

WEBVTT

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00:00:05.700 --> 00:00:09.630

Jackson Nutt-Beers / SPUR: hi everybody welcome, and we will get started momentarily.

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00:00:23.370 --> 00:00:32.130

Jackson Nutt-Beers / SPUR: Okay now is a good a time as any Hello everyone, my name is Jackson up years and I am one of spirits public programming associates.

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00:00:32.460 --> 00:00:39.570

Jackson Nutt-Beers / SPUR: Thank you so much for joining us for this digital discourse today many of you here today, our spring members, so thank you so much for your support.

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00:00:39.810 --> 00:00:51.750

Jackson Nutt-Beers / SPUR: If you're not a Member, I encourage you to join, to support spurs ongoing work and using education policy, analysis and advocacy to make our cities and region more prosperous sustainable and equitable places to live.

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00:00:52.140 --> 00:01:02.070

Jackson Nutt-Beers / SPUR: Your financial support enables us to continue our work, including the hosting of programs like today's you'll find more information about membership online as spurred.org slash join.

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00:01:03.420 --> 00:01:13.950

Jackson Nutt-Beers / SPUR: Our next our next digital discourse is scheduled for Thursday August 18 at 12:30pm it is how Bay area cities are guiding the regions housing growth.

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00:01:14.400 --> 00:01:21.000

Jackson Nutt-Beers / SPUR: San Francisco oakland and San Jose are all in the middle of updating their housing elements, the state mandated critically important.

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00:01:21.270 --> 00:01:37.530

Jackson Nutt-Beers / SPUR: component of a municipalities general plan that helped guide local growth and meet the housing needs of everyone in their community, however, the housing element process is never straightforward requiring the incorporation of regional housing needs assessment, also known as rena.

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00:01:39.000 --> 00:01:44.160

Jackson Nutt-Beers / SPUR: Numerous iterations and significant public outreach before the final draft can be submitted.

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00:01:44.400 --> 00:01:53.850

Jackson Nutt-Beers / SPUR: To the California department of housing and Community development come here from all three cities as they discuss their respective processes, the challenges they've encountered.

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00:01:54.150 --> 00:02:02.760

Jackson Nutt-Beers / SPUR: How each plans to accommodate their rena allocations and how their elements can build upon each other to improve the future of housing in the Bay area.

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00:02:03.450 --> 00:02:07.560

Jackson Nutt-Beers / SPUR: today's digital discourse is how to build middle income homes in California.

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00:02:08.370 --> 00:02:18.780

Jackson Nutt-Beers / SPUR: Nowhere in California or middle income households say from rapidly increasing housing costs and policymakers and experts from why Rica to San Diego are looking at a variety of ways.

14

00:02:19.050 --> 00:02:25.710

Jackson Nutt-Beers / SPUR: To address and reduce the incredible burden placed on these families a new paper from the Turner Center for housing innovation.

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00:02:26.040 --> 00:02:31.590

Jackson Nutt-Beers / SPUR: The landscape of rental income housing affordability and California spotlight spotlight.

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00:02:32.010 --> 00:02:44.400

Jackson Nutt-Beers / SPUR: Specific policy opportunities for officials at the state and local levels and identifies how to support the construction of middle income housing by changing land use policies building codes and regulations.

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00:02:44.670 --> 00:02:53.550

Jackson Nutt-Beers / SPUR: Today, we will have an in depth discussion with the authors of the report to explore what California, must do in order to build homes for middle income families across the state.

18

00:02:54.900 --> 00:03:06.030

Jackson Nutt-Beers / SPUR: today's digital discourse has been generally sponsored by Hudson Pacific properties, so I will hand it over to Carl Cade Vice President of construction to talk briefly about why this topic is important to them, Carl.

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00:03:06.750 --> 00:03:22.950

Carl Cade / Hudson Pacific Properties: Thanks Jackson, excuse me, thanks Jackson, we have had some Pacific properties a office landlord focused on West Coast tech and media heavy markets are especially interested in today's topics.

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00:03:23.670 --> 00:03:38.010

Carl Cade / Hudson Pacific Properties: We are excited to support the broad work of spur and in solving and finding solutions for the challenges our Community space and we're especially interested in today's topic.

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00:03:38.700 --> 00:03:55.560

Carl Cade / Hudson Pacific Properties: we'd like to learn more about from these panelists about options to solve this specific portion of the overall housing crisis our communities face thanks again for allowing us to be a sponsor and a partner for today's Program.

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00:03:58.080 --> 00:04:06.330

Jackson Nutt-Beers / SPUR: awesome Thank you so much car we really appreciate you being here today, but today we are joined by a fantastic panel, first we have David Garcia.

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00:04:06.660 --> 00:04:18.120

Jackson Nutt-Beers / SPUR: David is the policy director for the Turner Center he leads the center's engagement and local state and federal housing policy and supports the generation of research driven policy ideas proposals and papers.

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00:04:18.540 --> 00:04:26.310

Jackson Nutt-Beers / SPUR: david's work and insights have been featured in the New York Times Wall Street Journal, the Washington Post the La times and npr.

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00:04:27.000 --> 00:04:33.780

Jackson Nutt-Beers / SPUR: Next rejoined by charmaine curtis charmaine is a San Francisco based real estate developer, with a 30 plus year track record.

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00:04:34.110 --> 00:04:42.660

Jackson Nutt-Beers / SPUR: Developing market rate and affordable housing throughout the bay area she currently has two projects under construction in San Francisco targeting middle income households.

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00:04:43.020 --> 00:04:49.650

Jackson Nutt-Beers / SPUR: charmaine has been recognized as one of the 100 most influential women in business by the San Francisco business times.

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00:04:49.980 --> 00:04:58.020

Jackson Nutt-Beers / SPUR: And in 2021 was selected by the bay area crew chapters and the registry as winner of the elevate industry impact award.

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00:04:58.740 --> 00:05:09.930

Jackson Nutt-Beers / SPUR: Next rejoined by Adam brianna's Adam is the CEO of California Community builders, where he leads efforts to in California has racial wealth gap and housing crisis for communities of color.

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00:05:10.320 --> 00:05:26.430

Jackson Nutt-Beers / SPUR: Previously, Adam was the senior director of economic equity of the green lighting institute Vice President of real estate development at the genesis companies and a senior analyst for HR and a advisors Adam holds a master's in urban and regional planning from UCLA.

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00:05:27.690 --> 00:05:36.120

Jackson Nutt-Beers / SPUR: Next, we have held me historic how me is a senior principal with massage development consulting where they advise on housing policies and programs.

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00:05:36.450 --> 00:05:45.180

Jackson Nutt-Beers / SPUR: She is leading the firm's work on scaling mixed income housing on public land and she is leading a field study program on social housing and Vienna Austria.

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00:05:45.660 --> 00:05:55.260

Jackson Nutt-Beers / SPUR: Prior to joining us are held me worked at the city of Los Angeles for 25 years where she served as the Deputy Mayor of housing in the Villa gross administration.

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00:05:55.560 --> 00:06:03.630

Jackson Nutt-Beers / SPUR: And as assistant general manager of housing finance in development at the Los Angeles housing department she lives and works in Los Angeles.

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00:06:04.200 --> 00:06:14.400

Jackson Nutt-Beers / SPUR: And today's digital discourse will be moderated by Sarah Kurlansky Sarah is an expert and housing and landis' policy, she has led and numerous publications at spur.

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00:06:14.760 --> 00:06:27.840

Jackson Nutt-Beers / SPUR: Including policy reports on topics, ranging from housing affordability and the bay area to disaster resilience to historic preservation prior to joining spurs era developed affordable housing throughout the bay area with mid pen housing.

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00:06:29.010 --> 00:06:40.230

Jackson Nutt-Beers / SPUR: And lastly, we want this to be an interactive discourse and we plan on engaging and spending as much time with you as possible, so I encourage you to use the chat box to share your thoughts with each other and the speakers.

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00:06:40.500 --> 00:06:53.280

Jackson Nutt-Beers / SPUR: And I would also encourage you to submit any questions that you may have, by using the Q amp a panel, it should appear as a button at the bottom of your screen, or if you're using the mobile APP it should be at the top, and with that David I will turn it over to you to get started.

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00:06:56.070 --> 00:07:08.520

David Garcia / Turner Center for Housing Innovation: Thank you Jackson and thanks to spur for allowing me the opportunity to share some of our recent research and so again we're here today to talk about the landscape.

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David Garcia / Turner Center for Housing Innovation: Of millikan housing in California, which is the title of a paper we released this spring and so i'm going to walk through some of the findings from that work before we jump into the conversation with with with panel and.

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00:07:25.470 --> 00:07:30.750

David Garcia / Turner Center for Housing Innovation: But before I do that, I just want to provide some context as to why we think this work is important, and I think.

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00:07:31.890 --> 00:07:41.610

David Garcia / Turner Center for Housing Innovation: intuitively many of us here have felt the squeezed by the high housing costs in California and most likely, many of us consider ourselves to be middle income.

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00:07:41.970 --> 00:07:51.120

David Garcia / Turner Center for Housing Innovation: So we feel like this is a problem and we wanted to put some data behind what we intuitively know must be true in California.

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00:07:51.570 --> 00:07:59.340

David Garcia / Turner Center for Housing Innovation: but also to look at how this has changed over time, we also wanted to identify some solutions as to what can be done to actually.

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00:07:59.940 --> 00:08:06.450

David Garcia / Turner Center for Housing Innovation: solve for housing affordability issues, specifically for middle income renters and Homeowners in California.

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00:08:07.200 --> 00:08:22.860

David Garcia / Turner Center for Housing Innovation: And we take a case study approach to try and answer this question one thing to note, before I jump in the term middle income can meet a lot of things, depending on who you're talking to so it's important to note that the report that we are discussing.

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00:08:24.420 --> 00:08:32.100

David Garcia / Turner Center for Housing Innovation: uses an 80% to 100% hundred 20% area median income metric for for a household that is.

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00:08:33.180 --> 00:08:42.090

David Garcia / Turner Center for Housing Innovation: middle income, which is consistent with many hdd programs, as well as the state's regional housing needs assessment so so please keep that in mind.

