



2952 Alter Road, Detroit, MI 48212

Request for Proposals

Release Date: September 21, 2026

Pre-Submission Conference: September 30, 2026

Site Visit Opportunity: October 2, 2026

Proposal Submission Deadline: November 13, 2026

Selection of Preferred Developer List: November 20, 2026

Shortlist Interviews: December 1, 2026

Final Selection/Recommendation: December 11, 2026

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I. PROJECT OVERVIEW

The City of Detroit's Housing and Revitalization Department ("HRD") is seeking proposals from qualified housing developers and operators to acquire and renovate the property as a high-quality, mixed-income residential development. Respondents may propose rental housing, for-sale condominium units, or a combination of housing types, subject to the affordability, financing, and regulatory requirements set forth in this RFP.

The property is located at **2952 Alter Rd, Detroit, Michigan 48215**. Built in **1948**, the approximately **24,051-square-foot** structure consists of four floors above grade and a basement. Renovation will require an experienced development team with demonstrated capacity to execute a project of this scale and complexity. In addition to the main building, three additional City owned parcels at **2981, 2987, and 2993 Alter Rd** are reserved for inclusion in the sale and use as parking for the development.



II. AREA SUMMARY AND NEIGHBORHOOD ASSETS

Alter Rd forms part of Detroit's eastern boundary with Grosse Pointe. A thoughtful, high-quality redevelopment at this location can strengthen the surrounding urban fabric and contribute to the continuity between the neighboring communities. The site is supported by major thoroughfares, fixed-route public transit, retail, banking, fuel and convenience services, full-service grocery options, and community-serving organizations that offer amenities for residents across a range of income levels.

Area Highlights

- [Xavier Square Apartments](#) (3141 Alter Rd) – 14 UNITS (12-Two Bed, 2-One Bed), 30% AMI, \$5.4 Development Cost; Serving Citizens w/Disabilities
- 2940 Alter Rd – [Unit Example](#)
- Charlevoix Street and Grosse Pointe amenities, including Trader Joe's and Kroger
- Kercheval Avenue – [POST Detroit and Mutual Adoration](#)
- [Mack-Alter Square](#) – Aldi's, Mini DPD Station, Secretary of State Office
- [Eastside Community Network \(ECN\)](#) – 40+ year community organization
- [U-Snap-Bac](#) – 40+ year community organization
- [JEI](#) – Originally established in 1994

Scoring Factors

- Walk Score: 60/100 — “Somewhat Walkable”
- Public Transit Proximity Score: 5 of 5
- DDOT routes with fixed stops within approximately one-quarter mile:
 - DDOT Route 1 (Vernor)
 - DDOT Route 31 (Mack)
- 2026 HUD QCT Status:
 - This tract is an officially designated HUD 2026 Qualified Census Tract (QCT).
 - Census Tract 5121, Wayne County, Michigan
 - Official 2026 LIHTC Basis Boost Validation
 - Potential Financial Impact - *If otherwise eligible, a project located in a QCT may qualify for up to a 30% increase in the eligible basis under the LIHTC program. Respondents are responsible for confirming eligibility with their tax-credit and legal advisors.*



Xavier Square (3141 Alter Road)



