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Family values, happy customers
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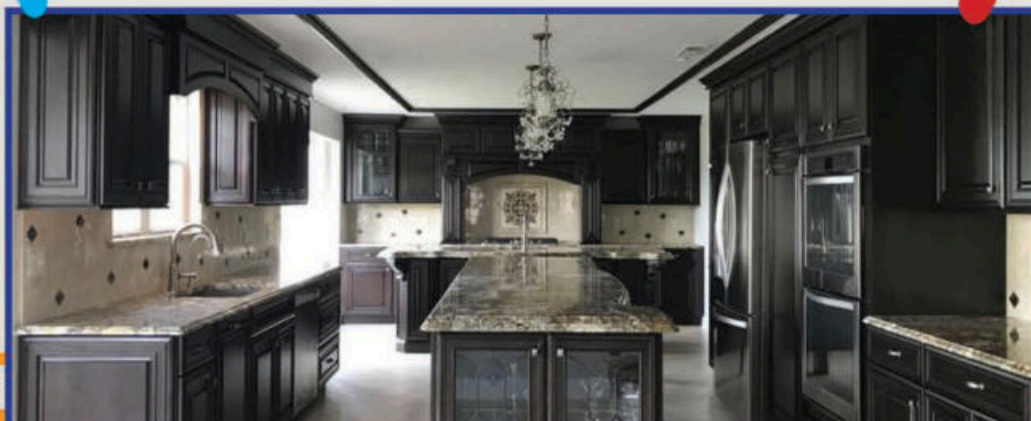
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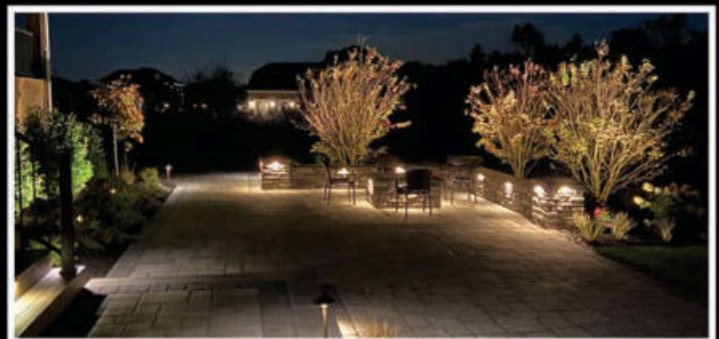
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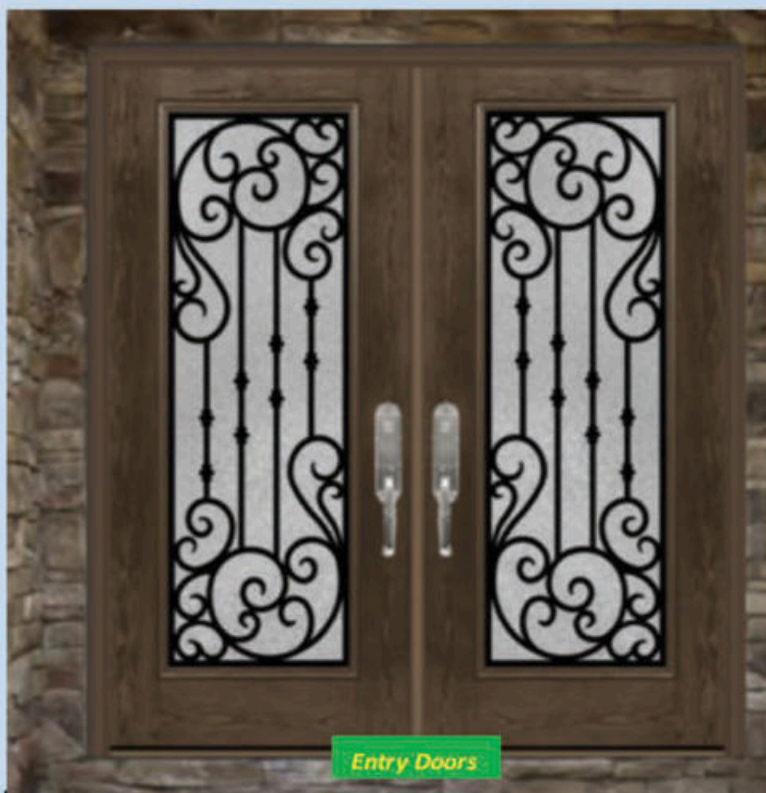
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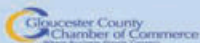
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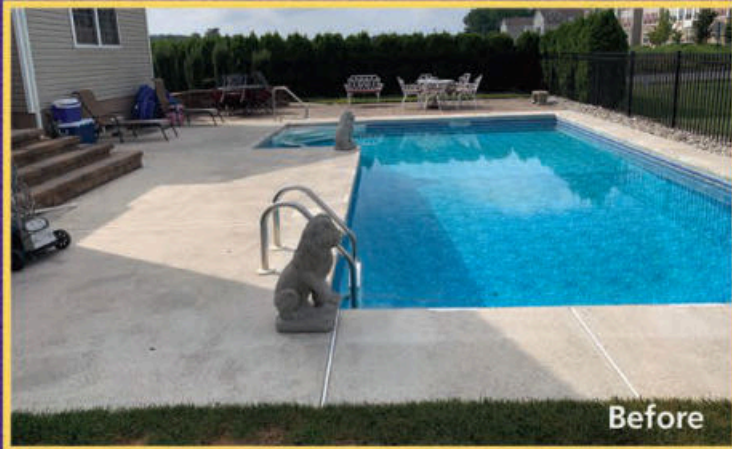


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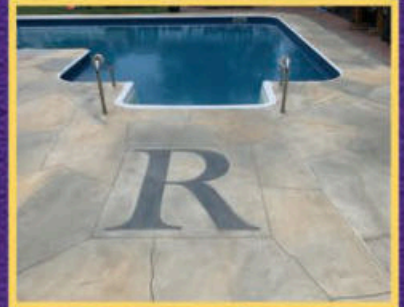
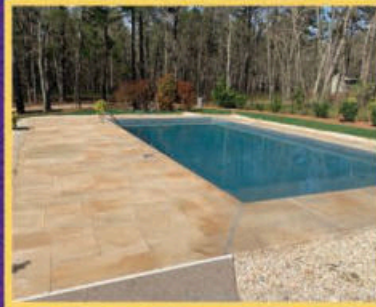


