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8  
9 **SUPERIOR COURT OF THE STATE OF CALIFORNIA**  
10 **COUNTY OF SAN FRANCISCO**

11  
12 SAN FRANCISCO TENANTS UNION,  
ADRIAN PHUA, WILLIAM SOLIS,  
13 and ELANA DIESTEL,

14 Plaintiffs,

15 v.

16 SMARTRENT TECHNOLOGIES, INC.,  
EQUITY RESIDENTIAL, a real estate  
investment trust, ERP OPERATING  
17 LIMITED PARTNERSHIP, a  
partnership, EQUITY RESIDENTIAL  
18 MANAGEMENT LLC, EQUITY-  
TASMAN APARTMENTS LLC,  
19 ARCHSTONE DAGGETT PLACE  
LLC, ARCHSTONE SOUTH MARKET  
20 LP, EQR-TERRACES LIMITED  
PARTNERSHIP, and DOES 1 through  
21 15,

22 Defendants.  
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CASE NO. CGC-25-631212

**REPLY IN SUPPORT OF DEFENDANT  
SMARTRENT TECHNOLOGIES, INC.'S  
MOTION TO COMPEL ARBITRATION AND  
STAY PROCEEDINGS PENDING  
ARBITRATION**

*[Filed Concurrently with the Reply Declaration of  
Matt Lorey]*

Action Filed: December 4, 2025

Trial Date: None

**DATE:** April 29, 2026

**TIME:** 9 a.m.

**DEPT.:** 302

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1           **I.           INTRODUCTION**

2           Plaintiffs’ Opposition advances three central arguments: (1) that SmartRent has not proven  
3 the existence of an arbitration agreement; (2) that Plaintiffs’ lease with Equity, rather than  
4 SmartRent’s Terms of Service (“ToS”) govern use of SmartRent’s App; and (3) that the arbitration  
5 provision is unconscionable. Each argument fails.

6           SmartRent established prima facie evidence of valid arbitration agreements through its  
7 Motion and supporting declarations. Each Resident Plaintiff had clear and conspicuous notice of  
8 the ToS containing the arbitration provision, and no Plaintiff has submitted contradictory evidence,  
9 or a sworn denial of assent. The Equity lease and the ToS involve different subject matters and  
10 different parties, creating no conflict for this Court to resolve. Plaintiffs’ use of the SmartRent App  
11 was entirely optional, and nothing about the ToS or arbitration provision is unconscionable. The  
12 arbitration provision delegates the question of arbitrability to the arbitrator. Finally, equitable  
13 estoppel compels Plaintiff Union to arbitrate the claims inextricably intertwined with the ToS.

14           **II.           PLAINTIFFS ENTERED A VALID ARBITRATION AGREEMENT**

15           Plaintiffs’ Opposition does nothing to rebut the existence of a valid arbitration agreement.  
16 SmartRent produced ““prima facie evidence of a written agreement to arbitrate the controversy””  
17 (*Gamboa v. Northeast Community Clinic* (2021) 72 Cal.App.5th 158, 165). SmartRent also  
18 produced evidence that each Resident Plaintiff (and the vast majority of residents the Plaintiff  
19 Union claims to represent) agreed to SmartRent’s ToS. (*Condee v. Longwood Mgmt. Corp.*  
20 (2001) 88 Cal.App.4th 215, 218-219 [on a motion to compel arbitration, the Court is only required  
21 to make a finding of the agreement’s existence].)

22           With that initial burden met, the burden shifted to Plaintiffs to produce evidence to  
23 challenge the authenticity of the agreement or their acceptance of it—but they do not. (*Condee,*  
24 *supra*, 88 Cal.App.4th at p. 219.) Notably absent from Plaintiffs’ Opposition is a declaration from  
25 Plaintiff Phua, Solis, or Diestel stating under oath that they did not check a box affirming  
26 agreement to SmartRent’s ToS, did not see the prominently displayed “Terms of Service” or  
27 “Privacy Policy,” did not register for or use the App, or did not see the pop-up ToS updates —  
28 **i.e., the Opposition puts forth no evidence to suggest the Resident Plaintiffs did not agree to**

1 **SmartRent’s Terms of Service.** (See also Compl. ¶ 65 [asserting Plaintiffs used the app,  
2 necessarily implying their agreement to the TOS].)

