

Smart Home Technology – What does it mean for me?

February 2019

Good afternoon!

Help us know a little about you

Visit: PollEv.com/seanmiller665

Text SEANMILLER665 to 22333

Where is everyone from

USA - South West + Hawaii

USA - North West

USA - Mountain States

USA - South

USA - South East

USA - North East

USA - Midwest

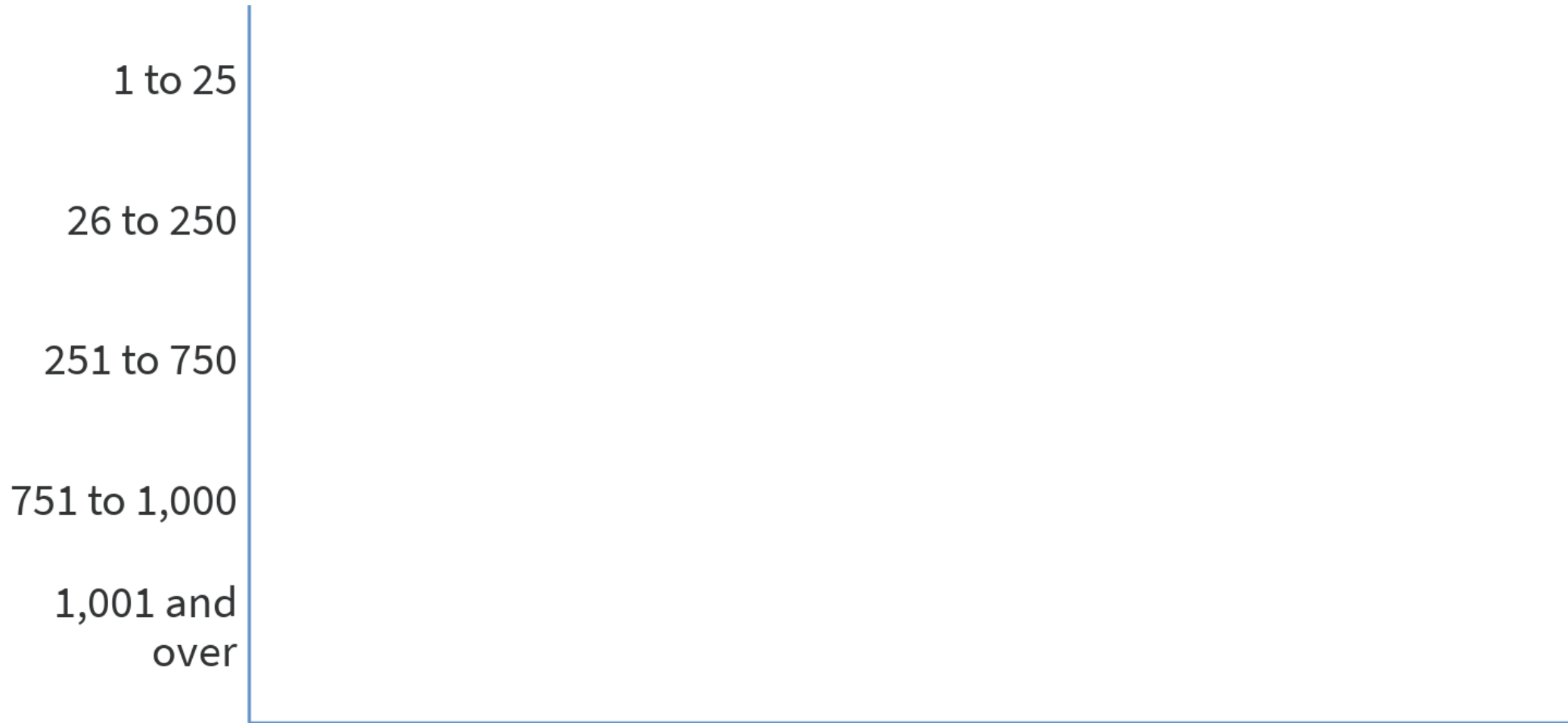
Canada

Other

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How many properties do you manage?



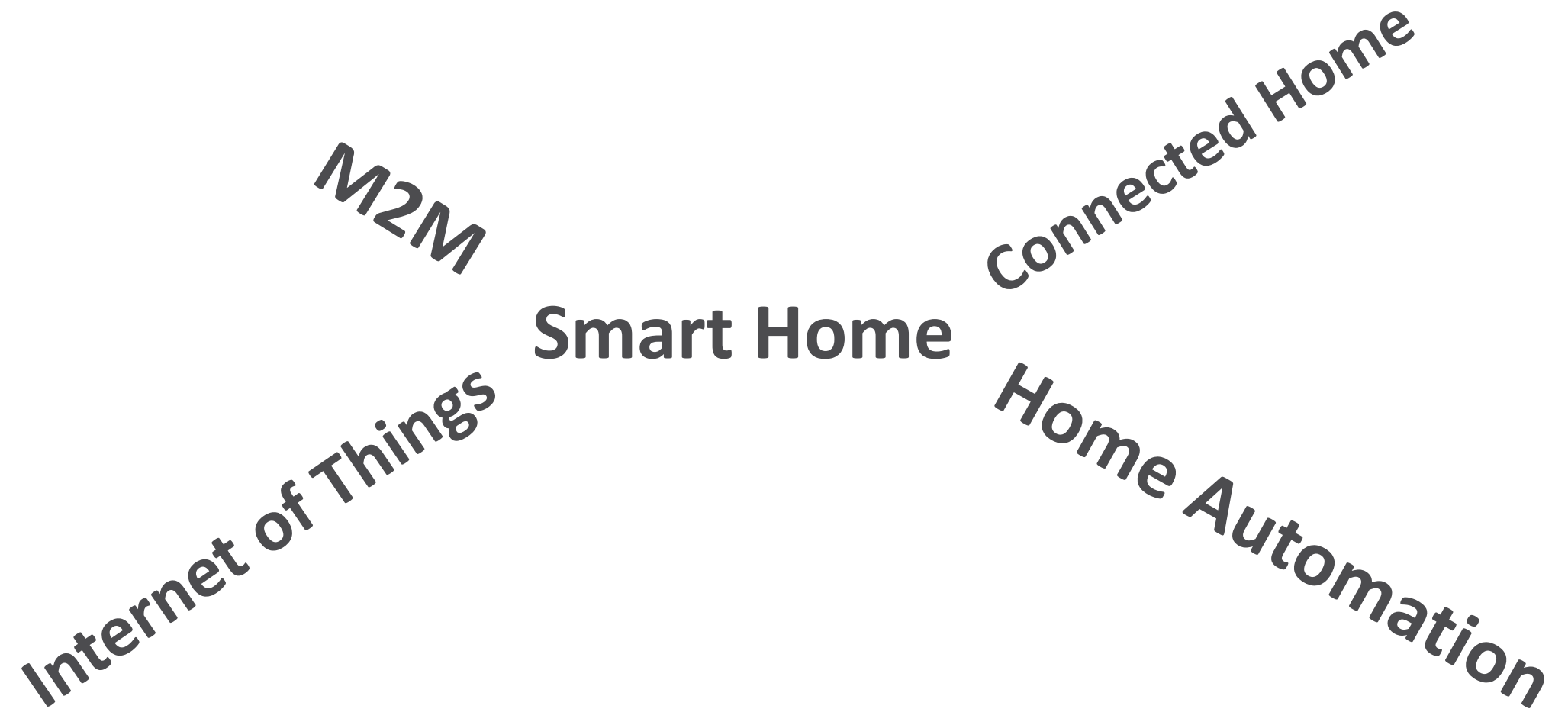
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What PMS do you use?



