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
How many properties do you manage?

- 1 to 25
- 26 to 250
- 251 to 750
- 751 to 1,000
- 1,001 and over

Text SEANMILLER665 to 22333
PollEv.com/seanmiller665
What PMS do you use?

- Yardi Breeze
- RP Propertyware
- RentManager
- Buildium
- Appfolio
- Other

Text SEANMILLER665 to 22333
PollEv.com/seanmiller665
What exactly is smart home technology?
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...
...where change comes very rapidly!
... and it's not slowing down
We want to be on the right side of disruption
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

UPDATE LINK TO NARPM
Where do we start?
Value of a connected home

• Value of a Smart Home to a Property Manager
   operational efficiencies
   asset protection
   resident amenity

Secure and Reliable Communication

WATER MONITORING
HVAC MONITORING
ENERGY MANAGEMENT
ACCESS MONITORING
PROPERTY AWARENESS

Lock
Light
Stat
Camera
Garage
Water

Brand A
Brand B
Brand C
Brand D
Brand E
Brand F

✓ resident amenity
How do you choose 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

- Turning Property
- Finding New Resident
- Resident Move's Out
- Protecting the Home
- Resident Move-In
- Regular Maintenance
- Resident Move's Out
- Protecting the Home
- Turning Property
- Finding New Resident
Unattended Showings

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.

Tour It Yourself

Turning Property

Resident Move's Out

Finding New Resident

Protecting the Home

Resident Move-In

Regular Maintenance
Do residents want a smart home?

Attitudes Towards Homes with Smart Technology
U.S. Broadband Households

- I would choose a home with smart technology over one without

- I would consider an older apartment/home that has smart home technology to be “updated”

- Having smart home technology is a major selling point when renting/buying a home

- A smart apartment/home would impress my family and friends

© 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
During residency

- Turning Property
- Protecting the Home
- Resident Move's Out
- Regular Maintenance
- Finding New Resident
- Resident Move-In
During residency

- Turning Property
- Protecting the Home
- Resident Move's Out
- Resident Move-In
- Regular Maintenance
- Finding New Resident

Assets:
- Yale smart lock
- Door

Process:
1. Turning Property
2. Protecting the Home
3. Resident Move's Out
4. Resident Move-In
5. Regular Maintenance
6. Finding New Resident
During residency

- Turning Property
- Protecting the Home
- Finding New Resident
- Resident Move-In
- Resident Move's Out
- Regular Maintenance

The Wright Home: The Water Sensor was Activated at 3:18 pm on Monday Mar 2.
Move out

A) 20 days or less
B) 21 to 30 days
C) 31 to 45 days
D) 46 days or more

Turning Property

Protecting the Home

Resident Move's Out

Regular Maintenance

Finding New Resident

Resident Move-In
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?