3 Unable to challenge the authenticity of the Terms of Service or produce any evidence that  
4 Plaintiffs did not agree to them, Plaintiffs instead advance the proposition that they had “no reason  
5 to expect” contractual terms when they downloaded an app from an app store, created an account  
6 and password on a technology platform, affirmatively checked a box next to prominently displayed  
7 “Terms of Service” and “Privacy Policy” hyperlinks, and continued using that platform for years—  
8 **including through in-app pop-up notices requiring acceptance of updated ToS.** This argument  
9 is undermined by both the law and the facts.

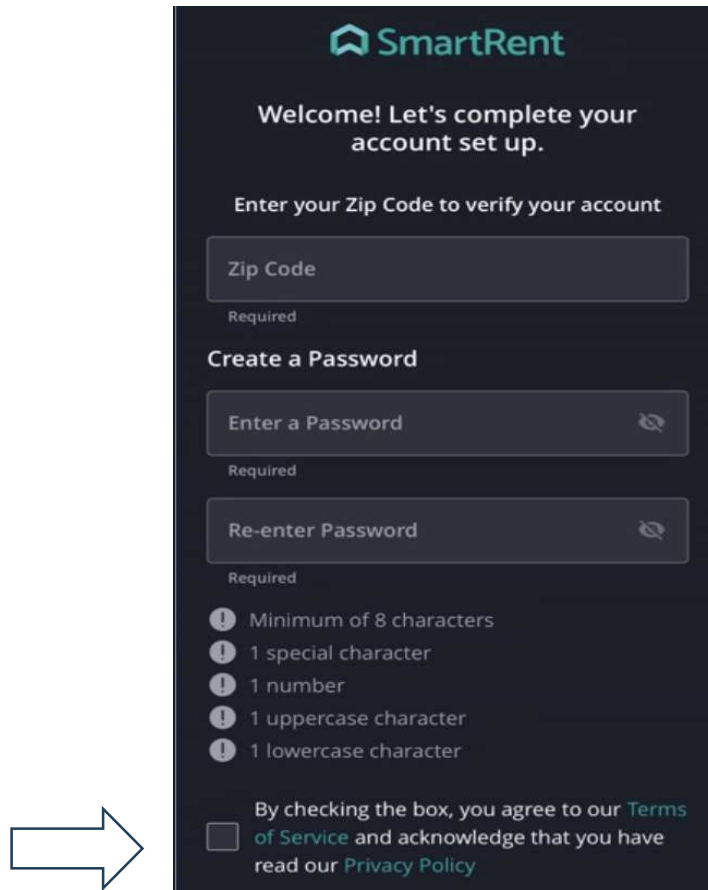
10 Plaintiffs acknowledge the SmartRent App sign-up process entails a clickwrap agreement,  
11 an online agreement mechanism that is routinely enforced by courts. (*B.D. v. Blizzard*  
12 *Entertainment, Inc.* (2022) 76 Cal.App.5th 931, 944; *Keebaugh v. Warner Bros. Entertainment*  
13 *Inc.* (9th Cir. 2024) 100 F.4th 1005.) In the context of online transactions, the terms of an  
14 agreement are binding if the website put a reasonably prudent user on notice of the terms of the  
15 contract. (*Garcia v. Enterprise Holdings, Inc.* (N.D. Cal. 2015) 78 F.Supp.3d 1125, 1137.)

16 Plaintiffs resort to arguing that no assent to the Terms of Service was possible because they  
17 had no reason to expect they were entering into a contractual relationship with SmartRent when  
18 they created accounts on the SmartRent App. To support this proposition, Plaintiffs rely on *Sellers*  
19 *v. JustAnswer LLC* (2021) 73 Cal.App.5th 444, which involved a “sign-in wrap” agreement, a  
20 fundamentally different assent mechanism than the clickwrap agreement at issue here, and arose  
21 in a transactional context that bears no resemblance to Plaintiffs’—uncontested—registration with  
22 and continued use of SmartRent App.