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00:08:43.230 --> 00:08:53.820

David Garcia / Turner Center for Housing Innovation: But the first thing I will note is that this is not a surprise right it's expensive to live in California and a lot of your paycheck goes to paying the rent or the mortgage.

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00:08:54.840 --> 00:09:18.600

David Garcia / Turner Center for Housing Innovation: by looking at us census bureau data, we see that in 2019 costumes reached an all time high in the state about 40% of all households or little over 5 million households are considered to be cosford pay more than 30% of their income towards towards housing costs it's a little bit.

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00:09:19.800 --> 00:09:29.730

David Garcia / Turner Center for Housing Innovation: worse if you're a renter about

53% of renters throughout the state or cost burdened but also owners are increasingly customers as well little less than a third of those.

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00:09:30.420 --> 00:09:40.020

David Garcia / Turner Center for Housing Innovation: folks are also spending high amounts of their income towards towards housing costs one thing to note to be very clear is that.

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00:09:41.220 --> 00:09:51.450

David Garcia / Turner Center for Housing Innovation: It has always been the case and it's true today that housing costs burdens fall mostly on those who fall into extremely low very low income and low income brackets.

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00:09:51.930 --> 00:10:04.440

David Garcia / Turner Center for Housing Innovation: As you can see, by the charts here those households continue to be disproportionately affecting that said we've observed, an increase in cost burdens for middle income households as well.

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00:10:04.950 --> 00:10:15.210

David Garcia / Turner Center for Housing Innovation: For renters 50% of middle income households are cost per client today, which is an increase of about 10% from 2010.

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00:10:16.680 --> 00:10:25.740

David Garcia / Turner Center for Housing Innovation: And the story is not as as bad for owners, but still significant numbers of Homeowners who are middle income are our cost burden to.

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00:10:27.180 --> 00:10:43.140

David Garcia / Turner Center for Housing Innovation: And this plays out pretty much in every region of the State, so we broke out this analysis by county and you can see that the share of middle income renters who are paying a lot of their paycheck towards the rent has.

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00:10:43.920 --> 00:10:51.960

David Garcia / Turner Center for Housing Innovation: has increased alright so case in point, if you look at contra Costa county on the left hand side of this chart.

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00:10:52.590 --> 00:11:08.640

David Garcia / Turner Center for Housing Innovation: You can see that in 2010 about 45 or i'm sorry a less than 25 of middle income households were paying more than 30% of their income towards rent that number jumps to 45% in 2019.

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00:11:09.390 --> 00:11:24.540

David Garcia / Turner Center for Housing Innovation: similar story in Santa Clara at the far end of the chart you can see that about 15% of households or rent burdened and today that number is closer to 35%, so this is a significant challenge pretty much Everywhere you live in California.

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00:11:27.420 --> 00:11:28.620

David Garcia / Turner Center for Housing Innovation: we've also observed.

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00:11:29.940 --> 00:11:36.900

David Garcia / Turner Center for Housing Innovation: increase in the cost of homes that technically should be affordable to middle income households, so what you see here is a chart.

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00:11:37.800 --> 00:11:49.260

David Garcia / Turner Center for Housing Innovation: showing the trends in home prices for entry level homes which we defined as homes that are sold in the bottom third of the particular housing market from a cost perspective so.

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00:11:50.190 --> 00:12:04.620

David Garcia / Turner Center for Housing Innovation: You can see on the left hand side of the chart homes in this category in San Francisco were about \$500,000 less than \$300,000 at one point in Los Angeles, but today in San Francisco on that bottom.

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00:12:05.100 --> 00:12:11.880

David Garcia / Turner Center for Housing Innovation: Third, of the housing market those homes are selling for an average of over a million dollars and again, these were traditionally homes that are.

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00:12:12.330 --> 00:12:16.800

David Garcia / Turner Center for Housing Innovation: supposed to be affordable to all income households and the generally no longer are.

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00:12:17.100 --> 00:12:27.480

David Garcia / Turner Center for Housing Innovation: down at the bottom, you can see sacramento on those homes are still relatively affordable for middle income households, but you can see, the trend is is not going in the right direction, and so that that's troubling.

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00:12:28.770 --> 00:12:30.030

David Garcia / Turner Center for Housing Innovation: For many reasons.

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00:12:31.650 --> 00:12:41.220

David Garcia / Turner Center for Housing Innovation: This is also played out in the the data that shows how many homes are actually being sold to middle income households, so we observed.

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00:12:42.060 --> 00:12:50.880

David Garcia / Turner Center for Housing Innovation: Or we analyzed the home mortgage disclosure act data and found that throughout the state, the number of homes being sold affordable the middle income households is shrinking.

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00:12:51.750 --> 00:12:59.130

David Garcia / Turner Center for Housing Innovation: For example, take alameda county on the left hand side were in 2010 70% of homes sold to middle income households were affordable.

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00:12:59.970 --> 00:13:10.110

David Garcia / Turner Center for Housing Innovation: And now that number has trumped up to close 30% I want to point out that this is not just an issue in high cost areas or what we traditionally considered to be high costs.

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00:13:10.470 --> 00:13:23.730

David Garcia / Turner Center for Housing Innovation: Take a look at San Joaquin county from the far right, where in 2010 over 90% of homes were sold at affordable rates for middle income households today that number is closer to have, so this is continuously.

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00:13:25.380 --> 00:13:32.820

David Garcia / Turner Center for Housing Innovation: turning out to be an issue in areas where the state where we traditionally think of it as being much more affordable and accessible.

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00:13:34.290 --> 00:13:42.390

David Garcia / Turner Center for Housing Innovation: And this also has significant implications for disparities and access to homeownership by race, we know that.

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00:13:44.100 --> 00:13:57.030

David Garcia / Turner Center for Housing Innovation: black and brown families disproportionately rent, as you can see here on the chart and figure seven on the Left Compare that to figure eight on the right, which is the number of loans

originated by race, ethnicity, you can see that there's.

77

00:13:58.350 --> 00:14:11.910

David Garcia / Turner Center for Housing Innovation: For for black in Latin let you know households that number is lower than the population proportion so they're long story short, this creates a bit of a cycle keeping.

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00:14:13.080 --> 00:14:31.260

David Garcia / Turner Center for Housing Innovation: housing and accessible to many of these communities, because of the high cost, they have paid for rent which makes it difficult to save for a down payment and the houses that traditionally were affordable to these households are no longer affordable, or at least much further out of reach.

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00:14:33.090 --> 00:14:45.270

David Garcia / Turner Center for Housing Innovation: So a lot of this can be tied back to the under production of housing overall specifically housing, that is supposed to be affordable to households that 120% of Am I am below so we looked at.

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00:14:46.260 --> 00:14:58.110

David Garcia / Turner Center for Housing Innovation: Progress towards state mandated housing goals by income category for this last cycle and, as you can see here pretty much no place is meeting these goals in total.

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00:14:58.740 --> 00:15:04.170

David Garcia / Turner Center for Housing Innovation: Certainly, the lowest level affordability, has been the most difficult housing goal to meet.

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00:15:04.770 --> 00:15:18.150

David Garcia / Turner Center for Housing Innovation: But the middle income category the 80 to 120 percent has also fallen short In most places so statewide only 40% of homes that are supposed to be affordable to milliken households have actually been built in the previous slide.

83

00:15:20.220 --> 00:15:29.670

David Garcia / Turner Center for Housing Innovation: last thing i'll note is we examined a handful of cities that appeared to be doing better at meeting their goals for middle income housing.

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00:15:29.970 --> 00:15:37.230

David Garcia / Turner Center for Housing Innovation: and tried to figure out what they were doing anything to help facilitate this this growth and what we found by

and large, was that.

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00:15:37.980 --> 00:15:46.950

David Garcia / Turner Center for Housing Innovation: homes that are affordable to middle income households are generally a byproduct of intentional land use decisions right so, for example in the Sea of woodland city of rockland.

86

00:15:47.730 --> 00:16:02.400

David Garcia / Turner Center for Housing Innovation: We we observed that there were a lot of smaller homes that were being built and sold at more affordable prices, and that was a function of the zoning that allowed for that to happen, right, so instead of zoning only for exclusively large lot.

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00:16:03.480 --> 00:16:10.770

David Garcia / Turner Center for Housing Innovation: detached single family homes these places have more areas where smaller scale housing is allowed to build.

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00:16:12.030 --> 00:16:15.570

David Garcia / Turner Center for Housing Innovation: and, ideally, that is offered at a more affordable price points.

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00:16:16.950 --> 00:16:22.890

David Garcia / Turner Center for Housing Innovation: The all that to say is there are a number of different ways in which cities could approach this and that the state could approach this as well.

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00:16:23.220 --> 00:16:32.910

David Garcia / Turner Center for Housing Innovation: And i'm sure we'll talk about some of those strategies as part of the panel, but i'll go ahead and stop there, I know just to love data data and numbers that everyone so i'm happy to answer any questions in the.

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00:16:33.270 --> 00:16:45.150

David Garcia / Turner Center for Housing Innovation: Q amp a look forward to the conversation where i'll drop a link to the report itself in the chat but otherwise I will hand it over to Sarah rule facilitate the conversation.

92

00:16:47.280 --> 00:16:55.380

Sarah Karlinsky / SPUR: Great Thank you so much, thank you, thank you, David it's really, really helpful to be able to kind of quantify the.

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00:16:56.340 --> 00:17:03.930

Sarah Karlinsky / SPUR: Size the problem and sort of the type of the problem and and help us get into some of the specifics, that will be talking about today so.

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00:17:04.890 --> 00:17:12.030

Sarah Karlinsky / SPUR: The first question I want to ask the panel is sort of a little bit of a lightning round and i'll go around and really ask.

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00:17:12.840 --> 00:17:27.810

Sarah Karlinsky / SPUR: each of you to give your top thoughts, but I was wondering if you could speak to to this question, which is from your perspective, why has the state failed to produce middle income, housing and I think i'll start with how many.

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00:17:30.150 --> 00:17:35.910

Helmi Hisserich / Lesar Development Consultants: Thank you, great to be here my thoughts on why the state's fail to produce middle income is.

