



STARTER HOME STRATEGIES

**Taking Action to Bring Back Attainable
Homeownership Options in Our Communities**

A resource for policymakers and advocates

Authors

Charles Gardner, Mercatus Center
Celeste Goyer, Casita Coalition

Contributors

Adam Briones, Sobrato Philanthropies
Adriana Bernal, Casita Coalition
Noerena Limon, Casita Coalition
Alex Schafran, Schafran Strategies;
Eli Spevak, Orange Splot

Casita Coalition Leadership

Board Chair: Katherine Peoples, HPP Cares
Board Vice-Chair: Dan Hardcastle, BuildTrust
Denise Pinkston, TMG Partners
Robert Apodaca, The Two Hundred for Homeownership
Rafael Perez, Casita Immediate Past Chair, The HomeMap
Muhammad Alameldin, California YIMBY
Anne Hinton, AARP California
Jonathan Lawless, Bilt Rewards
Jenna Louie, Villa Homes
Louis Mirante, Bay Area Council
Kol Peterson, Accessory Dwelling Strategies
Marisabel Torres, JP Morgan Chase

With thanks to our major funders:



**Arnold
Ventures**

JPMorganChase

SOBRATO
Philanthropies

**Chan
Zuckerberg
Initiative** 

SFF San Francisco
Foundation

Casita Coalition is a 501(c)(3) nonprofit organization based in California with a national reach, leading a multi-sector coalition to advance middle housing solutions.

Starter Home Strategies

Taking Action to Bring Back Attainable Homeownership Options in Our Communities

Starter homes, broadly defined as attainably priced homes of modest size, enable owners to build equity, establish long-term stability, and create intergenerational wealth. Despite their name, they also allow seniors to downsize and stay in their communities. Unfortunately, the high costs of land, labor, construction materials and development fees mean that starter homes just aren't feasible to build in most places, making them among the rarest type of home in production today.

What is a starter home?

Starter home is shorthand for a modest-sized home that is affordable for average income homebuyers.

- In 2024, only 9% of new single-family detached homes were under 1,400 square feet. By comparison, in 1982, 40% of homes were this size [1].
- Nationally, 75% of households can't afford the median-priced home. In California, 85% are priced out [2].

Increases in home prices have far outpaced income gains, leaving many Americans without any realistic hope of purchasing their own home. This gap between prices and incomes creates widespread impacts across families, communities and state economies by limiting housing choice, worsening racial wealth gaps, increasing commute times, and even forcing some to leave job-rich cities and states in search of lower housing costs.

There are some hopeful trends. Average home sizes nationally have started to come down. The widespread nature of the affordability crisis is creating bipartisan support for change. This reference guide will highlight creative policy approaches from around the United States that are succeeding in encouraging the building of new, modest-sized homes for attainable homeownership.

The decline of starter homes is not the result of any single policy barrier. Instead, it reflects a combination of land use regulations, development costs, financing challenges, and ownership rules that collectively make it difficult to build and sell modest-sized homes at attainable prices. This report presents practical policy options that states and local governments can use to address those barriers.

1. U.S. Census Bureau

2. National Association of Home Builders

While the specific policies vary, nearly every successful starter home strategy accomplishes one or more of three objectives: reducing the cost of land, lowering the cost of building homes, or expanding pathways to homeownership. Communities that are successfully producing starter homes have generally used strategies from these three categories, sometimes in combination:

- **Reducing the cost of land:** Policies that allow more homes (including ADUs) to be built on the same piece of land, often by permitting multiple smaller homes on one lot where only one was allowed before and reducing minimum lot sizes, by reforming subdivision laws, or through other mechanisms such as city-owned long term land leases and land banks.
- **Lowering the cost of the home itself:** Including legalization of smaller home sizes; off-site construction methods such as manufactured homes, cross-mod or factory-built modular/panelized building systems; park models and moveable dwellings; loan programs with reduced interest rates and other loan costs; reduced or waived impact, permitting and other development fees; reduced or removed costly mandated parking; catalog homes (savings on design fees).
- **Expanding ownership options:** These include condominium ownership, community land trusts, separate sale of ADUs, limited-equity cooperatives, co-housing and other options for buyers to own individual homes with shared land or common spaces such as homeowner's associations and resident-owned manufactured home parks, and multi-generational ownership strategies.