23 The *Sellers* court denied enforcement of a webpage sign-in wrap in which a user’s act of  
24 merely clicking “Start my trial” was asserted to constitute assent to terms referenced only in small  
25 print not immediately adjacent to the button. (*Id.*) Unlike here, the *Sellers* user was never asked  
26 to affirmatively acknowledge the terms with a clickbox. The *Sellers* court found the notice  
27 inadequate because it was presented in very small print, located outside the primary area of focus,  
28 and lacked “contrasting colors or prominent formatting” to draw attention to the hyperlink. (*Id.*, at

1 473.)

2 SmartRent’s clickwrap is nothing like the *Sellers* sign-in wrap. As shown below,  
3 SmartRent requires residents to affirmatively check a box before they can proceed with  
4 registration. (Lorey Decl., ¶ 4.) If a resident attempts to proceed without checking the box, they  
5 receive an error notification. (*Id.*, ¶¶ 4, 7.) The text directly beside the checkbox at the time each  
6 Resident Plaintiff assented stated: “By checking the box, you agree to our Terms of Service and  
7 acknowledge that you have read our Privacy Policy.” (*Id.*, ¶¶ 6, Ex. 2). Courts consistently  
8 recognize that clickwrap agreements like this one carry a higher degree of enforceability than  
9 sign-in wraps because the affirmative act of checking a box “ma[kes] it apparent the consumer



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24 (Lorey Decl. ¶ 6, Ex. 2.)

25 was assenting to those very terms.” (*Sellers*, 73 Cal. App.5th at p. 461; *B.D.*, 76 Cal. App.5th at  
26 p. 944.) Moreover, here—unlike in *Sellers*—Plaintiffs clearly had an expectation of a continued  
27 relationship with SmartRent. Residents, including named Plaintiffs, downloaded the SmartRent  
28 App to control their smart home devices. This was not a one-off transaction, but an act to create

1 an account on a platform for ongoing use, including controlling home devices, receiving service  
2 updates, and managing access credentials. Courts agree, a “prudent internet user” who downloads  
3 “an app to [their] own device . . . necessarily anticipates ongoing access to that app.” (*Keebaugh*,  
4 *supra*, 100 F.4th at p. 1020.)

5 Applying the *Sellers* factors only reinforces the fact that SmartRent’s clickwrap is  
6 enforceable. On each SmartRent sign-up page, the SmartRent logo appears prominently at the top  
7 of the screen, and the contrasting colors, visual cues, and prominent formatting make clear that  
8 residents are signing up for the SmartRent App, not extending their lease with Equity. The  
9 checkbox and accompanying text appear on an uncluttered screen, where the hyperlinks to the  
10 Terms of Service are prominent and unobscured by other design elements. At the time of each  
11 Resident Plaintiff’s initial sign-up to the SmartRent app, the actively hyperlinked text “Terms of  
12 Service” was capitalized and displayed in teal against a neutral background. (Lorey Decl., ¶ 6;  
13 Reply Declaration of Matt Lorey (“Lorey Reply Decl.”), ¶¶ 4, 5.)<sup>1</sup> These visual cues are precisely  
14 the “contrasting colors or prominent formatting” that the *Sellers* court required.

15 The visual design of the SmartRent App provides notice and clearly signals to a reasonably  
16 prudent user that they were engaging with a *separate service* from their residential lease. The App  
17 sign-up screens feature SmartRent’s distinctive rounded teal logo, teal-colored hyperlinks, and  
18 branded SmartRent headings. This is a stark visual contrast to the traditional black-and-white  
19 legal contract and boxy Equity logo of Resident Plaintiffs’ lease agreements. (Declaration of  
20 Melissa Gardner (“Gardner Decl.”), Exs. A, B, C.) A user downloading the App and encountering  
21 these distinct branding elements would understand they were registering for a SmartRent account  
22 governed by SmartRent’s own terms, not continuing a step in their landlord’s leasing process.  
23 Plaintiffs place great emphasis on the pre-registration of residents’ SmartRent accounts, framing  
24

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25 <sup>1</sup> The Opposition plays semantic games regarding the description of the hyperlinks and wording of the assent feature  
26 of the checkbox. It claims that the “appear as” in the Lorey Declaration leaves room for doubt as to whether the  
27 hyperlinks were in fact active, and that statements that Plaintiffs “agreed to” the ToS are vague. SmartRent submits  
28 the Lorey Reply Decl. to confirm (once again) the hyperlinks were operable and Plaintiffs assented to the ToS. The  
declaration does not present new evidence, but merely supplements evidence already presented in the moving papers  
and addresses specific issues raised for the first time by the Opposition. (*Jay v. Mahaffey* (2013) 218 Cal.App.4th  
1522, 1537-1538 [acknowledging exception to general rule and permitting reply declaration that merely “filled gaps”  
created by opposition papers].)

