



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****Main Level — Lighting Equipment**

Primary living spaces including kitchen, great room, dining, foyer, and entertaining areas.

PRODUCT	QTY	UNIT	TOTAL
 <b>HomeWorks Dimmer</b> HRST-PRO-N-RW	×25	\$293.00	<b>\$7,325.00</b>
 <b>HomeWorks Switch</b> HRST-8ANS-RW	×5	\$307.00	<b>\$1,535.00</b>
 <b>Ketra D2 Tunable White Fixture</b> Ketra D2 Downlight	×51	\$997.50	<b>\$50,872.50</b>
 <b>Rania D2 Fixture</b> Lutron Rania D2	×12	\$728.00	<b>\$8,736.00</b>
 <b>Sunnata Hybrid Keypad, Engraved</b> Sunnata Hybrid	×15	\$653.00	<b>\$9,795.00</b>
 <b>Sunnata 4-Button Keypad, Engraved</b> Sunnata 4B	×3	\$531.00	<b>\$1,593.00</b>
 <b>Low-Voltage Panel</b> HQ-LV21-120	×1	\$640.00	<b>\$640.00</b>
 <b>Dual Radio Processor</b> HQP7-RF2	×1	\$1,705.00	<b>\$1,705.00</b>
 <b>CCX Processor</b> HQP7-RF	×1	\$979.00	<b>\$979.00</b>

<b>Equipment Subtotal</b>	<b>\$83,180.50</b>
Engineering, Programming & Oversight (10%)	\$8,318.05
<b>Main Level Total</b>	<b>\$91,498.55</b>

## Upper Level — Lighting Equipment

Primary & secondary bedrooms, bathrooms, hallways, and bonus areas.

PRODUCT	QTY	UNIT	TOTAL
 <b>HomeWorks Dimmer</b> HRST-PR0-N-RW	×30	\$293.00	<b>\$8,790.00</b>
 <b>HomeWorks Switch</b> HRST-8ANS-RW	×8	\$307.00	<b>\$2,456.00</b>
 <b>Rania D2 Fixture</b> Lutron Rania D2	×13	\$728.00	<b>\$9,464.00</b>
 <b>Sunnata Hybrid Keypad, Engraved</b> Sunnata Hybrid	×1	\$653.00	<b>\$653.00</b>
 <b>Sunnata 4-Button Keypad, Engraved</b> Sunnata 4B	×2	\$531.00	<b>\$1,062.00</b>
<b>Equipment Subtotal</b>			<b>\$22,425.00</b>
Engineering, Programming & Oversight (10%)			\$2,242.50
<b>Upper Level Total</b>			<b>\$24,667.50</b>

SECTION B

SECTION TOTAL

**Smart Home, Audio/Video & Security****\$108,049.15****| Equipment Room — Network & Core Infrastructure**

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

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

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

## Climate Control & Shade Preparation



**Ecobee Smart Thermostat**  
EB-STATE3LTP-02

×3

\$149.94

**\$449.85**

Installation Labor \$195.00

Tax (7%) \$45.15

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**Climate Control Total** **\$689.99**



**Motorized Shade Prewire — per motor location**  
Bonus, Kitchen, Mud, Dining, Primary BR, Guest

×26

\$100.00

**\$2,600.00**

Installation Labor \$195.00

Tax (7%) \$195.65

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**Shade Wiring Total** **\$2,990.65**

