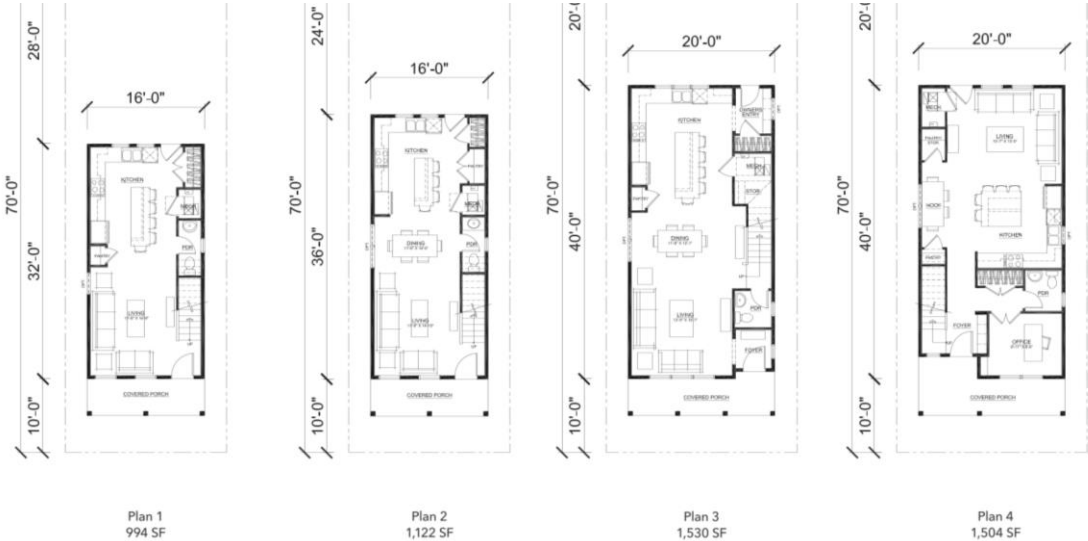




Missing Middle

11.18.2022

Product innovations require land use code modifications



Approving this product took 6 years in a community that professes affordable and attainable housing to be its top strategic priority.

Product innovations require land use code modifications (cont'd)



NIMBYism is the biggest challenge to making this happen at scale.

Product innovations and availability require building code and legislative modifications (cont'd)



There is a significant gap in first-time buyer products due to legislative and building code restraints.

Values Decision

Ultimately, this is a values decision. If we want to be serious about providing for this need, there will be tradeoffs.