1 the clickwrap as “completing the set-up” for an “already-existing” account rather than an  
2 independent act of assent. (Opp. at 15.) But Plaintiffs cite no authority for the proposition that  
3 pre-registration vitiates a user’s affirmative assent to a clickwrap.

4 At bottom, Plaintiffs’ attempt to manufacture some question about assent is undermined  
5 by their own Complaint, which concedes that Resident Plaintiffs downloaded, registered for, and  
6 used the SmartRent App. (Compl. ¶¶ 46, 64–65.) ***Plaintiffs could not have used the App if they***  
7 ***did not assent to the operable Terms of Service.*** (Lorey Decl. ¶ 5.) ***And Plaintiffs do not produce***  
8 ***evidence denying these assents occurred.***

9 In contrast, SmartRent has produced evidence showing the specific dates when each  
10 Resident Plaintiff affirmatively clicked to accept the Terms of Service: Plaintiff Solis on April 12,  
11 2023; Plaintiff Phua on June 19, 2024; and Plaintiff Diestel on three separate occasions: May 12,  
12 2023, January 22, 2024, and October 24, 2025. (*Id.*, ¶¶10-12; Lorey Reply Decl., ¶¶ 6–9.)

13 SmartRent and Plaintiffs agree, the Court need not address the 2023 ToS—because both  
14 Solis and Diestel are bound by the subsequent 2024 and 2025 terms through continued use and  
15 affirmative reacceptance. (Lorey Decl., ¶¶ 10, 12.) Plaintiffs’ string of puzzling assertions, made  
16 in an effort to overcome the *facts* about Resident Plaintiffs’ agreement to the ToS, do not withstand  
17 scrutiny. Plaintiffs claim the 2023 ToS is with a nonexistent entity (SmartRent.com *is* Defendant  
18 SmartRent), is discretionary and self-negating (it acknowledges exceptions to arbitration, like opt-  
19 out), and overridden by its more general provision (its specific arbitration provision governs).  
20 (Opp. at 12, 17.)

21 *Even if* the 2023 ToS applies (it does not), Plaintiffs’ reliance on language in the arbitration  
22 provision permitting that changes may be “reject[ed]” “if a dispute between us arises” is  
23 unavailing. (Opp. at 12, 15.) Even if Plaintiffs “rejected” post-2023 revisions to the arbitration  
24 provision, they would still be subject to the 2023 version, which provides that disputes “shall be  
25 resolved by binding arbitration.” (*Id.*, Lorey Decl., Ex. 11 at p. 10.)

26 Plaintiffs’ contention that SmartRent’s evidence of Solis’ assent to subsequent ToS terms  
27 rests “entirely” on the 2023 ToS’s reservation of rights is inaccurate. In addition to the evidentiary  
28 record of Solis’ clickwrap assent to the 2023 ToS, his undisputed continued use of the SmartRent

1 App through at least March 2024 *independently* constitutes assent to the updated January 2024  
2 ToS (Compl., ¶ 19; Lorey Decl., ¶¶ 8, 12.)

3 **Plaintiffs do not contest the existence or functionality of the in-app ToS update pop-**  
4 **up, do not argue it provided inadequate notice, and do not submit any declaration from any**  
5 **Plaintiff denying they encountered it.** (*See generally* Opp.; Gardner Decl.; *cf.* Lorey Decl., ¶ 8,  
6 Ex. 4 [describing the in-app update prompt and attaching screenshot].)

7 Courts routinely hold that continued use of a service following notice of updated terms is  
8 sufficient evidence of consent to those terms, including any arbitration provision. (*Cavalry SPV I,*  
9 *LLC v. Watkins* (2019) 36 Cal.App.5th 1070; *See In re Facebook Biometrics Info. Privacy Litig.,*  
10 *supra*, 185 F.Supp. at 1167 [“[P]laintiffs were given adequate notice of the terms in the current  
11 user agreement, and the plaintiffs accepted and agreed to the current terms by continuing to use  
12 Facebook after receiving that notice”].) Solis’ *uncontested* use of the App through at least March  
13 2024 supports the conclusion that he saw and accepted the 2024 ToS.