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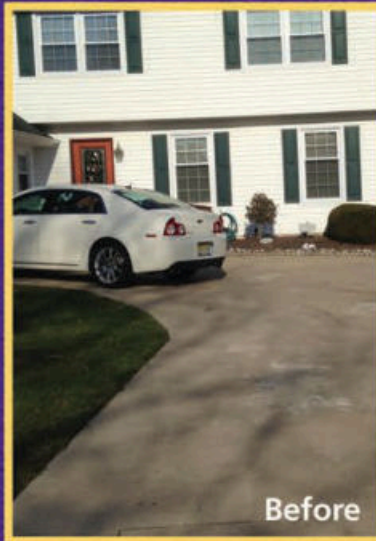


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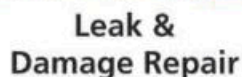
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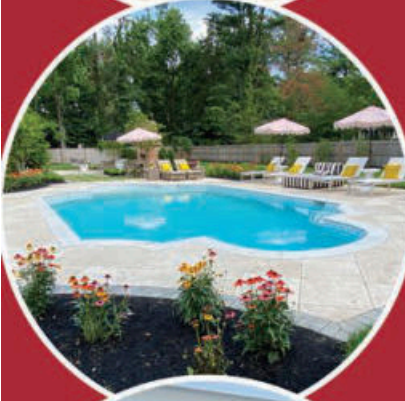


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Featuring
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We are excited to present our seventh annual
Best of House & Home.

As voted by our readers, the following companies and professionals are being recognized for their quality products, expertise, top-notch customer service and reliability. We're also featuring a closer look at these companies in informative spotlights and showcases that shed some light on their dedication. For your next home project, there is no one better than these winners.



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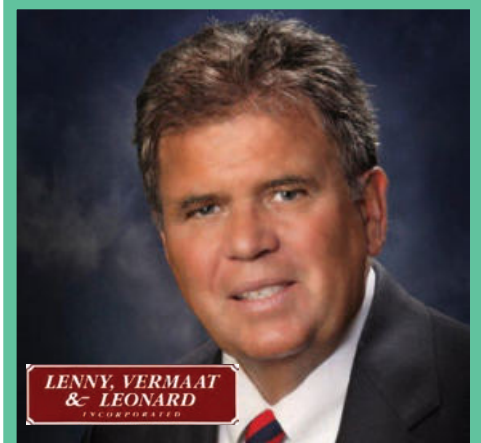
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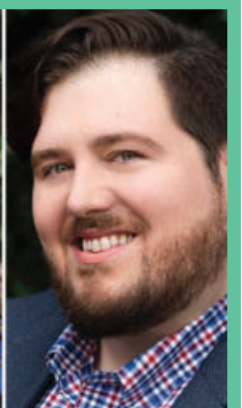
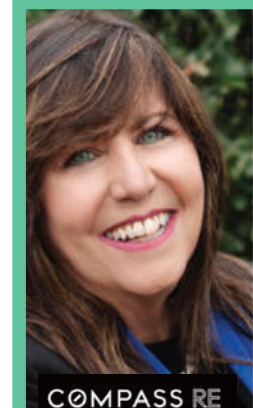
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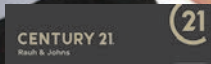
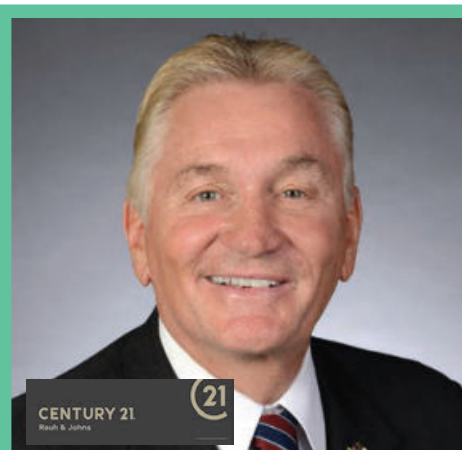
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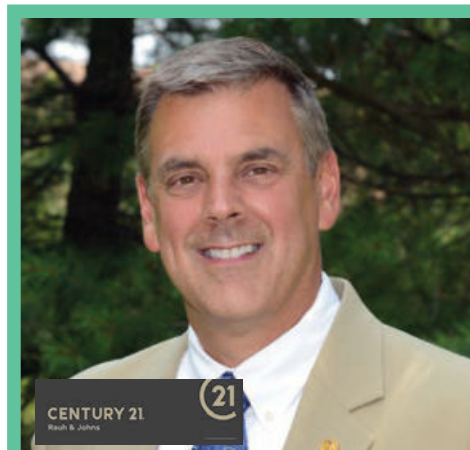
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Best of HOUSE & HOME



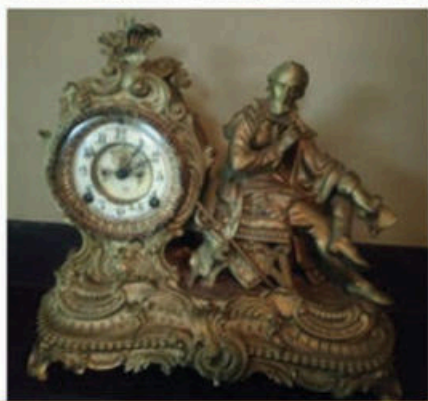
BEST of HOUSE & HOME in:

Clock Repair and Service

How many years have you been in business or in this industry?

Antiques and Clocks Repair and Service has been family owned and operated for 34 years. My wife and I opened our business in the late 1980s as a small antique and clock store located in Cinnaminson. As time went on and our family grew, we decided to work from our home in Moorestown, which enabled us to fix clocks and also spend more time with our family.

What makes you the best in your industry while



separating you from your competitors?