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00:17:35.940 --> 00:17:42.690

Helmi Hisserich / Lesar Development Consultants: is pretty much the lack of supply is driving that the prices up, so I think it's really a.

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00:17:44.610 --> 00:17:55.500

Helmi Hisserich / Lesar Development Consultants: I think the rena numbers this year that were much, much bigger than any prior years the planet and finally gotten it right and we're Finally, talking about the scale of housing demand.

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00:17:55.920 --> 00:18:04.770

Helmi Hisserich / Lesar Development Consultants: And until we start producing at scale we won't see a decrease in the prices, I think the price is a function escape of lack of supply.

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00:18:05.820 --> 00:18:09.270

Sarah Karlinsky / SPUR: Can you say a little bit more specifically, why we have that lack of supply.

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00:18:11.070 --> 00:18:11.940

Sarah Karlinsky / SPUR: From your perspective.

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00:18:12.180 --> 00:18:20.700

Helmi Hisserich / Lesar Development Consultants: You know I think it's a combination of many different forces, I think, actually there's both public forces in private

forces the public forces.

103

00:18:21.210 --> 00:18:37.260

Helmi Hisserich / Lesar Development Consultants: have to do with sort of what we call nimbyism which sometimes works its way in often works its way into the political system as well, of kind of down zoning mostly zoning has been down zone, we haven't really up zoned a lot historically in California.

104

00:18:37.890 --> 00:18:45.420

Helmi Hisserich / Lesar Development Consultants: But I think on the private side to there's been such a long standing expectation that capital is going to be.

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00:18:46.470 --> 00:18:56.070

Helmi Hisserich / Lesar Development Consultants: Growing as a result of investment and housing that we're going to see big returns, that the capital markets actually I think they've prevented.

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00:18:56.970 --> 00:19:08.820

Helmi Hisserich / Lesar Development Consultants: Investment and housing has been in order to sort of drive up costs drive up investment, so I do think there's a combination of forces that have to do with both public and private actors, working together.

107

00:19:10.140 --> 00:19:25.440

Helmi Hisserich / Lesar Development Consultants: You know, so I think like I said, I think, and I think we haven't quantified the data until recently about the demand in a way that I think you know we're grappling with I think we've been sort of asleep at the switch publicly on really understanding housing demand in California.

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00:19:26.700 --> 00:19:32.520

Sarah Karlinsky / SPUR: Great Thank you let me go to charmaine now so we talked about capital markets, we talked about nimbyism.

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00:19:33.570 --> 00:19:39.330

Sarah Karlinsky / SPUR: Describing and quantifying the problem and what would you say from your perspective as a as a builder developer.

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00:19:40.260 --> 00:19:46.650

Charmaine Curtis / Curtis Development: Well, I think that the lack of subsidies, this is probably pretty obvious place to start there are no subsidies.

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00:19:47.280 --> 00:19:54.780

Charmaine Curtis / Curtis Development: For middle income, housing and low income housing benefits from the low income housing tax credit program up to about 80% Am I.

112

00:19:55.410 --> 00:20:04.800

Charmaine Curtis / Curtis Development: And you know the benefits of that are that you get essentially free equity in a deal which is kind of you know, an amazing thing to have access to.

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00:20:05.280 --> 00:20:16.920

Charmaine Curtis / Curtis Development: You also have the benefit of well for tax exemption, and you know you don't have to pay property taxes that that's a really powerful boost to feasibility that doesn't.

114

00:20:17.490 --> 00:20:28.020

Charmaine Curtis / Curtis Development: apply to middle income housing middle income rents are higher the lower income rents, but they're not high enough to be able to compensate for paying a market return.

115

00:20:28.620 --> 00:20:40.320

Charmaine Curtis / Curtis Development: On equity which equity would expect and pay property taxes which on a market rate deal can be you know seven to \$10,000 a unit, or even more depending on the cost of the unit so.

116

00:20:40.770 --> 00:20:48.390

Charmaine Curtis / Curtis Development: that those are big big big hurdles to overcome to make middle income housing feasible, which is why there isn't any.

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00:20:49.290 --> 00:20:55.800

Charmaine Curtis / Curtis Development: Developed currently basically are very little, I mean the stuff i'm working on is is you know pretty heavily subsidized by by the by the government.

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00:20:56.730 --> 00:21:10.140

Charmaine Curtis / Curtis Development: High construction costs are certainly a factor, but the reality is that without the property tax exemption and other types of subsidy or incentives, the numbers don't work under despite any circumstances and i've worked with David.

119

00:21:10.230 --> 00:21:11.010

Helmi Hisserich / Lesar Development Consultants: On some of this.

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00:21:11.370 --> 00:21:18.360

Charmaine Curtis / Curtis Development: At the Turner Center and run numbers and it's you know it's just it's basically effectively impossible.

121

00:21:21.090 --> 00:21:27.330

Sarah Karlinsky / SPUR: thanks for that Adam i'm based on what you've heard what What would you plus one, and what would you add.

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00:21:27.510 --> 00:21:29.220

Adam Briones / California Community Builders: Oh yeah absolutely why I plus one to.

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00:21:29.220 --> 00:21:31.440

Adam Briones / California Community Builders: Everything that's been said, I absolutely agree.

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00:21:31.920 --> 00:21:39.000

Adam Briones / California Community Builders: With everything that David how me and intravenous said, and then I would just also kind of add if we really kind of zoom out and think historically.

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00:21:39.210 --> 00:21:47.100

Adam Briones / California Community Builders: You know, one of the drivers of why we have so much single families owning here in California is red fighting and when we think about the neighborhoods where you can actually still build.

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00:21:47.340 --> 00:21:54.960

Adam Briones / California Community Builders: and, frankly, the neighborhoods that have perhaps had to shoulder more than their fair share the burden of development and seeing the neighborhoods train change dramatically.

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00:21:55.200 --> 00:22:03.960

Adam Briones / California Community Builders: Our neighborhoods where people of color low income families have generally lived and because we made some policy decisions, and I think we we recognize that that all of these were policy decisions.

128

00:22:04.980 --> 00:22:10.560

Adam Briones / California Community Builders: You know around who gets to live, where and what types of housing gets built and what's the best way to keep people out of a neighborhood.

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00:22:10.830 --> 00:22:17.520

Adam Briones / California Community Builders: Even if you can't say so straight out that you know that that really has an impact of where we are today and why we see so much.

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00:22:17.820 --> 00:22:27.930

Adam Briones / California Community Builders: Under supply and and certainly would also add that you know when we think about things like big complicated issues like sequel uh you know the parking issue that we face, I know that spur works on a lot.

131

00:22:28.770 --> 00:22:34.200

Adam Briones / California Community Builders: You know I think those are all real impactful and, all things that I think are deserving invention, and in that respect.

132

00:22:35.220 --> 00:22:44.490

Sarah Karlinsky / SPUR: Great and then David I know you were a presenter but i'm also going to give you panelist rights and just say, do you have anything you want to add in this part of the conversation.

133

00:22:45.960 --> 00:22:55.470

David Garcia / Turner Center for Housing Innovation: No, I think previous three comments are spot on I don't think I can do to the penny justice by I would just be saying the same thing definitely probably so we'll leave it at that.

134

00:22:56.130 --> 00:23:04.080

Sarah Karlinsky / SPUR: All right, great wonderful okay i'm going to move on to the next question is which is really about for the impact of.

135

00:23:05.040 --> 00:23:14.520

Sarah Karlinsky / SPUR: This scarcity, and specifically on perspective Homeowners and I know that David and his data top with about renters and Homeowners and we'll be talking about both, but I just.

136

00:23:14.850 --> 00:23:19.470

Sarah Karlinsky / SPUR: wanted to focus a little bit on the homeownership conversation because it's so.

137

00:23:20.340 --> 00:23:30.510

Sarah Karlinsky / SPUR: So stark just the difference between who you know how many middle income prospective buyers could buy just you know 10 years ago versus today.

138

00:23:30.960 --> 00:23:49.740

Sarah Karlinsky / SPUR: And and Adam i'm wondering if you could just speak to that like what what is, what are the policy implications of our failure to provide a sufficient a supply of housing for sale, that is affordable to first generation homebuyers or middle income homebuyers.

139

00:23:50.190 --> 00:23:54.930

Adam Briones / California Community Builders: yeah absolutely so you know, I think, just like my colleagues have said what What it does is it.

140

00:23:55.230 --> 00:24:05.850

Adam Briones / California Community Builders: It drives up costs, I think, for everyone, and what we see because of this scarcity of housing is what we have now is is upper income families competing with low incomes are competing with middle income families.

141

00:24:06.240 --> 00:24:13.830

Adam Briones / California Community Builders: For the same units and then we see middle competing with moderate moderate competing with low income families, and we know that the further down the income chain, you get.

142

00:24:14.130 --> 00:24:18.210

Adam Briones / California Community Builders: The more likely it is that you lose you know, I was born and raised in oakland as was most of my family.

143

00:24:18.570 --> 00:24:27.450

Adam Briones / California Community Builders: But at this point sort of i'm the last one left me and my parents everyone else has moved to antioch and we're sad or Stockton, just because of the lack of housing, that we have here in the Bay area.

144

00:24:27.810 --> 00:24:35.310

Adam Briones / California Community Builders: And I think that when we think about it from the ownership side you know I would absolutely you know Double Click on what charmaine said, like there really is no.

145

00:24:35.580 --> 00:24:40.860

Adam Briones / California Community Builders: Subsidy out there for affordable for sale homeownership and especially for that middle income bracket.

146

00:24:41.190 --> 00:24:48.330

Adam Briones / California Community Builders: I think what we do see is really on

the demand side, and you know would be excited to share that we do have this new California dream for all Program.

147

00:24:48.630 --> 00:24:55.350

Adam Briones / California Community Builders: Which is around shared appreciation mortgages that we think could make a difference, just because no one has actually solved the issue of connecting.

148

00:24:55.590 --> 00:25:01.200

Adam Briones / California Community Builders: You know middle and moderate income buyers, you know with capital, especially for those buyers that come from communities of color.

