Why is the Missing Middle Missing?
The Numbers Have to Work!

IRR

DCR

CFAT

BER

Fri

ROI

Cap rates

Interest rates

NOI

CFBT

GRM

GOI

LTV

CoC

OER

NPV
Creating a Competitive Proforma
Developer Type
Parcel Size
Zoning
Market Conditions
What can “we” do?

• We can take explore ways of changing or adding to our Development Review Process.

• We can get creative with our zoning.

• We can adjust existing parking, height, and setback requirements.

• We can consider implementing financial incentives.
What can “you” do?

- Educate
- Advocate
- Evaluate
- Communicate