in the corresponding state (using Census data).

The overwhelming majority of systems are installed in “high-income” states, driven by CA.

But that trend has diminished slightly since 2014, as solar markets have expanded in a number of middle- and lower-income states.

This trend may partly explain the general migration of solar adoption toward lower income households, at least since 2014.

But solar adoption is also generally migrating toward lower income households within individual states, as shown on the next slide.
For each state, we calculate the percentage of solar adopters with incomes <$100k in each year (the example to the right is for CA).

The slope ($\beta$) of the line fit to those annual percentages for each state indicates whether adoption is generally moving toward lower ($\beta > 0$) or higher ($\beta < 0$) income HHs over time.

**Focusing on the 2010-2018 period and those states with at least 100 systems in each year:**

- In 13 of 18 states, adoption migrated toward lower income HHs ($\beta > 0$), though to varying degrees.
- Trends are robust to other income thresholds ($50k, 150k$) instead of $100k$.

See appendix slide 40 for time trends among a select set of states, and see online data visualizations for other state-level time trends.
Within individual states, adoption tends to be concentrated in the highest income counties in the same state
- Partly a function of population density

This trend has moderated slightly over time, at least in aggregate, with an increasing share of adopters in middle- and low-income counties
- That shift is most evident over 2010-2015
- Trends at the individual state level are more mixed (not shown here)

This modest broadening of solar adoption toward lower-income counties may also contribute to the more general trend of greater adoption by lower-income HHs

Notes: County income groups are defined by comparing the median income of all OO-HHs in each county to other counties in the same state, where Low-, Middle-, and High-Income correspond to the lower, middle, and upper third of counties.
We perform line-fits of the share of adopters with incomes <$100k over time at the county level, similar to the earlier state-level analysis.

As with the state-level analysis, most counties (127 out of 167) exhibit an increasing share of solar adopters with incomes <$100k over time.

Collectively, these findings confirm that the general trend of solar adoption migrating toward lower income HHs reflects both:

- **Broadening** of U.S. solar markets into progressively lower income states/counties, and
- **Deepening** of solar markets as they reach progressively lower income HHs within individual local markets.

Notes: For each county, we calculate the percentage of solar adopters with incomes <$100k in each year. The slope (β) of the line fit to those annual percentages for each county indicates whether adoption is generally moving toward lower (β>0) or higher (β<0) income HHs over time. This analysis focuses on the 2010-2018 period and includes only those counties with at least 10 systems in each of those years.
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Solar-adopter income distributions vary across states, but in general, roughly:

- 30-40%* of 2018 solar adopters have HH incomes in the $50-100k range
- 10-20% have incomes ≥$200k
- 10-25% have incomes <$50k

Some notable exceptions (e.g., LA, VA)

Differences across states can reflect:
- Relative levels of solar market maturity
- Utility rates and solar incentives, including LMI-oriented programs
- Overall income levels in the state (or portion of the state for which data are available)

Notes: The figure excludes states for which the dataset contains fewer than 100 systems or less than 10% market coverage in 2018 (see appendix slide 35 for sample size and market coverage by state).

* The ranges cited on this slide all refer to the 10th to 90th percentile range among states for each respective metric.
Solar-Adopter income distributions vary across states on a relative basis, and generally skew high compared to the overall population.

- Typically 15-35% of solar adopters are below the statewide median income of all HHs or 25-50% if compared to just OO-HHs.
- HHs in the bottom two state income quintiles (<40th percentile) typically comprise 10-25% of adopters, while HHs in the top two quintiles (>60th percentile) comprise 50-75%.

Several states (CT, LA, NJ) exhibit “income parity”, where at least 50% of 2018 solar adopters are below the statewide median income for OO-HHs.

- Even in those cases, though, the lowest income percentiles are still under-represented.

Notes: The figure excludes states for which the dataset contains fewer than 100 systems or less than 10% market coverage in 2018 (see appendix slide 35 for sample size and market coverage by state). State income percentiles are not available specifically for OO-HHs.
Solar Adopters Compared to Median County Incomes

- Across individual counties, typically 20-50% of 2018 solar adopters are below the county median income for OO-HHs.
- Income parity evident in 42 counties where >50% of 2018 solar adopters are below the county median OO-HH income:
  - Includes counties in 16 states, with the largest contingents in NJ (11 counties) and WI (6).
  - Also includes counties in states in which solar-adopter incomes otherwise skew relatively high (e.g., ID, NC).
- More generally, county-level solar adopter income distributions can vary significantly within individual states:
  - Drilling down to census tracts or block-groups reveals even greater variability.