149

00:25:01.590 --> 00:25:06.600

Adam Briones / California Community Builders: But at the end of the day, like like we've been saying it really is a supply issue, and when we think about the impact.

150

00:25:06.960 --> 00:25:17.040

Adam Briones / California Community Builders: Of homeownership on wealth building, you know, I think that really, really, you know, is going to have a significant impact on our future here in California, you know we're states a State that's two thirds people of color.

151

00:25:17.400 --> 00:25:26.010

Adam Briones / California Community Builders: By 2040 we're going to be about 70% people of color when we consider that the ratio wealth gap, the United States is about you know, for every dollar wealth held by white family.

152

00:25:26.280 --> 00:25:36.240

Adam Briones / California Community Builders: You know, black and brown families have about 15 cents of wealth, you know this is going to have real, serious implications so it's not just a starter home issue, it really does reverberating throughout our society and throughout our economy.

153

00:25:37.620 --> 00:25:39.300

Sarah Karlinsky / SPUR: Thank you, I was gonna be my next question is really going.

154

00:25:39.300 --> 00:25:46.230

Sarah Karlinsky / SPUR: To be about sort of this racial wealth gap and and you pretty much addressed it, but I think, maybe.

155

00:25:46.500 --> 00:25:56.670

Sarah Karlinsky / SPUR: You wouldn't mind sort of tying together a conversation that you just started around redlining the the lack of multifamily zoning basically.

156

00:25:57.180 --> 00:26:09.540

Sarah Karlinsky / SPUR: That that constricts and inhibits the construction of housing kind of the use of redlining tool to keep out black and brown communities from wealthier locations and then.

157

00:26:10.080 --> 00:26:21.510

Sarah Karlinsky / SPUR: Just the way that our society put so much emphasis in and kind of pressure on home ownership is like basically the predominant escape valve for.

158

00:26:22.170 --> 00:26:35.970

Sarah Karlinsky / SPUR: For wealth building it's as a big sprawling question, but I just want to give you sort of an opportunity to kind of talk a little bit about how all these points, leave together from your perspective and then i'll go to our other panelists to see to stay on the topic.

159

00:26:36.300 --> 00:26:40.140

Adam Briones / California Community Builders: Absolutely, and if I if I give you a big sprawling answer please feel free to reel me back end but you know.

160

00:26:40.650 --> 00:26:48.150

Adam Briones / California Community Builders: At the end of the day, like I mentioned these were all policy decisions, we made a decision or the public and private sector leaders made a decision.

161

00:26:48.630 --> 00:26:52.170

Adam Briones / California Community Builders: Almost 100 years ago to circle communities with red lines.

162

00:26:52.470 --> 00:27:03.360

Adam Briones / California Community Builders: And based not on you know under under any underwriting criteria not based on credit worthiness but just say that these these communities here aren't deserving of capital aren't deserving of opportunity purely based on the color of their skin.

163

00:27:03.720 --> 00:27:10.410

Adam Briones / California Community Builders: And what that did was really shut, you know, a couple of generations of families of color you know, out of the the.

164

00:27:10.860 --> 00:27:14.520

Adam Briones / California Community Builders: You know, really, really significant wealth building that happened, right after World War Two.

165

00:27:14.880 --> 00:27:25.650

Adam Briones / California Community Builders: And so, because of that and i'll go ahead and share, you know I am not someone who believes that homeownership is the be all and end all in the magic bullet to solve the racial wealth gap it's not but to your point Sarah.

166

00:27:25.980 --> 00:27:30.900

Adam Briones / California Community Builders: It is one of the most significant ways that we build wealth today in our society.

167

00:27:31.140 --> 00:27:42.150

Adam Briones / California Community Builders: And it will probably remain that way, at least in the short term, so when we think about home ownership and we think about the role that it plays in our society, you know, one of the things I think about is how do we, how do we make right what happened in the past.

168

00:27:42.390 --> 00:27:48.870

Adam Briones / California Community Builders: Some of that, frankly, is zoning you know a lot of the single families owning we see was to keep people of color out of specific neighborhoods.

169

00:27:49.080 --> 00:27:52.740

Adam Briones / California Community Builders: And it just so happened that those are the types of housing, so that we could have housing, that we can afford.

170

00:27:53.010 --> 00:27:58.740

Adam Briones / California Community Builders: But then also how do we make it so that we can actually afford to buy homes in the communities that we often come from.

171

00:27:59.070 --> 00:28:08.190

Adam Briones / California Community Builders: And so I think that a there's the subsidy issue you know absolutely if you don't build it you can't live there, but then there's also the issue of you know what type of housing are we building.

172

00:28:08.460 --> 00:28:17.640

Adam Briones / California Community Builders: You know, one of the things that we

often don't talk about is not only has our zoning sort of structure really capped out apartment buildings but it's also stopped a lot of multifamily homeownership from being built.

173

00:28:17.940 --> 00:28:24.900

Adam Briones / California Community Builders: And if you look at it again no silver bullets exists for big complicated problems like this, but one of the things that I believe that we should be thinking more about.

174

00:28:25.170 --> 00:28:36.480

Adam Briones / California Community Builders: is how do we create more naturally occurring affordable homeownership and multifamily homeownership is probably one of the better ways to do it, not a non complicated issue, but one that I believe deserves a little bit more attention here in the state.

175

00:28:38.100 --> 00:28:47.790

Sarah Karlinsky / SPUR: totally agree and healthier for me, do you want to jump in maybe, particularly on the on the condo piece, but really anything that that Adam spoke to that you wanted to elaborate on.

176

00:28:49.320 --> 00:28:51.480

Helmi Hisserich / Lesar Development Consultants: Well, you know I would love to jump in.

177

00:28:52.500 --> 00:29:05.940

Helmi Hisserich / Lesar Development Consultants: On this I before kind of in preparation for this meeting I started to kind of think about the numbers, I have spent i'm a third generation angelenos spent my whole life working in the city of La so I I will come at it with an la perspective.

178

00:29:06.930 --> 00:29:24.960

Helmi Hisserich / Lesar Development Consultants: But I did some numbers last year in Los Angeles, I looked at what the rena number is so the rain and number four households that are earning 80 to 120, which is what we've defined as middle income is 140 3000 units that's needed by 2020 and.

179

00:29:26.100 --> 00:29:35.610

Helmi Hisserich / Lesar Development Consultants: If we were to take 25% of that as homeownership we would need 35,000 units of new.

180

00:29:36.690 --> 00:29:53.070

Helmi Hisserich / Lesar Development Consultants: middle income housing 80 to 100 and

120% of area median the price of those houses in order to be affordable that segments would have to be about 370,000 to \$600,000 so we would need.

181

00:29:53.550 --> 00:29:59.100

Helmi Hisserich / Lesar Development Consultants: 35,000 new homes that are priced between 300 and 600,000.

182

00:29:59.610 --> 00:30:07.740

Helmi Hisserich / Lesar Development Consultants: And I look up on zillow or redfin or something I said i'm just going to see how many are available, right now, and this is as of today.

183

00:30:08.070 --> 00:30:21.240

Helmi Hisserich / Lesar Development Consultants: There are seven homes in Los Angeles that meet that criteria, and there are 124 condos that meet that criteria so and most of the condos when I looked at them they're mostly in sort of.

184

00:30:21.840 --> 00:30:31.200

Helmi Hisserich / Lesar Development Consultants: The outlying areas they're not in your downtown they're not necessarily near transit and they're generally sort of converted dingbat apartments or you know, two story apartments.

185

00:30:32.520 --> 00:30:43.710

Helmi Hisserich / Lesar Development Consultants: That have been turned into condos so the supply problem is very real and I do agree with charmaine about the lack of subsidies for this segment, but I also think that.

186

00:30:44.100 --> 00:30:54.510

Helmi Hisserich / Lesar Development Consultants: We don't I don't know that we can ever have enough subsidies to solve this problem, I actually think the supply problem is critical, I, I also think that it really.

187

00:30:55.530 --> 00:31:03.090

Helmi Hisserich / Lesar Development Consultants: means that we need to be talking about multifamily or condo dwellings like what does it mean to add 35,000 new condos.

188

00:31:03.660 --> 00:31:09.780

Helmi Hisserich / Lesar Development Consultants: or new apartments what does that look like in a neighborhood and so part of what I think is an important.

189

00:31:10.230 --> 00:31:17.640

Helmi Hisserich / Lesar Development Consultants: Part of our conversation is, as we change zoning as we think about housing we're going to start sort of rethinking.

190

00:31:18.540 --> 00:31:32.550

Helmi Hisserich / Lesar Development Consultants: we're having a whole new conversation about what a neighborhood feels like and what a homeownership feels like you know that when we're living in a multi family setting it's going to mean that our our public space has to be.

191

00:31:34.260 --> 00:31:41.550

Helmi Hisserich / Lesar Development Consultants: more open and more accessible and their transportation needs so there's just a really interesting conversation that needs to take place.

192

00:31:41.880 --> 00:31:48.060

Helmi Hisserich / Lesar Development Consultants: And then, fundamentally, you know the whole homeownership system historically in the United States has been very racist.

193

00:31:48.420 --> 00:32:02.910

Helmi Hisserich / Lesar Development Consultants: And so you know what, how can we take this new conversation, not only in the direction of what does it feel like to live in an ownership multifamily what does it mean for the public space, but also how do we proactively move towards.

194

00:32:04.380 --> 00:32:08.370

Helmi Hisserich / Lesar Development Consultants: homeownership opportunities and wealth creation opportunities for people of color.

195

00:32:08.700 --> 00:32:14.730

Helmi Hisserich / Lesar Development Consultants: and communities of color because if we're going to start investing in parks in in poor neighborhoods in Los Angeles.

196

00:32:15.000 --> 00:32:20.940

Helmi Hisserich / Lesar Development Consultants: That will be a driver of gentrification, and so we really it's a very important part of the conversation that we.

197

00:32:21.270 --> 00:32:30.990

Helmi Hisserich / Lesar Development Consultants: When we talk about what the public space investment looks like we talked about how to stabilize housing prices and make

housing accessible so it's complicated, but in but you know.

198

00:32:33.120 --> 00:32:34.380

Helmi Hisserich / Lesar Development Consultants: it's it's what we're facing.

