

Unlocking the Potential of Missing Middle Housing:

# MORE THAN CODE

**SPUR** Digital Discourse  
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Terner Center for Housing Innovation

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## BUILDING small

**A TOOLKIT  
FOR REAL ESTATE  
ENTREPRENEURS,  
CIVIC LEADERS,  
AND GREAT  
COMMUNITIES**

**ULI** Urban Land  
Institute



**JIM HEID**

# The Thesis

Change the codes and MMH projects will be developed by ‘empowered citizens’ to infill and intensify neighborhoods ....helping to democratize real estate ownership, distribute wealth, and solve the housing crisis.

# The Reality: **MERCHANT BUILDERS**

WILL benefit from revised codes to build MMH, but need larger, contiguous sites – resulting in larger infill or greenfield MMH neighborhoods... not incremental outcomes.

# The Reality: Homeowners

*COULD* benefit from revised codes, but complexity of process and lack of expertise likely result in ‘one and done’

# The Reality: Small Scale Developers

BEST best candidate to achieve potential of  
scattered site MMH...

but current time, cost and exit barriers  
make scale unrealistic.

# Ongoing Barriers

## For Rent?

Financing (predev, construction, permanent)

Property Management Scale

ADA Uncertainty

Affordable Housing Qualification



*Alumina Apartments  
Sam Day Architect + Developer  
Image Credit: Leonid Furmansky*

# Ongoing Barriers

## For Sale?

Financing (predev, construction)

Subdivision Map Act (SMA) Exactions

DRE Process and expense

HOA Process and expense

Defect Liability Law Risk Tail



*RiverHouse  
CRAFT DnA Developer  
Image Credit: Kim Carroll*

# Unlocking the Potential?

✓ Code revisions

Still need

- Financing products/ programs specific to MMH
- Ministerial approval for ‘small projects’
- Affordable Housing relief or support.... for Small
- Right-sized fees (application and impact)
- Reduced SMA triggers for Small
- Streamlined DRE and HOA processes for Small
- Defect Liability Law Reform



# Small Scale Developer Forum

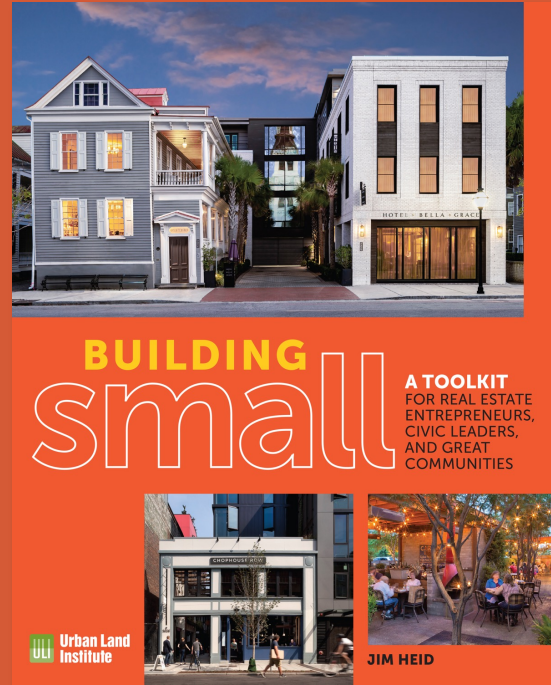
#19 Philadelphia, PA June 4-6

#20 Savannah, GA November 6-8

For more information

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