



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-PR0-N-RW	×25	\$293.00	\$7,325.00
	<b>HomeWorks Switch</b> HRST-8ANS-RW	×5	\$307.00	\$1,535.00
	<b>Ketra D2 Tunable White Fixture</b> Ketra D2 Downlight	×51	\$997.50	\$50,872.50
	<b>Rania D2 Fixture</b> Lutron Rania D2	×12	\$728.00	\$8,736.00
	<b>Sunnata Hybrid Keypad, Engraved</b> Sunnata Hybrid	×15	\$653.00	\$9,795.00
	<b>Sunnata 4-Button Keypad, Engraved</b> Sunnata 4B	×3	\$531.00	\$1,593.00
	<b>Low-Voltage Panel</b> HQ-LV21-120	×1	\$640.00	\$640.00
	<b>Dual Radio Processor</b> HQP7-RF2	×1	\$1,705.00	\$1,705.00
	<b>CCX Processor</b> HQP7-RF	×1	\$979.00	\$979.00

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

## | 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	\$8,790.00
	<b>HomeWorks Switch</b> HRST-8ANS-RW	×8	\$307.00	\$2,456.00
	<b>Rania D2 Fixture</b> Lutron Rania D2	×13	\$728.00	\$9,464.00
	<b>Sunnata Hybrid Keypad, Engraved</b> Sunnata Hybrid	×1	\$653.00	\$653.00
	<b>Sunnata 4-Button Keypad, Engraved</b> Sunnata 4B	×2	\$531.00	\$1,062.00
Equipment Subtotal				\$22,425.00
Engineering, Programming & Oversight (10%)				\$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
 <b>Strong Custom Series Floor Standing Rack — 42U</b> 42U, 20" Depth	×1	\$1,036.99		\$1,036.99
 <b>WattBox IP Power Conditioner</b> WB-800-IPVM-12	×2	\$1,028.99		\$2,057.98
 <b>Araknis 520-Series Dual-WAN Router</b> Multi-Gigabit VPN	×1	\$907.99		\$907.99
 <b>Araknis 48-Port PoE Managed Switch</b> AN-220-SW-F-48-POE	×1	\$1,699.99		\$1,699.99
 <b>Araknis Wi-Fi 6 820 Series WAP</b> Indoor Access Point	×4	\$816.99		\$3,267.96
 <b>Araknis Wi-Fi 6 520 Series WAP</b> Indoor Access Point	×1	\$472.99		\$472.99
 <b>Josh Core — AI Voice Control Processor</b> Josh.ai Core	×1	\$3,078.90		\$3,078.90
 <b>AVPro Edge Hub — 4K Video Distribution</b> AVP-AC-AEX-RC-HUB	×1	\$1,959.00		\$1,959.00
 <b>MartinLogan MDA16 — 16-Ch Amplifier</b> 16-Channel Distribution Amp	×1	\$3,749.99		\$3,749.99

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

## | 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	\$1,500.00
	<b>Qolsys IQ4 Hub — 7" Security Panel</b> Verizon LTE	×1	\$781.84	\$781.84
	<b>Qolsys Recessed Door/Window Sensor</b> S-Line Encrypted	×5	\$82.18	\$410.90
	<b>Qolsys Outdoor Motion Sensor</b> Q0L-QS5110-840	×2	\$130.08	\$260.16
	<b>Qolsys Carbon Monoxide Detector</b> Wireless CO Sensor	×2	\$157.36	\$314.72
	<b>Qolsys Glass Break Detector</b> S-Line Encrypted	×6	\$179.86	\$1,079.16
	<b>Qolsys PIR Motion Sensor</b> S-Line, Pet Immune	×3	\$97.72	\$293.16
	<b>Video Doorbell — 2MP PoE</b> 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









	<b>MartinLogan Motion MC6-HT</b> In-Ceiling Speaker	×2	\$524.99	\$1,049.98
	<b>MartinLogan Dynamo IW-O</b> In-Wall Subwoofer	×1	\$784.99	\$784.99
	<b>MartinLogan MP500</b> Subwoofer Amplifier	×1	\$899.99	\$899.99
	<b>Josh Edge — AI Voice Control</b> Josh.ai Edge	×1	\$548.90	\$548.90
	<b>4K Streaming &amp; Distribution</b> Roku, AVPro, cables	—	—	\$324.97
	<b>Infrastructure</b> Ethernet plates, prewire	—	—	\$306.99