Many years of clock repair, experience and expertise. Clockmaking pre-dates Colonial American times. The trade itself is an art form and with that comes the responsibility of upholding certain standards. Whether it's an antique or new clock, we deliver the best repairs and service possible. Clients have really responded to our business dedication and quality of work.

How does it feel to be recognized among House & Home's Best of Winners?

Once again, we feel honored to be recognized by a magazine that has a great reputation within the home improvement industry and to be voted by the readers as Best of House & Home for the fourth year in a row. After many years of hard work and customer satisfaction, it makes us even more motivated to continue our work.

What keeps you motivated every day to do the work you do?

We are appreciative of both customers and House and Home Magazine for recognizing our business 4 years in a row. Now more than ever people appreciate their memories. Preserving their family history is essential. It makes us very proud to continue our work. This is what keeps us motivated.



David & Lisa Fisher, owners. Clock repair by David Fisher.

Antiques and Clocks Repair and Service
Moorestown, N.J.

(856) 786-3444 | (856) 912-6798
antiquesandclocks1@gmail.com



BEST of HOUSE & HOME in:

Remodeler/Builder



What makes you the best in your industry while separating you from your competitors?

We find a major difference between us and our competition is our large selection of products all housed under one roof. In this year's strenuous circumstances it puts clients' minds at ease knowing they are coming into one location for a private appointment. At that private appointment everything down to the door handle is sanitized with the latest recommended cleaning products. Being able to offer homeowners lots of remodeling products under one roof is such a bonus to our clients. You get to view your personalized design, work directly with your designer in a closed setting. All of this in a comfortable, safe environment.

How does it feel to be recognized among House & Home's Best of Winners?

We feel accomplished. Lou and I have worked so hard to create unique processes for internal and external needs. When our clients recognize those efforts you gain a sense of accomplishment.

What do you find most rewarding about this industry?

The most rewarding thing is creating a finished product that is visually amazing and having the knowledge that people will go into that space and enjoy a new beginning in their home together.



Lou and Wendy Amiano

Amiano & Son Design-Build

1637 Route 206
Southampton, N.J.
(609) 268-5923
AmianoAndSon.com

BEST OF THE BEST



BEST of HOUSE & HOME in:

Gunite Pools, Pool Renovation, Repair & Services



How many years have you been in business or in this industry?

24 years

What makes you the best in your industry while separating you from your competitors?

We are a family business and we always put the customer first.

How does it feel to be recognized among House & Home's Best of Winners?

House & Home magazine has a great reputation & we are glad to be part of them.

What keeps you motivated every day to do the work you do?

The challenge and working with the customers are very rewarding.

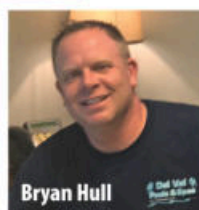
What do you find most rewarding about this industry?

To create a new project or backyard dream for customers.

Del Val Pools & Spas

(856) 629-2999

DelValPoolsAndSpas.com



Bryan Hull



BEST of HOUSE & HOME in:

Bath & Kitchen Design



What makes you the best while separating you from your competitors?

We are family owned and built our business by not being the "salesman" but rather the confidant you trust in guiding you through a process of remodeling your home, your safe place. We take extreme pride in offering quality affordable products that will increase the quality of life and value of your home. We treat every home as if it were our own.

How does it feel to be recognized among House & Home's Best of Winners?

We are humbled by the people we meet every day in this business. We work extremely hard to make all their dreams come true and to be honored with this gives us the feeling of doing it right. Without the referrals from the friends/clients we have worked with we would not be here.

What keeps you motivated every day to do the work you do?

If you are not motivated at your job, the job gets stale and goes away. We have an amazing staff to work with every day, we have the best contractor base you could wish for and customers that send their friends and family in to see us! We are motivated to keep everyone working, keep our customers happy and keep our family name a positive one in our community. We get to design and sell the most beautiful products and take a person's home that they raised their family in and change it

to be so much more than a kitchen or bath; we get to make it a place of relaxation and peace in these stressful times.

Steven Matteo, Owner

(856) 769-2490

MatteoKitchens.com





Best of HOUSE & HOME

BEST of HOUSE & HOME in: *Cabinetry*



How many years have you been in business?

Since 2005

What makes you the best in your industry?

We are a family-owned business providing personalized services with attention to detail. We offer extensive construction experience, unparalleled designs and creativity exceeding our customers' expectations.

How does it feel to be recognized among House & Home's Best of Winners?

We are always honored to be recognized among House & Home's Best of Winners, along with our previous awards and recognitions.

What keeps you motivated every day to do the work you do?

Knowing that each and every project presents growth opportunities and knowing we are capable of delivering the best results with unique problem-solving abilities and visionary design skills.

Are there any new products or services you are offering that you'd like our readers to know about?

Yes, we offer in-house design services using the latest industry-leading technology with ample construction background. At our showroom we offer a great variety of semi-custom to fully custom cabinetry lines, which includes framed full access and inset.



Assaf (Joe) Sananes
Cabinet Design Center
(856) 545-3520
CabinetDesignC.com

BEST of HOUSE & HOME in: *Sheds & Outdoor Structures*



How many years have you been in business or in this industry?

BarnCo Woodworks LLC has been in retail since 2001. We have been in the woodworking business since 1988 in the heart of Lancaster County, Pa. We handcraft each piece to bring you the old heritage value.

What makes you the best in your industry while separating you from your competitors?

We offer quality and friendliness with hassle-free service from pouring the shed foundation to the installation. We pride ourselves on customer satisfaction and we are registered with the Better Business Bureau.

How does it feel to be recognized among House & Home's Best of winners?

We feel humble and unworthy to have such a nice and friendly customer base. They took the time to vote for BarnCo Woodworks to be the Best of winner.

What keeps you motivated every day to do the work you do?

Our great customers are our motivation. Each day we come in and I wonder who the next person will be that we can make his/her day by supplying what they need.



