

From: [NoPlaceLikeHome](#)
To: [CouncilHearing \(CI-StPaul\)](#)
Subject: Testimony on Ordinance 20-37
Date: Wednesday, December 9, 2020 6:23:53 PM

Dear Council Members,

My name is Amy Ruzick with the NoPlaceLikeHome Team at RE/MAX Results. I have been a Realtor® for 19 years. I work throughout the Twin Cities Metro, including in Saint Paul.

In my experience, condo units that have smoke damage from cigarette smoking have a far smaller buyer pool, meaning very few people will even consider purchasing a unit that smells of smoke. Pretty much every surface needs to be cleaned thoroughly. Once cleaned, painted surfaces need to be primed, then repainted. If there is ductwork, that needs to be cleaned, as well. Carpets and window treatments need to be replaced. All personal property must be removed.

Most non-smokers think condo owners could never remove all of the damage, and even if a unit is priced to reflect this damage, they still will not purchase it. In a strong seller market, a smoke-damaged unit will sell a minimum of 5-10 percent below market value. In a moderate to weak seller market, the unit that smells like smoke will likely not sell until it has reached a rock-bottom price point. It could even lead the unit to go into foreclosure. Not only does this have a financial impact on the owner of the unit, it can also financially impact other owners in the building who are trying to sell around the same time.

Having smoke-free policies lead to healthier, cleaner and safer living and can help owners protect their investment. It is certainly in the interest of someone looking to purchase a unit in a multi-unit building to know whether the building allows smoking, so they can make an informed choice about their health, as well as that of their children.

Thank you for considering this important ordinance and for always looking to protect the health and safety of Saint Paul residents.

Amy Ruzick
RE/MAX Results
651 492 1044

Amy & Kay & Chris
The NoPlaceLikeHome Team
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