14 SmartRent has thus established that each Resident Plaintiff accepted SmartRent’s ToS,  
15 including its arbitration provision. Plaintiff Solis and Plaintiff Phua are bound by the January 2024  
16 ToS. (Mot. at 8:4-15.) Plaintiff Diestel is bound by the ToS dated September 2025. (*Id.*, at 8:16-  
17 18.)<sup>2</sup> In short, there is a valid arbitration agreement here.

18 **III. THE GOVERNING TERMS OF SERVICE MANDATE ARBITRATION**  
19 **a. The Delegation Clause Requires Threshold Issues of Arbitrability be Decided**  
20 **by the Arbitrator**

21 SmartRent’s ToS clearly delegate threshold issues of arbitrability to the arbitrator. The ToS  
22 arbitration provision requires arbitration “in accordance with [AAA’s] Commercial Arbitration  
23 Rules” (Lorey Decl., Ex. 9 § 23), which provide that “[t]he arbitrator shall have the power to rule  
24 on his or her own jurisdiction, including challenges to the arbitrability of any claim or  
25 counterclaim” (*Id.*, Ex. 13 § R-7(a)). By incorporating AAA Rules, “the parties clearly evidenced  
26 their intention to accord the arbitrator the authority to determine issues of arbitrability.” (*Rodriguez*  
*v. Am. Techs., Inc.* (2006) 136 Cal.App.4th 1110, 1123; *Dream Theater, Inc. v. Dream*

27  
28 <sup>2</sup> The arbitration provisions of the 2024 and 2025 Terms of Service are identical. (Lorey Decl., Exs. 9 § 23, 12 § 23.)  
Unless otherwise noted, all subsequent references to SmartRent’s Terms of Service or “ToS” refer to the September  
2025 version.

1 *Theater* (2004) 124 Cal.App.4th 547, 557.) The Court’s inquiry should end here.

2 Yet, Plaintiffs seem to contend that the “scope” of the arbitration agreement renders it  
3 somehow reviewable by a court. Relying on *Mondragon v. Sunrun Inc.* (2024) 101 Cal.App.5th  
4 592, Plaintiffs argue that incorporation of AAA Rules does not “clearly and unmistakably”  
5 delegate arbitrability to the arbitrator. (Opp. at 19.) *Mondragon* is inapplicable. The ambiguity that  
6 drove that decision—a PAGA carveout that created *genuine uncertainty* about whether the  
7 arbitrator or the court should decide if claims fell within that exception—is entirely absent here.  
8 SmartRent’s ToS contains no carveouts or exceptions; it unambiguously requires that  
9 “all disputes...will be resolved *exclusively* and finally by binding arbitration.” (Lorey Decl., Ex. 9  
10 § 23.) Plaintiffs fail to identify any comparable ambiguity here warranting further analysis.

11 **b. There is No Conflict Between the Lease and ToS for the Court to Resolve**

12 Plaintiffs invoke *Coinbase, Inc. v. Suski* (2024) 602 U.S. 143 and *Ahern v. Asset*  
13 *Management Consultants, Inc.* (2022) 74 Cal.App.5th 67 asserting the Court must read the ToS  
14 and each Plaintiffs’ lease agreements with Equity together and resolve a conflict between the  
15 lease’s forum selection clause and the ToS’s arbitration provision. The lease is between Resident  
16 Plaintiffs and Equity. The ToS is between Plaintiffs and SmartRent, with Equity as a third-party  
17 beneficiary. Because these are separate agreements, there is no conflict for the Court to resolve.

18 The central issue of *Coinbase* is absent here as it involved two agreements between  
19 the same parties with genuinely conflicting dispute resolution provisions. (*Coinbase, supra*, 602  
20 U.S. at p. 143.) The Equity lease forum selection clause is between Equity and residents and covers  
21 actions “arising from this Lease.” (Gardner Decl., ¶¶ 2–4, Exs. A at 8; B at 8; C at 9.) The ToS  
22 governs the services between SmartRent and its users. *Coinbase* does not apply here as there are  
23 no two agreements between the same parties covering the same issues. Plaintiffs’ claims do not  
24 arise from the lease, and there is no conflict the Court must resolve before deferring to the  
25 arbitrator.

