



onsidering themselves one of Monterey County's "best kept real estate secrets", Paramount Properties has been successfully serving the area for over a quarter of a century.



Managing Broker Marie Anderson Miller explains that she and her husband, Real Estate Developer Paul Miller, began the company out of a practical necessity. She says, "Paul would buy properties, and we would go to management companies for help, but couldn't find ones that operated the way we wanted. We know how we want properties to be managed, so we decided to start our own company."



Now, Paramount manages over 450 properties in a kind of hands-on, boutique way. While other management companies tend to nickel and dime clients in an "a la carte" fashion – with every add-on (move-ins, move-outs, pictures, inspections) having a separate price, "we offer many services and just charge one flat percentage rate."

The fact that Paramount Properties has never advertised, but has grown mostly through referrals and word of mouth, is a testament to their integrity and dedication to the services they provide. The business has "just snowballed over the years" in a truly organic fashion. Because of this, expansion of the company occurs naturally. "Through our clients, other property owners have come to us for management."

In addition to a staff of six, Paramount also has a real estate side for buying and selling properties that is handled by Licensed Realtor, Angela Iglesias. Marie says, "She is our dynamo. She knows a lot of the tenants and helps when they want to relocate and buy or sell, as well as owners who want more investment properties."

Five years ago, Paramount Properties restructured the business and built an online platform called "Buildium", where all of their tenants and owners can go online and view all of their leases, statements, and ledger pages. This streamlining action helps to make interaction with Paramount very user friendly.

A bit of exclusivity is also involved. Marie stresses that they don't want owners who don't "keep their properties up. We'll let them go if they are not willing to improve. And we're really strict about who we put in our properties." This entails a bit of qualifying and vetting for all owners and tenants, ensuring the personalized, "boutique" nature of the company.

Soon enough, all of Monterey County will be aware of Paramount Properties, and Paramount runs the risk of no longer being the county's "Best Kept Secret."

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THANKS