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What exactly is smart home technology?











**FOR
RENT**

1533

That is great, but why do I care?

Times are good

Occupancy rates for single-family rental (SFR) homes are remaining largely flat.

Demand is expected to stay strong in 2019.

Strong rental rate growth

We are living in the age of the next technological
revolution...

87%

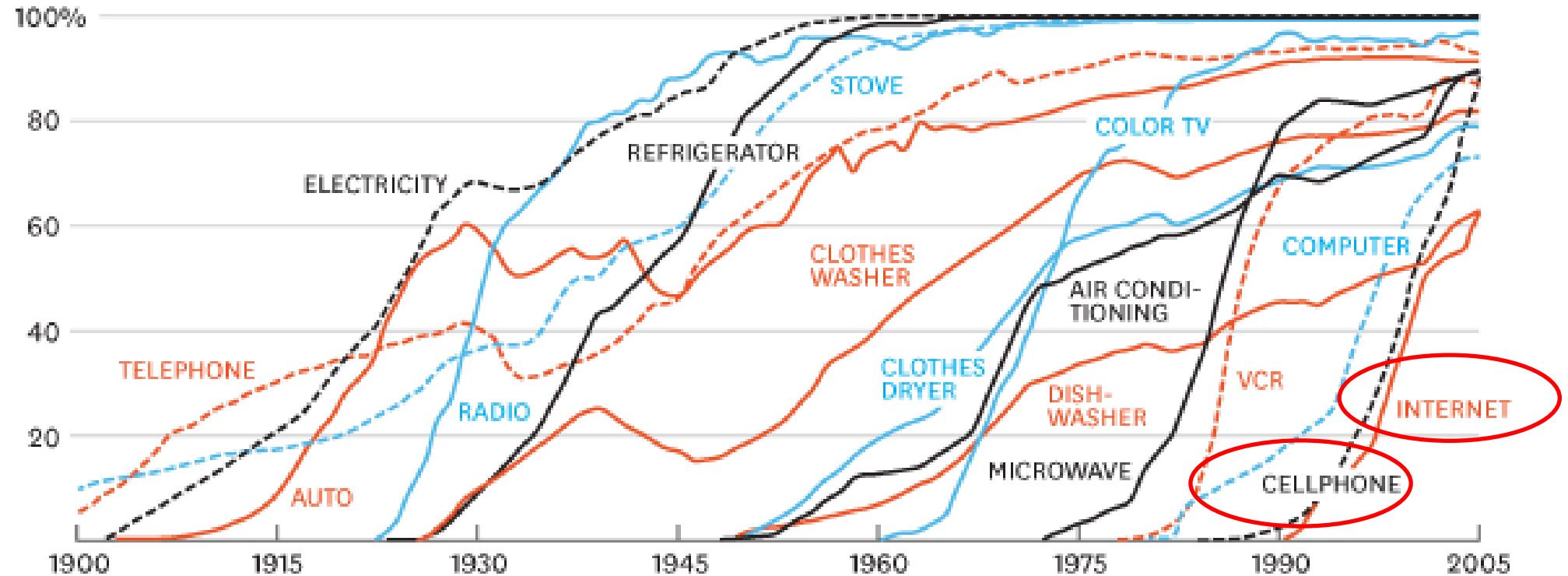
32%

75%

...where change comes very rapidly!

CONSUMPTION SPREADS FASTER TODAY

PERCENT OF U.S. HOUSEHOLDS



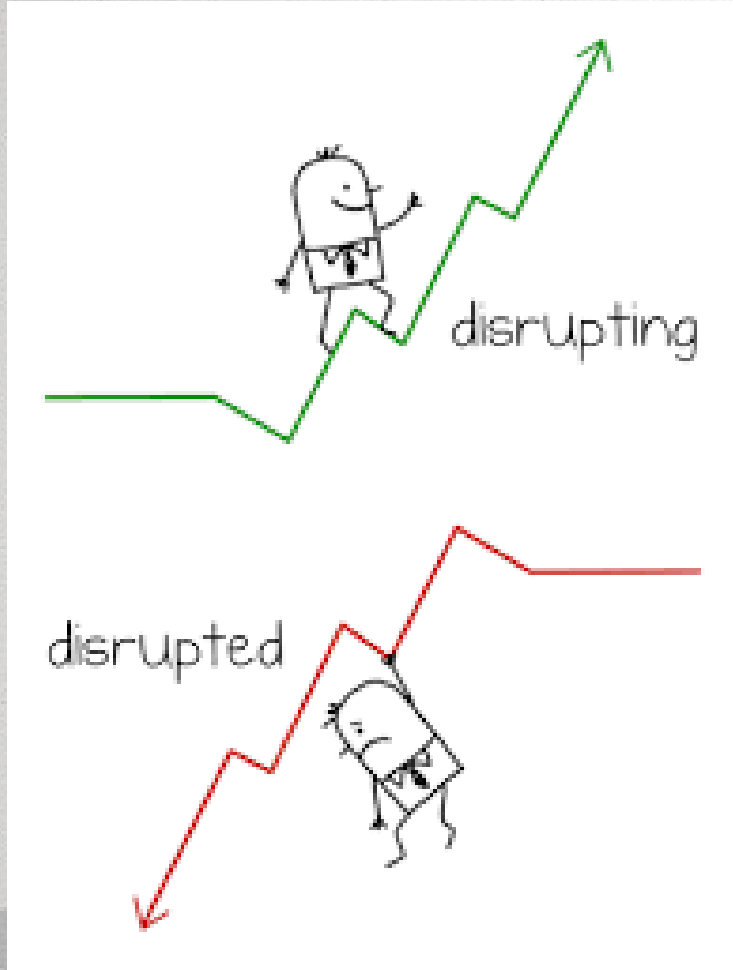
SOURCE MICHAEL FELTON, THE NEW YORK TIMES