26 Likewise, *Ahern* is inapplicable as it involved two agreements between the same  
27 parties governing successive phases of a single real estate investment. (*Ahern, supra*, 74  
28 Cal.App.5th at 693–94.) The *Ahern* court construed the consecutive agreements together. (*Ibid.*)

1 *Ahern* does not permit the merger of a residential lease with a landlord and a separate clickwrap  
2 agreement with a technology provider.

3 Plaintiffs argue the lease “controls” and is the “primary agreement governing Plaintiffs’  
4 homes.” (Opp. at 16.) But the lease’s forum selection clause applies only to “legal action *arising*  
5 *from this Lease*.” (Gardner Decl. ¶¶ 2–4, Exs. A at 8; B at 8; C at 9.) The Complaint revolves  
6 around Equity and SmartRent’s *alleged* data collection practices, not rental obligations or lease  
7 terms. (Compl. ¶¶ 97–148.) **The SmartHome Addendum does not mention SmartRent, the**  
8 **App, or any dispute resolution mechanism; it expressly contemplates that separate smart**  
9 **home “policies, procedures and instructions” would be provided.** (Gardner Decl., Exs. B at  
10 23, C at 22.) Those separate terms are the ToS; and *its* broad arbitration provision governs this  
11 dispute.

12 **c. The Arbitration Provision is Not Unconscionable**

13 Plaintiffs argue the agreement is unconscionable because registration for the App was  
14 presented on a “take it or leave it” basis with no alternative. This is inaccurate. Plaintiffs could use  
15 a traditional physical key, front door access code, or wall-mounted hubs and thermostats. (Lorey  
16 Decl., ¶ 3.) Indeed, between 17% and 28% of residents at properties where Plaintiff Union  
17 members reside chose not to create SmartRent App accounts. (Lorey Decl., ¶ 13.) Plaintiffs had  
18 meaningful choice among genuine alternative ways to manage smart home devices *without*  
19 registering for the App. Plaintiffs cannot establish unconscionability on these facts.

20 Plaintiffs argue that the written arbitration provision itself is procedurally unconscionable  
21 because it is buried in a lengthy paragraph in a long document and because it requires proceedings  
22 will be held in Arizona. Neither California nor Arizona law require arbitration provisions to be  
23 highlighted or conspicuous (*Harrington v. Pulte Home Corp.* (Ariz.Ct.App. 2005) 119 P.3d 104;  
24 *Sanchez v. Valencia Holding Co., LLC* (2015) 61 Cal.4th 899, 924.) Plaintiffs’ unconscionability  
25 challenge to the Arizona venue provision fails because SmartRent would consent to remote or  
26 hybrid proceedings expressly permitted by AAA. (Lorey Decl., Ex. 13, AAA Commercial  
27 Arbitration Rules, R-25.) AAA Rules also apply consumer-protection rules to disagreements  
28 between individuals and technology platforms (*Id.*, R-1.) To the extent this argument rests on

1 Civil Code § 1799.208(a), that statute does not help Plaintiffs: No Defendant concedes it is a  
2 “seller,” only Diestel agreed to the 2025 ToS, and the statute is likely preempted by the FAA. (See  
3 Equity Reply.)

4 **d. Plaintiffs Do Not Even Seek Public Injunctive Relief Under McGill**

5 Plaintiffs’ *McGill* argument fails at the threshold because their Complaint does not seek  
6 “public injunctive relief” with “the primary purpose and effect of prohibiting unlawful acts that  
7 threaten future injury to the general public.” (*McGill v. Citibank, N.A.* (2017) 2 Cal.5th 945, 951.)  
8 Plaintiffs seek to stop data collection from *their* devices in *their* apartments at specific properties.  
9 (Compl. ¶¶ 7, 45, 52.) Plaintiffs seek private relief on behalf of individual Plaintiffs and a defined  
10 group of private residents. (*Hodges v. Comcast Cable Communs., LLC* (9th Cir. 2021) 21 F.4th  
11 535.) [trial court erred in applying *McGill* where requested relief benefited only a particular class  
12 of persons, not the general public.] Additionally, *McGill* is a creature of California law, Plaintiffs  
13 cite no direct counterpart under Arizona law, which governs here. (Lorey Decl., Exs. 9 § 23-24,  
14 12 § 23-24.) The ToS’s severability provision preserves the arbitration agreement even if the  
15 representative proceedings waiver is struck, (*Ibid.*), and thus the arbitration should proceed before  
16 any court proceedings (See, e.g., *Cal. Crane Sch., Inc. v. Google LLC* (N.D. Cal. Mar. 21, 2024)  
17 2024 WL 1221964, at \*5, 10; *Hope v. Early Warning Servs. LLC* (C.D. Cal. July 13, 2023) 2023  
18 WL 5505020, at \*8–10; see also *McGill, supra*, 2 Cal.5th at p. 966.)