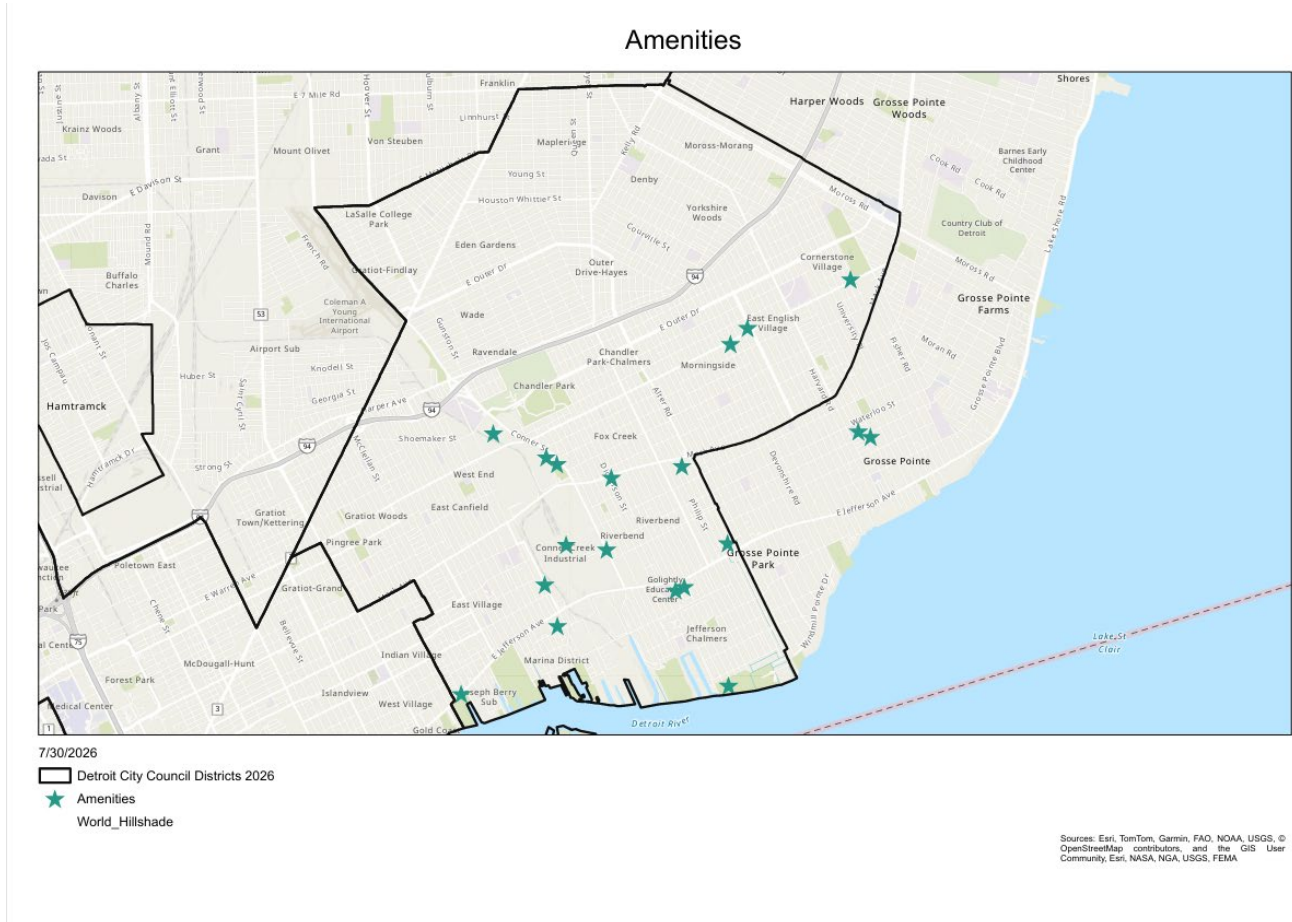
2940 Alter Road

MSHDA Impacts (Potential LIHTC Scoring Considerations)

The following preliminary neighborhood-asset inventory identifies nearby public schools, medical facilities, and full-service grocery stores that may be relevant to MSHDA place-based criteria. Respondents must independently verify current program requirements, qualifying status, and distances.

1. Proximity Map Overview

The map below identifies the project site and selected nearby neighborhood assets.



2. Proximity & Asset Details

- **Public School (K-8): Detroit Merit Charter Academy**
 - Location: 1091 Alter Rd, Detroit, MI 48215 (approx. 1.2 miles south).
 - MSHDA Impact: Serves as a tuition-free public charter school framework covering kindergarten through 8th grade.
- **Medical Facility: Park Medical Centers**
 - Location: 12871 E Jefferson Ave, Detroit, MI 48215 (approx. 1.2 miles southwest).
 - MSHDA Impact: Operates a full, primary care doctor and physician practice accepting new patients Monday through Friday. (Alternative option: East Riverside Health Center sits at 13901 E Jefferson Ave).
- **Full-Service Grocery Store: ALDI**
 - Location: 14708 Mack Ave, Detroit, MI 48215 (approx. 1.3 miles north).

- MSHDA Impact: Fully qualifies as a high-density, multi-department commercial supermarket providing fresh produce, meat, and dairy staples. (Alternative options: A & W Food Center at 13016 Mack Ave or the community-led Neighborhood Grocery at 500 Manistique St).







Mack Ave Commercial Amenities

Employment Centers

The site is positioned to serve residents employed in Downtown Detroit and at major east-side employment centers, including Stellantis and Lear facilities in the Conner Avenue corridor.

Stellantis – Detroit Assembly Complex

- Stellantis' Detroit Assembly Complex—including the Mack Avenue and Jefferson North plants—is one of the East Side's largest industrial employment centers and a major anchor of Detroit's automotive economy.
- The company's recent **\$2.5 billion investment** in the two facilities was projected to create nearly **5,000 new jobs**, including a commitment to prioritize Detroit residents for **3,850 positions at the Mack plant**. [City of Detroit](#)
- The Mack facility represented the **first new automotive assembly plant constructed in Detroit in nearly 30 years**, reinforcing long-term manufacturing investment on the city's East Side.

Lear Corporation – Detroit Plant

- Lear's Detroit manufacturing plant occupies approximately **416,000 square feet** within the 684,000-square-foot industrial development at **9501 Conner Street**, on the former Cadillac Stamping Plant site. [City of Detroit](#)
- The facility serves as a major automotive seating production and assembly operation, supporting Detroit's broader automotive manufacturing supply chain.
- Originally projected to create approximately **450 jobs**, the plant reported **811 Detroit-based jobs in 2025**, significantly exceeding its initial employment projection. [Detroit Economic Growth Corporation](#)
- Together, the Stellantis and Lear facilities strengthen the East Side's industrial employment base and create sustained demand for **quality housing accessible to nearby manufacturing workers**.