199

00:32:36.870 --> 00:32:42.330

Sarah Karlinsky / SPUR: yeah I you know I wanted help me, maybe this is a good time actually to ask you this question, which is um.

200

00:32:42.960 --> 00:32:53.970

Sarah Karlinsky / SPUR: I know that you're doing a lot of research on social housing, and so I was wondering, and not in the United States context because we don't really have social housing, but I was wondering, you know we were talking a lot about sort of the.

201

00:32:56.220 --> 00:33:04.380

Sarah Karlinsky / SPUR: The structure of housing policy, how it intersects with racism and land use, and all this in the United States context, but I was wondering.

202

00:33:04.800 --> 00:33:19.860

Sarah Karlinsky / SPUR: Given all the research and study that you're doing in Vienna, if you wouldn't mind sharing how they think about social housing how that relates to this middle income conversation, and what are some nice and lessons learned that we might be able to take back in the US.

203

00:33:20.670 --> 00:33:28.650

Helmi Hisserich / Lesar Development Consultants: So thank you for asking that question yeah couple of the things that i've learned in in really studying a social housing model in Vienna.

204

00:33:29.430 --> 00:33:34.860

Helmi Hisserich / Lesar Development Consultants: Which is you know, first of all, I should just mention that Vienna has been ranked for the last 15 years the number one.

205

00:33:35.250 --> 00:33:41.880

Helmi Hisserich / Lesar Development Consultants: best place to live in the world, so they're doing something right and it has a lot to do with the stability in the low cost of their housing.

206

00:33:42.750 --> 00:33:48.060

Helmi Hisserich / Lesar Development Consultants: They are a very multifamily city, they don't really have a single family segments so.

207

00:33:48.630 --> 00:33:56.670

Helmi Hisserich / Lesar Development Consultants: it's it's a different land use, environment and it's certainly something informative for us, they also live without cars, because most of their multi family doesn't have parking.

208

00:33:56.970 --> 00:34:03.330

Helmi Hisserich / Lesar Development Consultants: And they have a really good transportation system and you don't need a car to live in indiana so that's a really another important thing.

209

00:34:03.990 --> 00:34:12.990

Helmi Hisserich / Lesar Development Consultants: They have a renter own model where, after 10 years of rental you can own, and I think that is a really interesting and compelling thing to look out for us as Americans, which is.

210

00:34:13.320 --> 00:34:19.860

Helmi Hisserich / Lesar Development Consultants: You know the models that I was looking at you'd have to have \$100,000 down payment which most people don't have and.

211

00:34:20.580 --> 00:34:26.250

Helmi Hisserich / Lesar Development Consultants: You know so having a model where you're running to own is really interesting and then, finally, I would just add.

212

00:34:27.060 --> 00:34:39.870

Helmi Hisserich / Lesar Development Consultants: Two other thoughts, one is they have a very, very active land banking approach public sector land banking, so they are you know they have an organization, that is, the.

213

00:34:40.410 --> 00:34:51.390

Helmi Hisserich / Lesar Development Consultants: it's called once once been it's the Vienna land urban land acquisition fund and they essentially purchase enough land for the next 15 years worth of housing, and they are.

214

00:34:52.830 --> 00:34:58.290

Helmi Hisserich / Lesar Development Consultants: They make all of their new projects are mixed income so that's very it's essentially.

215

00:34:59.310 --> 00:35:08.850

Helmi Hisserich / Lesar Development Consultants: A third of it is, is for lower income households, a third for middle and a third is market and everyone has the right to purchase at the end of 10 years.

216

00:35:09.480 --> 00:35:14.310

Helmi Hisserich / Lesar Development Consultants: One there was one other point I was going to make but i'm land banking and.

217

00:35:15.270 --> 00:35:26.280

Helmi Hisserich / Lesar Development Consultants: Lastly, i'll say is they have this approach of limiting profit and D commodified housing, which I think is something that is quite different from the American approach but it's.

218

00:35:27.120 --> 00:35:39.720

Helmi Hisserich / Lesar Development Consultants: something for us to be discussing because I think our emphasis on on using our homes as investment vehicles is actually driving us in the wrong direction and we need to maybe think about how we can.

219

00:35:41.640 --> 00:35:48.180

Helmi Hisserich / Lesar Development Consultants: You know, moderate our tendency to want to make our House, the place that we you know retire from.

220

00:35:49.350 --> 00:36:01.680

Sarah Karlinsky / SPUR: hell me just one last question and then i'm going to turn to charmaine and is, can you just say, are they able to bend the cost curve like what's the cost of production per unit.

221

00:36:02.100 --> 00:36:13.710

Helmi Hisserich / Lesar Development Consultants: So there yeah they that's something we're still learning about the cost curve so first of all these a lot of modular these a lot of wood frame modular most of their housing that's currently being built is net zero or energy glass meaning it's.

222

00:36:13.950 --> 00:36:20.100

Helmi Hisserich / Lesar Development Consultants: contributing to the carbon reduction so it's a very different model of construction.

223

00:36:20.340 --> 00:36:32.310

Helmi Hisserich / Lesar Development Consultants: They produce significantly more than we do so they're producing about seven to 10,000 units of moderate income per

year in a city of 2 million so it's significantly higher than what we produce in in any California city.

224

00:36:32.820 --> 00:36:47.250

Helmi Hisserich / Lesar Development Consultants: And their cost curve is their structure of financing is quite different, they actually don't base it on income they base it on cost they they basically have it, what they call it cost of rent system where the cost of the.

225

00:36:48.390 --> 00:36:53.370

Helmi Hisserich / Lesar Development Consultants: The year they have a limitation on how much can be spent to build a unit, and then they.

226

00:36:53.970 --> 00:37:03.000

Helmi Hisserich / Lesar Development Consultants: Have the rents rents are peg to what the cost of construction was and they can they compete the projects against one another to bring the lowest cost.

227

00:37:03.420 --> 00:37:15.210

Helmi Hisserich / Lesar Development Consultants: While also maintaining a lot of sustainability goals and design goals so it's a different approach, we are, we are still figuring out how they drive their costs down so low.

228

00:37:15.960 --> 00:37:26.130

Helmi Hisserich / Lesar Development Consultants: I will say it's the land acquisition is keeps the land costs low, the lack of parking keeps the parking construction costs, out of the equation.

229

00:37:26.520 --> 00:37:37.680

Helmi Hisserich / Lesar Development Consultants: And the wood frame modular at scale seems to be driving their cost curve down per unit they so that those seems to be some of the elements of their approach.

230

00:37:38.130 --> 00:37:50.430

Sarah Karlinsky / SPUR: Great so charmaine just given your deep knowledge of how development works in the Bay area and hearing what he has to say i'm just curious I know you've thought a lot about.

231

00:37:50.790 --> 00:37:58.530

Sarah Karlinsky / SPUR: What would the ideal housing delivery system actually be if we wanted to produce moderate income housing at scale and.

232

00:37:59.070 --> 00:38:11.190

Sarah Karlinsky / SPUR: i'm just curious you know what do you think is there anything from the model that how many describes that we can bring here and how might it, how would you see things working in your ideal world.

233

00:38:11.940 --> 00:38:12.300

Charmaine Curtis / Curtis Development: well.

234

00:38:12.510 --> 00:38:13.350

Sarah Karlinsky / SPUR: You know I mean.

235

00:38:13.410 --> 00:38:21.870

Charmaine Curtis / Curtis Development: All of that sounds really beautiful and idyllic I think it's easier to develop consensus around housing policy in a.

236

00:38:22.620 --> 00:38:31.530

Charmaine Curtis / Curtis Development: Country that's probably not as sort of ethnically diverse as this country, I feel like a lot of our housing policy is fundamentally pretty racist.

237

00:38:31.980 --> 00:38:41.010

Charmaine Curtis / Curtis Development: And that it's that's part of why it's harder to to come to consensus here in all be pulling in the same direction to solutions.

238

00:38:41.520 --> 00:38:47.790

Charmaine Curtis / Curtis Development: So I will say that there's a lot of what you talked about in terms of land and i'm looking forward to just like.

239

00:38:48.390 --> 00:39:02.580

Charmaine Curtis / Curtis Development: We are just not set up unfortunately here in a way to to make that happen, we can't even really get out our surplus resources in California lab resources and any kind of you know that any kind of a fast clip but.

240

00:39:03.780 --> 00:39:10.290

Charmaine Curtis / Curtis Development: Sarah knows that i've been beating the drum for a long time now about creating this this third way of doing development that.

241

00:39:10.710 --> 00:39:22.290

Charmaine Curtis / Curtis Development: is really about it's really feed driven as opposed to profit driven and the way I think about is that we have nonprofits on one

end of the spectrum building to the lowest and my possible.

242

00:39:22.680 --> 00:39:28.200

Charmaine Curtis / Curtis Development: And for profits, on the other, building to the highest end is that there's this big empty zone in the middle.

243

00:39:28.530 --> 00:39:34.410

Charmaine Curtis / Curtis Development: Where I think a lot of developers would move to if they could, if we could pick up the pace.

244

00:39:34.770 --> 00:39:43.860

Charmaine Curtis / Curtis Development: And you could make your money make money on scale as opposed to you know the profits that come after all of your equity has been repaid and returns on equity.

245

00:39:44.310 --> 00:39:49.530

Charmaine Curtis / Curtis Development: So I think that the sort of fee driven scaled driven approach to development.

246

00:39:50.400 --> 00:39:57.480

Charmaine Curtis / Curtis Development: It would rely on other things you know it's not a magic bullet just for going profits alone is not a magic bullet, we need lots of other things we need.

247

00:39:57.900 --> 00:40:07.170

Charmaine Curtis / Curtis Development: We need legislation around density bonuses and streamlining and zoning reforms that you know we could get something like released in a big way.

248

00:40:07.500 --> 00:40:16.650

Charmaine Curtis / Curtis Development: Without some of the restrictions on it, I think that a lot of developers would move into that space and produce a lot of for you to or four unit buildings all across the state.

249

00:40:17.880 --> 00:40:24.930

Charmaine Curtis / Curtis Development: But I think, as long as we have a housing production system that is driven by profit we're not good to see a lot of change.