Labor	\$1,320.00
Tax (7%)	\$366.51

Kitchen

\$6,036.05

	<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>Josh 10" Touchscreen</b> Ceramic White	×1	\$2,202.82	\$2,202.82

	<b>Infrastructure</b> Cat6, prewire	—	—	<b>\$204.47</b>
Labor				\$1,205.00
Tax (7%)				\$394.88
<b>Office</b>				<b>\$3,851.87</b>
	<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>Arlington Floor Box</b> FLBR5420BL	×1	\$118.00	<b>\$118.00</b>
	<b>Infrastructure</b> Cat6, ethernet plate, prewire	—	—	<b>\$183.00</b>
Labor + Tax				\$1,521.99
<b>Guest Bedroom 1</b>				<b>\$262.68</b>
	<b>Dual Ethernet Wall Plate</b> Data & Network	×1	\$93.00	<b>\$93.00</b>
Labor + Tax				\$169.68
<b>Lounge</b>				<b>\$1,885.85</b>
	<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

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			
	<b>House Audio Prewire</b> Speaker cable run	×1	\$100.00	\$100.00
Labor + Tax				\$635.87
Covered Porch				\$6,297.81
	<b>MartinLogan IC8-AW</b> Outdoor In-Ceiling Speaker	×6	\$399.99	\$2,399.94
	<b>Josh Edge — AI Voice Control</b> Josh.ai Edge	×1	\$548.90	\$548.90
	<b>Strong XL Tilt Mount</b> 49–90" Display	×1	\$353.99	\$353.99
	<b>4K Streaming &amp; Distribution</b> Roku, AVPro, cables	—	—	\$224.97
	<b>Infrastructure</b> 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
	<b>Anthem MRX 740 8K AV Receiver</b> Anthem MRX 740	×1	\$3,099.99	\$3,099.99
	<b>MartinLogan Motion XTW5-LCR</b> Front LCR Speakers	×3	\$1,299.99	\$3,899.97
	<b>MartinLogan Motion MC8</b> Surround Speakers	×4	\$574.99	\$2,299.96
	<b>MartinLogan Dynamo IW-O</b> In-Wall Subwoofer	×2	\$784.99	\$1,569.98
	<b>MartinLogan MP500</b> Subwoofer Amplifier	×1	\$899.99	\$899.99
	<b>Sanus VXT7-B2 Speaker Mount</b> Sanus	×1	\$275.33	\$275.33
	<b>Josh Nano — AI Voice Control</b> Coral White	×1	\$878.90	\$878.90
	<b>Josh 10" Touchscreen</b> Ceramic White	×1	\$2,202.82	\$2,202.82
	<b>Josh Edge — AI Voice Control</b> Josh.ai Edge	×1	\$548.90	\$548.90
	<b>4K Streaming</b> Roku Ultra, cables	—	—	\$149.96
	<b>Infrastructure</b> 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
	<b>MartinLogan ML-75AW</b> Outdoor Speaker	×2	\$469.99	\$939.98
	<b>House Audio Prewire</b> Speaker cable run	×1	\$100.00	\$100.00
Labor + Tax				\$540.92

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

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





Infrastructure

Cat6, ethernet plates, prewire

—

—

\$363.00

Labor + Tax

\$1,983.02

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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
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Total Project Investment	\$224,215.20

| Payment Schedule

50%	40%	10%
UPON ACCEPTANCE	EQUIPMENT DELIVERY	PROJECT COMPLETION
\$112,107.60	\$89,686.08	\$22,421.52

| Terms & Conditions

<p><b>Payment Schedule:</b> 50% deposit upon acceptance. 40% upon equipment delivery to job site. 10% balance upon completion and commissioning.</p> <p><b>Timeline:</b> Equipment lead time 4–8 weeks from order. On-site installation and programming coordinated with builder's construction schedule.</p> <p><b>Change Orders:</b> Additions or modifications after acceptance will be documented and priced separately. No additional work begins without written approval.</p>	<p><b>Proposal Validity:</b> This proposal is valid for 30 days from date of issue. Pricing subject to change due to manufacturer adjustments.</p> <p><b>Warranty:</b> All equipment carries manufacturer's standard warranty. Alt3 Smart Homes provides a 1-year workmanship warranty on installation and programming.</p> <p><b>Exclusions:</b> 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.</p>
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| 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