Sam King, Leroy Stoltzfus
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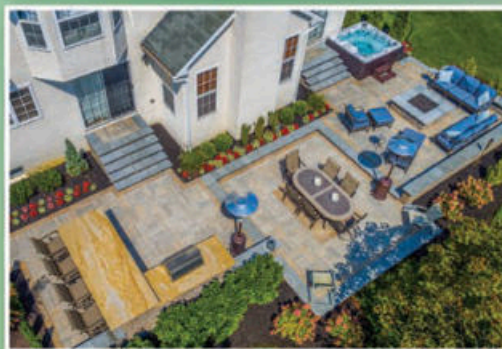
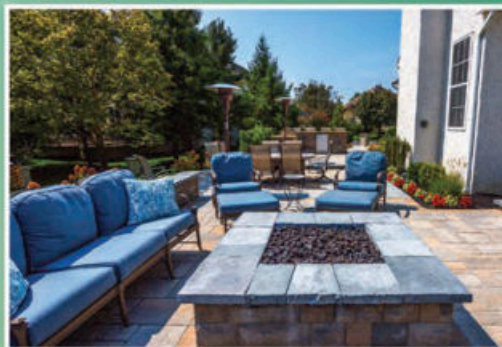
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“At Emmons, you are not only investing in a new roof, new siding or new windows—you’re investing in peace of mind.”

—Stephanee Kelly,
co-owner, Emmons Roofing & Siding

“storm chasers.” They follow severe weather from area to area, knowing that there will be a lot of work.

They typically have no community roots and therefore no knowledge of local building codes. Their “rush job” often has shoddy work and since they typically leave the area in chase of the next storm, they can’t be reached when there are problems.

How can you spot a storm chaser?

Kelly says it’s critical to be wary of contractors who may not have a physical office—again, an indicator that they may be a fly-by-night company. They’ll do the work (poorly) and then disappear,

leaving you with problems.

“We are a local small business in Williamstown with real people answering the phones—not an answering service,” Matthew Kelly says. “We don’t work out of a house and we do not have a ‘virtual office.’ Be wary of contractors that will not provide you with a physical address but instead only have a P.O. box or suite number and only use an answering service.”

Some of the worst storm chasers don’t even carry the proper insurance and are therefore putting you at risk.

“We are fully insured and also carry liability insurance, which is required for roofing operations,” Matthew Kelly says. “But many contractors carry cheaper insurance that does not include liability insurance, leaving you, the homeowner, liable if a worker is injured while working on your roof. Make sure the insurance certificate sent to you by your contractor’s insurance agency specifically includes liability insurance.”

CHOOSING WISELY

At the end of the day, your choice in roofing, siding and window contractors can be the difference between good, quality work—and a big headache. Kelly says that the last thing Emmons wants to see is people in their local community get taken advantage of by unscrupulous roofing, siding and window contractors.

“You should be able to feel confident that you’ve chosen a contractor that you can trust—not one that is going to leave you with problems to fix after they’ve gone,” says Stephanee Kelly. “At Emmons, you are not only investing in a new roof, new siding or new windows—you’re investing in peace of mind.” **H&H**

WHEN YOU NEED WORK DONE ON YOUR HOME—expected or not—you want to know that you can trust the contractor you’ve hired to get the job done well. After all, you’re not an expert on what’s involved in services like roofing, siding or windows and you don’t want to get taken advantage of as a result. Because of that, it’s important to choose a company that you can feel confident is reputable.

But how exactly do you know a company can be trusted?

One important factor in choosing the best contractor is longevity. Only a company that performs great work is going to be able to stick around for the long haul. That’s exactly the case with Emmons Roofing & Siding, a company that has been offering expert care for South Jersey and the Jersey Shore area since 1996. They are a well-known name in the region—and for good reason. Their success was built upon a reputation of honesty, integrity and good work.

In fact, the company is an Owens Corning™ Platinum Preferred Contractor. That’s not a designation that any old company can have. Platinum Preferred Contractors are in the top tier of a premier network of roofing professionals. In order to achieve this title, they must have

passed a workmanship inspection, been professionally screened for financial stability and customer service, and continue to adhere to stringent guidelines set forth by Owens Corning. Fewer than 1% of roofing contractors in the United States are Owens Corning Platinum Preferred.

“It’s a title that backs up our already strong reputation,” says Stephanee Kelly, co-owner of the company along with her husband Matthew. “Only the most reputable companies are able to earn that designation.”

Besides being able to feel confident that you’ve hired a contractor you can trust, this designation benefits homeowners in a more tangible way as well. That’s because Platinum Preferred Contractors are able to offer 50-year warranties on their work—much longer than other companies can offer. According to Owens Corning’s website, “because we stand behind these warranties, we need to make sure that we are backing up the best roofers in the business.”

PROTECT YOURSELF AGAINST STORM CHASERS

Unfortunately, when it comes to contractors for roofing, siding and windows, there are a lot of fly-by-night companies out there and it’s important for homeowners to protect themselves. In the business, many of these companies are called

Emmons Roofing & Siding
Williamstown, N.J. | (856) 885-6677
EmmonsRoofing.com/platinum

A finished basement can add valuable space to a home, but there are several important steps to take during the remodeling process.

UNTAPPED POTENTIAL

BY MATT COSENTINO



Even the closest of families sometimes need a little bit of time apart from one another. Whether it's young kids craving a dedicated room to play in, teenagers looking to hang out with friends, or adults requiring a home office to work in peace and quiet, finding the space can be difficult. More and more homeowners are looking downstairs to solve the dilemma.

Finishing a basement to create extra living space has always been popular, but since the pandemic struck and families were stuck at home more often, this type of remodeling project has become even more in demand. In fact, local contractors have seen a significant rise in requests over the past 20 months.

"Once the kitchen and baths are done, the basement is always next on the list, especially for a family," says Dan Dilworth of Dilworth's Custom Design. "It makes sense to finish off the basement and make it another living space, even if you only use it while the kids are at home."

Dennis Gehman of Gehman Design Remodeling starts a basement renovation the same way he does every project: by having an extensive conversation with the clients to discover exactly what they're looking to accomplish so he and his team can come up with the appropriate plan.