250

00:40:26.130 --> 00:40:33.060

Charmaine Curtis / Curtis Development: You know, we can we do need to have change in order to get a different result right we can't keep doing things the same way.

251

00:40:33.450 --> 00:40:42.990

Charmaine Curtis / Curtis Development: and expect that what's going to come out the other end is going to be different, we need to sort of think about our housing production system and how we can really.

252

00:40:43.350 --> 00:40:52.650

Charmaine Curtis / Curtis Development: Not reform it, but you know amended or shift it in a way that that can respond to to moderate middle income housing needs more effectively.

253

00:40:53.850 --> 00:40:59.700

Charmaine Curtis / Curtis Development: Capital the patient I don't know if in Vienna, their governments actually putting up capital.

254

00:41:00.390 --> 00:41:09.180

Charmaine Curtis / Curtis Development: But it would be great by idea is a billion just a billion dollars as a start, just like it's not that much money right and the housing production.

255

00:41:09.510 --> 00:41:14.820

Charmaine Curtis / Curtis Development: World it's not that much money that could be a revolving fund of mezzanine debt or equity.

256

00:41:15.450 --> 00:41:22.890

Charmaine Curtis / Curtis Development: That could be administered by the new Barea housing finance authority or an organization like that to sort of recycle money.

257

00:41:23.610 --> 00:41:33.750

Charmaine Curtis / Curtis Development: would have to be, you know that patient and definitely cheap, but it would be a way to to crank dollars through the system, especially if you can develop a developer.

258

00:41:34.230 --> 00:41:42.690

Charmaine Curtis / Curtis Development: ecosystem of a lot of people who are just out there, you know just cranking through deals on a fee basis with this low cost capital.

259

00:41:43.110 --> 00:41:52.080

Charmaine Curtis / Curtis Development: and other things to obviously you know we have construction cost issues in the state and and exorbitant impact fees and other

things that we need to focus on but.

260

00:41:52.860 --> 00:42:01.560

Charmaine Curtis / Curtis Development: I think that those two things would could make a really huge difference and in terms of homeownership I just want to say i'm not like homeownership or bust.

261

00:42:02.190 --> 00:42:13.170

Charmaine Curtis / Curtis Development: I agree with me, I don't think that it's that you know, the system of building wealth through homeownership is really kind of the end all be all of where we should be trying to head.

262

00:42:14.010 --> 00:42:26.040

Charmaine Curtis / Curtis Development: One of the projects i'm working on right now it's funded by the city of San Francisco and the subsidy to create these affordable affordable moderate income ownership units is \$500,000 a unit.

263

00:42:26.760 --> 00:42:38.970

Charmaine Curtis / Curtis Development: that's not replicable and sustainable right, we need replicable and sustainable and scalable models of development to get people housed first and foremost, create.

264

00:42:39.330 --> 00:42:51.690

Charmaine Curtis / Curtis Development: housing for everyone that everyone can afford to live in at all different income levels, so I tend not to focus myself personally so much on homeownership as a means of serving.

265

00:42:52.140 --> 00:43:03.450

Charmaine Curtis / Curtis Development: moderate and middle income folks because I think there's so the, the need is so deep and profound that we need to be focused on scale in numbers at more than we are on.

266

00:43:04.560 --> 00:43:09.120

Charmaine Curtis / Curtis Development: on creating homeownership opportunities for people that's that's where I personally fall on it.

267

00:43:10.950 --> 00:43:20.520

Sarah Karlinsky / SPUR: Thank you, oh Hello me I was wondering if you could just address and then Adam I saw your did you have your hand up to because okay okay i'll come back to you so tell me, one of the things and.

268

00:43:20.850 --> 00:43:35.310

Sarah Karlinsky / SPUR: Obviously you can just anything that Sherman just said that you're that you'd like to, but one of her questions was in the Vienna model do they actually provide subsidy to units and I was wondering if, in whatever your comments are, if you could just address that one question.

269

00:43:35.580 --> 00:43:45.690

Helmi Hisserich / Lesar Development Consultants: yeah yeah there were two things I was going to comment that was one of them, so yeah they they absolutely do provide subsidy they have about \$300 million, they have a 1% tax on.

270

00:43:46.650 --> 00:43:51.060

Helmi Hisserich / Lesar Development Consultants: A 1% income tax paid partially 50% by the employer and 50% by the.

271

00:43:51.810 --> 00:44:02.310

Helmi Hisserich / Lesar Development Consultants: employee, and that is for housing, so that generates about \$300 million in in the city of Vienna annually plus because they've been doing it for a long time they have quite a few.

272

00:44:02.760 --> 00:44:15.810

Helmi Hisserich / Lesar Development Consultants: Ground leases and repayments they generate about another \$300 million within the city on their sort of recycled fundings they have about \$600 million going into subsidies in a city of 2 million so it's a pretty.

273

00:44:17.070 --> 00:44:31.920

Helmi Hisserich / Lesar Development Consultants: Big number, although I think if we you know, I think, frankly, if we looked at the way we do tax incentive for homeownership we probably are spending, just as much money, if not more money in the United States, we just haven't allocated differently, they don't provide those kinds of taxes.

274

00:44:33.300 --> 00:44:34.020

Helmi Hisserich / Lesar Development Consultants: homeownership.

275

00:44:35.130 --> 00:44:46.860

Helmi Hisserich / Lesar Development Consultants: And they do subsidize they actually have a major low cost capital program that's one of their most distinctive features is their low cost capital bank, they have a bank that's specifically for providing low cost capital to housing.

276

00:44:47.700 --> 00:44:52.680

Helmi Hisserich / Lesar Development Consultants: But the other thing I want to talk about was the race race conversation, because I think it's a really important one.

277

00:44:53.340 --> 00:45:07.530

Helmi Hisserich / Lesar Development Consultants: When I first started looking at Vienna and I grew up in La so I totally understand what you're saying charmaine about we don't they don't have the same race issue, and I was sort of where of that thinking about that what i've come to see is i've seen it I see it, a little bit differently.

278

00:45:08.910 --> 00:45:18.090

Helmi Hisserich / Lesar Development Consultants: it's true they don't have the same racial diversity that that we have, but they actually Vienna is actually a border town it's actually.

279

00:45:18.570 --> 00:45:23.850

Helmi Hisserich / Lesar Development Consultants: For historically was was a majority or close to majority non Viennese.

280

00:45:24.570 --> 00:45:32.670

Helmi Hisserich / Lesar Development Consultants: And, and they have a kind of obsession with what they call social mixing it's a policy called social mixing.

281

00:45:33.030 --> 00:45:48.210

Helmi Hisserich / Lesar Development Consultants: Which is essentially they believe that everyone should live together and they very proactively that sort of permeates through their whole system, I it grows out of extreme racism it actually I believe grows out of the.

282

00:45:49.530 --> 00:45:59.850

Helmi Hisserich / Lesar Development Consultants: The Nazi Germany and the Nazi ISM and Austria fascism between 1932 and 1945 the entire population of Jews in Vienna were.

283

00:46:00.510 --> 00:46:14.010

Helmi Hisserich / Lesar Development Consultants: Either run out of the city or killed and that's that was 10% of the population was eliminated in within a period of a few years, and I think that, and it was very it was all raised it was it was.

284

00:46:14.550 --> 00:46:25.170

Helmi Hisserich / Lesar Development Consultants: It was, it was a very aggressive

attack, most of the early leaders of social housing were Jewish, most of them were killed right very quickly.

285

00:46:25.890 --> 00:46:37.140

Helmi Hisserich / Lesar Development Consultants: As fascism took hold, and so I think they have a much longer history of grappling with this, then we do they've been doing this for 100 years but they have a they seem to have.

286

00:46:37.560 --> 00:46:50.190

Helmi Hisserich / Lesar Development Consultants: Take taken a response to that period of their history, as we will never let that happen again, and so now they're kind of, on the other end they're very, very proactively focused on.

287

00:46:50.520 --> 00:47:00.510

Helmi Hisserich / Lesar Development Consultants: Housing being affordable and middle income in every community in every building and it sort of permeates every single policy, including their financial policies and their zoning laws.

288

00:47:00.780 --> 00:47:10.140

Helmi Hisserich / Lesar Development Consultants: They actually zone for for mixed income, as I mentioned a third, a third, Sir, so I actually think it's interesting and instructive to look at race racism.

289

00:47:10.710 --> 00:47:20.520

Helmi Hisserich / Lesar Development Consultants: and discrimination, historically, both in the US and in Europe and sort of see where there are parallels and where there are differences and how it has affected policy.

290

00:47:20.850 --> 00:47:32.370

Helmi Hisserich / Lesar Development Consultants: And I feel like our current conversation about affirmatively furthering fair housing should absolutely be compared to the social mixing policy in Vienna it's a very interesting thing to think about.

291

00:47:33.390 --> 00:47:43.470

Sarah Karlinsky / SPUR: hey Adam before I go to you I just chairman is there anything you wanted to say in response does it bring anything up for you, that you'd like to share you want to pass along to Adam.

292

00:47:43.920 --> 00:47:52.980

Charmaine Curtis / Curtis Development: Oh, we get after when we get reparations i'll start to believe that this this government in this country is ready to actually

start repairing the past.

293

00:47:53.430 --> 00:47:55.980

Helmi Hisserich / Lesar Development Consultants: yeah yeah that's a good point.

294

00:47:57.330 --> 00:47:58.920

Sarah Karlinsky / SPUR: Okay, Adam to you.

295

00:47:59.520 --> 00:48:05.610

Adam Briones / California Community Builders: Sure, and I just want to say thank you to my colleagues on the panel, I feel like this is there's been so many things that i'm just super excited to share.

296

00:48:05.880 --> 00:48:10.470

Adam Briones / California Community Builders: And so i'll just going to run through a really quick list, and I know that we've mentioned that there isn't a ton of subsidy.

297

00:48:10.740 --> 00:48:16.830

Adam Briones / California Community Builders: For homeownership but I forget who brought it up, rightly, that there is we do it through the mortgage interest deduction.