III. PROPOSED DEVELOPMENT OPPORTUNITY

The successful Respondent will:

- Demonstrate successful experience in planning, developing, constructing, and managing developments of comparable size.
- Have significant rehabilitation development expertise, together with a commitment to creating high-quality, well-designed mixed-income housing.
- Demonstrate relevant experience completing mixed-use development, where applicable.
- Demonstrate a strong track record in delivering quality projects on time.
- Provide an affordable housing program that, at minimum, reserves 20% of the units for households earning no more than 80% of Area Median Income (“AMI”), subject to the proposed financing and incentives. The City will give preference to proposals that provide deeper or broader affordability.

Respondents are asked to submit the following:

- Letter Of Intent, which includes a narrative of the Respondent’s approach to developing the site, including unit mix and proposed affordability.
- Detailed experience of the development team (including current resumes).
- Graphic representation, financial details, and references for a minimum of three (3) past projects of similar size.
- Detailed and vetted sources and uses for the proposed project, including an operating pro forma.
- Basic design vision. The applicant should provide a graphic representation of a general massing, site plan, and neighborhood context of the proposed project. However, the City prefers that applicants invest their time and resources in a detailed financial analysis rather than upfront design work for this project.
- Preliminary project schedule, construction timeline, and strategy for developing the site.

Evaluation Criteria will also include:

Local Hiring and Participation

- Detroit-based project team, minority or women-owned businesses, and/or significant partnerships with local firms and community organizations, and evidence of previous local hiring experience.

Preliminary Program Strategy

- The proposed development and methodology provided by the Respondent are logical and feasible, indicating an understanding of realistic sources and uses of funds required for the project (Letters of Intent are not required for submission).
- Preliminary programming strategy of any commercial space, parking, and amenities reflects an understanding of local market conditions.
- The extent to which the developer intends to engage the community within their development timeline.

- The budgets provided indicate the Respondent's commitment to ensuring the pricing proposed is reasonable.
- The proposed timeline and phasing ensure timely completion of the project.

Financial and Leverage Capacity

- Ability to obtain, structure, and implement financing for the Project, including demonstrated ability to procure financing and complete projects on schedule and within budgetary assumptions.
- Depth and credibility of financial pro forma, ability to deliver identified financial sources, and capacity of development principles.
- Consideration of the percentage of equity the developer intends to put toward this project.

Project Design Standards

- Any work that was done in the preparation for submission by the Respondent will be taken into consideration.
- The extent to which the preliminary site plan proposed, and design adheres to the Guiding Development Principles.
- The degree to which the proposed construction budget is realistic and implementable.

IV. PROPERTY DESCRIPTIONS

The 2952 Alter Road Development Site is located near the intersection of Alter Road and Charlevoix Street.

Broker Listing:

2952 Alter Rd, Detroit, MI 48215 | Crexi.com

<https://www.crexi.com/widgets/1248/properties/1733882>

Legal description

E ALTER 7 THRU 5 KENNEDYS SUB L31 P44 PLATS, WCR 21/404 89.13 X 129.83

Property Specifics

Units: 40 – (Studios, One bedrooms)

Zoning: R2 - (The previous multifamily use will be permitted without variance.)

Total Acreage: 0.265 acre

Total Parcel Area: 11,559 square feet

Approximate Dimensions: 130 x 89





HISTORICAL CONTEXT

Historic Status: The building is not currently designated as historic. However, please see the narrative provided below by the Historic Preservation, Planning & Development Department, City of Detroit.

“2952 Alter was originally owned and built by developer Daniel Fidler, whose firm was responsible for the construction of several other architecturally ambitious, upper-class “family-oriented” apartment houses across the city, including the recently rehabilitated Weston Hall at Pingree and 14th Street. Fidler’s buildings were noted in newspaper articles for their high end fit and finishes, in some cases “beautifully and tastefully furnished” by the Contract Department of J. L. Hudson’s downtown. His work was as lauded for being of “modern design and architecturally correct.”

The building permit for 2952 Alter, or the “La Dora” apartments, was granted in November 1927. The architect for this building was Robert J. West, who also designed the palatial Italian Renaissance “Glendale Lodge” building at Highland Park, the “El Tovar” apartment house, another eastside luxury building still standing on East Grand Boulevard between St. Paul and Agnes Streets, and several high-end 1930s residential apartment houses in exclusive Palmer Park.

Erected of brick and clay tile, this building opened for use in 1928. It is located on the east side of Alter between Charlevoix and Goethe at the city line. The exterior is finished at the front with variegated red brick laid in a Flemish bond, incorporating modest brick ornamentation that reflected the emerging trend away from the stylistic exuberance of the early 1920s. A distinctive cast stone arch frames the entryway, and the window openings are located asymmetrically, singly and in groups, across the front façade, giving the building interest and texture while allowing a simplified interior plan. A light well on the side, facing south, brings sunlight and air to the building’s interior.

