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CONNECTING. ELEVATING. INSPIRING.



m&m

PROPERTY SERVICES
AND MANAGEMENT



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By **Chris Menezes**
Photos by **Rachel Lesiw**, Indulge Beauty Studio

▶▶ partner spotlight

A Seamless
Solution to
Property
Management



For over 40 years, M&M Property Management has delivered local property management for California investors throughout the Greater Sacramento area. Their single-point-of-contact approach to the business has set the bar for superior, personal service that keeps their clients stress-free and happy.

“Each of our property managers are local and single-point contacts, therefore owners/tenants/maintenance vendors have just one person with whom to coordinate activities and communicate. Many of our competitors have different people that manage various parts of the servicing of an individual property, but not us,” explains Larry Brown, REALTOR® and CEO of M&M Properties & Management.

As a full-service property management company, M&M provides property management of single-family and multi-family residences, which includes maintenance, emergency repairs, project management of major rehabs, obtaining qualified tenants, and managing the tenant’s effective move-in and move-out. All 27 of their property managers are also licensed REALTORS® and able to facilitate real estate sales and purchases of rental properties.

“We offer extreme personal service and are incredibly responsive to both owners and tenants. We treat the investor’s property as if it’s our own and only work with qualified vendors who are licensed, insured and experienced,” Larry explains.

From Lodi to Pollack Pines, most M&M property managers live in the submarket on which they focus and have built a portfolio of properties/specialties in that market. “Our property managers focus on their local market and because of that, they have an inside track, and get a lot of calls from REALTORS®, who want to understand the rental market. And we are always here to serve REALTORS® and their clients. If it’s residential, whether single-family, multi-family, or apartment complexes, we can handle it,” says Larry.

In addition to living locally and being accessible and on-call for emergencies, M&M is building a digital platform to further enable communication with owners, tenants, investors, and REALTORS®, and provide a platform that delivers quality and prompt information without infringing on clients’ time.

While M&M has all the capabilities and coverage of a large corporate company, they offer the attention and service of a small family business. In fact, M&M is a family business at its core. When founder, Bruce Mills, formed M&M Property Services and Management in 1979 out of his garage, the first property manager he hired ended up becoming his wife. Their daughter is now head of accounting for the company.

“We also have a mother-daughter team, and our property managers have ‘joined’ in the family spirit with their camaraderie and support of each other,” Larry explains. “We can be there for each other and be there for the activities of the important people in our lives, including soccer and baseball



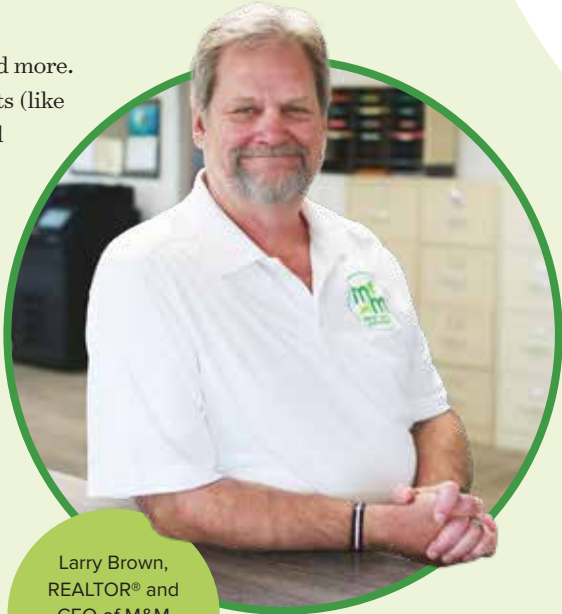
We offer extreme personal service and are incredibly responsive to both owners and tenants.



games, dance recitals, and more. Our agents love golf, crafts (like stained glass), to play and watch sports, read, raise horses, and are active supporters of various charities. We work hard and find time to enjoy life!”

Bruce formed M&M Property Services and Management shortly after investing in property himself and at once discovering the need for a better business model in the industry. He wanted to make the process of property management more efficient, especially in California, which, as a longtime resident (graduate of Sacramento State University) and investor, he was all too familiar with the rules and regulations and how difficult it can be to navigate.

M&M Property Services and Management have filled that need for the past 40+ years, providing seamless solutions to the challenges



Larry Brown,
REALTOR® and
CEO of M&M
Properties &
Management

of managing investment properties. Staying up to date with the ever-changing rules and regulations and anticipating the needs of their owners have been essential to their success, especially within our current climate, as Larry explains:

“Even before housing laws were put in place to address the Eviction Moratorium, our team realized there was a need to closely monitor the



Bruce Mills,
founder of M&M
Property Services
and Management

rental legal climate in California for our owners. We have a property manager who is also our Coordinator of Rental Regulations and stays up to date with those changes and any change in their application (and communicates them to our agents and owners).”

“Success is earning and maintaining the trust of our owners that we understand their investment and take great care of it like it’s our own,” Larry emphasizes.



M&M PROPERTY SERVICES & MANAGEMENT

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