298

00:48:17.190 --> 00:48:22.080

Adam Briones / California Community Builders: Of wishes and anyone who's really looked at it knows that most of that flows to upper income households.

299

00:48:22.320 --> 00:48:29.760

Adam Briones / California Community Builders: And here in California, you get not just one mortgage interest deduction you also get a deduction On your second home, so we actually subsidize vacation homes.

300

00:48:30.090 --> 00:48:38.850

Adam Briones / California Community Builders: Probably to a greater extent actually definitely to a greater extent than we do first time home ownership here in the state, and I think you bring up a really important important point.

301

00:48:39.180 --> 00:48:41.820

Adam Briones / California Community Builders: charmaine around the cost of subsidizing homeownership.

302

00:48:42.600 --> 00:48:52.260

Adam Briones / California Community Builders: You know, and I think there is a real discussion to be had on if it is worth addressing it from a demand side, or a supply side, you know that the California dream shared appreciation mortgage Program.

303

00:48:53.100 --> 00:49:04.980

Adam Briones / California Community Builders: It got set aside about \$500 million this year to help subsidize down payments up to about 20% for first time homebuyers and that comes in, at about 120 5000 per homebuyer it's going to serve about 4000.

304

00:49:05.400 --> 00:49:11.400

Adam Briones / California Community Builders: And so, when I think about the impact of that versus you know versus the actual construction of homes.

305

00:49:12.000 --> 00:49:17.550

Adam Briones / California Community Builders: You know I think there's a reasonable perspective to say that maybe we just need to address access to capital and actually just build the buildings.

306

00:49:18.210 --> 00:49:27.240

Adam Briones / California Community Builders: But one thing I do want to mention on from my original comments around condos that I did forget to mention, you know if laws like sb nine in particular were actually allowed to.

307

00:49:27.600 --> 00:49:31.260

Adam Briones / California Community Builders: be effectively implemented and weren't facing the same obstacles that they were today.

308

00:49:31.770 --> 00:49:39.330

Adam Briones / California Community Builders: My organization commissioned to study of some Bay area cities and we looked at what it could look like if we saw more middle density housing.

309

00:49:39.540 --> 00:49:49.620

Adam Briones / California Community Builders: And what we found was first most of that, especially in very high cost markets like a like a milpitas or Los altos on you know you'd see somewhere between 12 to 26%.

310

00:49:50.070 --> 00:49:54.360

Adam Briones / California Community Builders: Increase in units over five years, we think that's really significant and then second.

311

00:49:54.660 --> 00:50:03.630

Adam Briones / California Community Builders: Related to affordability, we found that in a place like Los altos you know if you were building more multifamily homeownership you would likely see the average cost.

312

00:50:04.110 --> 00:50:14.100

Adam Briones / California Community Builders: You know drop to purchase a home down from about 650,000 and Los altos to about 230 5000 for the average multifamily homeownership.

313

00:50:15.150 --> 00:50:25.740

Adam Briones / California Community Builders: unit and in a place like saratoga it'd be like somewhere from 3.1 for the average single family home down to about 860 and listen that's so expensive that that's still not we're not going to see people moving from Texas.

314

00:50:26.100 --> 00:50:37.140

Adam Briones / California Community Builders: To get to get those units, but you know it's really significant because in a place like pleasanton are in a place like la Los altos you know you can you can get somebody into a unit for \$194,000.

315

00:50:37.800 --> 00:50:39.690

Adam Briones / California Community Builders: You know, compared to many multiples of that.

316

00:50:40.140 --> 00:50:49.800

Adam Briones / California Community Builders: For what you would have to have to earn for a single family home, so I do think, especially as we consider how we really you know put scare subsidy to use for those families that need the most.

317

00:50:50.010 --> 00:50:54.090

Adam Briones / California Community Builders: How we can really create stuff that actually works in the market so that we're addressing.

318

00:50:54.570 --> 00:51:00.690

Adam Briones / California Community Builders: Those folks that need shelter and that wealth building is one of those things that they will worry about after their their safe in house.

319

00:51:01.080 --> 00:51:10.710

Adam Briones / California Community Builders: And then the last thing I do want to bring up is that you know as we talked about building as we talk about producing more housing, the state, I do also think it's really important to talk about who gets to build housing.

320

00:51:11.040 --> 00:51:22.260

Adam Briones / California Community Builders: You know, when we think about you know people of color we're not just renters we're not just perspective homebuyers as charmaine shows where developers I worked for one of the more active African American owned affordable developers.

321

00:51:22.650 --> 00:51:26.970

Adam Briones / California Community Builders: In New York and what I saw there was that you know small developers small developers of color.

322

00:51:27.240 --> 00:51:36.480

Adam Briones / California Community Builders: really facing issue around not just access to private capital, but also access to public sector subsidies that we should that we're using to build housing for families that look like us.

323

00:51:36.660 --> 00:51:48.870

Adam Briones / California Community Builders: So when we really think about this, especially as a wealth building exercise, we also need to be thinking about who gets access to the capital build this housing and what are we doing to ensure that people have a role in in the evolving and growing nature their neighborhoods.

324

00:51:49.710 --> 00:51:57.210

Sarah Karlinsky / SPUR: Great Thank you that those are really important points and David i'm going to go to you, and then I want to get to some of the questions that are that are in the Q amp a.

325

00:51:58.380 --> 00:51:59.070

David Garcia / Turner Center for Housing Innovation: Here, I just want to.

326

00:52:00.990 --> 00:52:11.370

David Garcia / Turner Center for Housing Innovation: kind of take the angle on when you side here because Adams mentioning of the report that is forthcoming, I think, on potential affordability for.

327

00:52:12.450 --> 00:52:19.710

David Garcia / Turner Center for Housing Innovation: Missing middle scale housing is really important, especially in the context of what the state is trying to do with

things like senate bill nine.

328

00:52:20.280 --> 00:52:34.080

David Garcia / Turner Center for Housing Innovation: But we also have to remember that, while there was a lot of uproar about this policy, we know just from a economics perspective most places are not going to see very much development if any from things like.

329

00:52:35.250 --> 00:52:40.800

David Garcia / Turner Center for Housing Innovation: To say nothing of how cities are passing ordinances that that may limit the applicability of cynical nine.

330

00:52:42.090 --> 00:52:54.540

David Garcia / Turner Center for Housing Innovation: So this in the chat to like the land costs themselves will make building just a couple of units cost prohibitive In most places, and so what we have found in our work, examining what makes missing middle housing actually.

331

00:52:55.500 --> 00:53:06.330

David Garcia / Turner Center for Housing Innovation: Possible is that you, you probably need to look at something like eight to 10 unit developments on larger plots of land that perhaps are still single family.

332

00:53:07.290 --> 00:53:17.100

David Garcia / Turner Center for Housing Innovation: But really the numbers in many places weren't really work until you get to that volume, so this not necessarily need to be everywhere, but cities that are really intent on creating.

333

00:53:17.910 --> 00:53:31.080

David Garcia / Turner Center for Housing Innovation: You know, not just more housing housing that could be more naturally affordable, by virtue of the size and scale, it should think about going above and beyond what the state has mandated which is really just a basement so just want to want to make that point.

334

00:53:31.170 --> 00:53:36.480

Sarah Karlinsky / SPUR: Oh it's a great point and it also feeds back to sort of what charmaine was saying about just like.

335

00:53:36.570 --> 00:53:39.360

Sarah Karlinsky / SPUR: The necessity of building.

336

00:53:39.690 --> 00:53:49.020

Sarah Karlinsky / SPUR: Housing at scale, you know more modest housing, do you want to color stick frame housing on on many, many, many parcels you know.

337

00:53:49.470 --> 00:54:00.660

Sarah Karlinsky / SPUR: The eight to 10 unit buildings and and just doing that add substantial scale is what done and big part of what's needed to address this crisis.

338

00:54:01.140 --> 00:54:12.000

Sarah Karlinsky / SPUR: So I did want to leave temper at least a couple questions, I think we covered a lot of when i'm looking through the the Q amp a here there's a lot of discussion that that covers many of these but.

339

00:54:13.140 --> 00:54:21.270

Sarah Karlinsky / SPUR: One question is about the fact that San Francisco has a good supply of limited equity affordable ownership.

340

00:54:21.690 --> 00:54:31.380

Sarah Karlinsky / SPUR: units for middle income families at present and charmaine a shout out to your mission day 148 unit project and it's been very exciting so on this.

341

00:54:31.980 --> 00:54:39.150

Sarah Karlinsky / SPUR: This person asked is part of the problem first that the possibility that middle income households don't know that they qualify for these units.

342

00:54:39.600 --> 00:54:50.760

Sarah Karlinsky / SPUR: And, or is it the fact that limited equity models are not as attractive as a path to homeownership and so sure man, I was going to ask you to respond to that first.

343

00:54:52.080 --> 00:54:54.060

Charmaine Curtis / Curtis Development: And I know that I, you know know all the.

344

00:54:54.180 --> 00:54:55.440

Sarah Karlinsky / SPUR: ins and outs of you know.

345

00:54:55.620 --> 00:55:00.390

Charmaine Curtis / Curtis Development: i'm not exactly sure what's behind the question, there you know the city has the Center centralized system.

346

00:55:01.320 --> 00:55:18.630

Charmaine Curtis / Curtis Development: For people who are interested in applying for affordable housing in the city and including homeownership units, the project that Michael Simmons and I are developing is a 100% affordable project between 75 and 100% of EMI.

347

00:55:19.680 --> 00:55:29.220

Charmaine Curtis / Curtis Development: I think that you know we didn't have to deal with all the local process around qualifying buyers, we would sell them in six months it's like they'd be gone there's just no question about it.

348

00:55:30.450 --> 00:55:33.960

Charmaine Curtis / Curtis Development: It will take longer than that because of all the of all that stuff but.

349

00:55:35.580 --> 00:55:48.990

Charmaine Curtis / Curtis Development: There's also very kind of fine lines, you have to fit in when you're qualifying for these units and and I think a lot of people don't fit in four corners of the box necessarily and then they fall out.

350

00:55:49.350 --> 00:56:00.510

Charmaine Curtis / Curtis Development: But in terms of demand, I think that there's a ton of demand and that if you get yourself in the city's system in that Dalia system for the mayor's office or housing that.

