

## EP47. Beginning 50 Years of Sacramento Property Management

Welcome to the Landlord Logic Show, hosted by John Tiner. John is the owner and CEO of Tiner Property Management, a three generation family business since 1976. Tiner Property Management expertly manages over 1,000 properties in the greater Sacramento area to place quality tenants quickly while minimizing your risk. John stays up to date on all the new laws and regulations and shares his knowledge with do it yourself landlords each week.

The Landlord Logic Show with the Tiner Property Management Pros. Joining us now, John Tiner, along with his wife and business partner, Jenny Tiner.

Welcome to the Landlord Logic Show. We are so glad you're with us today. And in studio is my wife, Jenny. Welcome, Jenny.

Thank you. Hi, everybody.

And together we do this whole show where we are really targeting, helping do it yourself landlords know the best strategies and the new laws that are required to manage rental properties. And so we, just by way of introduction, we own and operate Tiner Property Management, and that's about 1,400 rental properties in the greater Sacramento area that we manage, and we're good at it. We're doing less than one eviction per year with all those properties. We are celebrating 50 years in business this year, so that's an awesome milestone for us. Family business, my parents started it, and I joined them about 40 years ago. But we're good at what we do, and our claim to fame is that we have an extremely low vacancy rate. But really all of our policies on many levels, we've worked doing this better and better over the years, and we've got a good program running now.

So our thought today and generally is that we always want to provide good information to do it yourself landlords because sometimes they need to know the law. If they don't, it could cost them a lot of money. And in sharing the information, I think the whole community is better. Private landlords do better if they know the law. They're still responsible whether they know the law or not, and it can be very costly if they don't. So we're sharing it for that reason. Also, because sometimes when you share all the new rules and all the best strategies, some landlords out there and they hear this and they go, well, maybe I should just hire someone rather than try to become an expert myself. And of course, we'd be available for that if you want to call us. It's easy. It's 916 974 6003.

But today we want to talk about probably the most contested or the most talked about law for landlords in 2026 is the AB 628, which is the refrigerator and stove requirement as a matter of habitability. So landlords have to provide them. We look through all of our properties, our 1,400 properties. Most of them are single family homes. And we found that about 60% don't have refrigerators right now. So it was smart for the apartments to have some regulation and keep that because the apartments are all the same size refrigerators uniform. But in single family homes, we see different sizes for refrigerator openings. And about 60% of our properties did not have their own refrigerator. The tenants provided them.

And the tenant still can do that. They can opt out of the requirement to have a refrigerator for the landlord and provide their own. And so a lot of times, if we're talking about strategy now, some landlords getting them calling us from other companies sometimes and they're saying, hey, my property manager is making me buy a refrigerator in advance for my vacancy. They really don't need to do that because you can wait and see if the tenant wants to provide their own. They may have one that fits the opening great. They can opt out of it. If they do opt out of it, you know, they can change their mind with a 30 day notice. And if theirs breaks down, they can ask the landlord to provide one. And you have to. It's a matter of habitability now.

But some landlords are saying, for strategy's sake, I'm going to provide a smallish, minimal refrigerator with no ice maker. If the tenant wants to get one that's more to their liking, then they'll have to do that upgrade and pay for it on their own. That's legal. It's okay. It's a strategy. I think it can look really cheap if you're renting an executive level high nice beautiful property and you're providing a little teeny refrigerator that seems ridiculous not reasonable but it is a strategy as far as a way to push maybe some tenants toward providing their own refrigerator.

So one strategy we are not forcing our property owners to provide refrigerators when they have a vacancy but we're encouraging it because that's kind of where the law is pushing us.

Right and then one thing with that law is you if a tenant says that they cannot have a refrigerator you cannot not rent to them.

Yes. If a tenant won't opt out, that's not grounds for saying no to rent to them. It's illegal. So yeah, some property owners have said that to us, that they want us to find a tenant that has their own refrigerator. We can't. That's not legal.

So we also want to go through what triggers this, because I'm sure people listening might be wondering, well, do I have to just notify my tenants? Do we have to go through and rewrite all the leases? So what would, can you go through what the triggering events would be?