Notes: The map shows data for the 448 counties with at least 10 observations in 2018.
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Various income metrics and thresholds are used to define LMI:

- 150% or 200% of FPL* are common (e.g., LIHEAP* and WAP*)
- 80% of AMI* is also frequently used (e.g., California’s SASH* program, WAP, HUD*)
- Some states use a percent of state median income (e.g., 70% in OR)
- 300% of FPL and 120% of AMI are sometimes used to include moderate income

Across all 2018 solar adopters

- FPL: 6% are <150%, 21% are <300%
- AMI: 15% are <80%, 30% are <120%

Notes: Based on all systems in the data sample. Comparison populations for each metric are based on all HHs, regardless of home-ownership. The values shown for FPL are based on the 2018 FPL for a family of three ($20,780 for the 48-contiguous states; $23,900 for Hawaii).
LMI Sample Share over Time

LMI shares are rising slowly over time, consistent with earlier trends based on absolute income levels.

Growth has been somewhat greater for higher LMI thresholds (<120% AMI and <300% FPL).
- Percent of solar adopters with incomes <300% of FPL rose from 16-21% over the 2010-2018 period, while the percent <150% of FPL rose from just 5-6%.

Since 2016, LMI shares based on AMI have remained relatively flat, while shares based on FPL have continued to rise.
- May reflect differentially higher growth in solar adoption in lower-income areas.

Notes: Income estimates are for the year 2019, irrespective of when the PV installation occurred. See appendix slide 42 for results showing the full income distribution over time in terms of both state percentiles and AMI.
LMI Sample Shares by State

- LMI shares vary across states, mirroring the earlier trends based on both absolute and relative income levels
  - Typically 5-10% of solar adopters are <150% of FPL, while 15-30% are <300% of FPL
  - Typically 10-25% of solar adopters are <80% of AMI, while 25-40% are <120% of AMI
- States with high LMI shares are generally the same as those noted earlier when comparing to state median incomes
  - DC is an exception, as its AMI is based on a larger area that includes relatively wealthy surrounding suburbs

Notes: The figure excludes states for which the dataset contains fewer than 100 systems or less than 10% market coverage in 2018 (see appendix slide 35 for sample size and market coverage by state). Comparison populations for each metric are based on all HHs, regardless of home-ownership. The values shown for FPL are based on the 2018 FPL for a family of three ($20,780 for the 48-contiguous states; $23,900 for Hawaii).

County-level statistics on LMI shares are accessible through the online data visualization tool
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Appendix
Comparing estimated home values between solar adopters and other HHs in the same county reveals similar trends as the earlier income-based comparisons:

- In general solar adoption has been shifting toward lower home-value HHs over time.
- Home values for solar adopters in 2018 skew high relative to other HHs in the same county (27% are below their county median home value).
- This skew generally applies across states (see appendix slide 43), though there is some variation, and a number of states exhibit rough parity between solar adopters and other HHs.

General similarities in home-value and income trends reflect their correlation (see appendix slide 44).

Notes: Home values and county-level percentiles are based on Experian estimates; see appendix slide 38 for further details.
Credit scores are often a key determinant to a HH’s ability to obtain solar financing.

The share of adopters with lower credit scores has grown over time, based on block-level medians (see figure notes).

That said, solar adopters generally have high credit scores:
- Almost 90% of 2018 solar adopters have either Prime or Super-Prime credit scores.
- This distribution can vary across states (see appendix slide 43); Louisiana has a particularly large share of low credit-score solar adopters.

Compared to the broader population, solar adopters credit scores skew high:
- Among 2018 solar adopters, 35% had credit scores below their respective state median.
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- Solar adopters span all income ranges, and include LMI households in all states.
- Solar-adopter incomes skew high relative to the broader population, though less so when compared to just owner-occupied households, and less so when compared on a more localized basis.
- Solar adopters also skew high in terms of other financial measures—namely, home value and credit score.
- Income and other disparities between solar adopters and the broader population have been diminishing gradually over time, reflecting both a broadening and a deepening of U.S. solar markets.
- The degree of disparity varies significantly across states and local markets, and some markets exhibit income parity between solar adopters and the broader population.
Appendix
## Details on Sample Construction

<table>
<thead>
<tr>
<th>Sample Frame Stage</th>
<th>Tracking the Sun (TTS)</th>
<th>BuildZoom (BZ)</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>(1) Total PV addresses</td>
<td>1,235,661</td>
<td>1,009,151</td>
<td>2,244,812</td>
</tr>
<tr>
<td>(2) Unique addresses</td>
<td>1,235,661</td>
<td>589,122</td>
<td>1,824,783</td>
</tr>
<tr>
<td>(3) Matched to incomes</td>
<td>1,234,617</td>
<td>554,637</td>
<td>1,789,254</td>
</tr>
<tr>
<td>(4) Sample frame for income analysis</td>
<td>1,176,979</td>
<td>189,276</td>
<td>1,366,255</td>
</tr>
</tbody>
</table>

(1) TTS total represents the subset of all systems in the TTS dataset with valid addresses. BZ total represents the sum total of all PV permit applications provided by BZ to Berkeley Lab in March 2019.