The property may be eligible for National Register listing (and therefore Federal and State tax incentives) under the NRHP MPDF “Apartment Buildings in Detroit, 1892-1970.” Historic contexts relevant to 2952 Alter may include “Detroit Apartments, the Boom Years: 1893-1929” (sec. E p.6) and relevant typological forms may include “Rectangular-plan Apartments” or “Light Court and Courtyard Apartments” (sec. E p.38-41). City staff in the Planning and Development Department can provide additional information on these opportunities.”

Respondents will have an opportunity to inspect and measure the building during the Building Site Visit scheduled for 9/18/2026 from 11 am until 12:30 pm. Signed Liability Waiver will be required for all attendees.

LOT DESCRIPTIONS –

2981 ALTER RD – (Vacant Land)

W ALTER ROAD LOT 486 C B SHERRARD SUB L32 P58 PLATS, WCR 21/407 30 X 102.17A

Zoning: R2

Total Acreage: 0.071

Total Parcel Area: 3084

Approximate Dimensions: 102 x 30

2987 ALTER RD – (Vacant Land)

W ALTER ROAD LOT 485 C B SHERRARD SUB L32 P58 PLATS, WCR 21/407 30 X 102.05A

Zoning: R2

Total Acreage: 0.07
Total Parcel Area: 3060
Approximate Dimensions: 102 x 30

2993 ALTER RD – (Vacant Land)

W ALTER ROAD LOT 484 C B SHERRARD SUB L32 P58 PLATS, WCR 21/407 30 X 101.93A

Zoning: R2
Total Acreage: 0.071
Total Parcel Area: 3084
Approximate Dimensions: 102 x 30

*****The following information is not to be considered exhaustive. It is being provided for reference only. All measurements and best case uses must be verified and determined by respondents.*****

EXAMPLES OF EXISTING CONFIGURATIONS AND APPROX. SQUARE FOOTAGE –

STUDIO:

Living Room – 18 x 12.5
Kitchen/Dining Room – 18 x 7
Bathroom – 8 x 5
Bonus Space – 6.5 x 5.5
Total – 427 sf (approx.)

STUDIO:

Living Room – 17 x 14
Walk-in Closet – 6 x 4
Kitchen/Dining Room – 18 x 7
Bathroom w/Bonus Space – 13 x 5
Total – 453 sf (approx.)

ONE BEDROOM:

Living Room – 17 x 11.5
Kitchen/Dining Room – 15 x 7.5
Bathroom – 6 x 6
Bedroom – 13 x 9
Total – 462 sf (approx.)

ONE BEDROOM:

Living Room – 15 x 12
Hallway – 10 x 5
Kitchen/Dining Room – 15 x 8
Bathroom – 7 x 6
Bedroom – 14 x 9
Total – 518 sf (approx.)







EXAMPLES OF EXISTING GARDEN LEVEL SPACES FOR COMMUNAL, COMMERCIAL OR LIVING ACCOMMODATIONS AND APPROX. SQUARE FOOTAGE –

“SPACE 1” –

(L-Shaped):

43 x 13.5 = 580

30 x 14 = 420

**Total – 1,000 sf
(approx.)**

“SPACE 2”:

64 x 16

**Total – 1,024 sf
(approx.)**

“SPACE 3”:

35 x 18

Total – 630 sf (approx.)





V. PRE-DEVELOPMENT PROPERTY INFORMATION

The 2952 Alter Road Development Site is currently zoned R2. The R2 district is intended primarily for single and two-family dwellings; additional uses may require conditional approval or other zoning relief. ***The property has a pre-existing non-conforming use of multifamily that can be continued without any zoning changes.*** The selected developer must obtain site-plan approval through the City’s Buildings, Safety Engineering and Environmental Department (“BSEED”), together with all other required zoning, permitting, and governmental approvals. Respondents are responsible for conducting independent due diligence regarding the approvals required for their proposed development program.

VI. ACQUISITION AND POTENTIAL INCENTIVES

Acquisition and Bid Price: The asking price for all four offered parcels combined is \$240,000. Respondents must propose a purchase price for the property.

The selected developer will be responsible for all infrastructure costs related to the project, including but not limited to electrical, street, water, and sewerage. Respondents with verifiable email address will be provided access to review **environmental reports** the department has on file. The City may work with the developer, if necessary, to potentially obtain brownfield assessment grants through the Detroit Brownfield Redevelopment Authority.

Available Public Subsidies

Payment In Lieu of Taxes (PILOT) is a tax incentive to support the development of affordable housing.

On Tuesday October 29, 2024, Detroit City Council voted to amend the City's local Payment in Lieu of Taxes (PILOT) ordinance to expand access to PILOT for affordable housing developers following a recent change to State Law. A PILOT is a tax incentive that calculates property taxes as a percent of rental revenue, instead of tying them to property value. This program is managed by the City of Detroit Housing and Revitalization Department.