Yeah, that's a great question, Jenny. So it's not just a blanket for every property, January 1st, 2026. It's actually triggered by three kind of events and they all have to do with lease documents. So if you have a new lease now, then this law applies. And you actually have, there's some disclosure requirements. You have to inform tenants within your lease of what they're entitled to with regard to having their own refrigerator and if they want to opt out what those rules are. So that has to be in a new lease. It has to be if there's an addendum, then you have to do it then. Or if there's a renewal, a new lease term that goes another year, that triggers it. Or a change in terms, which is a rent increase would be a change in terms. There's other change in terms, but that's the most common one. So those events would trigger the law to apply to a specific property.

So if a tenant had been in there, say they signed a lease last November in 2025, and it's a one year lease, they may not really be eligible for that refrigerator until the end of their lease or until the rent is increased or the lease is renewed.

What about, this one's tricky because we went to a legal seminar last week, and what about month to month?

Month to month tenancy. Yeah, so it depends on which attorney you talk to. Some attorneys are saying that, you know, in a month to month tenancy, the lease is renewed every month as a matter of the way it works in practice. But other attorneys are saying, no, a renewal within the law means a document because all the others are documents. New leases, addendums, and lease renewals, those are all documents. So a renewal, probably a month to month tenancy doesn't rise to that. But it's not smart to be the landlord who wants to set court precedent. That's very expensive. So a lot of landlords are opting for the more conservative stance, which is if I have a month to month tenant and their refrigerator burns out and they ask for a new one, I'm not going to fight them on that.

So basically this comes down to I see it as this is another law that's made for the tenants, not good on the landlords. Any tenant is going to be like, great. I'm not going to buy it. It's my fridge. If I move in there, then it breaks. And then I'm not going to buy one. I'm automatically, it's smart for the tenant. So then go to the landlord and say, buy me a new one.

Right. Or even it didn't break. They just want to put it in the garage and make it a garage refrigerator. And they want the landlord to provide him a new one. They can under this new law if it's been triggered by one of those renewal processes.

That is so stupid.

Yeah. Well, you know, I think, again, this happens a lot. I think the law was probably written around bad apartment managers who were doing this, and they weren't thinking so much about single family homes. And so they threw a blanket out over the whole industry, and it's not very effective. And the problem is, you know, landlords who didn't have to provide a refrigerator in the past, nice single family homes, tenants have their own, now they're forced to. And when it comes time to renew the lease and they're thinking about the rent, one of the things in the backs of their mind is I'm going to have to get a little more rent to cover this additional requirement that the government put on me.

Year, right? So again, it's backfiring because I know I'm going to be making sure I raise my rents on my tenants.

It just puts the finger on the scale of making landlords want to raise the rent more. Yeah, it's inflationary in its very nature.

So yes, as commonly happens when the legislature tries to fix something, they often make it worse.

I just wish the lawmakers would find another job.

They should talk to us before they do things, right?

Right. There should be a committee. Talk to the landlords and find best strategies because do they know that it backfires? All these laws they put in place, they all backfire.

I don't know if they even care. I think sometimes they just do this because they know there's a lot of tenants out there that are voters, and it's feel good legislation. They think they're fighting for them, so they try to buy the vote with requiring landlords to do more. And in the end, it often costs the very one that it was supposed to protect, the tenant, more. So we've seen this with rent control and a whole lot of legislation. You put more requirements on the landlords, they're going to try to recover it somewhere. The market's going to take care of itself. So it always ends up costing or hurting the ones that it was supposed to protect the most.

So if you want some help with that, you have a vacancy, give us a call. 916 974 6000. From your cell phone, dial pound 250, say the word Tiner, and that'll send you some valuable information and also ring through to us. And if you're a little more cagey and you just want to check us out without talking to anybody, our website is a great place to learn about Tiner Properties. That's [Tiner.com](http://Tiner.com), [T I N E R.com](http://TINER.com).

So a couple other questions before we move on to another topic here. What if there's a recall? Because, you know, when you buy an appliance, who actually turns in the form that says, if there's a problem, notify me.

You're registering a product. Right. So I'm terrible about it. I hardly ever do it.

