

# Sacramento Delta

## Property Management, Inc.

Someone to count on.

## Owner-Client News

### Special points of interest:

- Landscape Rebates
- Rental Comps
- Legal Q & As

### Dates to Remember:

Friday, July 4th:  
Sacramento Delta will be  
closed in observation of  
Independence Day



### July Anniversaries:

*Sacramento Delta would  
like to thank you for your  
hard work and dedication:*

**Jeromy Dickerson**  
5 Years

### Landscape Rebates Are Available from the City of Sacramento

In case you missed it, the City of Sacramento is once again offering its customers rebates for replacing their existing grass with drought-tolerant landscaping.

Single-family customers can receive a maximum rebate of \$3,000 for eligible expenses, which is calculated at \$1.50 per square foot of grass converted on the front, side, and back yards.

#### How to apply

- Submit a completed grass conversion rebate application. Mail or email photos of existing turf, plant coverage worksheet and landscape plan.
- Wait for approval from water conservation staff.
- Schedule a pre-inspection before beginning your project.
- Complete your landscape conversion project and submit receipts and a photo within 120 days of project approval.
- Schedule a post-inspection with water conservation staff. Itemized receipts will be reviewed and verified by staff. Following review, projects must be inspected after completion.
- Receive a rebate check, usually within 12 weeks of your post-inspection appointment and approval.

You might be wondering what is not included in the reimbursement:

- Projects that have already been completed

- Artificial grass
- Labor that is done by a non-licensed (C27) contractor
- Tree removal equipment rental and tool purchases
- Herbicides
- Cardboard
- Soil amendments
- Border materials
- Boulders
- Plants in raised beds or containers

So, in case you were thinking of doing this project to keep water bills down while boosting your curb appeal, it's a great time to do it. For more information, visit the City of Sacramento's website at:

<https://www.cityofsacramento.gov/utilities/water-conservation/rebates/outdoor-rebates/grass-conversion>

### Rental Comps vs. Leasing Comps

Around 2021, a new phrase emerged in the Sacramento rental market: "Rental Comp" or "Leasing Whiplash." It came about during a time when demand surged and available homes were scarce. Properties were renting quickly, and prices climbed faster than many had experienced before. For property owners, the sudden shift from a normal rental environment to one marked by soaring rents and high occupancy created a kind of "whiplash" as they tried to keep pace with value shifts and market expectations.

This concept is still highly relevant today. Setting the right rent for a

single-family home remains one of the most important tasks for property owners and landlords. The rental market continues to change, and reliable pricing guidance can be hard to come by.

Unlike home sales, where comparables are standardized and detailed through the MLS, rental data is less consistent. Rental calculators and public listing sites often feel unreliable, particularly for single-family homes, which can vary dramatically in size, layout, condition, and included amenities. Most of the rental comps available online reflect the listing price, not the final amount agreed upon by the home owner and property manager. A home listed for \$2,800 may have rented for \$2,500, but unless you're directly involved in the transaction, you may never know. This gap often inflates perceived rental averages and overlooks any concessions or discounts that were part of the lease.

Another challenge is that single-family homes are simply more varied than apartments. Even within the same neighborhood, one home may have been extensively renovated, while another remains largely original. Lot size, landscaping, appliances, solar panels, garage or parking setups, and other details can all affect value. Yet these differences are not always captured in rental listings, which makes comparing properties a difficult process.

At Sacramento Delta, we approach this differently. Rather than relying solely on third-party tools or generalized data, we track our own rental history and lease outcomes. Our team of property managers are territory-based, focusing on specific micro-communities within the Sacramento Valley region. This gives them greater insight into the attributes of each neighborhood. We look at actual rent amounts, not just advertised rates, and we take into account a home's condition, any upgrades, and who is responsible for utilities and other costs. We also stay closely tuned into seasonal trends and local vacancy rates to make strategic pricing decisions that work for our clients.

In a market that's still finding its balance, experience and local insight mat-

ter more than ever. That's why Sacramento Delta focuses on what's real and current, helping our owner-clients avoid the effects of rental comp "whiplash" as we make informed, confident decisions for them.



## Legal Questions & Answers with Kimball, Tirey & St. John

### Question:

What happens when the lease expires? Is it assumed that the agreement goes month-to-month? Or should a new agreement be signed?

### Answer:

If the lease does not speak to renewal or reversion to month-to-month and the tenant remains in the premises with the landlord's consent, the law will presume a month-to-month agreement if the rent is paid and accepted by the landlord. It then can be terminated by either side serving the other with a written Thirty-Day or Sixty-Day Notice to Quit unless subject to a just cause provision like AB 1482 or a local provision.

### Question:

Is there a law for returning the security deposit within a certain time frame? If I missed the due date is there an automatic penalty? I overlooked accounting for a deposit and it has been 25 days

### Answer:

California law allows residential tenants and landlords to contract for up to 21 days for the accounting and, if applicable, return of all or a portion of the tenant's security deposit. There is no automatic penalty for being late. It is advisable to have the accounting provided within 21 days, even if the accounting provides for the estimates for work not already completed.



*Have family, friends or a co-worker looking for property management services? Call us at (916) 486-7733*

*Or just send an e-mail to: shighland@sacdelta.net*

*When we rent their property, we will credit \$200.00 to your account!*

*"Setting the right rent for a single-family home remains one of the most important tasks for property owners and landlords."*

*Don't forget to like us and follow us on these social media sites for valuable property management articles and information @sacdeltapm!*

*Need access to your account? [https://sacdelta.appfolio.com/portal/users/log\\_in](https://sacdelta.appfolio.com/portal/users/log_in)*