## First Floor — Audio, Video & Voice

### Living Room

\$5,602.33


**MartinLogan Motion MC6-HT**

In-Ceiling Speaker

x2

\$524.99

**\$1,049.98**
**MartinLogan Dynamo IW-O**

In-Wall Subwoofer

x1

\$784.99

**\$784.99**
**MartinLogan MP500**

Subwoofer Amplifier

x1

\$899.99

**\$899.99**
**Josh Edge — AI Voice Control**

Josh.ai Edge

x1

\$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

x2

\$574.99

**\$1,149.98**
**Josh Nano — AI Voice Control**

Coral White

x1

\$878.90

**\$878.90**
**Josh 10" Touchscreen**

Ceramic White

x1

\$2,202.82

**\$2,202.82**

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

Labor + Tax		\$635.87
<b>Owner's Bedroom</b>		\$8,377.59
 <b>MartinLogan Motion MC8</b> In-Ceiling Speaker	×2	\$574.99 <b>\$1,149.98</b>
 <b>Josh Nano — AI Voice Control</b> Coral White	×1	\$878.90 <b>\$878.90</b>
 <b>Josh 10" Touchscreen</b> Ceramic White	×1	\$2,202.82 <b>\$2,202.82</b>
 <b>Josh Edge — AI Voice Control</b> Josh.ai Edge	×1	\$548.90 <b>\$548.90</b>
 <b>4K Streaming &amp; Distribution</b> Roku, AVPro, mount, cables	—	— <b>\$578.96</b>
 <b>Infrastructure</b> Cat6, ethernet plates, prewire	—	— <b>\$397.47</b>
Labor + Tax		\$2,620.55
<b>Owner's Bathroom</b>		\$1,885.85
 <b>MartinLogan Motion MC8</b> In-Ceiling Speaker	×2	\$574.99 <b>\$1,149.98</b>
 <b>House Audio Prewire</b> Speaker cable run	×1	\$100.00 <b>\$100.00</b>
Labor + Tax		\$635.87
<b>Owner's Closet</b>		\$1,885.85
 <b>MartinLogan Motion MC8</b>	×2	\$574.99 <b>\$1,149.98</b>

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

## Second Floor — Audio, Video & Voice

### Bonus Room / Home Theater \$21,084.66

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

Labor + Tax \$4,754.37

**JR Suite** \$262.68

**Dual Ethernet Wall Plate**

Data &amp; Network

×1

\$93.00

\$93.00

Labor + Tax \$169.68

**Guest Bedroom 2** \$262.68

**Dual Ethernet Wall Plate**

Data &amp; Network

×1

\$93.00

\$93.00

Labor + Tax \$169.68

**Guest Bedroom 3** \$262.68

**Dual Ethernet Wall Plate**

Data &amp; Network

×1

\$93.00

\$93.00

Labor + Tax \$169.68

## Outdoor & Garage

### Pergola

\$1,580.90


**MartinLogan ML-75AW**

Outdoor Speaker

x2

\$469.99

**\$939.98**
**House Audio Prewire**

Speaker cable run

x1

\$100.00

**\$100.00**

Labor + Tax

\$540.92

### Firepit

\$1,580.90


**MartinLogan ML-75AW**

Outdoor Speaker

x2

\$469.99

**\$939.98**
**House Audio Prewire**

Speaker cable run

x1

\$100.00

**\$100.00**

Labor + Tax

\$540.92

### Gym / Flex Room

\$4,631.86


**MartinLogan Motion MC8**

In-Ceiling Speaker

x2

\$574.99

**\$1,149.98**
**Josh Edge — AI Voice Control**

Josh.ai Edge

x1

\$548.90

**\$548.90**
**Strong XL Tilt Mount**

49–90" Display

x1

\$353.99

**\$353.99**
**4K Streaming & Distribution**

Roku, AVPro, cables

—

—

**\$232.98**

	<b>Infrastructure</b> Cat6, ethernet plates, prewire	—	—	\$363.00
	Labor + Tax			\$1,983.02
<b>  Section B Summary</b>				
	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
	<b>Section B Total</b>			<b>\$108,049.15</b>

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

**50%**

UPON ACCEPTANCE

**\$112,107.60**

**40%**

EQUIPMENT DELIVERY

**\$89,686.08**

**10%**

PROJECT COMPLETION

**\$22,421.52**

## | Terms & Conditions

**Payment Schedule:** 50% deposit upon acceptance. 40% upon equipment delivery to job site. 10% balance upon completion and commissioning.

**Timeline:** Equipment lead time 4–8 weeks from order. On-site installation and programming coordinated with builder's construction schedule.

**Change Orders:** Additions or modifications after acceptance will be documented and priced separately. No additional work begins without written approval.

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

**Warranty:** All equipment carries manufacturer's standard warranty. Alt3 Smart Homes provides a 1-year workmanship warranty on installation and programming.

**Exclusions:** This proposal covers equipment, installation labor, engineering, and programming. Electrical rough-in by licensed electrician is not included unless separately specified. TVs/displays are owner-furnished unless quoted.

## | Acceptance

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

CLIENT SIGNATURE

Jeffery Davis

DATE

ALT3 SMART HOMES

Ryan Palmer, CEO

DATE

## ALT3 SMART HOMES

Charlotte, NC | ryan.palmer@alt3.com | (508) 954-2159

Intelligent Living, Beautifully Designed