



SMART HOMES

Complete Smart Home Proposal

1240 Paddock Avenue, Charlotte NC 28209

PREPARED FOR

Jeffery Davis

PROJECT ADDRESS

1240 Paddock Avenue
Charlotte, NC 28209

BUILDER

Keen Building Company

PREPARED BY

Ryan Palmer
CEO, Alt3 Smart Homes

DATE

February 17, 2026

PROPOSAL #

ALT3-2026-001

| Project Overview

A comprehensive, whole-home smart living system for your new home at 1240 Paddock Avenue — encompassing intelligent lighting control, distributed audio & video, voice-driven AI automation, security, climate integration, and motorized shade preparation.

SECTION A — LIGHTING CONTROL

- ▶ Lutron HomeWorks QSX processor infrastructure
- ▶ Palladiom & Sunnata designer keypads
- ▶ Ketra tunable white fixtures & downlights
- ▶ Rania D2 shade integration fixtures
- ▶ Occupancy sensors & adaptive dimming
- ▶ System engineering & programming

SECTION B — SMART HOME, A/V & SECURITY

- ▶ AI voice control throughout every room
- ▶ Distributed whole-home audio (14 zones)
- ▶ 4K video distribution to 5 displays
- ▶ Dedicated home theater / bonus room
- ▶ Security system with cameras & sensors
- ▶ Networking, climate, & shade prewire

SECTION A

SECTION TOTAL

Lutron HomeWorks Lighting Control

\$116,166.05

Note: Section A covers lighting material, equipment, engineering, and programming only. Installation labor is not included — electrical rough-in, wiring, and trim-out are the responsibility of the project electrician.

| Main Level — Lutron HomeWorks Lighting

Complete lighting control for primary living spaces — kitchen, great room, dining, foyer, and entertaining areas. Includes HomeWorks dimmers, switches, Ketra D2 tunable white fixtures, Rania D2 fixtures, Sunnata keypads, processors, and low-voltage infrastructure.

Lighting Material & Equipment	\$83,180.50
Engineering, Programming & Oversight	\$8,318.05
Main Level Total	\$91,498.55

| Upper Level — Lutron HomeWorks Lighting

Complete lighting control for bedrooms, bathrooms, hallways, and bonus areas. Includes HomeWorks dimmers, switches, Rania D2 fixtures, Sunnata keypads, and supporting infrastructure.

Lighting Material & Equipment	\$22,425.00
Engineering, Programming & Oversight	\$2,242.50
Upper Level Total	\$24,667.50

SECTION B










Smart Home, Audio/Video & Security




SECTION TOTAL

\$108,049.15

| Equipment Room — Network & Core Infrastructure









Central rack, networking, processing, and whole-home distribution backbone.

PRODUCT		QTY	UNIT	TOTAL
 Strong Custom Series Floor Standing Rack — 42U 42U, 20" Depth	×1	\$1,036.99		\$1,036.99
 WattBox IP Power Conditioner WB-800-IPVM-12	×2	\$1,028.99		\$2,057.98
 Araknis 520-Series Dual-WAN Router Multi-Gigabit VPN	×1	\$907.99		\$907.99
 Araknis 48-Port PoE Managed Switch AN-220-SW-F-48-POE	×1	\$1,699.99		\$1,699.99
 Araknis Wi-Fi 6 820 Series WAP Indoor Access Point	×4	\$816.99		\$3,267.96
 Araknis Wi-Fi 6 520 Series WAP Indoor Access Point	×1	\$472.99		\$472.99
 Josh Core — AI Voice Control Processor Josh.ai Core	×1	\$3,078.90		\$3,078.90
 AVPro Edge Hub — 4K Video Distribution AVP-AC-AEX-RC-HUB	×1	\$1,959.00		\$1,959.00
 MartinLogan MDA16 — 16-Ch Amplifier 16-Channel Distribution Amp	×1	\$3,749.99		\$3,749.99

	Anthem MDX 8 — 8-Zone Audio Matrix Anthem MDX 8	×1	\$2,499.98	\$2,499.98
	Sonos Port — Streaming Source Sonos Port	×3	\$499.00	\$1,497.00
	Structured Wiring & Cable Infrastructure Cat6, Coax, Speaker Wire	—	—	\$594.55
Equipment Subtotal				\$23,371.37
Installation Labor				\$4,497.50
Tax (7%)				\$1,950.86
Equipment Room Total				\$29,819.73


| Security & Surveillance

Comprehensive security with AI camera analytics, smart sensors, and two-way video doorbells.