Some of these strategies could be used anywhere today, others require zoning changes or new programs at the state or local level to clear the path for them.

Who can afford to buy a home?

Just 15% of Californians can afford the median priced home (25% nationally)

Many of these strategies reinforce one another. For example, allowing the separate sale of ADUs both reduces the amount of land allocated to each home and creates lower-cost ownership opportunities. Combining multiple approaches can produce substantially greater affordability than any single reform alone. Where the elements converge, the result can be a proliferation of new housing in existing neighborhoods, as occurred in Houston [1], Nashville [2], and Seattle [3], and the creation of lower-cost greenfield homes, as in San Antonio [4].

This brief does not address broader interventions to promote housing supply of all types that go beyond starter homes, such as overhauling land use application and approval procedures, comprehensive building and fire code amendments, or addressing citywide or regional planning processes. These topics, while of major importance, are beyond the scope of the brief.

1. <https://www.mercatus.org/research/policy-briefs/learning-houstons-townhouse-reforms>

2. <https://www.mercatus.org/research/research-papers/TN-hpr-law-transforming-nashvilles-housing>

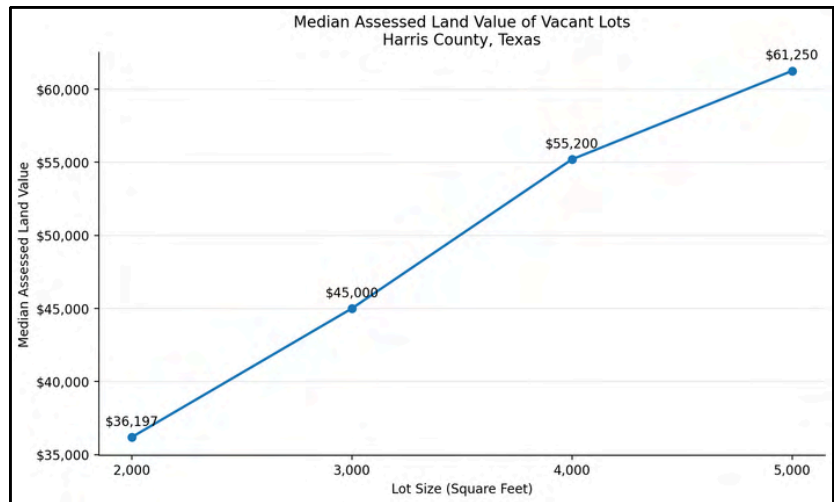
3. <https://www.aei.org/research-products/working-paper/low-rise-multifamily-and-housing-supply-a-case-study-of-seattle/>

4. <https://www.expressnews.com/news/article/lennar-san-antonio-tiny-houses-bexar-elm-southton-21026758.php>

Strategy 1: Reduce the Cost of the Land per Home

Policies that allow more dwelling units to be built on the same amount of land are essential to smaller, lower-cost homes. Fundamentally, there are two ways to economize on land: by reducing minimum lot sizes, or by allowing more homes on existing lots. The first approach allows each home to be owned individually, like a typical house (fee simple). The second usually requires a shared ownership structure, such as a condominium or co-operative, which we'll expand upon in Strategy 3.

Lot sizes directly affect the cost of homes, as this data from Houston shows.



Most US suburbs require around 10,000 square feet of land, larger than two basketball courts, for each new home, and sometimes far more than that. As examples of the first approach to save on the land cost per home, Houston's successful lot size reform, first enacted in the late 1990s, allows lots as small as 1,400 square feet, a tripling of the unit count on a typical 5,000 square foot residential lot [5]. This strategy opened the door for more than 34,000 townhouses to be built in the city between 2007 and 2020.



Houston, TX Townhomes

Minimum lot size reforms in Houston, Texas in the late 1990s led to a proliferation of new small-lot detached homes, characterized as townhouses, that have helped keep the cost and size of new homes under control, providing a range of homeownership options for buyers in areas both close to downtown and further afield.