"Initially you have to ask the question, 'What do you want to use this space for?'" he says. "If it's a playroom for the kids, then all we need is drywall on the walls, a few lights in the ceiling, carpet on the floor and then we can paint the room and it's ready. But if it's a home office area, a home theater, a workout area or a bar, [it gets more complicated]. We've done them where it's basically a whole other house with a kitchen, a laundry, a bedroom, all those types of things."



No matter what the space is going to be used for, there are important precautions that must be taken even before the design is considered or construction can begin. *House & Home* spoke to several area professionals to learn more about these steps along with design trends and creative solutions to common issues.

STARTING THE PROCESS

After the decision has been made to finish the basement and the contractor has been hired, one of the very first concerns is addressing any mildew or moisture issues. Hurricane Ida recently served as a reminder that serious storms have become more frequent in this area, and water damage can have major implications regarding such an expensive investment.

According to Todd Prosan of '58 Foundations, groundwater problems are more prevalent in older homes, but leaks can happen anywhere.

"Through our 63 years in business, we've worked with many builders and had to have fixed thousands of leaky basements in homes under a year old," he says.

"The best time to waterproof the basement is before finishing it—even if it's precautionary. There are less expensive ways to prepare a basement ahead of finishing it that can be added to later at a lesser cost if a water problem presents itself. If there is a water problem, identifying the source of the problem and the solution comes from our years of experience, training, plus working with the homeowner—asking lots of questions and together creating a custom solution that fits what they are trying to accomplish in their home."

Kevin McCormack of McCormack Construction has completed many basement remodels and says the winter is a particularly busy time for such a project. Assessing any moisture issues is always one of his first priorities.

"You look around at the basement and see if there's been a history of seepage of water or direct water coming in through the wall," he says. "A lot of times that can be corrected from the exterior because the grade is sloping to the foundation and when it rains the water is collecting there. So you can change the grade by lifting it up with some soil and pitching it away from the house. That's the simple way to do it."

"It also might be a combination of doing that and waterproofing the basement by putting a French drain in around the perimeter before you do the remodel. If there's any sign that water has been there ... it's silly to put in a remodel without putting a drain around the building and a sump pump. That would be a major mistake. You have to put a good plan together."

In addition to waterproofing, it also makes sense to examine the foundation before the renovations are started.



GEHMAN DESIGN
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GEHMAN DESIGN
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“While we’re asking questions of the homeowner to better understand the home, we do a thorough interior and exterior inspection of the entire foundation,” Prosan says. “Besides waterproofing, we provide foundation settlement and wall solutions. Many hairline cracks in poured concrete floors and vertical cracks in walls occur during the concrete curing phase when the house is first built. As long as these cracks aren’t leaking or getting wider, they are probably fine to leave alone. If cracks leak, we can seal them. If they are expanding, are horizontal on the wall, or stair-step shaped in concrete block walls, this can be a sign of a potential foundation settling problem or external pressure problem on the walls. For either of these issues, structural supports may be necessary.”

OTHER IMPORTANT STEPS

Once the moisture issues have been resolved, that doesn’t mean the homeowner is in the clear just yet. There are other significant conversations to be had.

“The next big thing to think about is egress, especially if you’re putting a bedroom down there,” Dilworth says. “Some townships want an egress no matter what, in any enclosed space. That’s basically a window of a certain minimal size or a door to get outside in case of emergency.”

A Bilco door is a common method for egress, but there are some houses where adding a door or window is not possible because of the way the structure is situated. In those cases, Dilworth adds, the

client may have to adjust plans for the space.

HVAC is another item to be checked off the list, but according to Gehman, that’s not always as easy as some homeowners expect.

“Most people say they’ll just tie into the existing HVAC, but generally speaking we are unable to do that because the existing unit was sized for a certain square feet of living space,” he explains. “Let’s say it’s a two-story house and it has one HVAC unit; if we finish the whole basement we’re basically adding 50% more space, and the one unit is not going to be enough.”

Reuben Stoltzfus of EWBK believes this is where the expertise of an experienced contractor comes into play. “One of the most important aspects with your HVAC is knowing the system can handle the space,” he says. “If it’s too small there will be temperature issues and if it’s too large, it is money wasted. Understanding and having familiarity with township regulations is key, especially when it comes to the timing of the project.”

McCormack points out that because most basements usually don’t get too cold or too hot, there are multiple options to consider. Air conditioning might not even be necessary.

“The good thing about a basement is most of it is in the ground, so you’re already insulated by the earth,” he says. “In an attic, forget it, it’s blazing hot up there. But the basement stays kind of cool so you don’t really need air conditioning, and you can use other sources of heat without spending a lot of money. Not that I recommend electric heat, but you might only need a couple of sections which is very simple and you can put it on its own thermostat. Or you can do another boiler or a heat pump that does heating and air conditioning.”

GETTING CREATIVE

Many basements have odd space configurations or elements that may not be a factor in other rooms in the house. Designers often take pleasure in using their creative side to come up with interesting solutions.

“The CAD [computer-aided design] program that we use is designed for kitchens and baths, but we can also use it for any room in the house, including the basement,” Dilworth says. “We can put the walls anywhere we want: around support poles, around sump pumps, around strange structural configurations with the exterior cinderblock walls and stuff like that. ... All of that can [be resolved] through the CAD system and you can draw it up as detailed as you want. ... There are limitations of course, but at the same time, in the

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digital age you can draw just about anything.”

Certain basements come with their fair share of challenges, but these idiosyncrasies can also make the space unique and something that stands out to friends and family.

“Sometimes, odd spaces can become a conversation piece,” Stoltzfus says. “For example, last fall we did one basement remodel where the space under the stairs was converted to a kids’ cave, which was an instant favorite with our clients’ children. Other times, we have used custom cabinetry to fit the space and everyone could always use extra storage space. When creativity is needed, that is when projects become more fun, not just for me, but also the crew.”

McCormack and Gehman have both been part of projects where lally columns were hidden in walls, turned into decorative aspects or even relocated.

“Sometimes there’s a space that makes sense to put the big-screen TV and the seating, but you’ve got one or two columns in the way,” Gehman says. “Most of the time people just work with them, but sometimes it makes sense and they’re willing to spend the money for us to do some structural engineering to figure out a way to get those columns out of there. People ask us, ‘Can you do that?’ Well, bridges are made of beams and typically there’s not a column coming down in the middle of it, so it can be done. But it’s time and money and unfortunately both of those are limited resources.”

