

From: [James Schaff](#)
To: [CityRecorder](#)
Subject: [EXTERNAL]Motion from Councilor Mai Vang regarding renter protection. File # 26-8
Date: Friday, February 6, 2026 12:09:41 PM
Attachments: [Outlook-A picture .png](#)
[Outlook-wykr0jdc.png](#)

My firm manages 778 residential units in the Salem market. I am writing to urge you to reject rent control or non market solutions to affordability.

There has been extensive research done on the subject which shows that over a long term, rent control and forced development of affordable housing components in market rate housing decreases supply and increases cost. I will also tell you that since Portland enacted its versions of rent control and required housing has caused many single family landlords to sell property and exit the market and those that stay are raising rents as much as possible in order to avoid falling permanently behind the market.

I would also ask that you avoid implementing the relocation fees and unreasonable requirements that landlords continue to rent their properties to undesirable tenants. I can give you a specific example of a landlord who wants to sell a rental unit in which the tenant has continually obstructed the sale including burning items and telling potential buyers that the property had bad electrical wiring, denying access, refusing photos and a variety of other means of disrupting the property rights of the landlord. With the significant renter protections in place, there is no way to remove that tenant short of a long and risky eviction proceeding that may or may not be successful.

No landlord has an economic interest in not renting units, but it has to be a mutually beneficial relationship. The tenant pays a fair rent, and the landlord is able to generate a fair profit, care for the property and cover their costs. Interfering with that market dynamic, while politically appealing and seemingly a populist argument, ultimately leads to less supply and higher rents. Oregon already has robust renter protections and a significantly long eviction process, introducing another layer will cause less supply.

I would ask you to review the Brookings institute study on the impacts of rent control <https://www.brookings.edu/articles/what-does-economic-evidence-tell-us-about-the-effects-of-rent-control/>.

In summary they report, that "Rent control appears to help affordability in the short run for current tenants, but in the long-run decreases affordability, fuels gentrification, and creates negative externalities on the surrounding neighborhood. These results highlight that forcing landlords to provide insurance to tenants against rent increases can ultimately be counterproductive. If society desires to provide social insurance against rent increases, it may be less distortionary to offer this subsidy in the form of a government subsidy or tax credit. This would remove landlords' incentives to decrease the housing supply and could provide households with the insurance they desire. A point of future research would be to design an

optimal social insurance program to insure renters against large rent increases."



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[Oregon Real Estate Agency Initial Disclosure Pamphlet](#)

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From: [Clifford Hockley](#)
To: [citycouncil](#); [cityrecorder@cityofsalem.net](#).
Cc: [James Schaff](#); [Kristin Schaff](#); [Evan Gionet](#); [corey Nuget \(cnugent@bluestonemgt.com\)](#); [tburlison@bluestonemgt.com](#); [cjhockley](#)
Subject: [EXTERNAL]Legislative recommendation regarding increasing rents for multifamily tenants
Date: Friday, February 6, 2026 12:20:58 PM
Attachments: [Salem Landlord Tenant letter.docx](#)

Please see attached letter for the city council.

Cliff Hockley
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2/6/2026

Customer Service Center at the Parkway Building,
440 Church Street SE, 5th Floor, Salem, OR 97301.

citycouncil@cityofsalem.net,cityrecorder@cityofsalem.net.

Dear Mayor Hoy, Salem City Council and Councilor Mai Vang,

Thank you for allowing me to submit this written testimony regarding options that the Salem City council is contemplating regarding effective and equitable ways to provide housing in the city of Salem, in response to the estimated 23,355 units of housing you will need in the next 10 years.

My wife and I are landlords in the city of Salem. We are what you would call Ma and Pa investors. Salem used to be a great place to own property in, but it has become a very expensive place to do business. We have owned a few units in Salem for over 15 years. Code and permit requirements have increased costs exponentially, as have Oregon rental increase limitations and tenants who do not pay their rent and are able to do that due to a quirk in the State laws.

We lost a significant amount of money last year (2025) due to tenant turns and increased costs.

We find that it currently can take three months to re-rent a unit after a vacancy. Our average One- and two-bedroom units rent from \$900 - \$1300 depending on size and amenities.

Our average turning cost for a unit is over \$2000 for cleaning, painting and repairs. If you add that to three months of vacancy at \$1200 a month (average) our annual turning cost for a vacant unit is (without including property management, taxes, insurance, utilities and mortgage) is \$5600. About 50% of our tenants turn every year.

A total renovation of a unit with new window coverings, replaced carpeting and vinyl, refreshed cabinets, and other capital expenses can add another \$5000 to the cost of turning a unit. Unfortunately, Tenants are not consistently kind to units, and it is not unusual for 50% of our vacancies to need major repairs and reconstruction.

In addition, standard maintenance costs are significant. To replace a water heater can cost \$1200 - \$1400 in Salem. Minimum maintenance service calls (Handyman) for an hour of work run from \$100 to \$150 an hour. It is very expensive to be a landlord and a tenant in Salem.

Multifamily real estate investors cannot keep up the existing costs. Oregon already has in place a significant amount of rental protections. Should you find other ways to impact the income of Landlords, you will find that investors will not be able to improve units and may create slums and vacant unrented units. (see New York ; <https://ij.org/case/nyc-vacant-apartments>; <https://www.thecity.nyc/2024/02/14/rent-stabilized-apartments-vacant>).

Rent control unduly affects older housing stock (which are the majority of rental units in Salem). Developers have a 15-year exemption for new unit construction from rent control. So, the playing field is not level.

Should you want to help tenants. You could give them rental assistance (paying the landlords directly). Unfortunately, when this was done during COVID the tenants and the tenants received the funds, many chose not to pay their landlords the rent they owed and kept for money for drugs or downpayments on purchasing a home.

This is a very complicated issue and cannot just be legislated, there are negative implications see attached articles. (<https://www.stlouisfed.org/on-the-economy/2024/feb/what-are-long-run-trade-offs-rent-control-policies> ; <https://minnesotareformer.com/2025/05/08/st-paul-walks-back-rent-control/>) .

In fairness to landlords who supply the rental housing stock and tenants you may want to form an equally balanced landlord tenant subcommittee to see if a solution to helping tenants can be found. If you add more burdens to landlords, you will find that the existing housing stock in Salem will be negatively affected. Rental homes will be sold and fall out of the rental pool and multifamily properties will be less desirable to invest in. This will have a significant impact on the ability for Salem to adjust to the increased demand for additional housing.

Sincerely,

Cliff and Julie Hockley

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