HBR.ORG

... and its not slowing down



We want to be on the right side of disruption



amazon

NETFLIX



BARNES
& NOBLE



Meet our panel



**JENNIFER
STOOPS**

Park Avenue
Properties



**ANDREW
PROBST**

HomeRiver
Group



**TIM
WEHNER**

Dodson
Property
Management



**GARRET
WONG**

Garamark
Property
Management

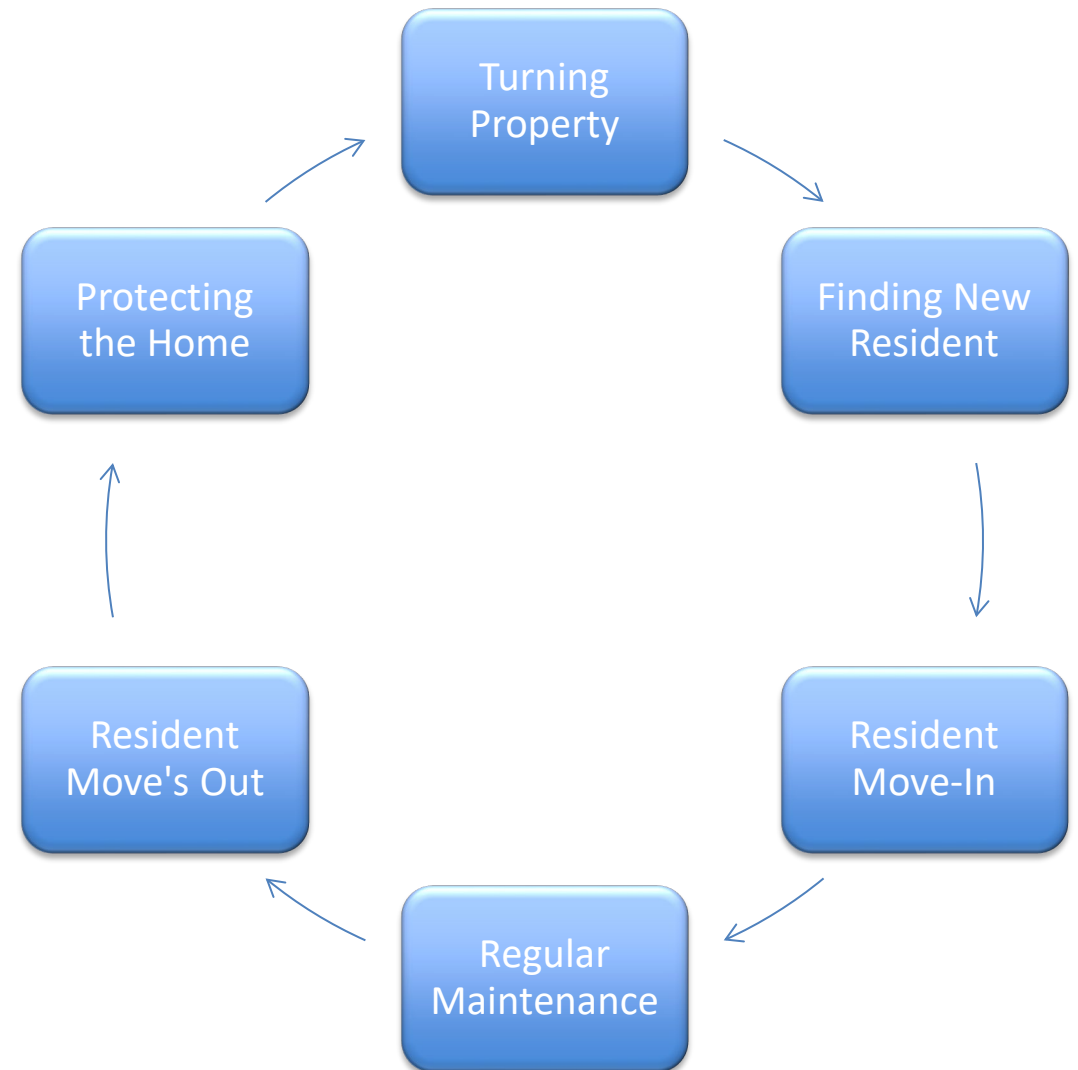


SEAN MILLER

President
PointCentral

Panel Format

- A guided discussion around how technology is being applied across the property lifecycle to improve operations, save owners money and delight tenants.
- Audience Poll before every section and Q&A at the end
 - ✓ Live audience participation:
 - Text SEANMILLER665 to 22333
 - [PollEv.com/seanmiller665](https://www.poll-ev.com/seanmiller665)



UPDATE LINK TO NARPM

Where do we start?



Value of a connected home



Lock



Light



Stat



Camera



Garage



Water

ble
n



...
✓ resident amenity

How do you chose a partner?



- Selection Criteria
 - ✓ Integrations
 - ✓ User Interfaces for resident and PM
 - ✓ User & group architecture
 - ✓ Data Privacy & Security
 - ✓ Installation and support capabilities
 - ✓ Initial cost vs ROI?