(2) Both the TTS and BZ addresses were sent to Melissa Data to standardize the address fields to known U.S. Postal Service addresses and to append MAK codes and building type. The cleaned addresses and MAK codes for BZ systems were then matched against those for TTS, and duplicates within the BZ dataset were removed.

(3) The values shown are the number of records for which Experian was able to append income estimates.

(4) A multitude of additional screens were then applied to define the ultimate sample frame for the income analysis. This includes dropping all:
- Non-residential systems, based on, for TTS systems, either the customer segment or system size in the TTS dataset and, for BZ systems, the building type appended by Melissa Data
- Addresses for which the precision of the lat/long coordinates returned by the Google API was insufficient to reliably identify the Census block group
- BZ permits lacking an inspection date or with permit status types that indicate a reasonable likelihood the system is incomplete
- BZ permits with permit description fields containing key words (e.g., pool, heat) or with permit subtypes that indicate the application is likely a solar domestic hot water or pool heating system, rather than PV
- BZ permits from FL, HI, and MO with permit description fields lacking any key words (e.g., photovoltaic, watts) that would otherwise confirm that the application is solar PV; these states required a more-stringent standard due to the large proportion of non-PV systems included in the initial BZ dataset.
## Annual Sample Sizes for Income Analysis

<table>
<thead>
<tr>
<th>Install Year</th>
<th>Number of Systems</th>
<th>Market Coverage (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>367</td>
<td>50%</td>
</tr>
<tr>
<td>2001</td>
<td>1,455</td>
<td>83%</td>
</tr>
<tr>
<td>2002</td>
<td>2,417</td>
<td>76%</td>
</tr>
<tr>
<td>2003</td>
<td>3,037</td>
<td>74%</td>
</tr>
<tr>
<td>2004</td>
<td>4,765</td>
<td>80%</td>
</tr>
<tr>
<td>2005</td>
<td>4,559</td>
<td>69%</td>
</tr>
<tr>
<td>2006</td>
<td>7,369</td>
<td>87%</td>
</tr>
<tr>
<td>2007</td>
<td>11,868</td>
<td>90%</td>
</tr>
<tr>
<td>2008</td>
<td>12,899</td>
<td>76%</td>
</tr>
<tr>
<td>2009</td>
<td>22,800</td>
<td>78%</td>
</tr>
<tr>
<td>2010</td>
<td>31,865</td>
<td>66%</td>
</tr>
<tr>
<td>2011</td>
<td>42,731</td>
<td>79%</td>
</tr>
<tr>
<td>2012</td>
<td>65,454</td>
<td>78%</td>
</tr>
<tr>
<td>2013</td>
<td>100,108</td>
<td>75%</td>
</tr>
<tr>
<td>2014</td>
<td>140,098</td>
<td>73%</td>
</tr>
<tr>
<td>2015</td>
<td>241,809</td>
<td>78%</td>
</tr>
<tr>
<td>2016</td>
<td>257,406</td>
<td>70%</td>
</tr>
<tr>
<td>2017</td>
<td>199,367</td>
<td>66%</td>
</tr>
<tr>
<td>2018</td>
<td>211,407</td>
<td>67%</td>
</tr>
</tbody>
</table>

![Graph showing number of systems and market coverage over years](image-url)
## State Sample Sizes for Income Analysis