5. As of the start of 2026, over a quarter (26 percent) of all detached and attached homes with projected completion dates in 2026 within Houston's I-610 loop are listed for less than \$300,000. See Zillow.com, last accessed January 2, 2026.

In 2026, Idaho's legislature passed a bill to cap minimum lot sizes at 1,500 square feet for subdivisions over 4 acres, and Kansas enacted a law capping lot minimums at 3,000 square feet [6]. Texas and Maine enacted minimum lot size reforms at the state level in 2025 [7]. Philadelphia's code allows attached dwellings on lots as small as 960 square feet in certain areas [8].

For the second approach, Austin's HOME Phase 1, enacted in 2023, allows three detached units on most lots that had previously allowed one. Nashville allows so-called detached duplexes throughout much of the city. Allowing multi-unit low-rise townhouse developments on single lots has been instrumental to Seattle's success with infill [11]. Some localities have taken more creative approaches, such as San Diego's regulations permitting multiple accessory dwelling units per lot [12]. Manufactured home communities provide a critical source of low-cost, entry-level homes that's often overlooked in the starter home conversation. Some states have also broadly legalized multiple units on each lot [13].

The exact level of density does not need to be perfectly calibrated to get results. What matters most is allowing enough homes on a piece of land to meaningfully bring down costs. Houston demonstrates that tripling the number of lots allowed per acre of land can produce a significant supply of smaller, lower-cost homes. While the exact thresholds will vary by community, policymakers should prioritize reforms that meaningfully reduce land costs rather than attempting to identify a single optimal density [14].

6. Starter Home Subdivisions Act, ch. 264, 2026 Idaho Sess. Laws (S.B. 1352) and By-Right Housing Development Act, ch. _____, 2026 Kan. Sess. Laws (S.B. 418).

7. Act of May 2025, 89th Leg., R.S., S.B. 15, 2025 Tex. Gen. Laws (to be codified at Tex. Loc. Gov't Code ch. 211, subch. D) and Act to Build Housing for Maine Families and Attract Workers to Maine Businesses by Amending the Laws Governing Housing Density, 2025 Me. Laws ch. 385 (L.D. 1829).

8. https://www.phila.gov/media/20220909084529/ZONING-QUICK-GUIDE_PCPC_9_9_22.pdf

9. Ordinance N.. 20231207-001, <https://services.austintexas.gov/edims/document.cfm?id=421611>

10. <https://www.mercatus.org/research/research-papers/TN-hpr-law-transforming-nashvilles-housing>

11. <https://www.aei.org/research-products/report/does-building-light-touch-density-housing-lower-single-family-home-values-evidence-from-seattle-wa-and-charlotte-nc/>

12. <https://www.sandiego.gov/planning/work/housing/toolkit/accessory-dwelling-units> This represents a decrease from 2019 reforms that allowed larger numbers of ADUs. See <https://turnercenter.berkeley.edu/research-and-policy/san-diego-adu-bonus-program/>

13. E.g. Montana, Maine

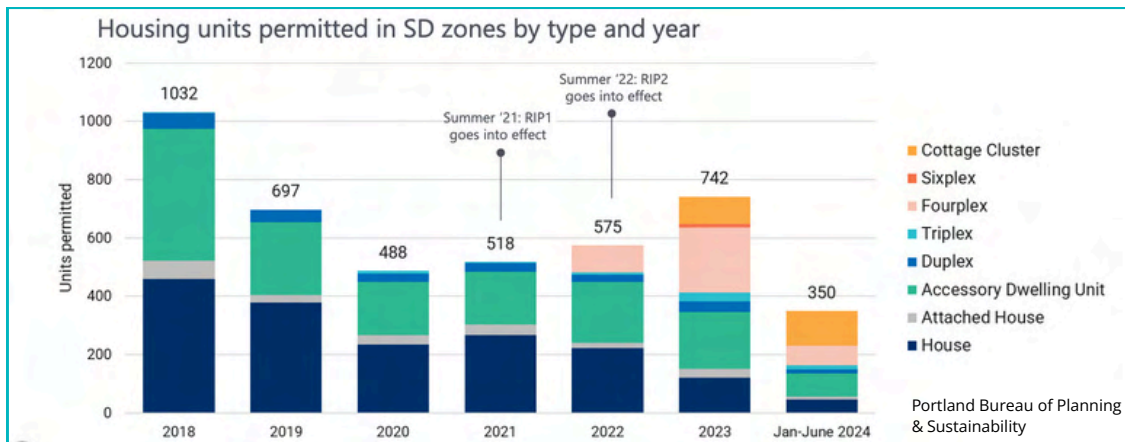
14. In Houston, new construction within the I-610 loop on lots of under 2,000 square feet lists for a median of \$390,000. For new construction homes on lots of 5,000 square feet and more, the median listing is \$1,730,000. See [Zillow.com](https://www.zillow.com), last accessed January 5, 2026. Studies of infill development in Seattle have found smaller savings from density. See <https://www.aei.org/research-products/report/expanding-housing-supply-with-light-touch-density-city-of-seattle-case-study/>.