<https://detroitmi.gov/departments/housing-and-revitalization-department/housing-development/payment-lieu-taxes-pilot>

City of Detroit NOFA

The City of Detroit allocates funds through the U.S. Department of Housing and Urban Development (HUD) two times per year (typically July & December) to strengthen public-private partnerships in order to achieve the following goals:

1. Produce mixed-use, mixed-income multifamily housing developments in the city's neighborhoods through both new construction and adaptive reuse of existing structures.
2. Preserve affordability in both rent restricted and naturally occurring affordable multifamily housing.
3. Develop supportive housing for homeless individuals and families.
4. Prepare for, prevent, and respond to coronavirus.
5. Provide opportunities for and support development to first-time, small-scale, community-based organizations/entities.

[Housing Development | City of Detroit](#)

City of Detroit Section 108 Loan Program

Affordable housing developers and owners have the opportunity to apply for loans through the City of Detroit's ALFAH (Affordable Loans for Affordable Housing) Section 108 loan program to support projects that advance the City's goals of affordable housing production and the creation or stabilization of healthy mixed-income communities with a rich array of amenities and strong local economies. HRD is making up to \$75,000,000 of funding available through lower-interest loans that must be repaid to support the preservation and

construction of affordable housing, and to reduce the barriers to housing development. This is not a gap financing program.

Section 108 is a loan guarantee program administered by the Department of Housing and Urban Development (HUD) specifically for recipients of Community Development Block Grant (CDBG) funds, such as Detroit. Section 108 loans are low-cost or lower-cost flexible financing that can be used to support economic development, housing, and other projects. In 2025, Detroit applied for and received approval for a \$75 million loan pool focusing on affordable housing development. HRD has released a Notice of Funding Availability (NOFA) for developers seeking individual loans within that pool. These funds must be used for CDBG-eligible uses and comply with CDBG regulations.

This NOFA offers four different loan products to meet the needs of a variety of development stages, financial circumstances, and project types. Basic details on the four loan types are:

Loan Type	Eligible Use	Suggested Project Type
Acquisition Short-Term Loan	Acquisition	Vacant residential & mixed-use buildings
Acquisition Mini-Perm Loan	Acquisition & other soft costs	Occupied rehabilitations of residential/mixed-use properties
Senior Construction-to-Permanent Loan	Acquisition, hard and soft costs; New construction if CBDO	LIHTC projects with project-based assistance or other Financing requiring Davis-Bacon compliance
Tax Equity Bridge Loan	Acquisition, hard and soft costs; New construction if CBDO	LIHTC projects with project-based assistance or other financing requiring Davis-Bacon compliance

[ALFAH Section 108 Loan Program | City of Detroit](#)

Detroit Housing for the Future Fund (DHFF)

The *Detroit Housing for the Future Fund* is comprised of private investment that will be invested into affordable housing development and preservation in Detroit. The DHFF is managed by Local Initiatives Support Corporation and was created in partnership with the City of Detroit Housing and Revitalization Department as part of the Affordable Housing Leverage Fund initiative. The DHFF is designed to deploy private grant and low interest loan capital to compliment and leverage public investment through the City of Detroit and

Michigan State Housing Development Authority as well as tax credits and other existing affordable housing finance tools.

[Detroit Housing for the Future Fund | LISC Detroit](#)

MSHDA 9% (competitive) and 4% (non competitive) Low Income Housing Tax Credit (LIHTC) & Gap Funding

The Low Income Housing Tax Credit Program is an investment vehicle created by the federal Tax Reform Act of 1986, which is intended to increase and preserve affordable rental housing by replacing earlier tax incentives with a credit directly applicable against taxable income. Administered in Michigan by the Michigan State Housing Development Authority (MSHDA), this program permits investors in affordable rental housing who are awarded the credit- corporations, banking institutions, and individuals - to claim a credit against their tax liability annually for a period of 10 years.

[Low Income Housing Tax Credits \(LIHTC\)](#)

MSHDA Housing Accelerator Fund

The Michigan Housing Accelerator Fund will provide financing options to assist in the development of mixed-income projects by bridging financing gaps through a combination of Authority funding sources that provide lower costs of capital and require a commitment to affordability.

[MSHDA to Launch Michigan Housing Accelerator Fund](#)

Federal Home Loan Bank – Affordable Housing Program (AHP)

AHP provides gap funding to support the acquisition, construction or rehabilitation of housing affordable to low- and middle-income households. AHP funds support multi- and single-family development of rental and homeownership projects.

[FHLBank Indianapolis Affordable Housing Program](#)

Federal Historic Tax Credits (HTC)

The Federal Historic Tax Credit program offers a **20% income tax credit** to property owners who substantially rehabilitate income-producing historic buildings. Jointly administered by the **National Park Service (NPS)** and the **IRS**, the program encourages the private-sector preservation and redevelopment of historic structures.