PRODUCT		QTY	UNIT	TOTAL
	IC Realtime NightWatch Pro AI Camera 4K, VFX Analytics	×1	\$1,500.00	\$1,500.00
	Qolsys IQ4 Hub — 7" Security Panel Verizon LTE	×1	\$781.84	\$781.84
	Qolsys Recessed Door/Window Sensor S-Line Encrypted	×5	\$82.18	\$410.90
	Qolsys Outdoor Motion Sensor Q0L-QS5110-840	×2	\$130.08	\$260.16
	Qolsys Carbon Monoxide Detector Wireless CO Sensor	×2	\$157.36	\$314.72
	Qolsys Glass Break Detector S-Line Encrypted	×6	\$179.86	\$1,079.16
	Qolsys PIR Motion Sensor S-Line, Pet Immune	×3	\$97.72	\$293.16
	Video Doorbell — 2MP PoE IR Night Vision, SIP	×2	\$598.00	\$1,196.00
Equipment Subtotal				\$5,835.94
Installation Labor				\$2,385.00
Tax (7%)				\$575.47
Security Total				\$8,796.40


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Climate Control & Shade Preparation

	<div><div>Ecobee Smart Thermostat</div><div>EB-STATE3LTP-02</div></div>	×3	\$149.94	\$449.85
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Installation Labor	\$195.00
Tax (7%)	\$45.15

Climate Control Total	\$689.99
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	<div><div>Motorized Shade Prewire — per motor location</div><div>Bonus, Kitchen, Mud, Dining, Primary BR, Guest</div></div>	×26	\$100.00	\$2,600.00
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Installation Labor	\$195.00
Tax (7%)	\$195.65

Shade Wiring Total	\$2,990.65
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First Floor — Audio, Video & Voice

Living Room				\$5,602.33
	MartinLogan Motion MC6-HT In-Ceiling Speaker	×2	\$524.99	\$1,049.98
	MartinLogan Dynamo IW-O In-Wall Subwoofer	×1	\$784.99	\$784.99
	MartinLogan MP500 Subwoofer Amplifier	×1	\$899.99	\$899.99
	Josh Edge — AI Voice Control Josh.ai Edge	×1	\$548.90	\$548.90
	4K Streaming & Distribution Roku, AVPro, cables	—	—	\$324.97
	Infrastructure Ethernet plates, prewire	—	—	\$306.99
Labor				\$1,320.00
Tax (7%)				\$366.51

Kitchen				\$6,036.05
	MartinLogan Motion MC8 In-Ceiling Speaker	×2	\$574.99	\$1,149.98
	Josh Nano — AI Voice Control Coral White	×1	\$878.90	\$878.90
	Josh 10" Touchscreen Ceramic White	×1	\$2,202.82	\$2,202.82

	Infrastructure Cat6, prewire	—	—	\$204.47
Labor				\$1,205.00
Tax (7%)				\$394.88
Office				\$3,851.87
	MartinLogan Motion MC8 In-Ceiling Speaker	×2	\$574.99	\$1,149.98
	Josh Nano — AI Voice Control Coral White	×1	\$878.90	\$878.90
	Arlington Floor Box FLBR5420BL	×1	\$118.00	\$118.00
	Infrastructure Cat6, ethernet plate, prewire	—	—	\$183.00
Labor + Tax				\$1,521.99
Guest Bedroom 1				\$262.68
	Dual Ethernet Wall Plate Data & Network	×1	\$93.00	\$93.00
Labor + Tax				\$169.68
Lounge				\$1,885.85
	MartinLogan Motion MC8 In-Ceiling Speaker	×2	\$574.99	\$1,149.98
	House Audio Prewire Speaker cable run	×1	\$100.00	\$100.00