Yes. So you're obligated if there is a recall, whether it be government or manufacturer recall, you have 30 days as a landlord to repair or replace that refrigerator or stove if there's a recall. But it's 30 days from the time it's done, the recall happens. But you can't, if you don't know, you can't disclose it. So I really think that practically it's going to be when a tenant tells you or when you become aware that there's a recall. From there, the clock is taking you 30 days to either repair it or replace it.

Is there any requirement to notify the tenants about this law other than just when there is a new lease, a triggering event?

No. The only time that you have to tell a tenant is during one of those triggering events. And again, we're talking about AB 628, which is about the new law that just started January 1st. And we've just been talking through refrigerators, but it also has stoves. We don't see it as much as stoves because stoves has always been a requirement, but we're seeing it more now with ADUs.

Right. As a matter of practice, we have stoves in every property. But yes, smaller ADUs, sometimes they were renting those with just a microwave, and now they're saying, no, you need some kind of a heating device. Even a hot plate would be something that would pass for that. It doesn't say you have to have an oven. You know, will an air fryer work or something like that? Those are a little bit more questionable. It just says a heating device capable of heating food, but not a microwave.

And I don't know if we went through this, but we'll just reiterate it because it's how bad I think this law is. So let's just say, for example, a tenant opts out. Hey, a tenant has their own fridge. They opt out. Great. They move in. They opt out. Day three of their tenancy. Oops, mine broke. Now they can notify the landlord.

Right. And then we have to replace it.

That's how stupid this law is. It's 30 days later.

Yes. Yep. So they can change your mind, basically. They're not required, even if they've opted out. And it's required if you're a do it yourself landlord. We have to know this. You have to know this. It's a problem if you don't know it. There's a lot of new laws. And you just have to make sure that you keep up on it. This has been the refrigerator stove law has been added into habitability law. So everything else, you have to, plumbing has to work, the roof can't leak, you know, the rest of those things that we have been dealing with for habitability, this is now part of the habitability law. And yes, landlords have to know the rules and abide by them or they may not own the rent. I mean, so it really does matter.

Yeah, so if this seems a lot, because it is, and you are in the Sacramento area and you're in need of a property management company, you know, give us a call, 916 974 6003. This law, there's a blog on it on our website. A lot of good information along with all the other laws we're going to go through and our website is Tiner.com and that's T I N E R dot com and there's a lot of useful information on this along with the blogs include links to these bills. The legislation. And if you are looking on the website, it's under resources. There's a dropdown and it says blogs. Those are the written blogs. Videos. Those are the video blogs that we've done on them. And then this radio program is also available as a podcast there. So if you miss a show, you can always go back and catch it there. And then our contact information is on there as well if you want to reach out. So stay tuned. More laws.

Yeah. Fun stuff. We make it easy for you to own a rental property. That's the whole goal. We collect your rent. We keep up with the laws. We manage your tenants and coordinate any repairs. We even do all the paperwork to help you get ready for your taxes. And we do it all for a pretty small service fee. For about the price of a gardener, you can have a Tiner Professional Property Manager. So reach out to us. We'll be glad to help you. On your mobile phone, dial pound 250 and say Tiner. Leave your name and number and we will provide you with a free ebook with 16 questions you should ask your next property manager. Again, dial pound 250 and say Tiner. Learn why a good property management company doesn't cost. It pays.

So we want to cover some more of the new laws, maybe a little more briefly in the rest of our show today. But sometimes it's kind of fun to tell landlord stories. We get a lot of them. We manage 1,400 residential properties and we managed at one time 400 commercial doors. We closed that commercial division about six years ago.

Yeah, I always say when we see things on TV that happen either at properties or commercials, something to do with housing or. I always look at John and I'm like, is that one of our properties? One of our rentals. And sometimes it is. It's happened a few times over the years with us.

But one of them was back when we had commercial properties. We had a commercial tenant that had a liquor store on one half of his building and on the other side. And this was about the time Blockbuster had kind of gone out of business. But they had videos for sale there and they were cheap. They had nice discounted videos. So half their business was liquor and half of it was selling videos. And one day I'm watching the news in the evening. And the FBI had raided this tenant. And I'm watching, and I'm like, that building looks familiar. And I look closer, and sure enough, it was our tenant that had the liquor store. And they had all those videos that they were selling for \$10, \$12 at the time were pirated videos. So the FBI raided them and took all their videos and confiscated them. And really, their business closed immediately. So it was a little bit shocking. And of course, we came in the next day and they were cleaned out. They cleaned out the rest of the business. And so we cleaned up the property and got it re rented. But it's always a surprise when you find your tenants on TV and realize that that's one that we take care of.