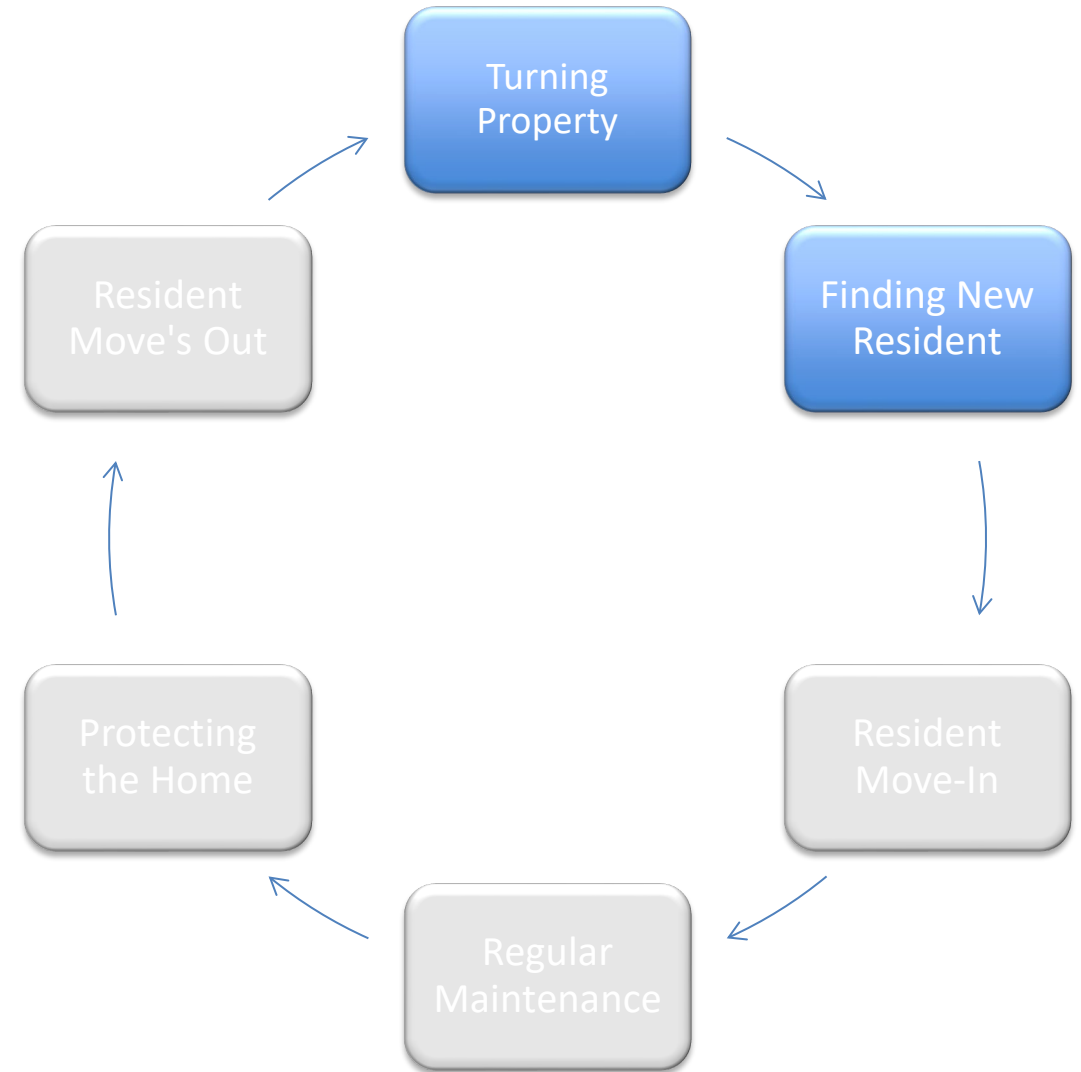
Set your organization up for success



Getting home owners on board

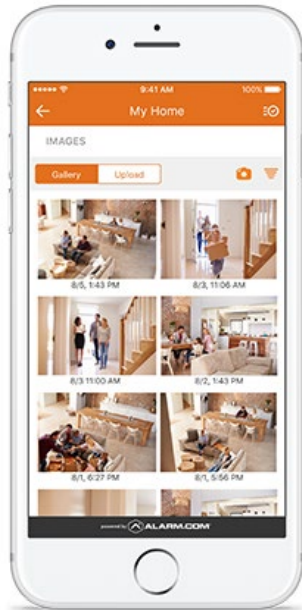


Managing vendors during the turn



Unattended Showings

 Tour It Yourself

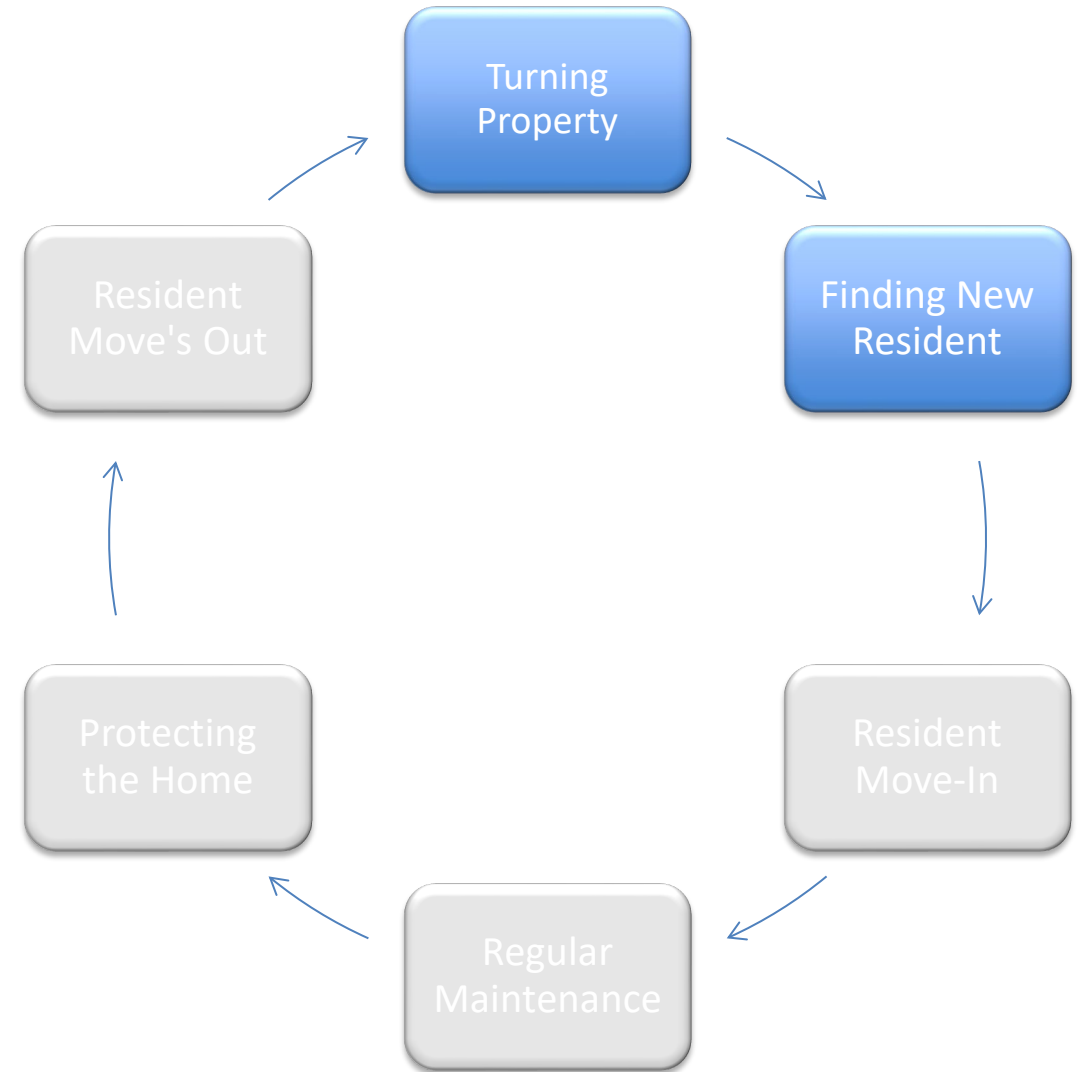


WARNING
THIS PROPERTY IS EQUIPPED
WITH ADVANCED
SMART HOME TECHNOLOGY

**YOUR PHOTO
WILL BE TAKEN**
UPON ENTRY & MATCHED WITH
YOUR CODE

**A SILENT
NOTIFICATION**
WILL BE SENT TO AUTHORITIES
FOR ANY TRESPASSERS OR
SQUATTERS ON THIS PROPERTY

PointCentral powered by ALARM.COM

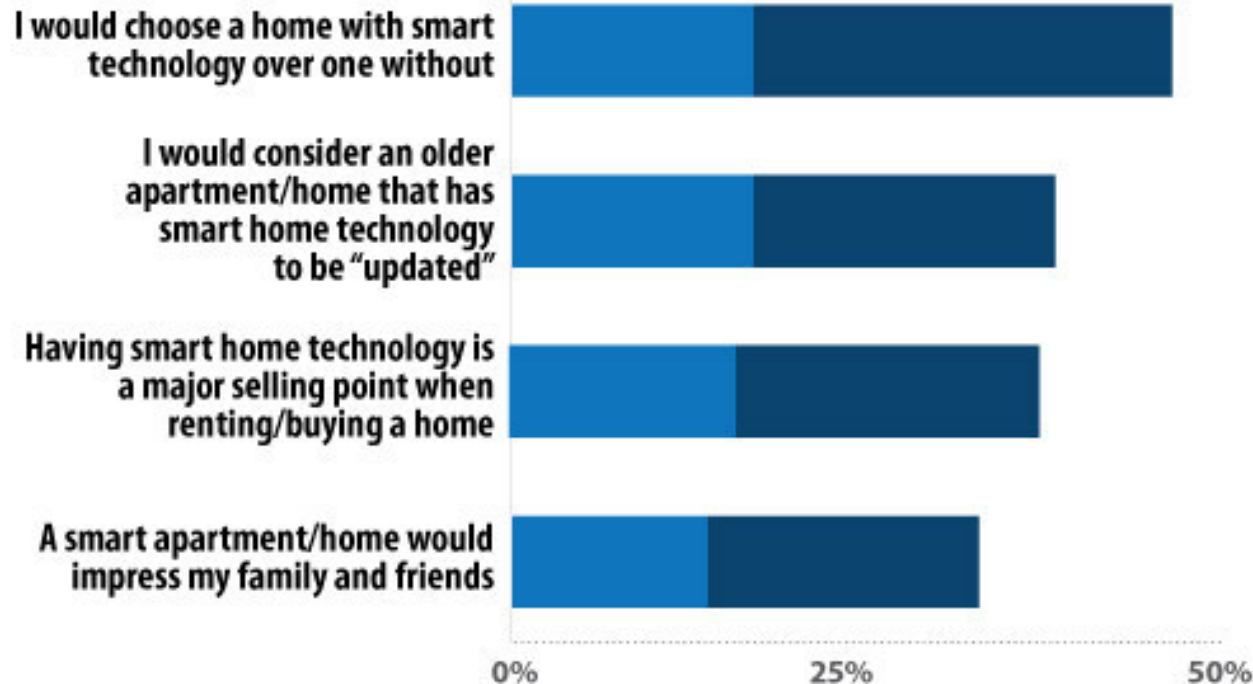


Do residents want a smart home?