[Historic Preservation Tax Incentives \(U.S. National Park Service\)](#)

Michigan State Historic Tax Credit

The Michigan State Historic Tax Credit Program provides a 25% income tax credit for qualified rehabilitation expenditures on eligible historic resources. The program is administered by the State Historic Preservation Office (SHPO) in partnership with the Michigan Department of Treasury, and helps property owners offset the costs of preserving the state's historic buildings.

[Michigan's New State Historic Tax Credit Program | MiPlace](#)

CDFIs currently funding multi-family rehabilitation in Detroit

Invest Detroit [What We Do - Invest Detroit Invest Detroit](#)

Enterprise [Detroit | Enterprise Community Partners](#)

Capital Impact [Mission-driven Financing for Community-Centric Projects](#)

HUD Senior Housing Programs:

[Housing for Seniors and Persons with Disabilities | HUD.gov / U.S. Department of Housing and Urban ...](#)

Housing for Seniors and Persons with Disabilities | HUD.gov / U.S. Department of Housing and Urban Development (HUD)

Housing for Seniors and Persons with Disabilities. The Section 811 Supportive Housing for Persons with Disabilities, and Section 202 Supportive Housing for the Elderly programs provide funding to develop and subsidize rental housing for low-income adults with disabilities and residents 62 years of age or older.

Detroit Housing Commission

The Project Based Voucher Program (PBV Program) is designed to provide low and moderate-income individuals and families with housing assistance in specific units contracted with the Detroit Housing Commission (DHC). The housing assistance is provided to income-eligible applicants who are approved for tenancy at the contracted location.

<https://dhcmi.org/departments/rental-assistance/project-based-voucher-program>

VII. EVALUATION AND SELECTION PROCESS

Evaluation Process

A Selection Committee (the “Committee”) will be established to review submissions. The Committee will consist of representatives from HRD, PDD, DLBA, NED, the Department of Neighborhoods, and a community stakeholder representative. Additionally, the Committee may seek assistance from selected consultants. The Committee reserves the right to contact references and verify material submitted in any proposal.

The submission of a proposal with all the requested information does not guarantee the Respondent will be a candidate for an interview.

The Committee may elect to schedule interviews with a short list of submitters. The Respondent(s) interviewed will be given the opportunity to discuss in more detail their qualifications, past experience, and redevelopment proposal during the interview process. Following the interview phase, and assuming the Committee elects to pursue a specific proposal, a Respondent may be selected.

The City intends to negotiate the terms and conditions of the sale and development through a Development Agreement. It is the City’s expectation that the 2952 Alter Rd Development Site should be completed in two (2) years from the date of closing. As set forth below, a developer’s demonstrated capacity to meet the timeline will be a factor in proposal evaluation.

The major criteria for selecting a developer will be the submission of qualifications that meet with criteria stated in Section VIII of this RFP, titled Proposal Requirements. A qualified developer is an individual or development team that, in the opinion of the Committee, possesses the experience, design acumen, and financial resources necessary to undertake and successfully complete the development of the 2952 Alter Rd Development Site within the requirements of federal and local laws and regulations in a timely fashion.

VIII. PROPOSAL REQUIREMENTS

Proposals shall not exceed twenty (20) double-sided pages in length, including maps, renderings, and plans. Each section of the proposal must be clearly identified with the appropriate headings. Up to ten (10) additional pages of financial information and/or personnel resumes may be attached as appendices. To be considered responsive to this RFP, Respondents must provide all of the information requested. The specifications within the RFP represent the minimum performance necessary for response.

Proposals should be submitted using the following format:

- **Section 1 — Project Description:** A narrative of the Respondent's approach to the development of the property, including proposed unit mix and adequate parking spaces. Specifically articulate how the proposal is contextually appropriate, relates to the guiding principles section of the RFP, and is inclusive of local human capital. Describe and support the anticipated market and users of the Project. Additionally, Respondent must list and provide a strategy for any additional parcels requested in their proposal beyond the base project site.
- **Section 2 — Site Plans:** Provide a schematic plan including a site plan, schematic floor plans for each level, and rendered contextual views of the proposed development. Plans shall be no larger than 11 inches x 17 inches in size. In connection with these plans, specifically identify any infrastructure, utility, zoning or other public or quasi-public entitlements or onsite or offsite improvements not presently in place with respect to the 2952 Alter Rd Development Site, which the proposal assumes will need to be constructed or approved by a state, county or local governmental unit or public utility provider.
- **Section 3 — Project Schedule:** Include a project completion schedule including start and completion dates and other key dates as identified for action. The proposal must include the time period by which this Project will be initiated and completed.
- **Section 4 — Project Financing:** Include specific terms of site acquisition, as well as a development budget that shows residential and parking components separated out and combined. Please include phasing as may be applicable, and a ten-year pro forma (operating budget) analysis including market and other financial assumptions for the Project. Include the anticipated time schedule to assemble needed financial commitments, types of financing expected, specific incentives required and their impact on the financial assumptions, and letters of interest from banks or other sources. Include any other financial commitments or projections that are relevant to the successful completion of the Project. Financial partnerships (e.g., public/private; non-profit/profit) must be identified. All proposals must include a bid price for the 2952 Alter Rd Development Site.
- **Section 5 — Organization Overview:** Provide a history of the Respondent's business or organization, including years of operation, locations, size, growth, services, and financial stability. Include information regarding any pending or recent lawsuits against the organization, its officers or employees. If the proposal is submitted by a lead organization on behalf of several partners, provide similar information for each partner.
- **Section 6 — Professional Qualifications:** List all key individuals and third-party service providers working on the Project, their respective roles and responsibilities, and a brief professional history of each, including technical and/or professional expertise. An