19 **e. Equitable Estoppel Compels the Plaintiff Union to Arbitrate**

20 Plaintiffs’ opposition to the application of equitable estoppel is unconvincing. There need  
21 not be a contractual claim by or against Plaintiff Union, nor does it need to be a signatory to a  
22 SmartRent ToS for equitable estoppel to apply. Plaintiff Union cannot circumvent arbitration based  
23 on its non-signatory status to the agreements between SmartRent and its constituent members.

24 SmartRent does not contend that the fact that 72% to 83% of residents at properties where  
25 Plaintiff Union members reside signed a ToS makes the organization itself a signatory to the  
26 agreement. (Lorey Decl., ¶ 13.) Those figures reflect the scale of the contractual relationship  
27 between SmartRent and the Plaintiff Union’s purported members. The figures underscore that  
28 Plaintiff Union’s claims are tied to an agreement its members overwhelmingly accepted, and that

1 the principle of fairness requires the Plaintiff Union be bound by the arbitration agreement to the  
2 same extent its members would be. (See *Johnson v. County of Fresno* (2003) 111 Cal.App.4th  
3 1087, 1099.)

4 Plaintiffs' reliance on *Ballesteros* is unfruitful as its holding is narrow: a nonsignatory  
5 manufacturer cannot compel arbitration of statutory warranty claims that arise independently of a  
6 sales contract. (*Ballesteros v. Ford Motor Co.* (2025) 109 Cal.App.5th 1196.) Here, Plaintiffs make  
7 no claim that may be pursued independent of the rights and obligations under SmartRent's Terms  
8 of Service. The analysis the court must undertake is to determine whether "given the contractual  
9 and actual relationships among the parties," Plaintiffs' claims "are legally intertwined" with the  
10 ToS "that contains the incorporated arbitration clause." (*Turtle Ridge Media Group, Inc. v. Pacific*  
11 *Bell Directory* (2006) 140 Cal.App.4th 828, 834; see also *JSM Tuscan, LLC v. Super. Ct.* (2011)  
12 193 Cal.App.4th 1222, 1239; *CVS Pharmacy, Inc. v. Gamble Family Pharmacy* (D.Ariz. 2012)  
13 2012 WL 13448148, at p. \*6.) Here, unlike in *Ballesteros*, each of Plaintiff Union's claims is  
14 clearly intertwined with SmartRent's ToS. The Complaint alleges that SmartRent collects and  
15 tracks lock status data, location data, thermostat readings, and leak sensor data through the  
16 SmartRent App (Compl. ¶¶ 58–60, 63, 66, 68), and that Defendants mislead residents about the  
17 scope of that collection. (*Id.* ¶ 46.) Plaintiff Union concentrates its claims on the alleged privacy  
18 deficits of SmartRent's App, rather than any other device or conduct. (*Id.*, ¶¶ 55, 58–59, 66–67.)  
19 Use of the App and these data practices are clearly defined and governed by SmartRent's ToS.

20 That the Complaint conveniently fails to mention the ToS does not disentangle Plaintiff  
21 Union's claims from the governing agreement. Plaintiff Union cannot selectively rely on ToS  
22 contractual obligations to assert Defendants' liability while repudiating its arbitration provision.  
23 (*Goldman v. KPMG, LLP* (2009) 173 Cal.App.4th 209, 220–21; *JSM Tuscan, supra*, 193  
24 Cal.App.4th at 1239.) Equitable estoppel compels the Plaintiff Union to arbitrate.