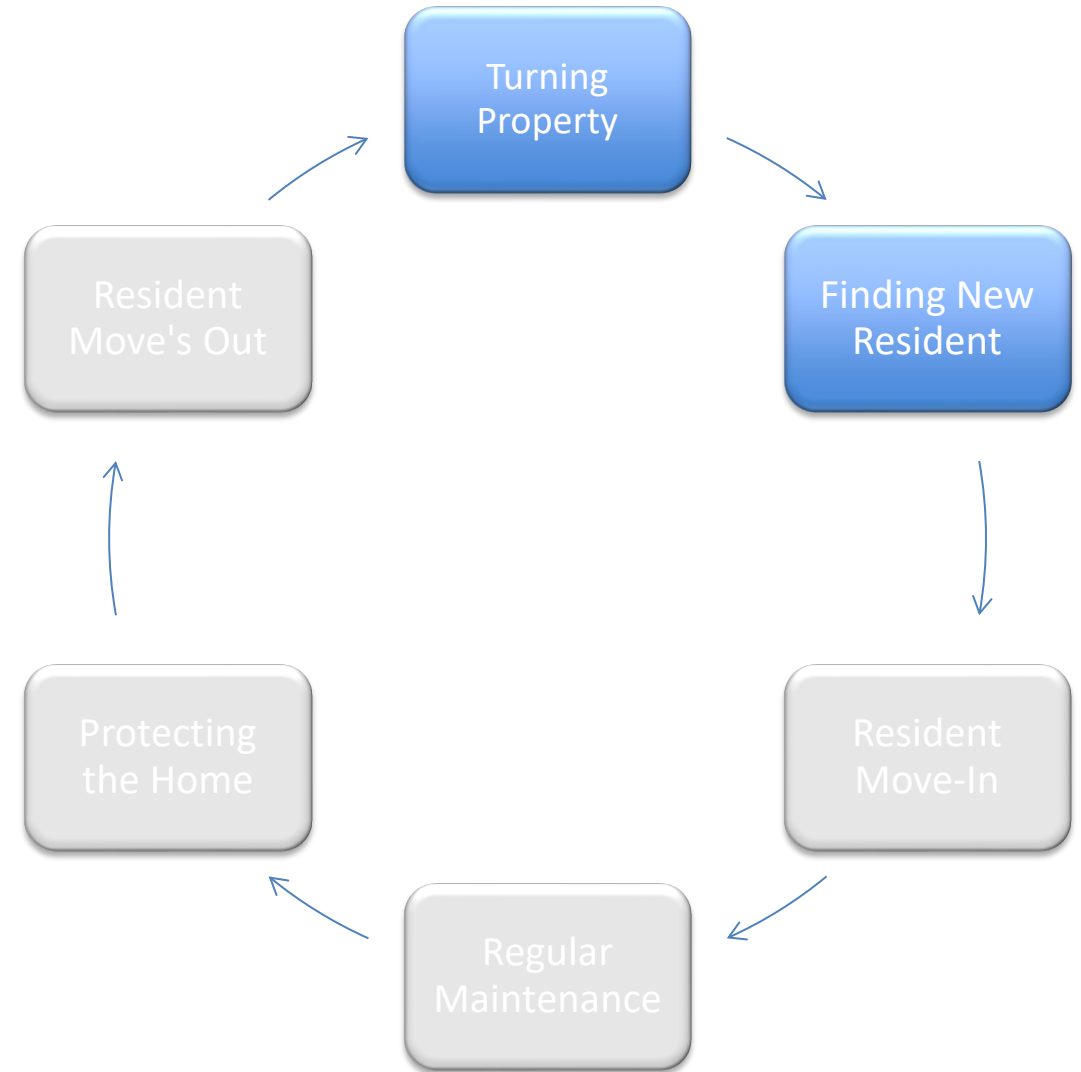
Attitudes Towards Homes with Smart Technology

U.S. Broadband Households

■ Agree ■ Strongly Agree



© Parks Associates



What do residents want in a smart home?

