



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 — 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.

<b>Lighting Material &amp; Equipment</b>	<b>\$83,180.50</b>
Engineering, Programming & Oversight	\$8,318.05
<b>Main Level Total</b>	<b>\$91,498.55</b>

**| 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.

<b>Lighting Material &amp; Equipment</b>	<b>\$22,425.00</b>
Engineering, Programming & Oversight	\$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

	<b>MartinLogan Motion MC6-HT</b> In-Ceiling Speaker	×2	\$524.99	<b>\$1,049.98</b>
	<b>MartinLogan Dynamo IW-O</b> In-Wall Subwoofer	×1	\$784.99	<b>\$784.99</b>
	<b>MartinLogan MP500</b> Subwoofer Amplifier	×1	\$899.99	<b>\$899.99</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, cables	—	—	<b>\$324.97</b>
	<b>Infrastructure</b> Ethernet plates, prewire	—	—	<b>\$306.99</b>
Labor				\$1,320.00
Tax (7%)				\$366.51

### Kitchen

	<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>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

**Anthem MRX 740 8K AV Receiver**

Anthem MRX 740

x1

\$3,099.99

**\$3,099.99****MartinLogan Motion XTW5-LCR**

Front LCR Speakers

x3

\$1,299.99

**\$3,899.97****MartinLogan Motion MC8**

Surround Speakers

x4

\$574.99

**\$2,299.96****MartinLogan Dynamo IW-O**

In-Wall Subwoofer

x2

\$784.99

**\$1,569.98****MartinLogan MP500**

Subwoofer Amplifier

x1

\$899.99

**\$899.99****Sanus VXT7-B2 Speaker Mount**

Sanus

x1

\$275.33

**\$275.33****Josh Nano — AI Voice Control**

Coral White

x1

\$878.90

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

Ceramic White

x1

\$2,202.82

**\$2,202.82****Josh Edge — AI Voice Control**

Josh.ai Edge

x1

\$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 &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

**10%**DEPOSIT — UPON  
SIGNING**\$22,421.52****80%**EQUIPMENT ORDERED &  
RECEIVED**\$179,372.16****10%**SUBSTANTIAL  
COMPLETION**\$22,421.52**

## | 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.

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CLIENT SIGNATURE

Jeffery Davis

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DATE

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ALT3 SMART HOMES

Ryan Palmer, CEO

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DATE

## ALT3 SMART HOMES

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

Simple. Seamless. Smart — by design.