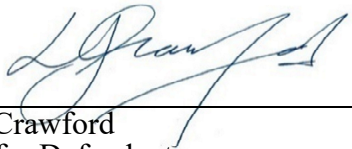
#### 25 **IV. CONCLUSION**

26 Based on the foregoing, SmartRent respectfully requests that the Court enter an order  
27 compelling Plaintiffs to submit to individual arbitration and stay all proceedings before this Court  
28 pending the Court's decision on this Motion and the completion of arbitration.

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Dated: April 22, 2026

**WILSON, ELSER, MOSKOWITZ,  
EDELMAN & DICKER LLP**

By:   
Margo A. Crawford  
Attorneys for Defendant,  
SMARTRENT TECHNOLOGIES, INC.

1  
2 **PROOF OF SERVICE**

3 I, the undersigned, am employed in the county of San Francisco, State of California. I am  
4 over the age of 18 and not a party to the within action; my business address is 655 Montgomery  
Street, Suite 900, San Francisco, CA 94111.

5 On April 22, 2026, I caused to be served the following document(s) described as follows:

6 **REPLY IN SUPPORT OF DEFENDANT SMARTRENT TECHNOLOGIES, INC.'S**  
7 **NOTICE OF MOTION AND MOTION TO COMPEL ARBITRATION AND STAY**  
**PROCEEDINGS**

8 on the parties stated below, by the following means of service:

9  **BY ELECTRONIC TRANSMISSION** – I caused a true PDF copy of the above-  
10 mentioned document(s) to be transmitted by e-mail on the date indicated above to the  
parties identified below at their respective e-mail addresses cited below

11 Jacob A. Snow, Esq. 12 Nicolas A. Hidalgo, Esq. 13 AMERICAN CIVIL LIBERTIES UNION 14 FOUNDATION OF NORTHERN 15 CALIFORNIA 16 39 Drumm Street San Francisco, CA 94111 Ph: (415) 621-2493 <a href="mailto:jsnow@aclunc.org">jsnow@aclunc.org</a> ; <a href="mailto:nhidalgo@aclunc.org">nhidalgo@aclunc.org</a> <i>Attorneys for Plaintiffs</i>	11 Joseph Tobener, Esq. 12 Sarah McCracken, Esq. 13 TOBENER RAVENSCROFT LLP 14 21 Masonic Avenue, Suite A San Francisco, CA 94118 15 Ph: (415) 504-2165 <a href="mailto:jtobener@tobenerlaw.com">jtobener@tobenerlaw.com</a> ; <a href="mailto:smccracken@tobenerlaw.com">smccracken@tobenerlaw.com</a> <i>Attorneys for Plaintiffs</i>
17 Michael W. Sobol, Esq. 18 Melissa Gardner, Esq. 19 Linnea D. Pittman (Pro Hac Vice forthcoming) 20 LIEFF CABRASER HEIMANN & BERNSTEIN, LLP 21 275 Battery Street, 29th Floor San Francisco, CA 94111 22 Ph: (415) 956-1000 <a href="mailto:msobol@lchb.com">msobol@lchb.com</a> ; 23 <a href="mailto:mgardner@lchb.com">mgardner@lchb.com</a> ; <a href="mailto:lpittman@lchb.com">lpittman@lchb.com</a> 24 <i>Attorneys for Plaintiffs</i>	17 Theane Evangelis, Esq. 18 Jeremy S. Smith, Esq. 19 Daniel M. Rubin, Esq. 20 Amanda M. Sadra, Esq. 21 GIBSON, DUNN & CRUTCHER LLP 22 333 South Grand Avenue Los Angeles, California 90071 23 Ph: (213) 229-7000 <a href="mailto:tevangelis@gibsondunn.com">tevangelis@gibsondunn.com</a> ; <a href="mailto:jssmith@gibsondunn.com">jssmith@gibsondunn.com</a> ; 24 <a href="mailto:drubin@gibsondunn.com">drubin@gibsondunn.com</a> ; <a href="mailto:asadra@gibsondunn.com">asadra@gibsondunn.com</a> <i>Attorneys for Equity Defendants</i>

25  
26 Executed on April 22, 2026, at San Francisco, California. I declare under penalty of perjury  
27 under the laws of the State of California, that the above is true and correct.

28   
Margo A. Crawford