organizational chart of the members of the development team should be included along with a designation of the individual who is responsible for day-to-day planning and development activities for the Project.

- **Section 7 — Prior Experience:** Provide a description and dates of other redevelopment residential and surface parking projects completed, particularly those of similar size and characteristics. Include names, titles, e-mail addresses, and phone numbers of contact persons from units of government where these projects are located. Include supporting documents to demonstrate capacity. The City strongly encourages respondents to consider inclusion of team members that are Detroit-based, minority led, and/ or otherwise have a substantive body of knowledge or experience with Detroit.
- **Section 8 — Local Hiring:** It is the policy objective of the City to improve the economic conditions of individuals, households and companies in Detroit. City of Detroit Executive Order No. 2014-4 and Executive Order No. 2014-5 regarding Resident/Local Employment and Contracting are applicable to this Project. Include a strategy to address local hiring and compliance with Executive Order No. 2014-4 and Executive Order No. 2014-5, as well as statistics that evidence previous experience with local hiring on past projects.

Personal Financial Information:

Note that in addition to the foregoing, finalists may also be asked to provide substantive information regarding the financial capacity of the submitting organization and its principals, including the Respondent's financial statements from the previous three years. Reasonable efforts shall be made by the City of Detroit to maintain such information in confidence during the final review period; however as with other information submitted under this Request for Proposals such information may also be subject to the Freedom of Information Act.

IX. SUBMISSION PROCESS AND TIMELINE

Directions for Submissions

To be considered, proposals must be received no later than 5:00 PM Eastern Time on November 13, 2026. Responsibility for timely submission rests solely with the Respondent.

Submissions may be made electronically in an 8.5x11 PDF format via email to **publicprivatepartnerships@detroitmi.gov**

Once received by HRD, submissions will not be returned. Formal communication, such as requests for clarification and/or information concerning this solicitation shall be submitted by email to: **publicprivatepartnerships@detroitmi.gov**. Responses will be provided to all inquiries and answers to frequently asked questions will be available. Responses to questions will be e-mailed to all Respondents on a weekly basis. No information concerning this solicitation or request for clarification will be provided in response to telephone calls.

All expenses involved in the preparation and submission of the RFP to the City of Detroit or any work performed in connection therewith shall be assumed by the Respondents. No payment will be made by the City of Detroit for any responses received, nor for any other effort required of or made by the developer prior to the commencement of work.

All information in a Respondent's proposal is subject to disclosure under the provisions of Public Act No. 442 of 1976, as amended (known as the Freedom of Information Act).

Pre-Submission Conference & Timeline

- On **September 30, 2026**, HRD will conduct an optional, virtual Pre-Submission Conference from **10 AM to 11 AM**.

Use link below to join the meeting:

<https://teams.microsoft.com/meet/292315803666569?p=AuFv0Hy79cnYJXtXnh>

- On **October 2, 2026**, HRD will conduct an optional in-person site visit of the property from **12 PM to 1:30 PM**.

*****A physical copy of the signed Liability Waiver is required for access. ***** (Exhibit 'A')

Activities

Dates

Release Date:	9/21/2026
Pre-Submission Conference:	9/30/2026
Site Visit Opportunity:	10/02/2026
Proposal Submission Deadline:	11/13/2026
Selection of Preferred Developer List:	11/20/2026
Shortlist Interviews:	12/1/2026
Final Selection/Recommendation:	12/11/2026

For any questions regarding the submission of qualification statements, please contact **publicprivatepartnerships@detroitmi.gov**.

X. GUIDING DEVELOPMENT PRINCIPLES

Program Requirements

Preservation of Historic Architecture:

The property is not currently subject to historic-district design requirements. Respondents remain responsible for confirming whether any historic review or approval becomes applicable.

Surface Parking

The selected developer shall comply with parking requirements established through the applicable development-review processes. Subject to separate approval and negotiation, DLBA-controlled parcels across Alter Road at 2981, 2987 and 2993 Alter Road may be included in the sale to provide additional resident parking.

