

How Smart Is Your Smart Home Note Packet:

Internet of Things (IoT) - Physical devices, vehicles, appliances & other items embedded with electronics, software, sensors, actuators & network connectivity which enable these objects to connect and exchange data.

Smart Home - A property that is equipped with products or tools that aid in controlling functions such as temperature, lighting, security, safety, appliances and entertainment either remotely via phone, tablet, computer or with a separate automatic system within the property itself. And it must contain at least 3 of the following:

Lighting <ul style="list-style-type: none"> • smart bulbs • lighting systems 	Safety <ul style="list-style-type: none"> • smart fire • carbon monoxide detectors 	Entertainment <ul style="list-style-type: none"> • smart TV • streaming service 	Appliances <ul style="list-style-type: none"> • smart refrigerators, • washer/dryer, • oven, etc.
Heating/Cooling <ul style="list-style-type: none"> • smart HVAC system • fans • vents 	Outdoors <ul style="list-style-type: none"> • smart plant sensors • sprinkler/hydration • etc. 	Security <ul style="list-style-type: none"> • smart locks • cameras • doorbells, etc. 	Temperature <ul style="list-style-type: none"> • smart thermostats

History of and why the sudden explosion in popularity of Smart Home & IoT Devices

How do IoT & Smart Home Devices Work?

- Any IoT device is both a transmitter & a receiver, so they can send & receive messages.
- So if you want to turn on/off a Smart Light:
 - It sends an alert or command to a receiver/hub
 - Alert has unique identifier of device & the a code of the command (on/off)
 - IoT Devices can connect/communicate via:
 - Bluetooth - have to be close in proximity to work
 - Wi-Fi - connect thru network so can be managed remotely
- Remote or Local Access or the Automations or Sequences

The 4 IoT & Smart Home Protocols and How they Compare

	Z-Wave	ZigBee	WeMo	Thread	Bluetooth mesh
Operating range	100 feet	35 feet	100 feet	100 feet (theoretical)	330 feet
Max no. devices	232	65,000	Router-dependent	250-300	32,000
Data rate	9.6-100 kbps	40-250 kbps	Router-dependent	250 kbps	1 Mbps
Frequency	908/916 MHz (U.S.)	915 MHz/2.4 GHz	2.4 GHz	2.4 GHz	2.4 GHz
Network type	Mesh	Mesh	Star	Mesh	Mesh
Needs hub?	Yes	Yes	No	Yes	Yes

How Smart Is Your Smart Home Note Packet:

Who is buying them & why it is so important to property owners

The Many Advantages of a Smart Home for Property Owners

- Reduce Costs _____
- Convenience _____
- Health _____
- Safety & Security _____
- Fun & Entertainment _____
- Organization _____
- Other _____

Smart Home Advantages for Different Types of Property Owners

- Seniors & Aging in Place _____
- Disabled _____
- Children _____
- Pets _____
- REALTORS & Property Managers _____
- Other _____

Smart Home Functions in the Home

From the Car or Front Door

In the Yard

In the Kitchen

In the Bathroom

In the Bedroom

In the Family/Living Room

From the Car or Front Door

Whole House

Other

How Smart Is Your Smart Home Note Packet:

REALTOR - Steps You need to know to help you Market and/or Sell a Smart Home Property

- Assume Your client knows nothing about Smart Home Technology
- Discuss the implications of Smart Home Technology with them

When Working with a Seller

- Ask them what Smart Home devices they own
- Determine which Smart Home devices they want to keep versus convey
- Ask them which devices are listening &/or actively recording
- Disclose in the MLS any devices that will convey
- Disclose in the MLS any recording devices
- Ask them to provide as much information about the conveying devices as possible
- Consider setting up a virtual home diary (CentriQ.com or HomeDiary.com)
- Consider creating informational signage about Smart Home devices throughout the property

At the Time of Sale / Transfer of Property




- Make sure the seller removes all devices that don't convey & make proper repairs
- Any devices that do convey, make sure they delete the account & data from the device
- Consider creating and providing a Smart Home Buyer / Seller Handoff Form

When Working with a Buyer

- Take pictures & document any smart home devices seen in the property
- Be specific about smart home devices you want to convey in the transfer of the property
- Create personal property contract
- Understand not all smart home devices can be tested prior to transfer of the property
- Research devices to ensure compatibility
- Ask for as much information about the conveying devices

How to Become a Smart Home Expert in Your Market

The Current Landscape of Smart Home Product Offerings

 <p>+’s</p> <ul style="list-style-type: none"> • Most established • Most integrations • 100’s of existing skills • Great integration with Amazon for shopping • Great integration with Amazon Prime for Entertainment <p>-’s</p> <ul style="list-style-type: none"> • Voice Recognition & Intelligence is average • Lacks mobile device & native calendar integrations 	 <p>+’s</p> <ul style="list-style-type: none"> • Best voice recognition & AI Intelligence • Great integration with Google Assistant for search, shopping, calendar/tasks, etc. • Great integration with YouTube & Google Music for Entertainment <p>-’s</p> <ul style="list-style-type: none"> • Trails Amazon in integrations & existing skills 	 <p>+’s</p> <ul style="list-style-type: none"> • Negates the need for a traditional hub, uses iPhone or iPad <p>-’s</p> <ul style="list-style-type: none"> • Newer, so trails both Amazon & Google considerably in integrations & existing skills
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Hubs

Speakers / Voice Activated Assistants

TVs/Entertainment Centers

How Smart Is Your Smart Home Note Packet:

Communication Centers

Lights

Thermostats

Security Cameras

Door Locks & Doorbells

Air Quality Sensors

Smoke Detectors

Moisture / Leak Detectors

Plumbing

Flooring

Other

How to Buy Smart Home Technology

How to set up a smart home system and automations (IFTTT, Zapier, Yonomi, Stringify)

The risks & legal implications of Smart Home and IoT devices (including Mirai attack)

Smart Home Resources

www.CNET.com
www.CRTLabs.org
www.CentriQ.com or www.HomeDiary.com
www.SmartHomeDB.com
www.SmartHomeChecklist.com

www.HomeSelfe.com
www.IFTTT.com
www.Zapier.com
www.yonomi.com
www.Stringify.com