Connected thermostats

Exterior/doorbell camera

Connected locks

Connected lighting

Connected garage door

Connected sprinklers

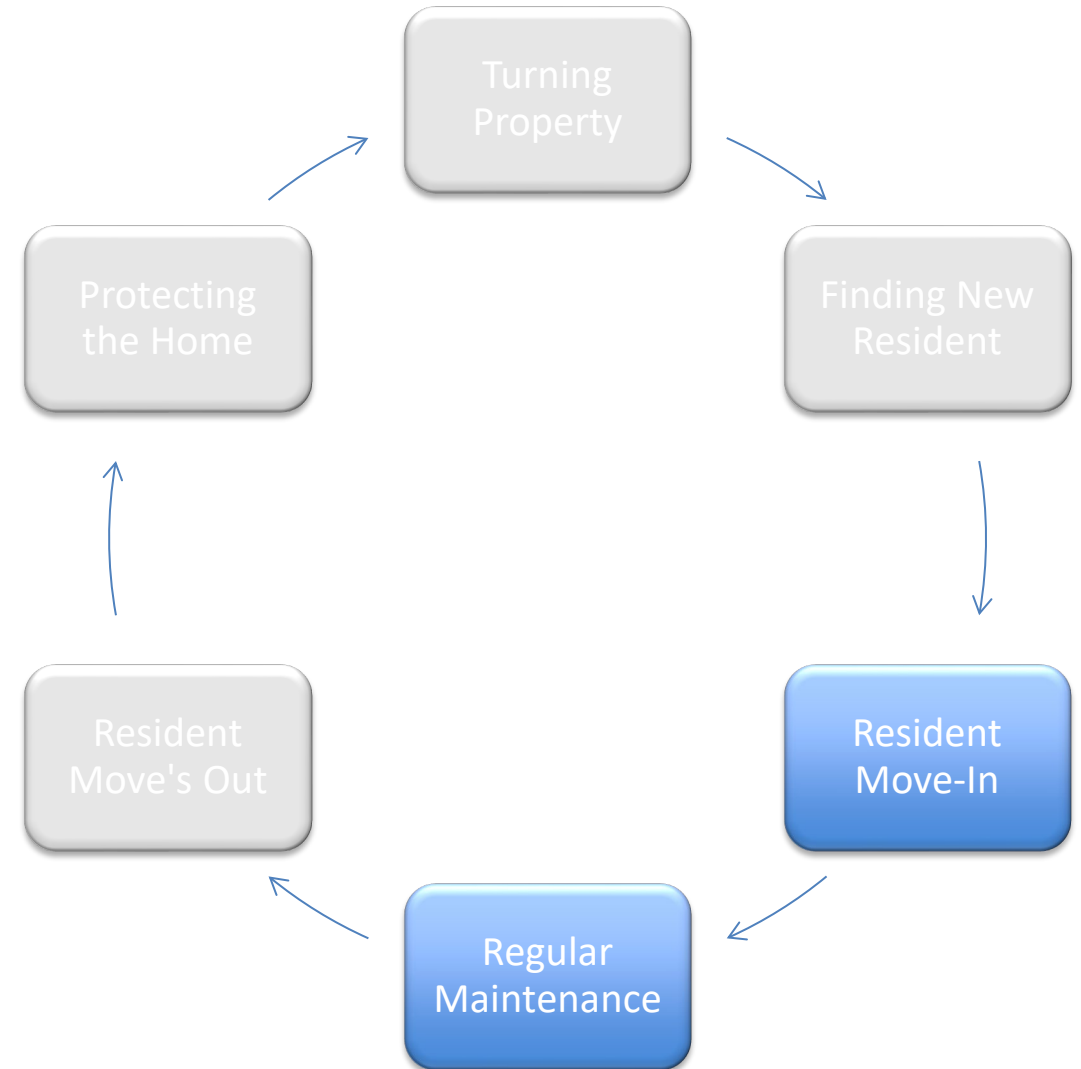
Voice control device

Monitored security