Case Study: Portland, Oregon

Pioneering ADU city finds success with middle housing reforms

Portland presents an example of a city with a track record of successful housing reforms that have significantly brought down the cost of new homes.

Beginning in the 2010's, coalitions and local advocates led a grassroots reform effort that kept Portland in the spotlight as the leading ADU innovator city for several years. Local successes broke ground for the passage of an ambitious statewide middle-housing package.



Reforms

- 2006: Eli Spevak of Orange Splot completes first ADU condo conversion project in Portland
- 2010: ADU impact fee waiver was added and education and awareness efforts began
- 2021-2022: RIP 1 & 2 passed, including Middle Housing Land Division streamlining

Results

In 2021 and 2022, Portland's Residential Infill Project reforms created new allowances for middle housing, such as duplexes, triplexes, fourplexes, ADUs and cottage clusters, in most of Portland's single-dwelling residential zones.

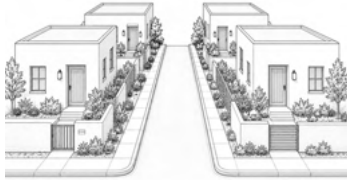
The core element of RIP was to increase the allowable floor area for each additional new home included on a lot, up to a total floor area of 4,000 sq ft for four homes, while also limiting single homes to 0.5 Floor Area Ratio (e.g. new homes are capped at 2,500 sq ft on standard 5,000 sq ft lots.) Also, parking minimums on residential lots were waived. The extent to which the single-home floor-area cap contributed to Portland's results is difficult to isolate, and some communities may choose to pursue incentives for multiple smaller homes without adopting a similar cap. Taken together, however, Portland's reforms steered new development away from large single homes and toward multiple smaller, less expensive homes.

Two years after the reforms became effective, 80% of new homes were in the form of two or more units on the same lot. In 2023- 24, the average sales price of these homes in Portland was about \$250,000 to \$300,000 less than that of a new market-rate single detached house on one lot, mostly due to size difference [15]. These major discounts provide a clear demonstration of the effect of economizing on urban land for creating smaller, lower-cost homes.

15. <https://efiles.portlandoregon.gov/record/17159748>

TABLE I: Reducing the land cost of homes

The following policy options can help reduce the amount of land cost allocated to each home, making starter homes more financially feasible to build. Policymakers can adopt individual reforms or combine multiple approaches to achieve greater affordability.

<i>For All Areas Where Residential Is an Allowed Use, Including Single-Family Zones</i>			
Strategy	Description	Visual	Why strategy is needed
Allow by-right subdivision into small lots	Recommended strategies: Permit by-right subdivision of land served by city water and sewer into lots as small as 1,200 sq. ft. [15] though zoning and/or subdivision regulations. Ex: Houston, Tx., Spokane, Wash. See also Texas, Maine, Kansas, Washington, Idaho.		Many regions have historically large minimum lot sizes, with zoning restricted to one home per lot. By-right subdivisions are essential for new supply.
Permit maximally flexible use of lots	Recommended strategies: Allow zero lot line structures and eliminate setbacks to allow traditional forms such as rowhouses and courtyard homes in all residential areas, subject to building codes and reasonable regulations governing party walls. Ex.: typical downtown codes.		Large setbacks prevent efficient use of lots and restrict traditional urban home types.
Narrow streets and rights-of-way	Recommended strategies: In conjunction with subdivision reforms, allow narrow rights-of-way (30' or less) and paved street areas (20' or less) to enable more efficient use of land, safer streets, and less impervious area. Ex.: alley and shared street arrangements.		Reasonable reductions in paved access for rights-of-way can preserve safety while allowing more flexible configurations of homes.