THE END RESULT

Like any renovation project, a finished basement has obstacles to overcome, but when all is said and done most homeowners are thrilled with the extra living space they have added to their homes.

“One of the things we’ll hear is, ‘I’m sorry I didn’t do this sooner. I don’t know why I waited so long, I could have used this space even more when the kids were younger,’” McCormack says. “Or clients will say, ‘I’m glad I have this space now away from family members where I can concentrate on my work more or have my man cave.’ Everybody has a different angle and everybody is appreciative of our work because we’re very detail oriented.”

Stoltzfus and his team are just as pleased as the clients when they can deliver on their promises for the space.

“We get a lot of wows,” he says. “No one ever anticipates the final look being as great as it is. It is the most joyful reaction and it brings our entire team so much satisfaction knowing the customer is a happy one.” **H&H**



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Family values, happy customers triumph over pandemic.

Nearly 50% of American businesses are closed temporarily, or operating at a loss, because of the devastating aftershocks of the COVID-19 pandemic and the worldwide economic slowdown. Many businesses have closed their doors forever. However, despite the bleak outlook for many, one local business is overwhelmed with new customers. In fact, it's in the midst of an immense expansion, including the conversion of a historic Collegeville home, built in the 1700s, into a second location.

Using a house as an office isn't new for Basement Waterproofing Specialists. Its main office, located in Collegeville, Pennsylvania, is also a farmhouse-turned-waterproofing headquarters. It's no coincidence that the company is converting a second home into a new workspace. "Our goal has always been to treat you like family. That's not a marketing gimmick.

We teach our inspectors and work crews to treat every single client's home as if it were the house of one of their family members," says Ken Klinger, his wife Deb and daughter Anne.

This philosophy has paid off well for both the company and its clients. It's been a happy home to many pets. Employees are encouraged to bring their pets to work. Besides Ken and Deb's two giant, lovable Boz shepherds, Calvin and Clarabelle, the main office is also often host to a happy flock of dogs, cats, rabbits and birds.

Over the last seven years, the company has won awards for "Best Basement Waterproofing company" from Angie's List, *House & Home*, *Home Advisor Magazine*, the *Mercury Newspaper* and more. It currently holds an overall 4.6-star rating, based on over 200 reviews on Facebook, Google, Thumbtack and Angie's List. It also has an astonishing

6,200 followers on Facebook while competitors average under 500.

This award-winning service combined with extreme customer loyalty is the major driving force behind the company expanding while many are retreating. "Humble thanks to our amazing customers. We have been overwhelmed by so many referrals during the COVID crisis. Those referrals, plus Gov. Tom Wolf deeming us an essential business, have helped us expand into a second office to house our ever-growing staff," says Ken. "We are not only thrilled to help our customers solve their problems, but also happy to create new jobs for people in the area."

In March of 2020, Gov. Wolf determined that Basement Waterproofing Specialists is an essential business whose work is "necessary to help stop the spread of the novel coronavirus COVID-19." In addition to waterproofing, the company also removes mold and improves air quality. Its Ozone Generation technology is EPA-approved and can help eliminate not only mold and mildew, but also airborne pathogens in your home.

Basement Waterproofing Specialists' expansion is a bit historic, as well. Its new building, located at 109 River Road in Collegeville, was built in 1700, and was used as a hotel to help with the growing tourism to the area. The company plans to officially move into its fully renovated second home in April. This fourth-generation family business is eager to help your family enjoy a clean, dry, mold-free, safe basement. **H&H**

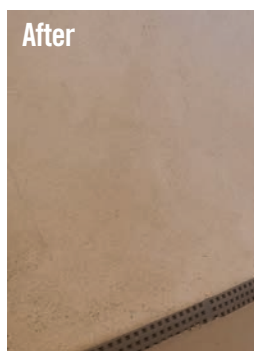
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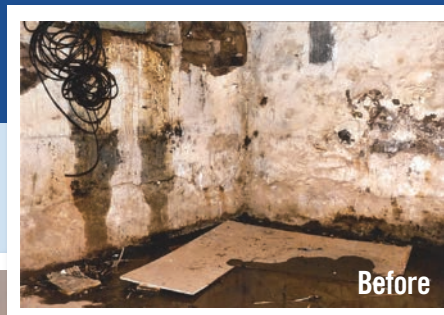
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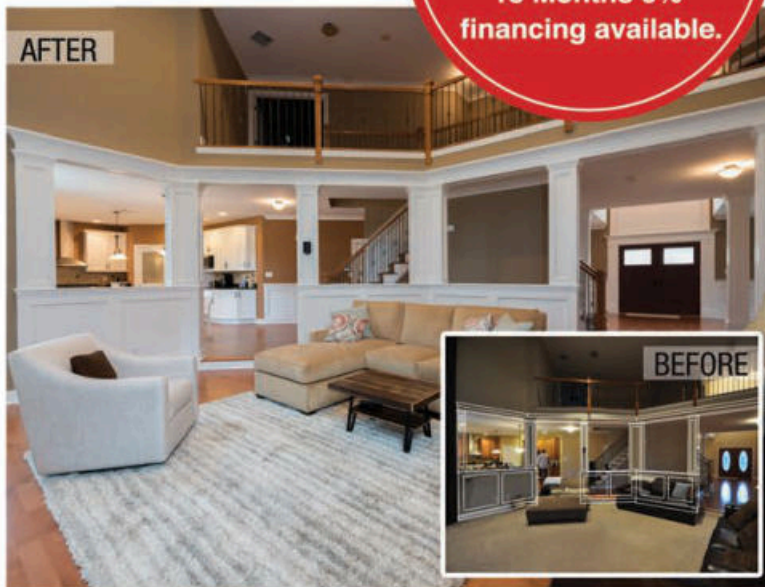


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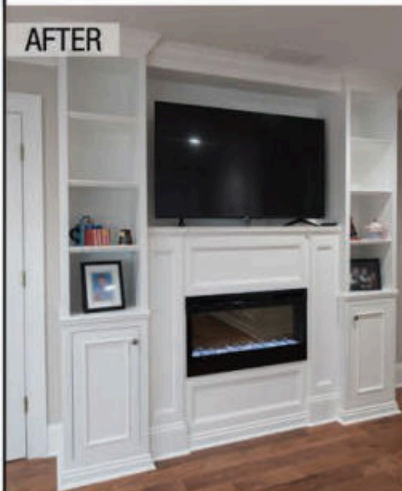
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Kids these days don't know how good they have it. Thanks to the prevalence of smart technology, they can just shout out the name of a song and voila, a nearby smart speaker starts playing it. And that's just the tip of the iceberg. Thermostats, blinds and shades, doorbells and even faucets are among the latest products to get "smart" as manufacturers respond to the never-ending demand for automation around the home, and with more millennials becoming homeowners, they will likely drive this exposure higher.