Labor + Tax

\$635.87

Owner's Bedroom

\$8,377.59

 **MartinLogan Motion MC8**
In-Ceiling Speaker

×2

\$574.99

\$1,149.98

 **Josh Nano — AI Voice Control**
Coral White

×1

\$878.90

\$878.90

 **Josh 10" Touchscreen**
Ceramic White

×1

\$2,202.82

\$2,202.82

 **Josh Edge — AI Voice Control**
Josh.ai Edge

×1

\$548.90

\$548.90

 **4K Streaming & Distribution**
Roku, AVPro, mount, cables

—

—

\$578.96

 **Infrastructure**
Cat6, ethernet plates, prewire

—

—

\$397.47

Labor + Tax

\$2,620.55

Owner's Bathroom

\$1,885.85

 **MartinLogan Motion MC8**
In-Ceiling Speaker

×2

\$574.99

\$1,149.98

 **House Audio Prewire**
Speaker cable run

×1

\$100.00


\$100.00

Labor + Tax

\$635.87

Owner's Closet








\$1,885.85

 **MartinLogan Motion MC8**

×2












\$574.99

\$1,149.98

	In-Ceiling Speaker			
	House Audio Prewire Speaker cable run	×1	\$100.00	\$100.00
Labor + Tax				\$635.87
Covered Porch				\$6,297.81
	MartinLogan IC8-AW Outdoor In-Ceiling Speaker	×6	\$399.99	\$2,399.94
	Josh Edge — AI Voice Control Josh.ai Edge	×1	\$548.90	\$548.90
	Strong XL Tilt Mount 49–90" Display	×1	\$353.99	\$353.99
	4K Streaming & Distribution Roku, AVPro, cables	—	—	\$224.97
	Infrastructure Ethernet plates, prewire	—	—	\$293.00
Labor + Tax				\$2,477.01

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Second Floor — Audio, Video & Voice

Bonus Room / Home Theater				\$21,084.66
	Anthem MRX 740 8K AV Receiver Anthem MRX 740	×1	\$3,099.99	\$3,099.99
	MartinLogan Motion XTW5-LCR Front LCR Speakers	×3	\$1,299.99	\$3,899.97
	MartinLogan Motion MC8 Surround Speakers	×4	\$574.99	\$2,299.96
	MartinLogan Dynamo IW-O In-Wall Subwoofer	×2	\$784.99	\$1,569.98
	MartinLogan MP500 Subwoofer Amplifier	×1	\$899.99	\$899.99
	Sanus VXT7-B2 Speaker Mount Sanus	×1	\$275.33	\$275.33
	Josh Nano — AI Voice Control Coral White	×1	\$878.90	\$878.90
	Josh 10" Touchscreen Ceramic White	×1	\$2,202.82	\$2,202.82
	Josh Edge — AI Voice Control Josh.ai Edge	×1	\$548.90	\$548.90
	4K Streaming Roku Ultra, cables	—	—	\$149.96
	Infrastructure Cat6, ethernet plates, surround prewire	—	—	\$504.48

Labor + Tax

\$4,754.37

JR Suite

\$262.68



Dual Ethernet Wall Plate

Data & Network

×1

\$93.00

\$93.00

Labor + Tax

\$169.68

Guest Bedroom 2

\$262.68



Dual Ethernet Wall Plate

Data & Network

×1

\$93.00

\$93.00

Labor + Tax

\$169.68

Guest Bedroom 3

\$262.68



Dual Ethernet Wall Plate

Data & Network

×1



\$93.00



\$93.00





Labor + Tax


\$169.68

Outdoor & Garage

Pergola				\$1,580.90
	MartinLogan ML-75AW Outdoor Speaker	×2	\$469.99	\$939.98
	House Audio Prewire Speaker cable run	×1	\$100.00	\$100.00
Labor + Tax				\$540.92