16. It's emphasized that the 1,200 sq. ft. recommendation here is not intended as a lowest bound, but as an upper bound for those states or cities working within existing regulatory frameworks. Lots smaller than this size already exist in many American cities.

TABLE I: Reducing the land cost of homes, cont'd

Strategy	Description	Visual	Why strategy is needed
Accessory dwelling units, attached or detached	Recommended strategies: Permit one or more accessory dwelling units that may be both attached or detached, and ensure that separate sale is lawful by statute and ordinance. Ex: 12 states have enacted effective statewide ADU laws, with more in progress, and many municipalities in other states have independently legalized ADUs.		With 75-95% of urban residential land in the US zoned for one home per lot, ADUs are an essential strategy to work with what we've got, add homes and make neighborhoods more inclusive.
<i>Where Multiple Units Are Allowed (Duplex and Up), or Units are Otherwise Not Regulated</i>			
Zoning that allows two or more units on the same lot	Recommended strategies: Allow detached units wherever multiple units are allowed on the same lot and ensure that separate sale is lawful by statute and ordinance. Ex: Nashville, Tn., Bentonville, Ark.		Codes should allow for a wide range of buyer options, rather than arbitrarily limiting choice.
Allow or incentivize more homes per lot with FAR bonuses or other mechanisms	Recommended strategies: Allow up to 4 homes per lot. Floor-area ratio (FAR) can be modified if desired to provide bonuses for additional units. Ex: Oregon, Montana.		Allowing more flexible use of individual lots can complement and serve as an alternative to lot size reform.
Coordinated arrangements of detached or attached site-built homes on a single parcel, such as cottage courts	Recommended strategies: Allow a density of at least one unit per 1,200 sq. ft. of gross lot area, and ensure that separate sale is lawful by statute and ordinance. Ex: Raleigh, N.C., Burlington, Vt., Madison, Wis.		Access, parking and frontage requirements can prevent cottage court and similar projects.

TABLE I: Reducing the land cost of homes, cont'd

Coordinated arrangements of manufactured homes, such as manufactured home parks	Recommended strategies: Broadly legalize manufactured home parks, which are often zoned out of entire municipalities, or limited to small and restricted areas.		Rules that ban siting of manufactured homes outside parks prevent these lower-cost homes from scaling.
---	---	--	--

Strategy 2: Enabling lower-cost structures

A range of potential reforms can reduce the cost of the structure as well as the land. Among these, some of the most important include legalizing manufactured homes in all residential zones, forbidding local governments from mandating a minimum size for new-construction homes, and setting constraints on the fees (including impact fees) that local governments can assess on homebuilders.

Other reforms encompass updating building codes to simplify the procedures for cross-mod or factory-built modular/panelized building systems, reforming parking minimums, providing preapproved building plans, and changes to mortgage finance and qualification.



California CrossMod

CrossMod homes are a variant of HUD-code manufactured homes. With upgraded features like pitched roofs, permanent foundations, garages or carports, and drywall interiors, they have the advantages of controlled conditions and economies of scale of off-site construction, while providing a more familiar look and feel for consumers.

TABLE II: Enabling lower-cost structures

The following policy options help lower the cost of constructing starter homes by reducing regulatory barriers, development costs, and other expenses that make modest-sized homes difficult to produce.

Strategy	Description	Visual	Why strategy is needed
Freely allowing manufactured homes	Legalize manufactured homes in all areas zoned for residential use, and pre-empt local workarounds. Ex: Kentucky, Maine.		Development standards can preclude manufactured homes.