"If you can dream it, we can make it smart," says Andrew Sherman of Sound Advice & Video. "More and more devices are becoming available within this smart home ecosystem; everything from dishwashers to coffee machines to doorbells and locks are smart ready. You can now control all these devices via an app on your phone or even by your voice."

We asked some local professionals to highlight a few of the best items to make "smarter" around your home.

WINDOW TREATMENTS

Believe it or not, motorized window treatments have been around for over two decades. "When I first came into the industry over 20 years ago, motorized window treatments were a very forward-thinking option," says Laura Hawley, president and owner of Ambiance Design Window Treatments. "I served in a role that was focused on those options."

However, the technology has come a long way. "It was expensive and mostly infrared with a clunky, unreliable remote control," she says. "Now they are tied to a smartphone and can even be set to a specific schedule to open with your morning alarm or, based on the temperature in the house, closed to help conserve energy."

Opening and closing window treatments with the touch of a button has its advantages for those with dexterity issues, whether related to aging or a disease. Hawley knows of a client with ALS who says the smart functionality of motorized window treatments has changed her life. "There are also some safety concerns around traditional blinds with strings and children. Motorization removes those hazards," she adds.

Ambiance Design offers Hunter Douglas products, and Hawley says every product, including shutters, can be motorized. "Hunter Douglas is a leader in the design world and well-known for their beautiful products that meet homeowners' sophisticated needs and functionality."

FAUCETS

Kitchens and baths have seen a big technological jump recently and Moen is one brand embracing

the smart trend, says Matt Mann, of Bellmawr Plumbing Supply. "Moen has several products—smart faucets, shower systems and the Moen Flo water monitoring system—that are going to become more popular in the coming years," he says.

First, the Moen Flo is a device installed off your water main and connected to your phone's Bluetooth. "It monitors the water pressure throughout the house and if there is a leak or sign of a drop in water pressure, the system sends a message to your phone and shuts off the water from the main so the leak stops. It's a nice security feature if you're on vacation or for your vacation home so you can rest assured your house isn't flooding," he says. "It can also save money on homeowners' insurance because they will see less of a threat from water damage."

When it comes to smart faucets, Mann feels Moen's products are the nicest. "Moen took the idea of Siri from Apple and incorporated it into the faucet so it's completely operable by voice. You can ask it to dispense exactly 8 ounces or whatever amount you need, and at an exact temperature," he says. For example, any parent would appreciate being able to fill a baby's bottle with the perfect temperature of water and completely take out the step of warming a bottle of formula.

On some of Moen's smart faucets, there is even an option for handwashing in which



the water shuts off for 20 seconds while the person lathers up before automatically turning back on for rinsing.

Mann also says Moen's smart shower system can pre-heat the water so it's ready to go when you wake up in the morning, and it can be programmed for different users not only for preferred temperature but also for the shower head functions and sprays.

In five to 10 years, Mann believes these products will be the norm in kitchen and bath design. "In the future for my industry, I see every appliance—washers, dryers, dishwashers, stoves—all being controlled by phone app. Individual companies are starting to do it, but I think it will all be integrated," he says. "Eventually we're not going to need to touch anything with our hands around the home."

SECURITY

Whether for your primary home or a vacation property, some level of security is necessary. "Our market is full of secondary homeowners, so we see a lot of requests regarding HVAC control as well as surveillance. By incorporating smart thermostats and video doorbells our clients can now control their heat and AC as well as check the front door for any package deliveries," says Sherman.

It can also come in handy for those forgetful moments. "Most smart home devices come with a compatible app which allows for push notifications and two-way feedback/control. Gone are the days of worrying about if you locked the front door. Now you can open up your app, check to see if the door is locked or lock

it if necessary. Notifications work in a similar way, when someone unlocks the door, or turns off the security system you will receive a notification to your device of this change."

These systems might seem DIY-friendly, but there are benefits to having them professionally installed, he continues.

"It's always beneficial to look at contracting a smart home installer compared to DIY. Not only do we have experience and an understanding of the products and their set-up needs, we are always just a phone call away for tech support or troubleshooting. When a DIY system goes down you are often required to contact the tech support department of said device which can relate to hours of time spent on hold or waiting for the correct specialist. Whereas we are a quick phone call with the ability to send a tech for an onsite visit," says Sherman. **H&H**



