

By Tom Kerber, Director, Research, Home Controls & Energy

4Q 2014

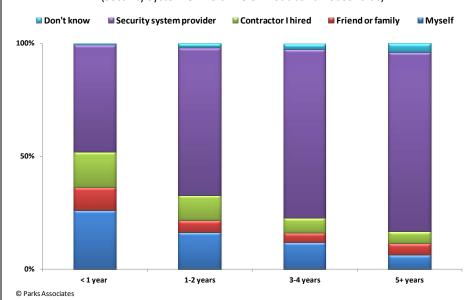
Synopsis

The market for professional monitoring in the residential market is transitioning to a broad smart home marketplace with traditional providers under attack by new entrants. The introduction of home controls and selfmonitored systems will both expand and shift the market. This report examines the new choices available to consumers and their impact on the market. The report also provides a five-year forecasts for professional and selfmonitored security in the U.S., Canada, and Western Europe from 2014-2019, along with the adoption of smart home features.

Ownership and Installation

Home Security Installation by Length of Ownership

(Security System Owners in U.S. Broadband Households)



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"The security industry is leading the transition to the smart home. The majority of sensors and control panels sold today can be accessed and remotely controlled with a mobile device. No other residential product can make that claim," said Tom Kerber, Director of Home Controls and Energy Research, Parks Associates.

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Technology Trends Impacting the Network Camera Market

Security Dealer Survey: Residential Security Panel Purchase Drivers Security Dealer Survey: Residential Security Panel Purchase Drivers

Impact of Net Neutrality Ruling on Competitor Services Security Dealer Survey: Primary Communication Path

Companies Expanding Products to Include Communication and Interactive Services

Security Dealer Survey: Purchase Drivers for Interactive Service Providers

Security Dealer Survey: Most Desired Home Control Devices

Evolution of Smart Products and Services

Icontrol Subscriber Counts Vivint Sky Platform Breadth PERS Market by Channel

Consumer Survey: Security Systems Sales by Market Segment Consumer Survey: Frequency of Arming Security Systems

Impact of Interactive Services on Attrition Consumer Survey: Installation Preferences

Consumer Survey: Security System Installation by Length of Ownership

ADT Customer Acquisitions by Channel

ADT Recurring Monthly Revenue

ADT Subscriber Acquisition Costs by Channel

Monitronics Business Model

Vivint Subscribers

Vivint Average RMR for New Subscribers

Vivint Attrition 2011-2014

Security Dealer Survey: Top Reasons to Offer Interactive Services to

Customers

Consumer Survey: Monitoring Service Cost by Length of Ownership Consumer Survey: Consumer Adoption of Video Storage Services

Consumer Survey: Purchase Drivers for Security Systems
Consumer Survey: Purchase Barriers for Security Systems

Consumer Survey: Owners and Renters by Age

Lowes Iris Sales Data

Demand for Security Systems with Home Control by Business Model Adoption of Professional and Self Monitored Security (2008-2018)

Residential Security Monitoring Revenue Forecast

List of Companies		
	2GIG	Monitronics
	ADT	Nest
	Alarm.com	Netgear
	AlarmNet	Notion
	ArcSoft	Numerex
	ASG	Qolsys
	AT&T	Resolution Security



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Axis Rogers Communications

Bell Aliant SimpliSafe
Bosch Slomins
Bright House Networks Sony

BRS Labs Southern California Edison

Canary Sprint
Comcast Staples
Comporium Suddenlink
Cox Communications Telguard
Dropcam The Defender
DSC Thread

EcoFactor Time Warner Cable

GE T-Mobile Google Total Connect

Guardian Tyco
Honeywell Uplink
Icontrol Verizon
Interlogix Videofied
Loop Labs Vivint

Lowe's

Attributes

Parks Associates 15950 N Dallas Expwy, Suite 575 Dallas TX 75248

800.727.5711 toll free 972.490.1113 phone 972.490.1133 fax

parksassociates.com sales@ parksassociates.com Authored by Tom Kerber

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