



Making Operations More Efficient for Residential Property Managers

How Smart Home
Automation Is Reducing
Operational & HVAC Costs
In Vacant and Occupied
Properties

Smart Automation = Smarter Operations

Executive Summary

Smart home technology is enjoying rapid adoption by Property Managers. Along with owners, they are discovering that Smart Home Automation can dramatically reduce operating costs and improve efficiencies in all their vacant and occupied properties.

The exciting results:

- The elimination of costly and unreliable lockboxes while providing more secure and real-time control of Access to occupied and vacant properties.
- Schedules that are downloaded to each property when it becomes vacant allowing automated remote control of Temperature in those properties - reducing energy costs from 16% - 23%.
- A back-end solution smart enough to know when the HVAC system is not working as it should, sending you an alert, allowing PMs

to schedule maintenance and prevent costly failures.

- Automated Notifications sent to local property teams of extreme temps and humidity before frozen pipes, water and mold cause expensive damage.
- Sensors placed at strategic locations are able to detect motion, water leaks, opened filter covers, open doors and windows - enabling PMs to mitigate fraud and damage, improve asset protection and lower maintenance costs.

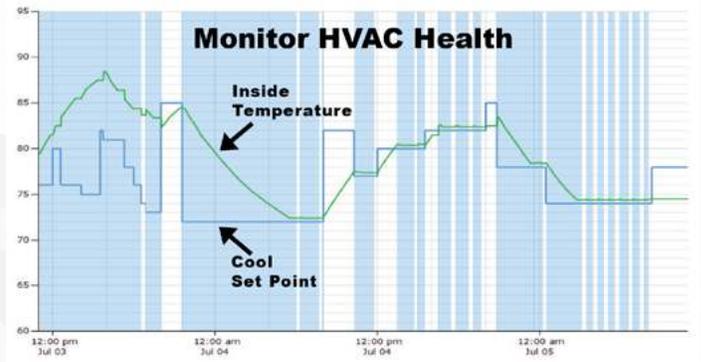
The bottom line - more efficient and less costly operations.

Intelligent HVAC Analytics

One of the largest maintenance cost areas for any Property Manager is HVAC. Imagine being able to receive alerts of possible problems before they become expensive repairs/replacements.

Using cutting edge Artificial Intelligence, the PointCentral system collects and analyzes data from hundreds of thousands of HVAC units across the country.

This enables Intelligent Analytics that can "predict" possible problems and reveal when one of your HVAC units is not operating properly. At that time, a notification is sent to your field team so you can look at performance on that system in more detail.



Maybe the unit is not able to reach the set point of the thermostat. Or, maybe it's taking too long to get there. These issues, when overlooked, can result in damage to HVAC systems.

Identifying problems early before they result in a catastrophic failure can save a lot of money, extend the life of HVAC systems and minimize the inconvenience to your residents.

In addition, having remote access to these historical charts on each system will ensure your staff is responding to legitimate resident requests, and not just to complaints when a resident may have just set the heat or cool target too high.



Access Management

For companies managing large numbers of residential rental properties, the challenges of ensuring reliable, secure and cost-effective access for employees, vendors and eventually residents can be daunting.

Mechanical keys have inherent risks since they are often lost, easily copied and difficult to manage. Paying monthly lockbox fees and installing and removing these boxes is always

challenging. And turn times increase when vendors and prospects can't enter the property when the key "disappears" from the lockbox or a code doesn't work.

Today's smart locks allow property managers to eliminate

the cost, the hassle and the liability risks associated with mechanical keys and unreliable lockboxes. Property teams can easily create

unique, temporary lock codes for staff and vendors to access vacant properties. The system automatically tracks all activity at properties, providing a powerful audit trail should the need arise. And unattended showing codes can also be requested by prospects if you allow this showing option.



Automatic Temperature Control & Notifications

In addition to Intelligent Analytics helping you to reduce HVAC costs, smart thermostats enable many other time-saving and cost saving benefits for operations staff – the ability to remotely and automatically control temperature in properties, monitor humidity and receive critical notifications.



- Vendors and prospects at vacant properties often set the heat or air conditioning high and forget to reset it. Automatic temperature schedules download to every vacant property resetting the temperature every few hours, ensuring systems are not running for days.
- Limits can be set for thermostats, so residents won't try to run air conditioning below 60 or heat above 85 – saving possible HVAC failures.

- Notifications can be set for extreme temperatures so a property can be visited before risking costly frozen pipes during winter.
- Humidity settings allow a system to run longer to mitigate possible mold damage.
- And in cases of natural disasters, such as hurricanes or flooding, these alerts provide insight into possible water damage – saving even more time and money.

Sensors That Make Sense

Residential Property Automation technology is designed to improve your operations and reduce your expenses in many other areas with the use of additional smart sensors.

Image/Motion Sensors

Strategically placed at or near the front door, image sensors can detect motion and automatically notify staff. This can help to defer fraud and protect assets from vandalism and theft.

Contact Sensors

These sensors can be used on vacant and occupied properties. Valuable notifications can be sent when a door is either left open after a visit or is opened during odd hours. A sensor can notify you when a resident opens the HVAC filter cover, hopefully signifying a filter was replaced as per your requirements.

Damage from water is the #2 most filed insurance claim in the U.S., with the average residential claim from a broken pipe exceeding \$10,000.

Water Sensors

Placed near potential sources of water leaks, like hot water tanks, toilets and washing machines, sensors can detect extremely small amounts of water and automatically notify staff.



Delighted Residents

In addition to simplifying and reducing the costs of your operations, smart home property automation will delight your residents, increasing their safety and adding a new level of convenience to their lives.

This will not only help to attract additional residents and reduce your turn times, it will help to retain current residents. All of these benefits will provide your Property Management business with a major sustainable competitive advantage in a challenging market.



PointCentral, headquartered in Portland, Oregon, and a subsidiary of Alarm.com (Nasdaq: ALRM), designs, manufactures and markets enterprise-grade Smart Home solutions for the vacation rental, single-family, and multi-family property management markets. PointCentral solutions provide customers in these markets with the ability to monitor and control smart home technology across all properties in their inventory over a best-in-class secure and reliable network – reducing risk, improving safety, controlling assets, reducing energy costs and improving guest/tenant satisfaction.

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