<table>
<thead>
<tr>
<th>State</th>
<th>All Years</th>
<th>2018 Installations</th>
<th></th>
<th>All Years</th>
<th>2018 Installations</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>TTS</td>
<td>BZ</td>
<td>Total</td>
<td>Market Coverage</td>
<td>TTS</td>
</tr>
<tr>
<td>AK</td>
<td>0</td>
<td>2</td>
<td>2</td>
<td>0%</td>
<td>0</td>
</tr>
<tr>
<td>AL</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>1%</td>
<td>0</td>
</tr>
<tr>
<td>AR</td>
<td>81</td>
<td>11</td>
<td>92</td>
<td>7%</td>
<td>0</td>
</tr>
<tr>
<td>AZ</td>
<td>0</td>
<td>36,371</td>
<td>36,371</td>
<td>26%</td>
<td>0</td>
</tr>
<tr>
<td>AK</td>
<td>856,723</td>
<td>7,096</td>
<td>863,819</td>
<td>95%</td>
<td>128,380</td>
</tr>
<tr>
<td>CA</td>
<td>0</td>
<td>19,700</td>
<td>19,700</td>
<td>39%</td>
<td>0</td>
</tr>
<tr>
<td>CT</td>
<td>27,916</td>
<td>747</td>
<td>28,663</td>
<td>83%</td>
<td>4,674</td>
</tr>
<tr>
<td>DC</td>
<td>3,937</td>
<td>243</td>
<td>4,180</td>
<td>97%</td>
<td>689</td>
</tr>
<tr>
<td>DE</td>
<td>0</td>
<td>164</td>
<td>164</td>
<td>2%</td>
<td>0</td>
</tr>
<tr>
<td>FL</td>
<td>2,637</td>
<td>8,939</td>
<td>11,576</td>
<td>35%</td>
<td>531</td>
</tr>
<tr>
<td>GA</td>
<td>0</td>
<td>53</td>
<td>53</td>
<td>5%</td>
<td>0</td>
</tr>
<tr>
<td>HI</td>
<td>0</td>
<td>46,291</td>
<td>46,291</td>
<td>60%</td>
<td>0</td>
</tr>
<tr>
<td>IA</td>
<td>0</td>
<td>94</td>
<td>94</td>
<td>3%</td>
<td>0</td>
</tr>
<tr>
<td>ID</td>
<td>0</td>
<td>2,012</td>
<td>2,012</td>
<td>53%</td>
<td>0</td>
</tr>
<tr>
<td>IL</td>
<td>358</td>
<td>161</td>
<td>519</td>
<td>14%</td>
<td>0</td>
</tr>
<tr>
<td>IN</td>
<td>0</td>
<td>1</td>
<td>1</td>
<td>0%</td>
<td>1</td>
</tr>
<tr>
<td>KS</td>
<td>0</td>
<td>101</td>
<td>101</td>
<td>7%</td>
<td>0</td>
</tr>
<tr>
<td>KY</td>
<td>0</td>
<td>5</td>
<td>5</td>
<td>0%</td>
<td>0</td>
</tr>
<tr>
<td>LA</td>
<td>0</td>
<td>11,407</td>
<td>11,407</td>
<td>45%</td>
<td>0</td>
</tr>
<tr>
<td>MA</td>
<td>84,910</td>
<td>1,827</td>
<td>86,737</td>
<td>100%</td>
<td>10,306</td>
</tr>
<tr>
<td>MD</td>
<td>0</td>
<td>11,634</td>
<td>11,634</td>
<td>18%</td>
<td>0</td>
</tr>
<tr>
<td>ME</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>0</td>
</tr>
<tr>
<td>MI</td>
<td>1</td>
<td>727</td>
<td>728</td>
<td>16%</td>
<td>0</td>
</tr>
<tr>
<td>MN</td>
<td>1,096</td>
<td>1,651</td>
<td>2,747</td>
<td>66%</td>
<td>128</td>
</tr>
<tr>
<td>MO</td>
<td>0</td>
<td>310</td>
<td>310</td>
<td>4%</td>
<td>0</td>
</tr>
<tr>
<td>MS</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>0</td>
</tr>
<tr>
<td>MT</td>
<td>0</td>
<td>291</td>
<td>291</td>
<td>13%</td>
<td>0</td>
</tr>
<tr>
<td>MS</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0%</td>
<td>0</td>
</tr>
<tr>
<td>MT</td>
<td>0</td>
<td>291</td>
<td>291</td>
<td>13%</td>
<td>0</td>
</tr>
<tr>
<td>US</td>
<td>1,176,979</td>
<td>189,276</td>
<td>1,366,255</td>
<td>73%</td>
<td>183,382</td>
</tr>
</tbody>
</table>
Sample Composition over Time

Percent of Sample

Installation Year


All Others
AZ
HI
NY
MA
CA
Distribution of Solar Adopters by State Median Incomes
Comparison of Data Sample to Total U.S. Market

**Data Sample**

<table>
<thead>
<tr>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Highest income states (primarily CA, MA, NY)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Middle income states (primarily AZ, NV, TX, OR)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lowest income states (primarily NM, LA, FL, NC)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

**Total U.S. Market**

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Highest income states</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Middle income states</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lowest income states</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

Notes: Highest, Middle, and Lowest income states are those in the upper, middle, and lower thirds, respectively, based on Census data for each state’s median income among owner-occupied households. Figure for Total U.S. Market is based on data for state-level residential installations from SEIA and Wood Mackenzie’s “Solar Market Insight” report.
Experian Data Fields Used in this Analysis

- **Estimated Household Income**: The total estimated income for a living unit, incorporating several highly predictive individual and household level variables. The income estimation is determined using multiple statistical methodologies to predict the income estimate for the living unit.