TABLE II: Enabling lower-cost structures, cont'd

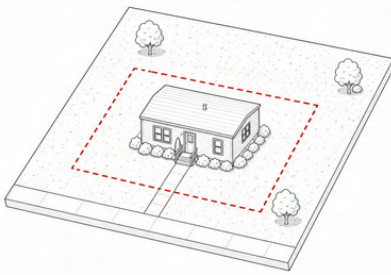
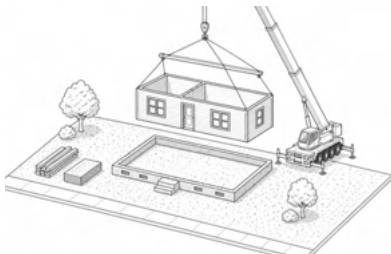
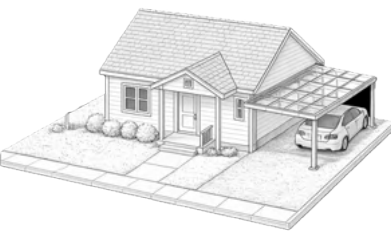
Strategy	Description	Visual	Why strategy is needed
Prohibiting minimum home size ordinances	Prohibit local governments from enacting minimum sizes for residential units, including single-family homes. Jurisdictions have sometimes required minimums well in excess of 1,000 square feet. Ex: Connecticut.		Home cost is directly related to home size—minimum home sizes are an exclusionary practice.
Limit excessive impact fees	Recommended strategies: Require fees to meet or exceed the constitutional standard for relationship to the actual impact of development, and establish hard caps where appropriate. Ex: Florida, Idaho, California.		Impact fees can run to \$100K/per door, making many projects infeasible to build.
Modernize building codes for factory-built housing	Recommended strategies: Review building codes and state law to ensure that they are not penalizing modular and cross-mod construction. Ex: Florida, Texas, North Carolina, California.		State code modular ADUs and homes must be allowed everywhere, but standards can prevent them.
Reducing or eliminating parking mandates	Recommended strategies: Parking minimums are usually debated in the context of apartments and non-residential uses, but parking reforms can also assist starter homes by allowing off-site or community parking, prohibiting requirements for enclosed garages, and allowing carports and parking in setback areas. Ex: Washington, Connecticut, Montana.		Parking spaces add from \$30-50K each, with covered parking mandates even more costly. On smaller infill lots, required off-street parking can prevent projects from penciling by cutting unit counts.

TABLE II: Enabling lower-cost structures, cont'd

Strategy	Description	Visual	Why strategy is needed
Establishing preapproved building plans	Recommended strategies: Have states issue preapproved plans, or enable localities to issue preapproved plans, for small homes that comply with all state and local requirements and that bypass the need for engineering and other agency reviews. Ex: California's state ADU law; see also Boise's preapproved ADU plans.		Custom home designs can be time-consuming, costly and overwhelming. Too many choices creates option fatigue.
Expand access to mortgage financing	Recommended strategies: Though the details are well beyond the scope of this brief, reforms to mortgage finance that allow a wider range of potential buyers access to conventional mortgage financing could help stimulate the construction of smaller for-sale homes. Ex: this would require federal action.		For homeowners with low-interest rate first mortgages, refinancing may not make sense, limiting ADU loan options.

Strategy 3: Expanding Paths to Homeownership

To create more starter homes for sale, we also need to expand the ways people can own them. Homes can be sold through different ownership models, such as condominiums, cooperatives, and other shared arrangements. These options make it possible to sell homes even when they are built more closely together or share land. When these ownership forms are excessively complex, costly, or time-consuming, however, they may steer developers toward rentals or simply result in fewer units being built due to limitations in financing options. Some of these options, like HOAs, qualify for conventional mortgage lending that avoids higher interest rates, pre-sale requirements, or owner-occupancy quotas.

What can be done? Ownership structures, typically established by state laws, can be scrutinized, simplified, and better-fitted to all types of development. While traditional subdivision rules sometimes contain carve-outs for smaller projects, similar reforms can be implemented for other ownership structures as well, as some states have already done.



Nashville, TN

Tennessee's simplified state law for forming homeowners' associations has enabled duplexes to be built as independent for-sale projects using conventional mortgage financing, avoiding local subdivision ordinances and enabling a building boom in Nashville neighborhoods close to the city's central business district.

TABLE III: Reforming Ownership Frameworks

The following policy options provide a menu of approaches for expanding pathways to attainable homeownership.

