

Housing & Community Development
City Manager's Office

REQUEST FOR QUALIFICATIONS (RFQ) #274-HCD-FY27-7

Moore Square East Redevelopment Pre-Proposal Conference

October 7, 2026



Pre-Proposal Conference Format

Site and Opportunity Overview

RFQ Process and Timeline

Q & A* – Attendees

- The deadline to submit written questions is **October 9**.
- All questions submitted during this Conference and via email will receive public written responses from staff by **October 23** (anticipated).

City Representatives

HOUSING & COMMUNITY DEVELOPMENT



Jess Brandes
Assistant Director



Pat Dawson*
Redevelopment Supervisor

*Staff contact for questions + submittals
Redevelopment@raleighnc.gov

CITY MANAGER'S OFFICE SPECIAL PROJECTS UNIT



Ken Bowers
Special Projects Manager



Jake Levitas
Planning Supervisor



Mary Elizabeth Russell
Senior Planner



Site and Development Opportunity Overview

Development Opportunity

The purpose of this RFQ is to select a qualified development partner to develop affordable housing on the east side of Moore Square Park in Raleigh's historic downtown.



Threshold Qualifications

1. At least one 4% or 9% LIHTC project delivered in Raleigh with CO on or after January 1, 2021
2. Written confirmation of City terms for gap financing and ground lease
3. NCHFA-approved property manager
4. Successfully completed a LIHTC project with City and County gap financing



City Priorities for the Site

- Deliver a dense 4% LIHTC project of at least 100 units
- Strike a balance between yield, compactness, public subsidy, and deep affordability
- Work within existing zoning
- Creative design
- Integration of sustainable features into building and site
- Improve the Moore Square area with a quality development



Site Considerations

The City is making available an approximately 1.8-acre property assemblage with frontage on E Hargett, S Bloodworth, and E Martin streets.



Figure 1: Location of City Property

Zoning

- Zoning permits **multifamily** development
- **Primary streets** likely Hargett and Martin Streets, but confirmed prior to ASR
- **Urban General (-UG) frontage**
 - No ground floor retail required
 - 0-to-10-ft build-to across 70% of primary st frontage and 35% side st frontage
 - 30-ft parking setback from primary st and prohibition of parking between a building and any street