351

00:56:01.440 --> 00:56:14.460

Charmaine Curtis / Curtis Development: You know that's the only entry that's the only portal to get into the system and then you just have to like you know pray that you can qualify it because it's very intricate you know with respect to the.

352

00:56:15.090 --> 00:56:23.490

Charmaine Curtis / Curtis Development: numbers of bedrooms people in the House whole you you know the income bands or it's all it's all more complicated than I wish it work but.

353

00:56:25.020 --> 00:56:25.320

Sarah Karlinsky / SPUR: yeah.

354

00:56:25.530 --> 00:56:27.780

Charmaine Curtis / Curtis Development: Great Thank you but there's not that many of

them.

355

00:56:27.990 --> 00:56:29.040

Sarah Karlinsky / SPUR: That there's not that many.

356

00:56:29.160 --> 00:56:34.230

Charmaine Curtis / Curtis Development: yeah I mean the one we're doing is going to be one of you know, the last probably.

357

00:56:35.940 --> 00:56:37.350

Charmaine Curtis / Curtis Development: it's just so expensive.

358

00:56:37.680 --> 00:56:38.130

yeah.

359

00:56:40.110 --> 00:56:51.660

Sarah Karlinsky / SPUR: Okay i'm gonna ask another question here this one's from Laurel it's about land baking she loves it yay, how can we actually roll this out at scale in California, how many do you have any ideas.

360

00:56:53.580 --> 00:56:55.980

Helmi Hisserich / Lesar Development Consultants: You know my thoughts, my thoughts around this our.

361

00:56:58.830 --> 00:57:10.950

Helmi Hisserich / Lesar Development Consultants: First of all kind of going back to the old redevelopment agency that used to exist, you know I always did think we kind of threw the baby out with the bathwater, there were some reasons to get rid of redevelopment that were legitimate but.

362

00:57:11.850 --> 00:57:18.690

Helmi Hisserich / Lesar Development Consultants: Quite honestly, we kind of destroyed the public sector capacity to do land, and so I think we have to build that back.

363

00:57:19.230 --> 00:57:24.960

Helmi Hisserich / Lesar Development Consultants: We lost a lot of professionals who are doing real estate in California for the public sector side and.

364

00:57:25.320 --> 00:57:36.990

Helmi Hisserich / Lesar Development Consultants: They don't really there's they don't really exist that system doesn't exist anymore, so I think we have to create institutions that can actually do land banking and employ them employ people to do the work that understand.

365

00:57:37.560 --> 00:57:47.580

Helmi Hisserich / Lesar Development Consultants: what it takes to acquire assemble hold clear land and work with other public agencies such as transportation agencies to actually plan for the housing.

366

00:57:48.900 --> 00:57:58.320

Helmi Hisserich / Lesar Development Consultants: So I think we need the institutions to exist, I think there are some legislation in different places, I know that this Los Angeles county has just done a land banking.

367

00:57:58.770 --> 00:58:10.770

Helmi Hisserich / Lesar Development Consultants: ordinance and so they're pushing forward with it, when I compare what we have in Los Angeles right now to what I see in Vienna is it's really ours is really, really, really underfunded and too small.

368

00:58:11.070 --> 00:58:23.730

Helmi Hisserich / Lesar Development Consultants: So I think we have to talk about the size and scale that needs to exist hit the numbers we're talking about you can't go into this timidly, I think you have to go into it with a sense of you know, long term focus of.

369

00:58:24.810 --> 00:58:34.350

Helmi Hisserich / Lesar Development Consultants: Really assembling land I like the concept, they have in Vienna of assembling enough land for 15 years worth of housing demand I think that's a really interesting model because it helps you.

370

00:58:34.740 --> 00:58:43.740

Helmi Hisserich / Lesar Development Consultants: start thinking about where we're headed, you know into the future and it and it the other part, that I think is really, really well done there is.

371

00:58:44.400 --> 00:58:58.860

Helmi Hisserich / Lesar Development Consultants: They they actually convert quite a lot of industrial land in the outlying areas into large scale 10 25,000 unit developments in partnership with their transit agencies, so I think that's a really interesting model for us with with the.

372

00:58:59.970 --> 00:59:11.550

Helmi Hisserich / Lesar Development Consultants: Changes in like working from home and the changes in our infrastructure for transportation, I think we actually can think about maybe scaling up.

373

00:59:12.360 --> 00:59:22.470

Helmi Hisserich / Lesar Development Consultants: In in areas that are a little farther out from the downtown but that actually have great access to transportation and really build at scale.

374

00:59:22.800 --> 00:59:30.390

Helmi Hisserich / Lesar Development Consultants: And through that scale drive down some costs, I think there's some interesting models for thinking about scale and land banking is central to it.

375

00:59:31.500 --> 00:59:33.870

Sarah Karlinsky / SPUR: Great Thank you and then I think.

376

00:59:34.380 --> 00:59:41.190

Sarah Karlinsky / SPUR: we're getting a lot of love in the in the chat for various of your comments, so if you wanted to go check that out at some point that'd be great.

377

00:59:41.430 --> 00:59:48.570

Sarah Karlinsky / SPUR: So i'm going to end with a question from Steve, which is a great question i'm going to go to all panelists and ask it and his question is if.

378

00:59:49.380 --> 00:59:59.730

Sarah Karlinsky / SPUR: If you could change just one element, contributing to our housing accessibility shortage what change, do you think would be the most impactful and then i'm going to start with, Adam.

379

01:00:02.430 --> 01:00:09.450

Adam Briones / California Community Builders: let's not fair, Sarah so let's see let's see let's do it i'm just gonna go with the easy one, that everyone seems to agree on which is we do.

380

01:00:09.720 --> 01:00:12.420

Adam Briones / California Community Builders: Just fundamentally have a supply problem here in California.

381

01:00:12.840 --> 01:00:19.440

Adam Briones / California Community Builders: there's a lot of complicated reasons behind it, but just at the end of the day, if we don't build enough housing for all the people that want to live here.

382

01:00:19.620 --> 01:00:24.930

Adam Briones / California Community Builders: We have to decide if we're a state that welcomes people to move here and welcomes people to stay here if they were born here.

383

01:00:25.260 --> 01:00:34.380

Adam Briones / California Community Builders: And if we decide that we don't want to be that state that's welcoming in that way that I will no longer be a California, so we need to build more fundamentally, and a bunch of the other stuff that we talked about.

384

01:00:35.640 --> 01:00:39.780

Sarah Karlinsky / SPUR: Emily do you say zoning financing, what would be the one thing you would change.

385

01:00:40.110 --> 01:00:40.470

Zoe.

386

01:00:42.000 --> 01:00:42.450

Adam Briones / California Community Builders: Great.

387

01:00:42.900 --> 01:00:43.590

Sarah Karlinsky / SPUR: All right, honey.

388

01:00:46.440 --> 01:00:46.980

Helmi Hisserich / Lesar Development Consultants: darling.

389

01:00:49.290 --> 01:00:56.610

Helmi Hisserich / Lesar Development Consultants: I agree, I mean I would I would I would I would definitely focus on and banking on zoning changes and they go hand in hand.

390

01:00:57.960 --> 01:01:03.360

Sarah Karlinsky / SPUR: hey i'm seeing a lot of all caps with explanations and the chat and zoning.

391

01:01:03.960 --> 01:01:04.890

Sarah Karlinsky / SPUR: How about you show me.

392

01:01:05.760 --> 01:01:06.300

Charmaine Curtis / Curtis Development: Well, I.

393

01:01:06.360 --> 01:01:13.680

Charmaine Curtis / Curtis Development: You know i'm all about visibility, you know i'm a i'm a technocrat when it comes to you know the getting this stuff done and and.

394

01:01:14.100 --> 01:01:27.570

Charmaine Curtis / Curtis Development: The welfare tax exemption is absolutely critical if we know if it's not expanded I don't think we're going to get a lot more affordable housing built, especially by the private sector, which I think needs to be involved in this in a big way.

395

01:01:28.620 --> 01:01:33.690

Charmaine Curtis / Curtis Development: And I think that the exemption needs to follow affordability and not nonprofit ownership.

396

01:01:35.700 --> 01:01:37.350

Sarah Karlinsky / SPUR: Great and then David.

397

01:01:39.570 --> 01:01:45.540

David Garcia / Turner Center for Housing Innovation: Mind goes hand in hand with Adam and Helen nice zoning declaration, but I would essentially make.

398

01:01:47.400 --> 01:01:56.400

David Garcia / Turner Center for Housing Innovation: The planning process that we go through for general plans in the housing elements really the last stop where you would have to do any real discretionary approvals we do all of this planning.

399

01:01:56.880 --> 01:02:11.970

David Garcia / Turner Center for Housing Innovation: And then we do it all again for every single project, we should just plan in a much more comprehensive top level way for what we want, or where we want and what it looks like and then the developers should just meet that they, rather than.

400

01:02:12.990 --> 01:02:20.970

David Garcia / Turner Center for Housing Innovation: litigating both literally and

figuratively every single project that comes through the pipeline, so I am a big fan of.

401

01:02:22.710 --> 01:02:24.090

specific plans.

402

01:02:25.110 --> 01:02:32.280

David Garcia / Turner Center for Housing Innovation: and any other high level planning practices that can be really streamlined into the entire process.

403

01:02:32.760 --> 01:02:35.190

Charmaine Curtis / Curtis Development: Interestingly, no one mentioned reforming sequence.

404

01:02:35.910 --> 01:02:36.330

Sarah Karlinsky / SPUR: Oh.

405

01:02:36.390 --> 01:02:38.490

David Garcia / Turner Center for Housing Innovation: Well, that was kind of my way of saying that yeah.

406

01:02:42.270 --> 01:02:51.360

Sarah Karlinsky / SPUR: So I just want to thank all of you so much, this has been such a great really rich conversation and and thank you for all the work that you do.

407

01:02:51.930 --> 01:03:02.250

Sarah Karlinsky / SPUR: To help move middle income housing forward we're just so appreciative you and, thanks to our great audience for sticking with us and being so lively will see you next time.