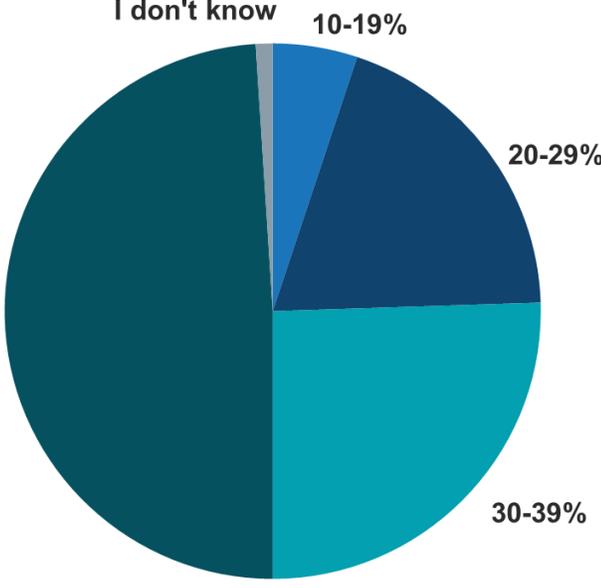


By Brad Russell, Research Director, Connected Home, Parks Associates

<p>Synopsis</p>	<p>New Construction with Smart Home Devices</p>										
<p>Many smart home manufacturers and service providers have their eyes on the home builder and home insurance channels as new means to boost sales and introduce new consumers to the smart home experience. This report takes a look at the single-family builder, multifamily builder, and home insurance channels by exploring pre- and post-COVID-19 industry outlook, smart technology drivers, barriers and trends, and market leaders, with an assessment of the scale and momentum of these channel opportunities.</p>	<p align="center">Sales Forecast for 2025 New Single-Family Construction with Smart Home Devices US Large-Scale Single-Family Builders</p>  <table border="1"> <caption>Sales Forecast for 2025 New Single-Family Construction with Smart Home Devices</caption> <thead> <tr> <th>Category</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>I don't know</td> <td>10-19%</td> </tr> <tr> <td>20-29%</td> <td>20-29%</td> </tr> <tr> <td>30-39%</td> <td>30-39%</td> </tr> <tr> <td>40% or more</td> <td>40% or more</td> </tr> </tbody> </table> <p align="right">© Parks Associates</p>	Category	Percentage	I don't know	10-19%	20-29%	20-29%	30-39%	30-39%	40% or more	40% or more
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<p>Publish Date: 2Q 20</p>	<p>“The quest for new sales channels for smart home devices includes identifying unique opportunities that aren’t optimally served by existing channels. While retailers and managed service providers have provided foundational channels for smart home products, other participants in the residential ecosystem such as single-family and multifamily builders and insurance companies offer additional channels with varying potential scale and momentum,” said Brad Russell, Research Director, Connected Home, Parks Associates.</p>										
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List of Companies	
Allegion/Schlage	Liberty Mutual
Alliance Residential	LMC
American Family Insurance	Meritage Homes
Assa Abloy/Yale	Mill Creek Residential
Brivo	Notion
Comcast	PointCentral (subsidiary of Alarm.com)
dormakaba	PulteGroup
D.R. Horton	Salto
Dwelo	Schlage
Fannie Mae	SmartRent
Greystar Real Estate Partners	State Farm
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<p>Parks Associates 5080 Spectrum Drive Suite 1000W Addison, TX 75001</p> <p>800.727.5711 toll free 972.490.1113 phone 972.490.1133 fax</p> <p>parksassociates.com sales@ parksassociates.com</p>	<p>Authored by Brad Russell Executive Editor: Tricia Parks Published by Parks Associates</p> <p>© June 2020 Parks Associates Addison, Texas 75001</p> <p>All rights reserved. No part of this book may be reproduced, in any form or by any means, without permission in writing from the publisher.</p> <p>Printed in the United States of America.</p> <p>Disclaimer Parks Associates has made every reasonable effort to ensure that all information in this report is correct. We assume no responsibility for any inadvertent errors.</p>