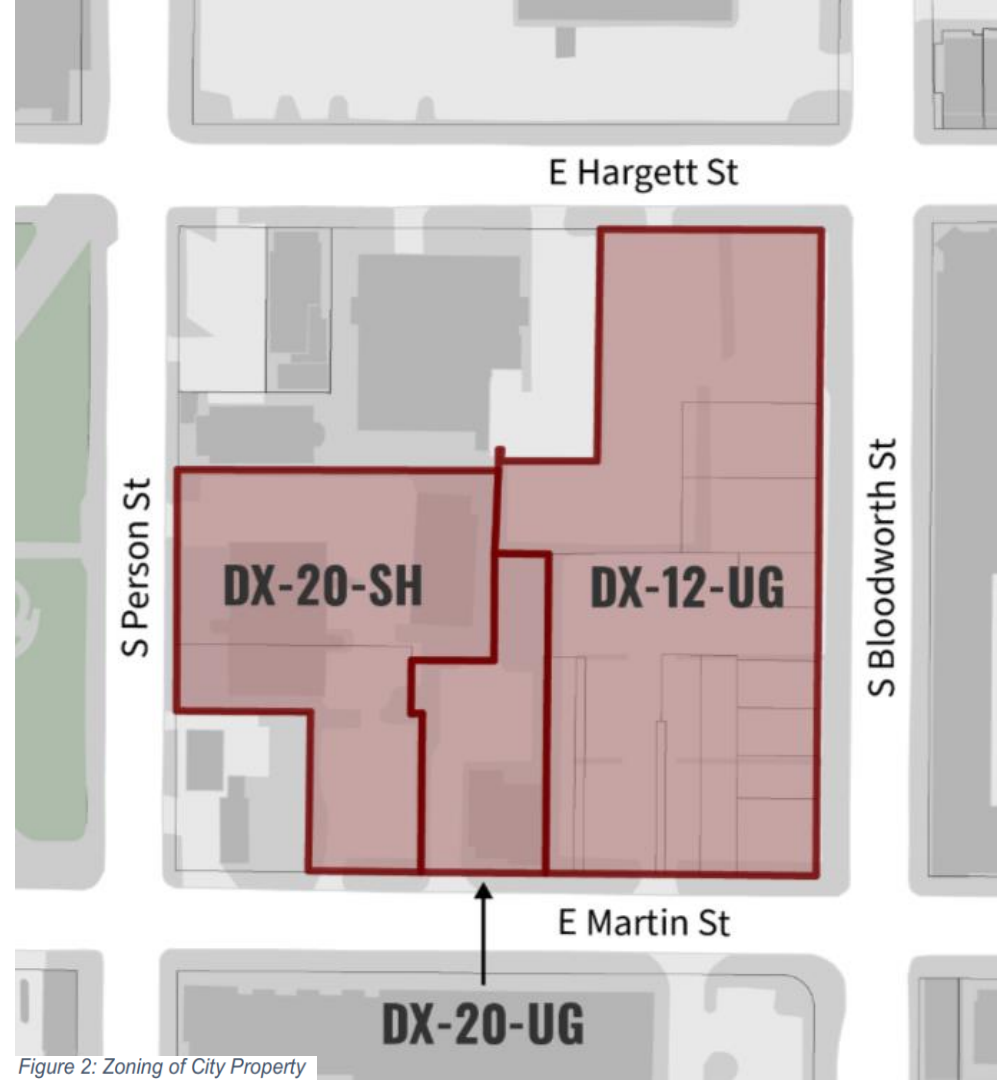


Figure 2: Zoning of City Property

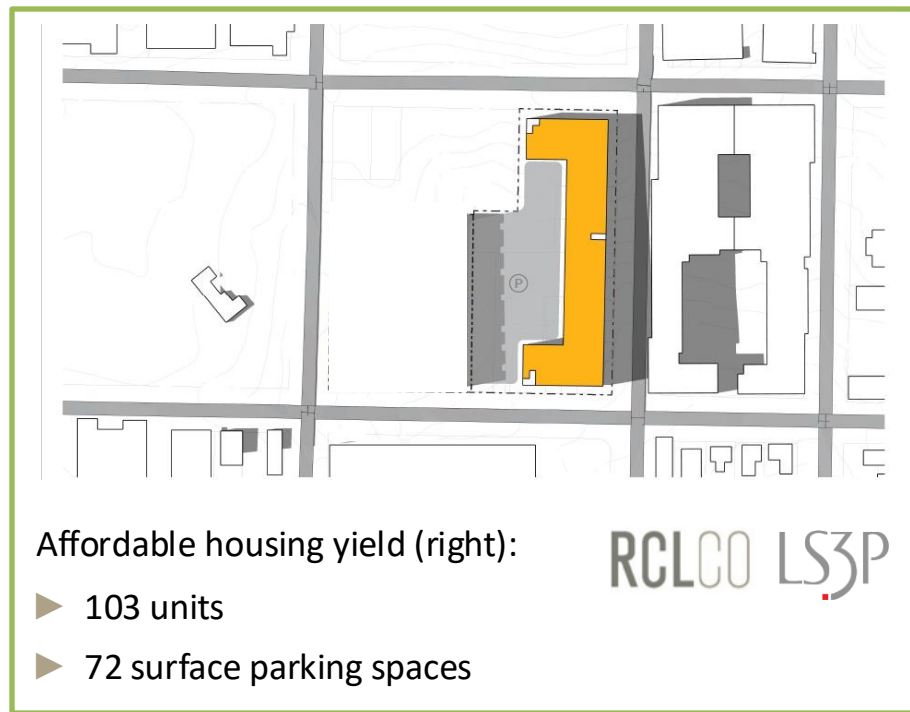
Survey/Environmental

- **24-inch stormwater pipe** from the SE corner of the Raleigh Rescue Mission parcel across the City property to Bloodworth St will need to be avoided or relocated
- Phase I and Phase II **environmental reports** for all the property except 313 E Martin St (only has Phase I)
- 2013 **survey** is available



Site Analysis and Past Work

- RCLCO and LS3P conducted a test fit analysis for the site, projecting at least 100 affordable units with 72 surface parking spaces
- A parking reduction from NCHFA will be sought given site location



Additional Requirements

This RFQ has a set-aside and tenant referral requirement. **Proposals should include at minimum one (1) unit and up to 10% of units set aside for City of Raleigh referrals.**

A project may propose additional units be set-aside for people with disabilities or experiencing homelessness, however, no more than 30% of the total units can be restricted to these populations.