Strategy	Description	Why strategy is needed
Homeowners' Associations (Non-Profit Corporate Ownership of Common Land with Individual Ownership of Homes and Land Under the Homes)	Recommendations: Enact a simplified HOA law along the lines of Tennessee's Horizontal Property Act, or, for existing HOA laws, establish relief from burdensome meeting, recordkeeping, and reporting requirements for small HOAs or those with annual limited revenues. Ex: Tennessee, Texas, North Carolina, and Washington.	Extensive governance requirements and other standards designed for large associations can discourage use of this important ownership option.
Condominiums (Common Land Under Shared Ownership and Units Under Individual Ownership)	Recommendations: Enact a simplified condominium law that provides relief from burdensome meeting, recordkeeping, and reporting requirements for small condominiums (such as those with fewer than a certain number of units), and explore reforms to reasonably reduce exposure for defect liability. Ex: several states such as Pennsylvania, Colorado, and Minnesota have created exemptions for projects with 12 or less units, reflecting the Uniform Common Interest Ownership Act (UCIOA).	States like California with lengthy construction defect liability periods for condo developers have greatly depressed production of these entry-level ownership options.

TABLE III: Reforming Ownership Frameworks, cont'd

Strategy	Description	Why strategy is needed
Ground Rent (Leasing Land)	Recommendations: For manufactured home parks where homeowners lease lots, allow a right of first refusal for homeowners to purchase and convert the park into another ownership form. Ex: Over 20 states have enacted laws allowing residents a right of first refusal to purchase parks, including Florida, New Hampshire, and Maine.	Manufactured home park residents can be pushed out by escalating space rents, with limited options for relocation with their home.
Co-operatives (Residents Own Shares in a Corporation that Owns the Entire Property)	Recommendations: Consider simplified regulations for cooperatives, including smaller cooperatives. Ex: some states have adopted the Uniform Limited Cooperative Association Act (ULCAA) or implemented other reforms to ease establishment and management of co-ops, such as Nebraska and Colorado.	Complex regulations discourage adoption of this important lower-cost, community based ownership option.

The ideas presented in this brief are not intended to be exhaustive. No single policy change will, by itself, restore the production of starter homes. Rather, communities that have been most successful in expanding attainable homeownership have typically pursued multiple complementary strategies to reduce land costs, lower construction costs, and expand pathways to homeownership.

Every state and community faces different housing challenges, legal frameworks, and market conditions. Rather than prescribing a single approach, this report provides a menu of proven policy options that policymakers can tailor to their own circumstances. By removing barriers to the production and ownership of modest-sized homes, states and local governments can help bring back the starter home as a realistic pathway to homeownership, wealth creation, and stronger, more resilient communities.



Atlanta, GA
Zero Lot Line Homes
No HOA



Decatur, GA
Cottage Court

Additional Resources & Reading

Casita Coalition's [Build the Middle Playbook](#)

Mercatus Center's [Tennessee's HPR Law and Its Transformation of Nashville's Housing Market: A Model for Other States](#)

NYU Furman Center's [Here Come the Tall Skinny Houses: Assessing Single-Family to Townhouse Redevelopment in Houston, 2007-2020](#)

Sightline Institute's [Pro-Homes Messaging Toolkit](#)

National League of Cities' [Housing Supply Accelerator Playbook](#)

Pew Charitable Trust Study on the Safety of Single-Stair Apartment Buildings

National Housing Crisis Task Force's [Land Use, Permitting & Building Code Reform: A Path Forward](#)

City of Portland: [Middle Housing in the Single-Dwelling Zones, Progress Report 2018-2024](#)

Images: With thanks to Villa, Dream Finders Homes, Accessorydwellings.org, Zillow, Decatur Land Trust and Alex Pemberton for images in this report. Cover photo of a Portland fourplex courtesy of Orange Splot, LLC