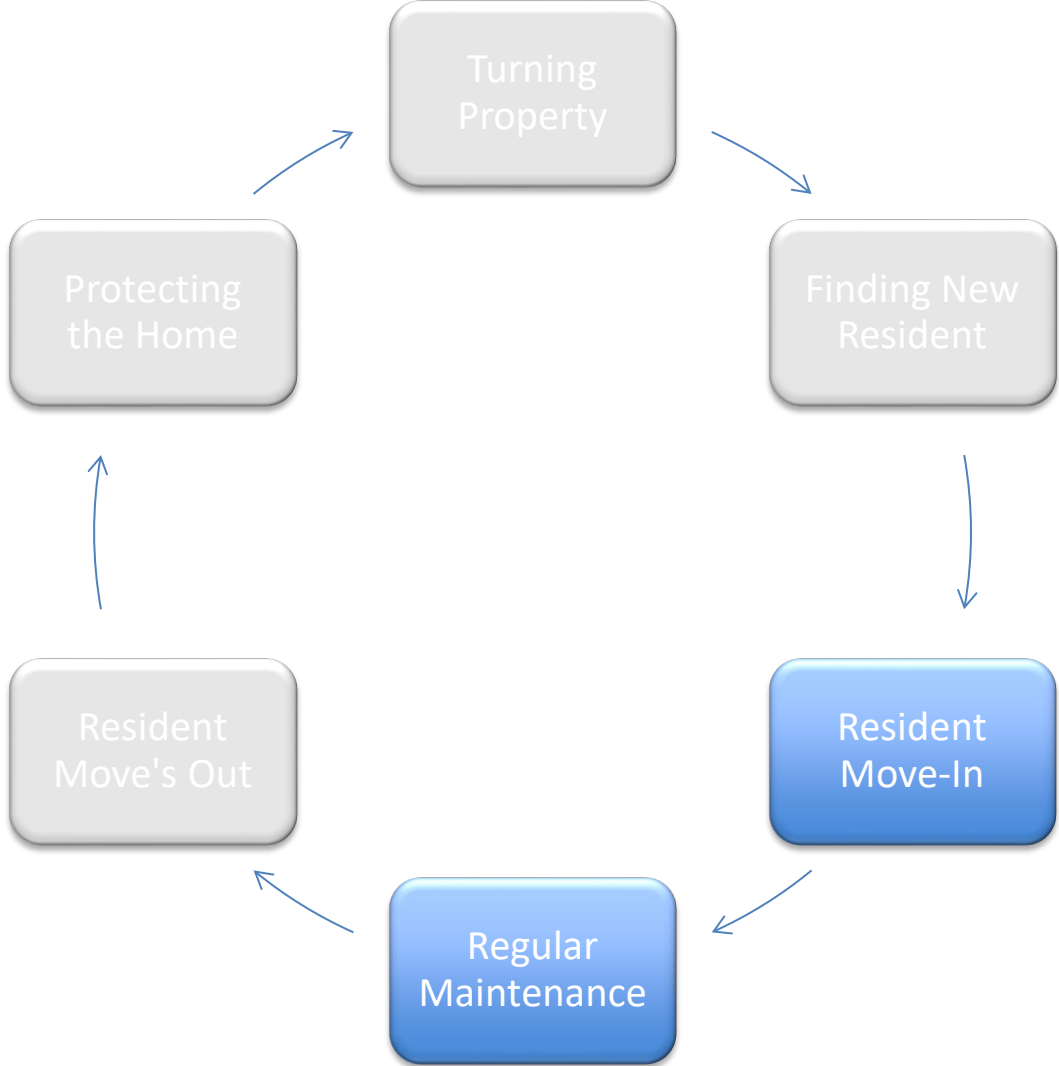
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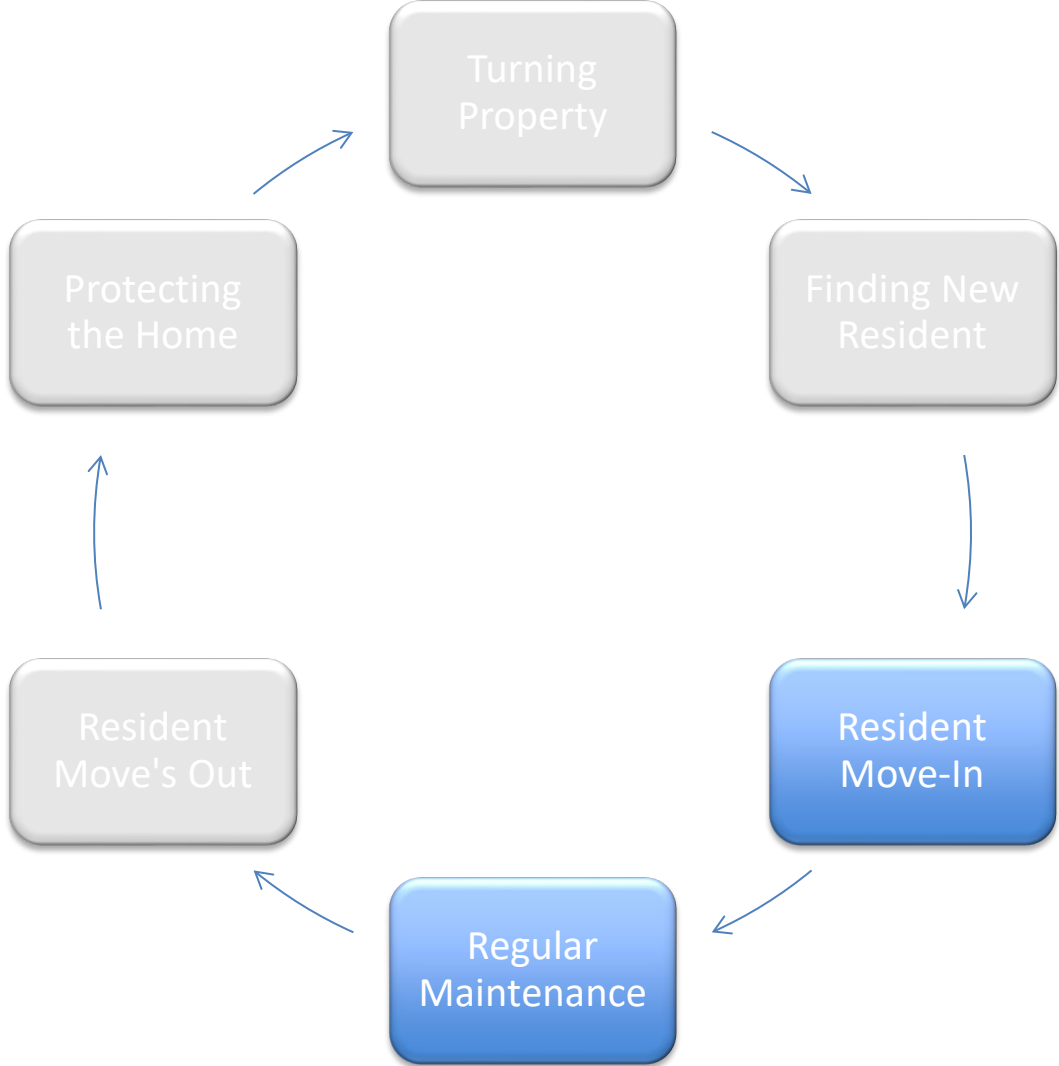
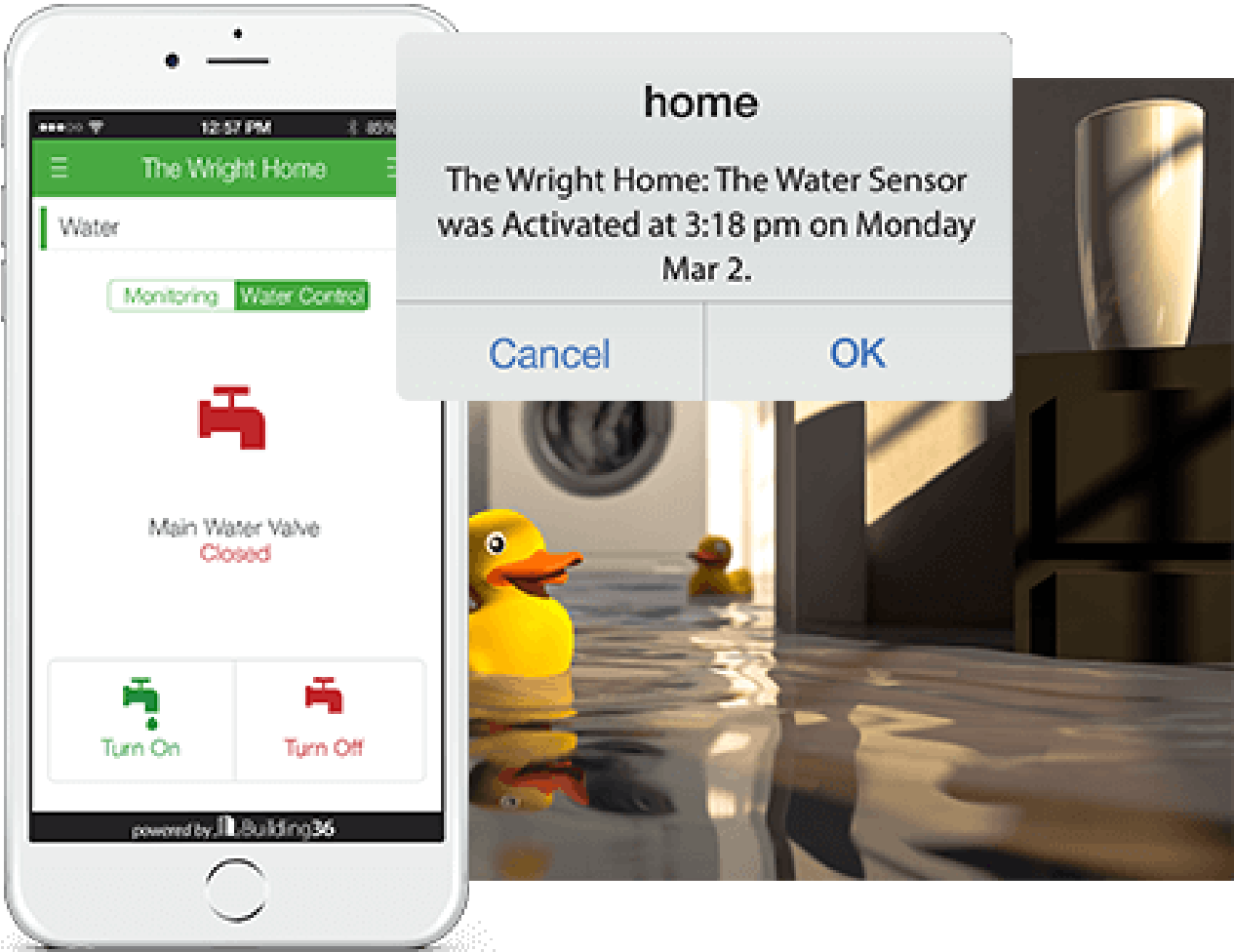
During residency



