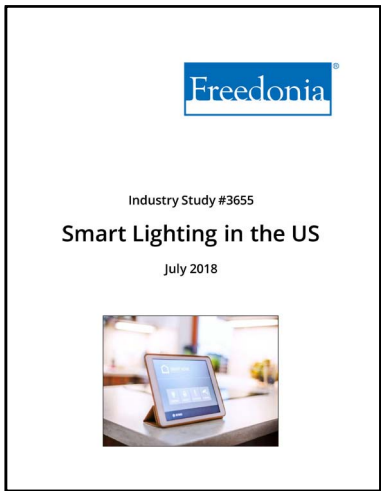




Smart Lighting in the US

Industry Study #3655 | July 2018

This industry study analyzes the \$725 million smart lighting market in the US. It presents historical demand data (2016, 2017) and forecasts (year-end 2018, 2025) by product (smart light sources, smart lighting fixtures, smart lighting controls) and market (residential buildings, nonresidential buildings, roadway and other nonbuilding markets). The study evaluates company product offerings and development, and analyzes US industry competitors such as Acuity Brands, Cree, Eaton, Enlighted, General Electric, Honeywell, Hubbell, LEDVANCE (MLS), Legrand, Leviton Manufacturing, Lutron Electronics, OSRAM Licht, and Signify (formerly Philips Lighting).



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Table 6-2 | Residential Smart Lighting Equipment Installed, 2016-2025 (millions)

| Item | 2016 | US Smart Lighting Market | |
|---|------------|-----------------------------------|--|
| US Households | 125.8 | <p>'18 - '25 CAGR ↑ 24.6%</p> | <p>Key Trends Through 2025:</p> <ul style="list-style-type: none"> • Rapid growth in the broader smart tech & IoT markets • Energy saving features (e.g., analytics & automation), boosting demand in nonresidential markets in particular • Convenient wireless & voice controls, driving residential sales especially |
| % with smart lighting | 3.0 | | |
| Households with Smart Lighting products per household | 3.8 2.1 | <p>Product Types, 2017</p> | <p>Leading Industry Players</p> <ul style="list-style-type: none"> • Cree • Eaton • General Electric • Hubbell • LEDVANCE (MLS) • Legrand • Signify (formerly Philips Lighting) |
| Res Smart Lighting Products in Place | 8 | | |