- **Estimated Current Home Value**: Predicts the current home value; integrates market-specific data sources that include the most current, complete and relevant home value information available. In addition to public record data, such as deed data, the model considers all available market information including recent sales and property listings.

- **SCOREX PLUS (credit score)**: Predicts the likelihood of future serious delinquencies on any type of account. Due to limitations related to the Federal Fair Credit Reporting Act (FCRA), data provided for each address represent the corresponding Census block medians, rather than the credit score of the specific individual or household.
The percentage of households that the model predicts accurately was determined overall and at various income cut points. Multiple statistical tests were performed to assess the overall fit of the model. These tests show with statistical significance that the classification accuracy is better than chance. Based on these tests, the income estimate can confidently be described as predicting the correct income category 129% better than chance. In other words, with the model the efficiency of the income prediction is substantially greater than not having a model and randomly assigning a household to an income category. Below are prediction efficiencies for multiple income levels:

<table>
<thead>
<tr>
<th>Income Level</th>
<th>Accuracy Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Above or below $15,000</td>
<td>86.8%</td>
</tr>
<tr>
<td>Above or below $25,000</td>
<td>81.1%</td>
</tr>
<tr>
<td>Above or below $35,000</td>
<td>77.9%</td>
</tr>
<tr>
<td>Above or below $50,000</td>
<td>76.0%</td>
</tr>
<tr>
<td>Above or below $75,000</td>
<td>76.5%</td>
</tr>
<tr>
<td>Above or below $100,000</td>
<td>79.9%</td>
</tr>
<tr>
<td>Above or below $150,000</td>
<td>89.3%</td>
</tr>
</tbody>
</table>
The overall trend of solar adoption slowly migrating to lower incomes is fairly consistent across state markets.

That said, trends for some of the larger state markets are uneven:
- AZ: year-over-year variability, perhaps due partly to geographic shifts in the market
- MA and NY: trends were moving in the opposite direction during the first half of the decade before reversing course

The same general trends persist if other income thresholds are used instead of $100k.

Additional state-level time series data can be accessed through the online data visualizations.
Solar-Adopter Income Distribution by State Quintile
*Trends over Time and by State*

**Percent of Solar Adopters**

- **State Income Percentile**
  - 80-100th
  - 60-80th
  - 40-60th
  - 20-40th
  - 0-20th

**Percent of 2018 Solar Adopters**

- **State Income Percentile**
  - 80-100th
  - 60-80th
  - 40-60th
  - 20-40th
  - 0-20th

*Installation Year*

- 2010
- 2011
- 2012
- 2013
- 2014
- 2015
- 2016
- 2017
- 2018
LMI Sample Shares over Time

### Income as a Percent of FPL

<table>
<thead>
<tr>
<th>Percent of Solar Adopters</th>
<th>Percent of FPL</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>200-300%</td>
</tr>
<tr>
<td></td>
<td>150-200%</td>
</tr>
<tr>
<td></td>
<td>&lt;150%</td>
</tr>
</tbody>
</table>

### Income as a Percent of AMI

<table>
<thead>
<tr>
<th>Percent of Solar Adopters</th>
<th>Percent of AMI</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>100-120%</td>
</tr>
<tr>
<td></td>
<td>80-100%</td>
</tr>
<tr>
<td></td>
<td>60-80%</td>
</tr>
<tr>
<td></td>
<td>&lt;60%</td>
</tr>
</tbody>
</table>
Solar-Adopter Home-Value and Credit-Score Distributions by State

Solar-Adopter Home Values

Percent of 2018 Solar Adopters

Credit-Score Range
- >800 (Super-Prime)
- 740-800 (Super-Prime)
- 680-740 (Prime)
- 620-680 (Near-Prime)
- 550-620 (Non-Prime)
- <550 (High-Risk)
Comparison of Solar-Adopter Incomes with Home Values and Credit Scores

**Income vs. Home-Value**

- **Home-Value Percentile**
  - 0-20th
  - 20-40th
  - 40-60th
  - 60-80th
  - 80-100th

- **Percent of 2018 Solar Adopters**
  - Income Percentiles

**Income vs. Credit-Score**

- **Credit-Score Percentile**
  - 0-20th
  - 20-40th
  - 40-60th
  - 60-80th
  - 80-100th

- **Percent of 2018 Solar Adopters**
  - Income Percentiles
Contacts

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For more information

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