Firepit				\$1,580.90
	MartinLogan ML-75AW Outdoor Speaker	×2	\$469.99	\$939.98
	House Audio Prewire Speaker cable run	×1	\$100.00	\$100.00
Labor + Tax				\$540.92

Gym / Flex Room				\$4,631.86
	MartinLogan Motion MC8 In-Ceiling Speaker	×2	\$574.99	\$1,149.98
	Josh Edge — AI Voice Control Josh.ai Edge	×1	\$548.90	\$548.90
	Strong XL Tilt Mount 49–90" Display	×1	\$353.99	\$353.99
	4K Streaming & Distribution Roku, AVPro, cables	—	—	\$232.98

	Infrastructure Cat6, ethernet plates, prewire	—	—	\$363.00
Labor + Tax				\$1,983.02

| **Section B Summary**

Equipment Room — Network & Core	\$29,819.73
Security & Surveillance	\$8,796.40
Climate Control	\$689.99
Shade Wiring (26 locations)	\$2,990.65
Living Room	\$5,602.33
Kitchen	\$6,036.05
Office	\$3,851.87
Guest Bedroom 1	\$262.68
Lounge	\$1,885.85
Owner's Bedroom	\$8,377.59
Owner's Bathroom	\$1,885.85
Owner's Closet	\$1,885.85
Covered Porch	\$6,297.81
Bonus Room / Home Theater	\$21,084.66
JR Suite	\$262.68
Guest Bedroom 2	\$262.68
Guest Bedroom 3	\$262.68
Pergola	\$1,580.90
Firepit	\$1,580.90
Gym / Flex Room	\$4,631.86
Section B Total	\$108,049.15

Section A — Lutron HomeWorks Lighting Control	\$116,166.05
Section B — Smart Home, A/V & Security	\$108,049.15

Total Project Investment

\$224,215.20

| Payment Schedule

<div>10%</div> <div>DEPOSIT — UPON SIGNING</div> <div>\$22,421.52</div>	<div>80%</div> <div>EQUIPMENT ORDERED & RECEIVED</div> <div>\$179,372.16</div>	<div>10%</div> <div>SUBSTANTIAL COMPLETION</div> <div>\$22,421.52</div>
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| Terms & Conditions

Payment Schedule: 10% non-refundable deposit due upon signing. 80% due when equipment is ordered and received. 10% final payment at substantial completion. All invoices due upon receipt; late payments may incur fees.

Timeline: Project timelines depend on product availability, manufacturer shipping, and scheduling. Equipment lead time is typically 4–8 weeks. Installation coordinated with builder's construction schedule.

Workmanship Warranty: Alt3 provides a one-year workmanship warranty from the date of substantial completion. Issues caused by misuse, third-party alterations, or manufacturer defects are excluded.

Cancellations: The initial deposit is non-refundable. Customer is responsible for restocking fees or non-returnable items if cancelled after equipment is ordered. Completed labor is billable.

Proposal Validity: This proposal is valid for 30 days from date of issue. Pricing subject to change due to manufacturer adjustments.

Equipment Warranty: All equipment covered per manufacturer's standard warranty. Alt3 will perform one (1) courtesy replacement of one (1) item (parts + labor) within the manufacturer's warranty period. Additional replacements subject to labor charges.

Change Orders: Additional work not in the original scope requires a change order and additional charges. No work begins without written approval.

Liability: Alt3's liability is limited to the total amount paid under this agreement. Not liable for pre-existing issues, customer-provided equipment, or post-installation modifications.

Governing Law: This agreement is governed by the laws of the State of North Carolina. Disputes resolved in Charlotte, NC courts.

| Acceptance

By signing below, you authorize Alt3 Smart Homes to proceed with the scope described in this proposal.

CLIENT SIGNATURE

DATE

Jeffery Davis

ALT3 SMART HOMES

DATE

Ryan Palmer, CEO

ALT3 SMART HOMES

552 Marsh Rd, Charlotte, NC 28209 | info@alt3.com | alt3smarthomes.com

Simple. Seamless. Smart — by design.