We had another one.

Yeah, tell that one. It was pretty interesting. I was listening to probably a KFBK news story, and I heard about this love triangle where two men and a woman had been in some kind of a dispute in Old Foothill Farms over a woman. And one of them had shot the other in his pickup. And the guy that was shot put his truck in reverse and just backed down the street to get away as fast as he could. Well, he was shot. It was a bad shot. And I think he actually ended up dying. But he backed up down the street, well, the street took a 90 degree turn, and we had a rental at the 90 degree turn on the other side of it. So my tenant there was about 5'7, not a very tall guy, but he was about 5'7 wide, not fat, just big shoulders. And he was a bouncer, and that was his job. Strong guy, nicest guy in the world. But he's sitting in his living room, front room, talking to his daughter, and he sees this truck backing down the street toward the property. And so he reaches across and he grabs his daughter and he throws her backwards over the couch he'd been sitting on and jumps out of the way about the time this little truck impacted our house, our rental property. And it came right through the front. He saved her. She would have been hit because she was right up against the glass. So we had a big insurance claim, had to put the house back together. We call those, you know, drive throughs where somebody loses control in their car and they make a drive through out of the rental property. And it happens on busy streets more often, but we see it from time to time. But anyway, kind of a funny story. So I had heard it on the news and then the tenant called me and he started telling me about this car that had backed into his property, you know, at high speed. I said, I think I heard about this on the radio today. And sure enough, it was. Same story. It was our guy. So be careful. When you hear these wild stories on the radio, you never know. They may be impacting you and you just don't know it yet.

That's all good. Yeah. We've been in the business a long time and managed a lot of properties and owners, properties, and tenants through the years. And I always love hearing John's stories. So I'm always like, tell me a story.

So I'm John Tiner, owner of Tiner Property Management. In the room with me today is my wife, Jenny.

Hi, everybody.

And we are a property management firm. Jenny and I run Tiner Property Management. We've been in business this year for 50 years. So it's our 50 year celebration. But Tiner Property started small, like you would expect any business. My parents talked me into coming and helping them run their property management division about 40 years ago. But little by little, we kept building our company and then we started to get employees. And now we're up to 30 employees. I think seven of them are remote employees. But some of our employees we've had for decades, long time.

And today we are talking through some new laws. And there's quite a few for 2026. But if you are listening to these and you're thinking, I don't want to keep track of all that, we'd always love to be able to talk to you because this is what we do. We manage rental properties. We're good at it. We keep up with the new laws. We create policies that help you stay in compliance but still do it in the smartest way possible. So if you ever want to reach out to us, we'd love to hear from you, 916 974 6003.

But we want to get back into some other new laws for 2026 now. One is AB 246. It's a temporary eviction protection for certain Social Security recipients. And so this had to do with the government shutdown. And the law says that if the government shutdown causes a person who is a tenant not to be able to get their Social Security check, you can't evict them until two weeks at least after they start getting their money again. And the rule is that the tenant is the one who has to provide that. So the problem for landlords is you don't know who has Social Security always in your rental property. If they haven't paid the rent, they haven't told you that's why they didn't pay the rent yet. You start an eviction process, spend money on an attorney, and then they say, oh, well, my government check for Social Security didn't come in. It stops the eviction. You've wasted your money with the attorney. So it pays to at least pay attention to which tenants are getting it or which ones are of that age and maybe ask some questions before you start spending money on legal remedies.

It almost happened when we have the larger shutdown and then we just now, it looks like, have avoided another shutdown. So these things come up. And the bigger problem, I think, with that is that this is just the beginning. It might be Section 8 next time, and it might be county workers and city workers or state workers. So these things tend to get bigger over time. But right now, it's Social Security checks only, and it only applies for up to two weeks after they start getting their checks back again, and their exemption from eviction is over.

And when we had this big shutdown before, they still got paid, so it wasn't an issue. But it's kind of more of a preemptive in case. Maybe they know it'll be an issue in the future.