Site Control

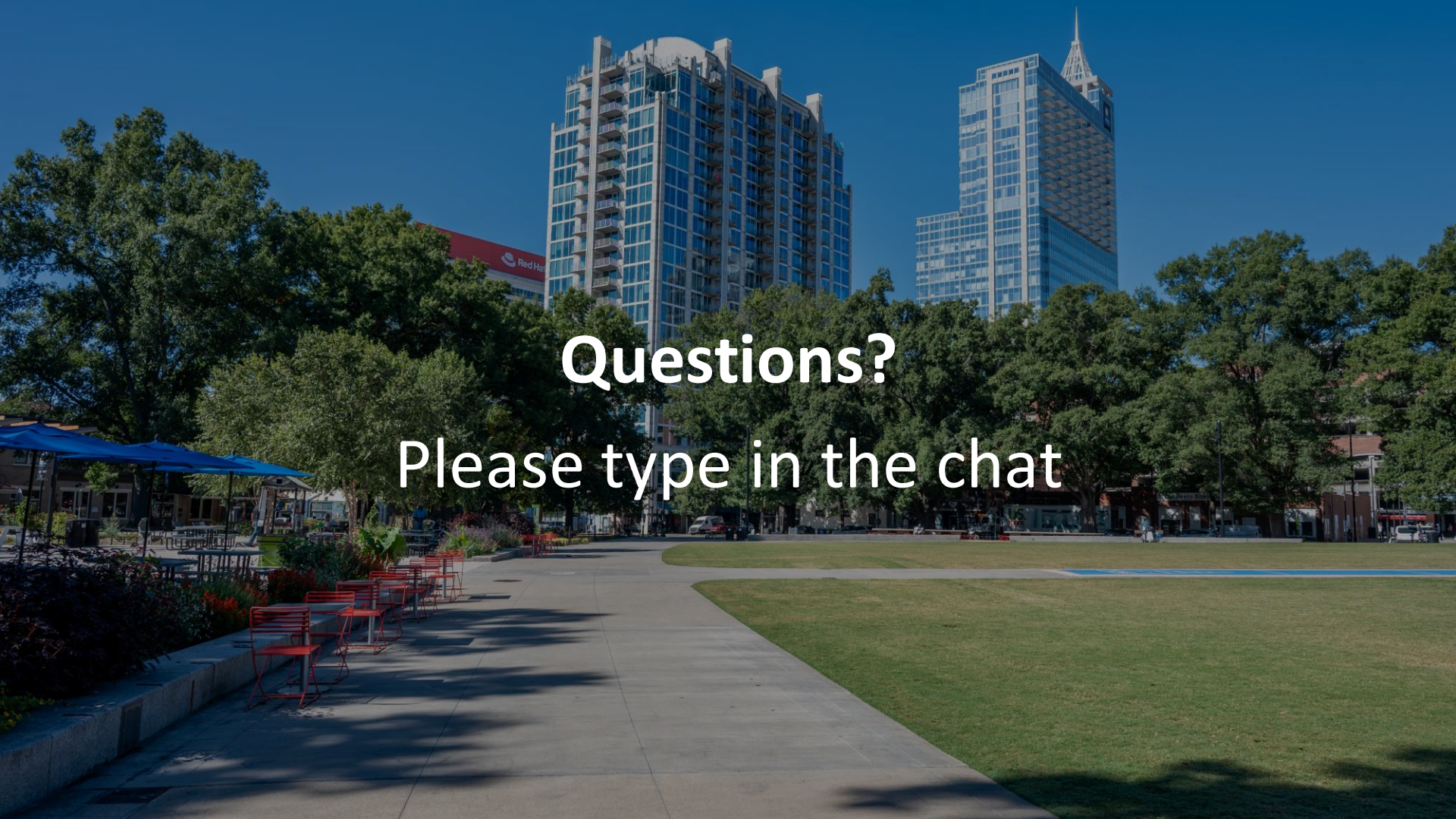
The City provides site control through a long-term ground lease at a nominal rent.