Guiding Development Principles

The City of Detroit is committed to advancing design excellence that promotes equity, sustainability, resilience, and healthy living for those who live, work, and gather within and around the surrounding neighborhood. Accordingly, proposals shall incorporate walkable urban-design principles and sustainable neighborhood-development strategies, including the following:

Parking

Parking shall not be designed fronting a street without sufficient screening and buffering, subject to the approval of P&DD.

Parking lots shall be screened from upper unit views, with trees or trellises.

Vehicular access should be located so as to minimize, if not avoid, conflicts with the pedestrian, utilizing alleys, where possible.

Bicycle parking should be located so as to minimize, if not avoid, conflicts with pedestrians, utilizing alleys and adequate shelter, where possible.

XI. RESERVATION OF RIGHTS

The City of Detroit reserves the right to reject any and all proposals and to select the proposal it deems is in the best interests of the City, even if it is not the highest purchase price.

The City of Detroit reserves and may exercise the right to request one or more of the developers to provide additional material, clarification, confirmation, or modification of any information in the submission, and can supplement, amend, substitute, cancel, or otherwise modify this Request for Proposal at any time prior to the selection of one or more developers.

In the event that the evaluation and selection process outlined in Section VIII does not result in the execution of a definitive selection, the City of Detroit, at its sole option, may choose to initiate negotiations with any other qualified developer, reopen the entire RFP process, or pursue any other avenues for the sale of the property deemed appropriate by the City of Detroit.

Please Note: The property will be sold “AS-IS.”

The City of Detroit makes absolutely no warranty or representation regarding the environmental condition of the 2952 Alter Rd Development Site offered within this RFP. Each Respondent is encouraged to conduct its own due diligence regarding the environmental condition of the 2952 Alter Rd Development Site. Various Federal or State agencies may have information regarding the environmental condition of the site.

XII. EXHIBITS AND ATTACHMENTS

A. Liability Waiver for Site Visit



CITY OF DETROIT
PLANNING AND DEVELOPMENT
DEPARTMENT

COLEMAN A. YOUNG MUNICIPAL CENTER
2 WOODWARD AVENUE SUITE 808
DETROIT, MICHIGAN 48226
(313) 224 1339 • TTY:711
(313) 2241310

CITY OF DETROIT RIGHT-OF- ACCESS

2952 Alter Rd.

(Address Location/Building Name)

The City of Detroit grants permission to your company, including its employees, representatives, and agents (collectively, "User"), to enter the above-referenced location (hereinafter "Site") for the sole purpose of a walkthrough on **October 2, 2026**. User warrants that it will not engage in any further activities (*i.e.*, intrusive, subsurface, environmental, construction, etc.) during the site visit. User is entering upon and using the Site at its own risk, and accepts the Site "As Is." The City of Detroit makes no representation or warranty as to the status of title or the physical or environmental condition of the Site, or its fitness for any particular use. The user is required to follow all guidelines and directions provided by the City of Detroit during use of the Site.

User agrees to hold the City of Detroit harmless, defend and indemnify the City of Detroit from and against any claims, damages, obligations, penalties, costs, charges, losses, demands, liabilities, and expenses (including, without limitation, fees and expenses for attorney, expert witnesses and other consultants) that may be imposed upon, incurred by, or asserted against the City of Detroit or its departments, officers, employees, or agents for property damage and bodily or personal injury arising from or related to User's use of the Site and this Right-of-Access.

User agrees to waive, release and discharge the City of Detroit or its departments, officers, employees, or agents from any and all liability, claims, demands, and causes of action whatsoever, legal and equitable, because of damages, losses, or injuries to User or User's property or both, arising from or related to User's use of the Site and this Right-of-Access. User agrees and covenants not to sue the City of Detroit or its departments, officers, employees, or agents, and to refrain from instituting, continuing, presenting, subrogating, collecting or in any way aiding or proceeding upon any claims, judgments, debts, causes of action, suits and proceedings of any kind at law or in equity arising from or related to User's use of the Site and this Right-of-Access.

User's Right-of-Access shall terminate upon completion of the site walk-through, except that the provisions in the paragraphs above shall survive after the termination of this Right-of-Access. This Right-of-Access will be effective only upon execution of the acknowledgment by the User's duly authorized representative, and upon delivery of same to Katy Trudeau, Acting Director, Planning and Development Department.

THE UNDERSIGNED HEREBY ACKNOWLEDGES RECEIPT OF THE ORIGINAL COPY OF THIS DOCUMENT, CERTIFIES THAT HE IS A DULY AUTHORIZED REPRESENTATIVE OF THE NAMED COMPANY, AND AGREES THAT THE NAMED COMPANY SHALL BE BOUND BY THE TERMS AND CONDITIONS STATED HEREIN.

COMPANY: _____

BY: _____

(Signature)

PRINT NAME: _____

ITS: _____

(Duly Authorized Representative)

DATE _____

TELEPHONE NUMBER: _____