



SMART HOMES

## Complete Smart Home Proposal

1240 Paddock Avenue, Charlotte NC

PREPARED FOR

Jeffery Davis

PREPARED BY

Ryan Palmer

CEO, Alt3 Smart Homes

PROJECT ADDRESS

1240 Paddock Avenue  
Charlotte, NC 28209

DATE

February 17, 2026

BUILDER

Keen Building Company

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. Designed and installed by Alt3 Smart Homes.

### **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

## Lutron HomeWorks Lighting Control

SECTION TOTAL

**\$116,166.05**

### | Main Level – Lighting Equipment

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

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

ITEM	PART #	QTY	UNIT PRICE	TOTAL
HomeWorks Dimmer	HRST-PRO-N-RW	30	\$293.00	\$8,790.00
HomeWorks Switch	HRST-8ANS-RW	8	\$307.00	\$2,456.00
Rania D2 Fixture	Rania D2	13	\$728.00	\$9,464.00
Sunnata Hybrid Keypad, Engraved	Sunnata Hybrid	1	\$653.00	\$653.00
Sunnata 4-Button Keypad, Engraved	Sunnata 4B	2	\$531.00	\$1,062.00
<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 \$88,049.15****| Equipment Room — Network & Core Infrastructure**

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

ITEM	QTY	UNIT PRICE	EXTENDED
Strong Custom Series Floor Standing Rack — 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 Multi-Gigabit VPN Router	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 Indoor Access Point	4	\$816.99	\$3,267.96
Araknis Wi-Fi 6 520 Series Indoor Access Point	1	\$472.99	\$472.99
Josh Core — AI Voice Control Processor	1	\$3,078.90	\$3,078.90
AVPro Edge Hub (AVP-AC-AEX-RC-HUB) — 4K Video Distribution	1	\$1,959.00	\$1,959.00
MartinLogan MDA16 — 16-Channel Amplifier	1	\$3,749.99	\$3,749.99
Anthem MDX 8 — 8-Zone Audio Matrix	1	\$2,499.98	\$2,499.98
Sonos Port — Streaming Source	3	\$499.00	\$1,497.00
Structured Wiring & Cable Infrastructure	—	—	\$594.55
<b>Equipment Subtotal</b>			<b>\$23,371.37</b>
Installation Labor			\$4,497.50
Tax (7%)			\$1,950.86

ITEM	QTY	UNIT PRICE	EXTENDED
<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.

ITEM	QTY	UNIT PRICE	EXTENDED
IC Realtime NightWatch Pro AI Camera (4K, VFX)	1	\$1,500.00	\$1,500.00
Qolsys IQ4 Hub — 7" Touchscreen Security Panel (Verizon)	1	\$781.84	\$781.84
Qolsys Recessed Door/Window Sensor (S-Line Encrypted)	5	\$82.18	\$410.90
Qolsys Outdoor Motion Sensor (QOL-QS5110-840)	2	\$130.08	\$260.16
Qolsys Carbon Monoxide Detector	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
<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

ITEM	QTY	UNIT PRICE	EXTENDED
Ecobee Smart Thermostat (EB-STATE3LTP-02)	3	\$149.94	\$449.85
Installation Labor			\$195.00
Tax (7%)			\$45.15
<b>Climate Control Total</b>			<b>\$689.99</b>

Motorized Shade Prewire — per motor location Bonus, Kitchen, Mud Room, Dining Room, Primary BR, Guest Room	26	\$100.00	\$2,600.00
Installation Labor		\$195.00	
Tax (7%)		\$195.65	
<b>Shade Wiring Total</b>			<b>\$2,990.65</b>

## | First Floor – Audio, Video & Voice

### Living Room

ITEM	QTY	UNIT PRICE	EXTENDED
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 Amp	1	\$899.99	\$899.99
Josh Edge — AI Voice Control	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

ITEM	QTY	UNIT PRICE	EXTENDED
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

ITEM	QTY	UNIT PRICE	EXTENDED
MartinLogan Motion MC8 In-Ceiling Speaker	2	\$574.99	\$1,149.98
Josh Nano — AI Voice Control (Coral White)	1	\$878.90	\$878.90

ITEM	QTY	UNIT PRICE	EXTENDED
Arlington Floor Box (FLBR5420BL)	1	\$118.00	\$118.00
Infrastructure (Cat6, ethernet plate, prewire)	—	—	\$183.00
Labor			\$1,270.00
Tax (7%)			\$251.99
<b>Guest Bedroom 1</b>			\$262.68
Dual Ethernet Wall Plate	1	\$93.00	\$93.00
Labor + Tax			\$169.68
<b>Lounge</b>			\$1,885.85
MartinLogan Motion MC8 In-Ceiling Speaker	2	\$574.99	\$1,149.98
House Audio Prewire	1	\$100.00	\$100.00
Labor + Tax			\$635.87
<b>Owner's Bedroom</b>			\$8,377.59
ITEM	QTY	UNIT PRICE	EXTENDED
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	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
<b>Owner's Bathroom</b>			\$1,885.85
MartinLogan Motion MC8 In-Ceiling Speaker	2	\$574.99	\$1,149.98

House Audio Prewire	1	\$100.00	\$100.00
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Labor + Tax	\$635.87
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### **Owner's Closet**

MartinLogan Motion MC8 In-Ceiling Speaker	2	\$574.99	\$1,149.98
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House Audio Prewire	1	\$100.00	\$100.00
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Labor + Tax	\$635.87
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### **Covered Porch**

\$6,297.81

ITEM	QTY	UNIT PRICE	EXTENDED
MartinLogan IC8-AW Outdoor In-Ceiling Speaker	6	\$399.99	\$2,399.94
Josh Edge — AI Voice Control	1	\$548.90	\$548.90
Strong XL Tilt Mount (49–90")	1	\$353.99	\$353.99
4K Streaming & Distribution (Roku, AVPro, cables)	—	—	\$224.97
Infrastructure (ethernet plates, prewire)	—	—	\$293.00
Labor + Tax			\$2,477.01

## | Second Floor — Audio, Video & Voice

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

ITEM	QTY	UNIT PRICE	EXTENDED
Anthem MRX 740 8K AV Receiver	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 Amp	1	\$899.99	\$899.99
Sanus Speaker Mount (VXT7-B2)	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	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	1	\$93.00	\$93.00
Labor + Tax			\$169.68

### Guest Bedroom 2 \$262.68

Dual Ethernet Wall Plate	1	\$93.00	\$93.00
Labor + Tax			\$169.68

### Guest Bedroom 3 \$262.68

Dual Ethernet Wall Plate	1	\$93.00	\$93.00
Labor + Tax			\$169.68

## | Outdoor & Garage

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

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

<b>Gym / Flex Room</b>				\$4,631.86
ITEM	QTY	UNIT PRICE	EXTENDED	
MartinLogan Motion MC8 In-Ceiling Speaker	2	\$574.99		\$1,149.98
Josh Edge — AI Voice Control	1	\$548.90		\$548.90
Strong XL Tilt Mount (49–90")	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

CATEGORY / ROOM	TOTAL
Equipment Room — Network & Core	\$29,819.73

CATEGORY / ROOM	TOTAL
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 Subtotal</b>	<b>\$108,049.15</b>
Volume Discount	-\$20,000.00
<b>Section B Total</b>	<b>\$88,049.15</b>

Section A — Lutron HomeWorks Lighting Control	\$116,166.05
Section B — Smart Home, A/V & Security	\$88,049.15

**Total Project Investment**

**\$204,215.20**

## | 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.

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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

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Intelligent Living, Beautifully Designed