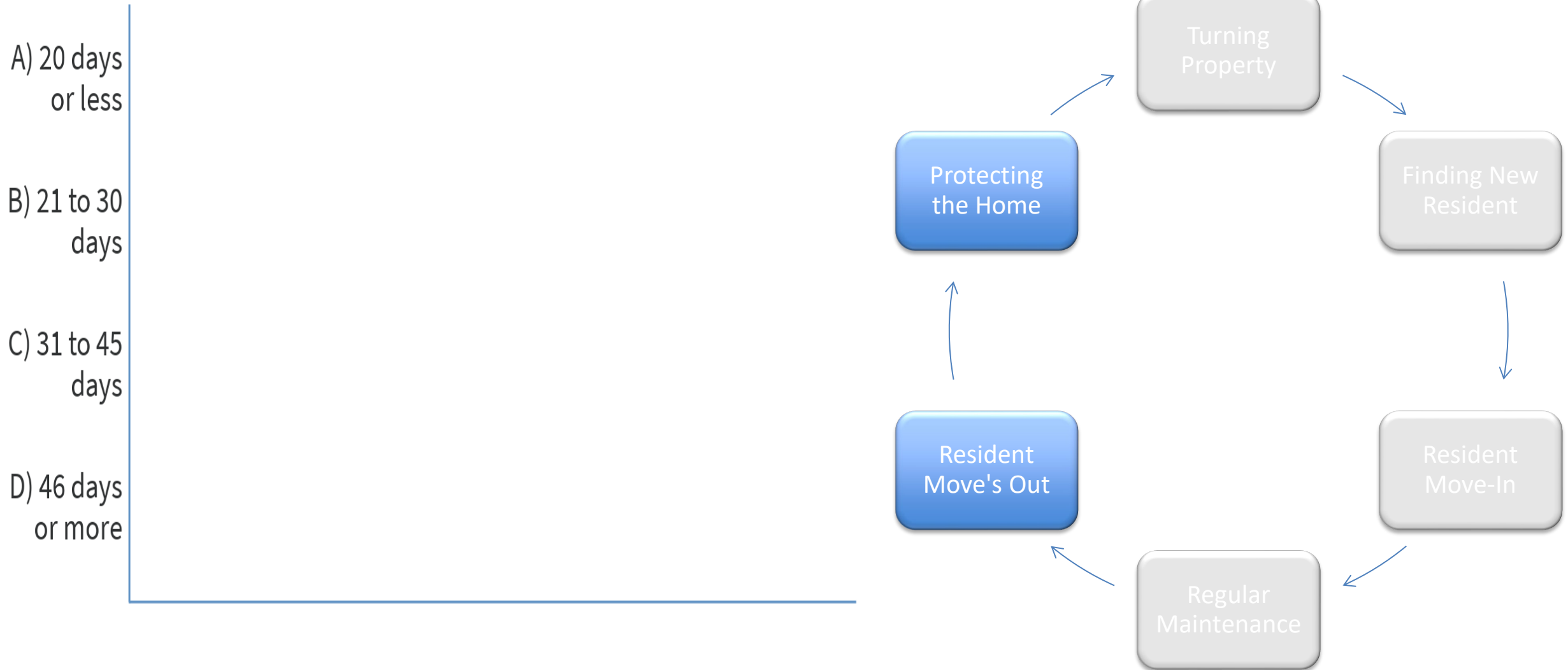
During residency



During residency

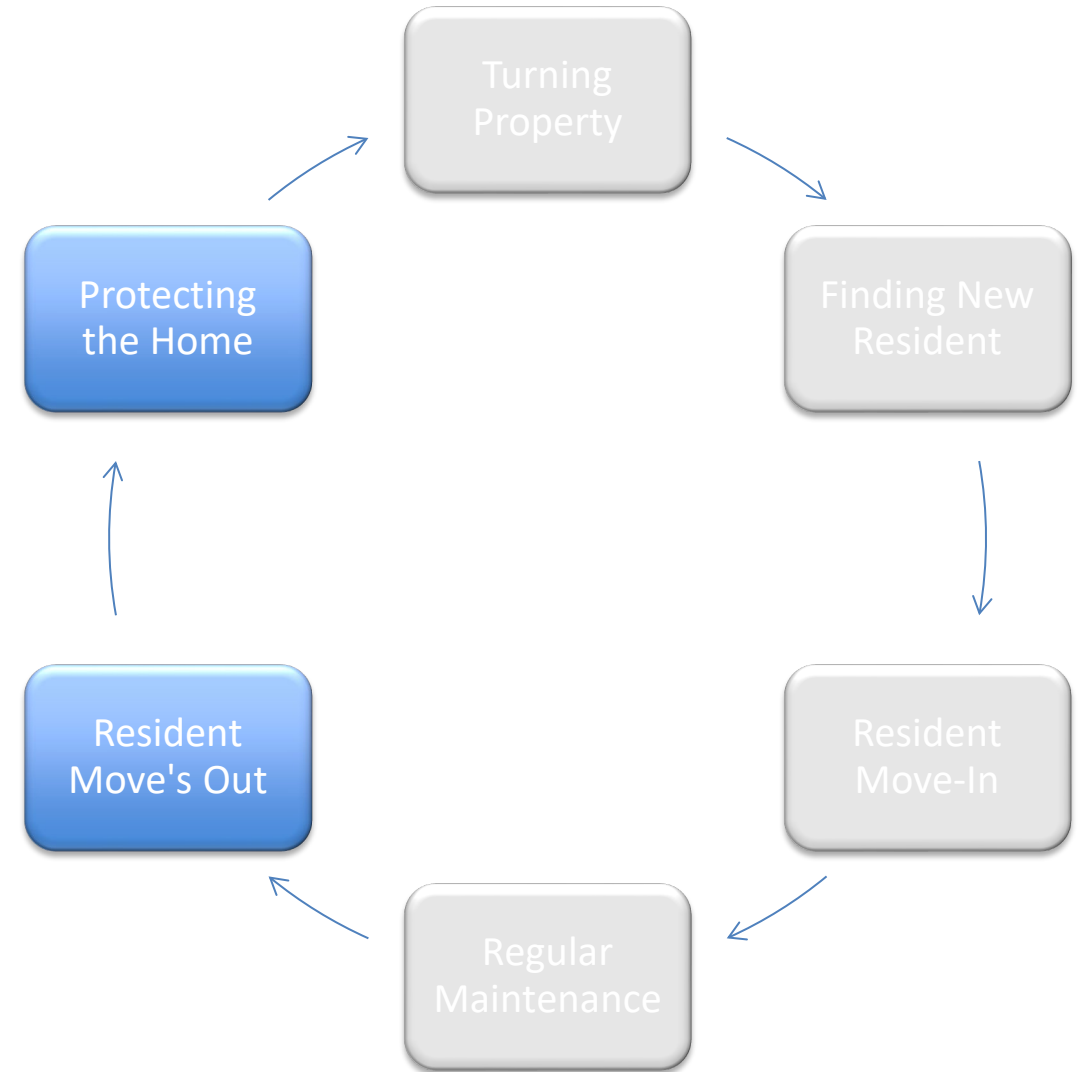
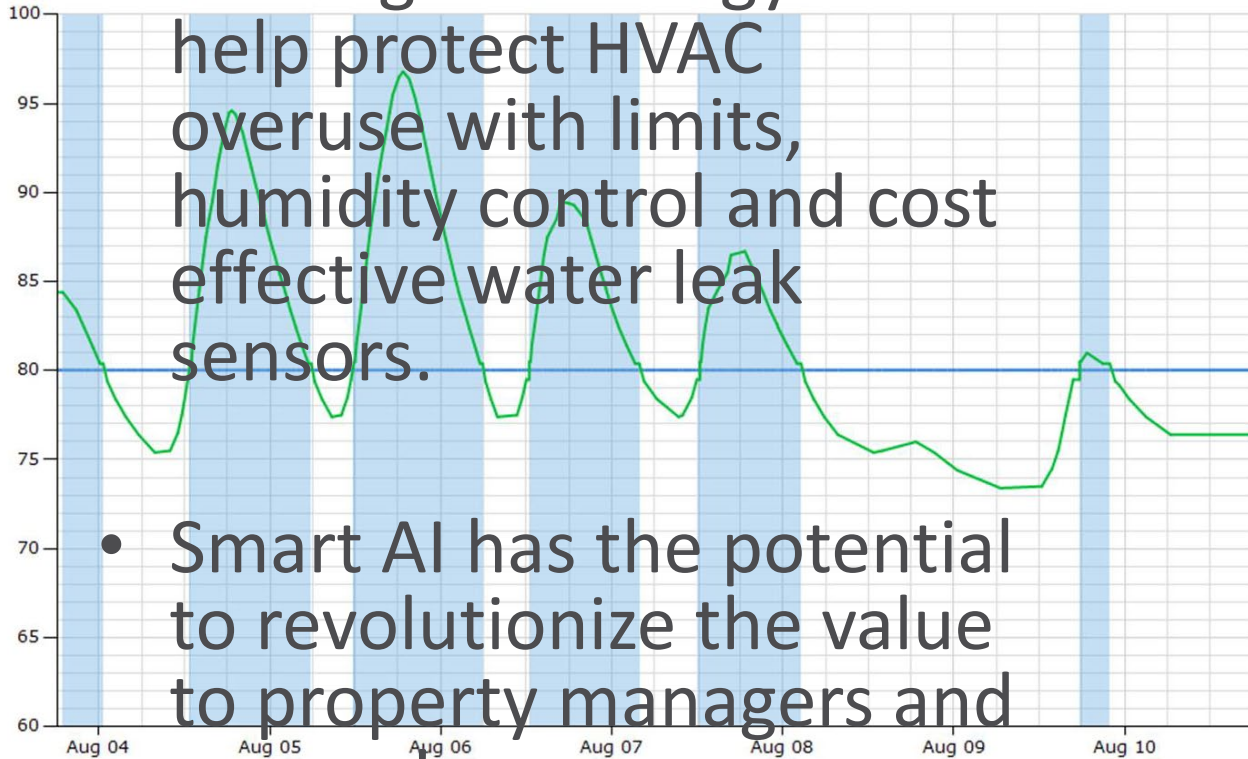


Move out



Keeping owners happy

- Existing technology can help protect HVAC overuse with limits, humidity control and cost effective water leak sensors.
- Smart AI has the potential to revolutionize the value to property managers and owners!



What questions do you have?

Top

Thank You

RECENT ACTIVATIONS

NEW YORK, VA, USA

VIENNA, VA, USA

NEW YORK, VA, USA

NEW YORK, VA, USA

FENNVILLE, MI, USA

SAINT HELENA ISLAND, SC, USA

RUIDOSO, NM, USA

SEDONA, AZ, USA

BEND, OR, USA

RUIDOSO, NM, USA

SEDONA, AZ, USA

TYBEE ISLAND, GA, USA

-  Video Clip
-  Automation Event
-  Sensors Activity
-  Thermostat
-  Config Change

213616 EVENTS

1602120

1068080

04:15AM 05:00AM 05:45AM 06:30AM 07:15AM 08:00AM 08:45AM 09:30AM

Display delayed by one hour