

Table 4-13
City of Salinas
Rent Stabilization Analysis
Estimated Fee Based on Percentage of Compliance

Item	Original Assumption	2025 Actual Compliance, Revenues, and Costs [1] 45%	2026 Estimated Compliance			
			45%			
			Updated Fee	Proportional Reduction	Amount	
Residential Units						
Fully Covered Units (Qualify for Rent Stabilization)	8,330 Units	8,834	-	-	8,834	
Partially Covered Units (Qualify for Just Cause Protections)	14,464 Units	3,965	-	-	3,965	
		12,799	-	-	12,799	
Fee Amount based on Level of Staff and Third Party						
Services + Software						
Rent Stabilization Program + Rent Program	\$170 per unit/per year	\$1,501,780	\$112	34.1%	\$989,408	
Rent Program	\$45 per unit/per year	\$178,425	\$29	35.6%	\$114,985	
Late Fees (2% of Revenue)	-	\$37,210	-	-	\$24,458	
Adjustments and Refunds	-	(\$2,068)	-	-	\$0	
Total Annual Revenue	-	\$1,715,347	-	-	\$1,128,851	
Estimated Costs [2]						
Staffing Costs	-	-	-	-	\$351,252	
Software & Systems Supporters	-	-	-	-	\$131,000	
Tenant/Landlord Services and Resources	-	-	-	-	\$300,515	
Indirect Costs / Overhead	-	-	-	-	\$117,415	
Subtotal	-	\$720,750	-	-	\$900,182	
Loan Repayment to General Fund	-	\$205,203	-	-	\$0	
Grant Funding	-	(\$122,321)	-	-	\$0	
Total Annual Estimated Costs	-	\$803,632	-	-	\$900,182	
Program Surplus/Deficit	-	\$911,715	-	-	\$228,669	
Contingency %	-	NA	-	-	25.4%	

Source: City of Salinas; EPS.

[1] Actual compliance percentage, revenues, and costs for 2025 per the City of Salinas.

[2] Estimated costs for 2026 per the City of Salinas.