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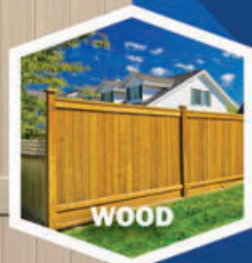
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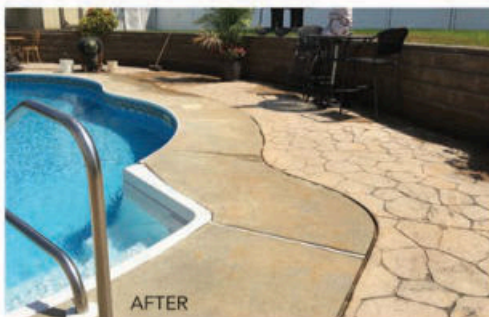
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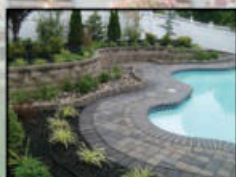
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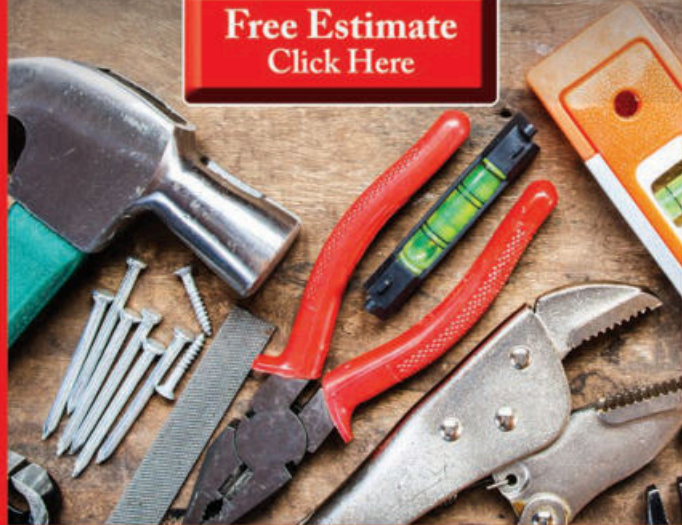
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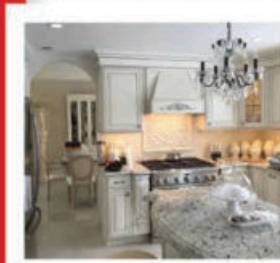
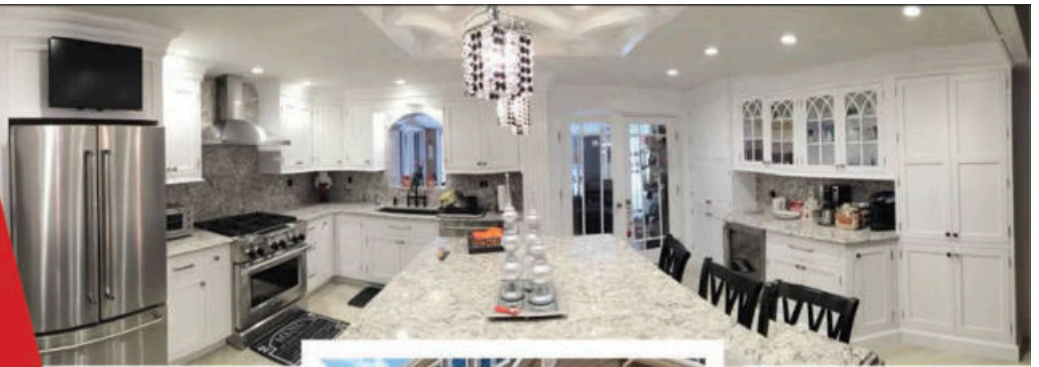


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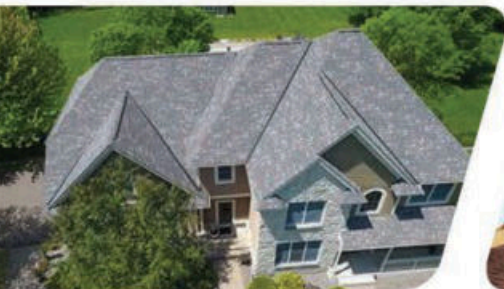
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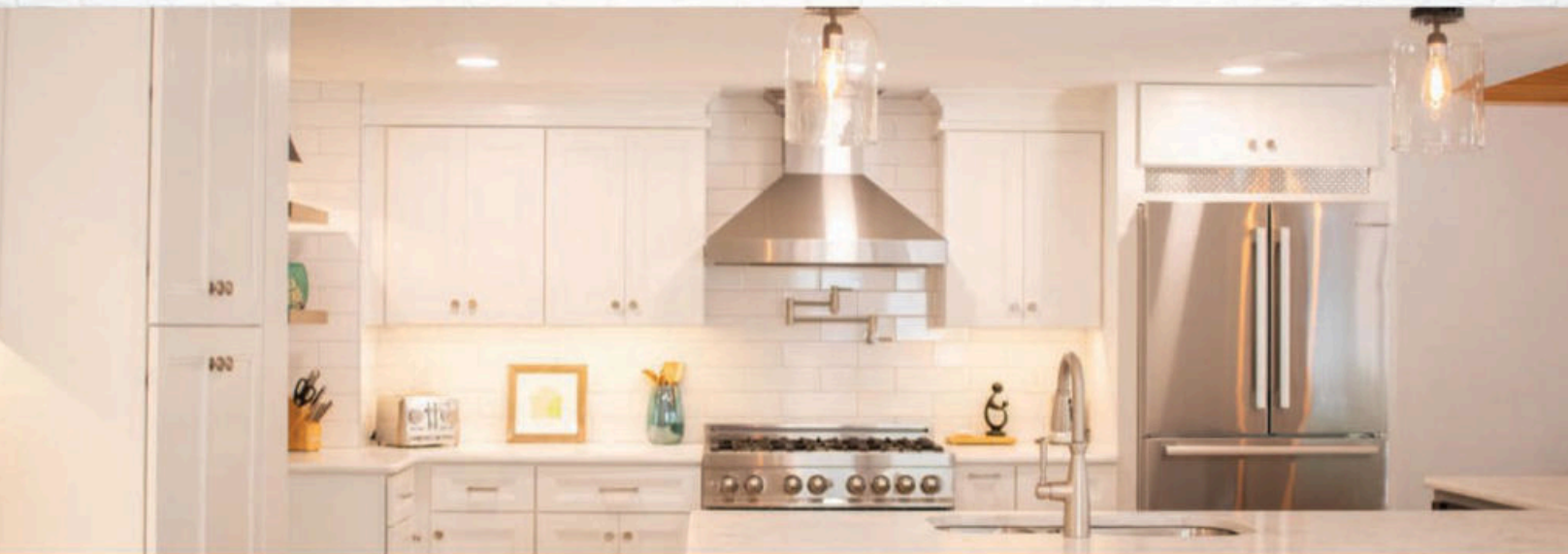
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