Typically, a **minimum 50-year term; max 99 years**

Month	Milestone
1	Option to Lease
5	ASR approval
9	SPR approval
11	Building permit
12	Loan closing / ground lease execution

Gap Financing

- The City is making available between **\$4 million and \$8 million** for construction-to-permanent gap financing.
- The City expects proposers to submit applications for additional gap financing from Wake County.
- The City gap financing loan term is 20/30/40 years, or as long as affordability is maintained. Interest rate of 0 – 2%.
- A sample conditional commitment letter is in the appendix of the solicitation.

A wide-angle photograph of a park. In the foreground, a paved path leads from the bottom left towards the center. To the left of the path, there are several red metal chairs and a blue patio umbrella. To the right of the path is a large, green lawn. In the background, there are many green trees. Behind the trees, two tall skyscrapers are visible against a clear blue sky. The skyscraper on the left has a red sign that says "Red Hat". The skyscraper on the right has a distinctive pointed top. The text "Questions?" and "Please type in the chat" is overlaid in the center of the image.

Questions?

Please type in the chat



RFQ Process

RFQ Qualifications Package

- Page limits for each section except for financial information and references
- Appendices – teams may provide additional information regarding past projects, partnerships, or resumé of additional key personnel
- Members of the Evaluation Committee may reference materials in the Appendix

Content	Maximum Pages
Cover Letter	2 pages
Team/Firm Background and Experience	5 pages
Project Examples (4-5)	2 pages each project
Resumes/bios (up to 6 key staff members)	1 page each resume
Project Understanding, Approach, and Schedule	6 pages
Financial Information	Not included in page count
Proposal Questionnaire + References	Not included in page count
Appendices	25 pages

RFQ Expectation Highlights

Content	City Expectation
Team/Firm Background and Experience	Your team has experience delivering affordable housing projects and has demonstrated successful collaboration with municipalities and public entities on affordable housing developments.
Project Examples (4-5)	The City will look for experience completing projects in the City of Raleigh in the post-pandemic market. You can demonstrate successful delivery during both the construction and occupancy phase, and key personnel on the project team have experience in deal structuring and project execution.
Project Understanding/ Approach	You have a unique vision for the Moore Square East site and present a compelling and comprehensive vision for implementing a well-designed project. Your vision is aspirational yet grounded in current market conditions and affordable housing development realities.
Financial Information	You are financially stable and have the capacity to take on a project at the Moore Square East site. There are no red flags in your financials that would pose obvious risk to the City.

RFQ Submittal Instructions

The City prefers proposals to be submitted as a PDF via email using the following instructions. Incomplete Proposals or those received after the due date and time will not be considered.

Email Subject:

Firm Name – Moore Square East Redevelopment

Email to:

Pat Dawson, Redevelopment Supervisor
Housing & Community Development Department
redvelopment@raleighnc.gov

Written Questions & Answers: Please send any additional questions via email to the contact above. All questions submitted via email or shared during the Pre-Proposal Conference will be answered in the posted RFQ Addendum online on the stated date.

RFQ Evaluation Process

- The RFQ responses will be evaluated and ranked by an Evaluation Committee against the criteria set forth in the RFQ
- There may be a round of interviews for select teams
- Staff will announce their selection in early December 2026
- City Council to consider staff's recommendation on January 5, 2027
- Teams can request written feedback on their proposal

RFQ Scoring

Criteria	Weight
Team & Firm Experience	25
Project Experience	35
Firm Financial Stability	10
Project Understanding/Approach	30
Total Points	100

Individual Scoring

- 0 - Missing or Does Not Meet Expectation
- 1 - Partially Meets Expectation
- 2 - Meets Expectation
- 3 - Exceeds Expectation

RFQ Schedule

RFQ Process Step	Due Date	Time
RFQ Advertisement Date	9/28/2026	-
Non-Mandatory Pre-Proposal Conference	10/7/2026	1:00 PM
<i>Deadline for Written Questions</i>	<i>10/9/2026</i>	-
City Responses to Questions (anticipated)	10/23/2026	-
Proposals Due	11/12/2026	10:00 AM
Interviews of Select Candidates (if needed)	Early Dec 2026	-
RFQ Selection (anticipated)	Early Dec 2026	-
City Council Meeting	1/5/2027	

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Final Questions?

**Please type any questions
in the chat!**