Yeah, I think it's one of those, you know, it feels good laws. We're going to do something about this government shutdown. So somebody made a law.

And then another one is SB 610, post disaster obligations and right to return. And this has to do with states of emergency. So if the governor declares a state of emergency for your county or for the whole state, then it describes some of the landlord responsibilities. For example, volcano ash or landslide mud.

Fire.

Well, that could apply. But where I'm going with this is particularly ash and mud, in the past, you know, who's responsible for the cleanup? And in some times that, you know, the landlord told the tenant they have to clean that up if there's ash in the yard. Well, this law has specified that actually that's a landlord responsibility, and it's a matter of habitability. You have to clean that out yourself as a landlord. So it clarified that, and it also said that the tenant has a right to return. So if the disaster displaces your tenant, while you do the work and you get it all cleaned up. Maybe there's an insurance claim, maybe not, but it takes a while to get the property ready. You have to offer that tenant back into the property. It doesn't give you an opportunity to reset with a new tenant and raise the rent to a new price. You have to offer it back to the same tenant at the same price.

Is there any kind of timeframe? Because obviously if it's a big disaster, it could be a year.

It could be a year. You have to offer them a right. There's a right to return and it doesn't matter the length of time. So you notify them. And then they have to say yes or no.

Yes. Do they have a certain amount of time to respond?

Well, I think some reasonable time. I don't think that's in the law. Just you've offered it. If they take it, they're entitled to it. If they don't, then you can move on and rent it to somebody else. I mean, after a longer time, they've probably found another property and don't want to move back. But you have to offer it. You have to be clear that you offer it.

Well, Dan, I'd move back if I was a tenant because now you've got a nicely remodeled place. And rent's probably lower than where you move.

You're right. And so, wow. What happens if you don't notify them?

I don't know what the legal ramification is. But, yeah, I mean, they always make these things painful for the landlord. They want compliance. So the cost is prohibitive intentionally in the law. So I don't know exactly what it would be, but, you know, compliance is not optional.

Wow. So, landlords, if you're listening, you have to. If you have an unfortunate disaster problem, you have to plan for your post disaster compliance and just make sure you follow those laws.

And again, this is SB 610. And I think we have room for AB 1414, and that's opt out requirements for bulk internet agreements. And pretty simply, this one usually affects apartments. Anywhere where they rented a property, they said included in your rent is access to the pool and da da da da and internet service. So the new law is that you have to break that cost out and the tenant has to be able to opt out. So they don't have to pay for internet service if they don't need it or don't want it. And so you have to figure out what portion of the rent was that and give them an opt out clause in their lease. We manage about 1,400 properties. I think there's maybe one neighborhood that, one division that subdivision that has it maybe.

Yeah we didn't have hardly anybody that it applied for, but I think it applies more to apartments.

Okay, so the probably out of all these laws this might be one that I can think as a tenant because if you're living in a complex and they're requiring you to pay for the internet and that internet sucks. And then you have to buy your own internet. And then I would be mad. Why do I have to pay for the sucky one and my own? So this is probably the only law that I think I understand if I was a tenant.

And so. Makes sense.

It's the only law out of like the gazillion.

Well, today our time is about out. So we just wanted to give you an opportunity to be able to reach out to us if you have a property that you own and you're a little concerned, you're hearing this and you're like, I don't want to keep track of all these new laws and know how to stay in compliance and all the if then else scenarios. We make that really turnkey and easy for you. And you can call us by dialing 916 974 6003. You can dial pound 250, and say the word Tiner. Or you can also check our website out, which is Tiner.com, and that's T I N E R.com. All of these laws are in there. We have a lot of great resources, information. It's all free for you to use. If you want to find, we have a resource tab on there, and that's where you would find all of these laws, blogs, videos. These radio shows turn into podcasts in there. So check out our website. And then, you know, we're also here on Sundays.

Yep. We'd love to have you back next week, 830 to 9 on KFBK, where professional property management doesn't cost. It pays. We'll talk to you then.

Would you like to learn more about the services provided by the Tiner Property Management Pros? Their professional property management team will take care of your rented home from start to finish. Simply dial pound 250 and say Tiner to learn more about the ease of managing rental properties or check out their website, Tiner.com.

Join us again next week for the Landlord Logic Show with John Tiner.