Read the Infographic
Summary



Appendix: Menu of strategies

GOAL	STRATEGY	PROVEN EXAMPLES	IMPACT	ACTION NEEDED
REDUCE THE COST OF LAND PER HOME	REDUCE OR ELIMINATE MINIMUM LOT SIZES	HOUSTON, TX IDAHO, KANSAS, MAINE	34,000+ TOWN HOMES BUILT IN HOUSTON, 37% LESS COST (1)	LIMIT MINIMUMS TO 3,000 SQ FT OR LESS
REDUCE THE COST OF LAND PER HOME	REFORM SUBDIVISION RULES	PORTLAND, OR MIDDLE HOUSING LAND DIVISION	FEE SIMPLE HOMES SELL FOR \$250,000 to \$300,000 LESS (2)	STREAMLINE LOT SUBDIVISION PROCESS
REDUCE THE COST OF LAND AND HOME	ALLOW SEPARATE SALE OF ADUS	CALIFORNIA, OREGON, WASHINGTON, TEXAS	THOUSANDS OF ADUs CONVERTED & SOLD. HOME PRICES 40-50% LESS (3)	REMOVE BANS ON ADU SEP SALE IN MUNICIPAL OR STATE LAW
REDUCE THE COST OF DEVELOPMENT	REDUCE OR REMOVE PARKING MINIMUMS	WASHINGTON, CONNECTICUT, MONTANA	ADUs AND MORE UNITS FIT ON LOT; \$10-50K SAVINGS (4)	MUNICIPAL CODE OR STATE LAW
REDUCE THE COST OF DEVELOPMENT	REDUCE, WAIVE OR DEFER IMPACT & OTHER FEES	PORTLAND, FLORIDA, IDAHO, CALIFORNIA	LOWERS HOME COST, MAKES MORE PROJECTS FEASIBLE	MUNICIPAL CODE OR STATE LAW

Appendix: Menu of strategies, cont'd

GOAL	STRATEGY	PROVEN EXAMPLES	IMPACT	ACTION NEEDED
REDUCE THE COST OF THE HOME	REMOVE BARRIERS TO MANUFACTURED HOMES	CALIFORNIA, MINNEAPOLIS, OREGON, VIRGINIA	MANUFACTURED HOME PRICES 40-50% LESS (5)	ALLOW EVERYWHERE, TITLE AS REAL PROPERTY, ALLOW CHASSIS REMOVAL
REDUCE THE COST OF THE HOME	RESIDENTIAL BUILDING CODE FOR MIDDLE HOUSING	RHODE ISLAND, NORTH CAROLINA, ARIZONA, ALASKA	COST OF CONSTRUCTION 13-30% LESS (6)	ADOPT MODIFIED RESIDENTIAL CODE FOR SPECIFIED PROJECTS
REDUCE THE COST OF LAND AND HOME	ALLOW MAXIMUM LOT & SETBACK FLEXIBILITY	ATLANTA, GEORGIA REDMOND, WA	ENABLES ZERO LOT LINE ROWHOUSES & COURTYARD HOMES	MUNICIPAL CODE OR STATE LAW
EXPANDING OWNERSHIP OPTIONS	SIMPLIFY HOA & CONDO LAW	TENNESSEE, NORTH CAROLINA, TEXAS	HOME PRICES 40% LESS, SAVES TIME & SOFT COSTS (7)	MUNICIPAL CODE OR STATE LAW

Sources:

- <https://www.mercatus.org/research/policy-briefs/learning-houstons-townhouse-reforms>
- <https://www.sightline.org/wp-content/uploads/2025/06/Monitoring-reports-Middle-Housing-in-the-Single-Dwelling-Zones-Progress-Report-2018-2024-January-2025.pdf>
- <https://assets.unlockmls.com/pu0snv8rn9fa/5HaW83ratkgNRcyg4bbhGf/6345dc34abee86f2914aca52c70e15e/HOME Outcomes Market Performance Report %C3%A2 ABoR 2026.pdf>
- <https://www.sightline.org/2024/03/18/unlock-middle-housing-with-parking-reform/>
- <https://www.pew.org/-/media/assets/2024/10/comparison-of-the-costs-of-manufactured-and-site-built-housing.pdf>
- <https://centerforbuilding.org/publication/beyond-zoninghidden-code-barriers-to-middle-scale-housing>
- https://www.mercatus.org/research/research-papers/TN-hpr-law-transforming-nashvilles-housing_