

City of Richmond, Virginia

Department of Housing and Community Development



PURPOSE

- Deliver affordable housing opportunities (0–80% AMI) through the redevelopment of City-owned surplus properties
- Strengthen neighborhoods and increase the tax base by leveraging non-performing City assets





212 N. 18TH ST

SITE INFORMATION

Location: Shockoe Bottom – Council District 7

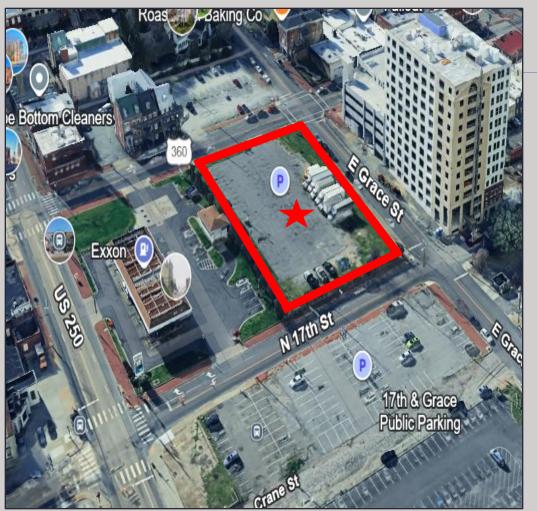
- Off E. Grace St., one block from E. Broad St.
- Directly across from the Bakery Lofts Development by Historic Housing LLC
- Parcel: 1-acre, paved surface lot Assessed Value: \$2.13M
- Zoning: B-5 (Central Business District)
 - Permits mixed-use development (commercial, office, upper-story residential)
 Ground-floor residential not permitted → requires active uses at street level

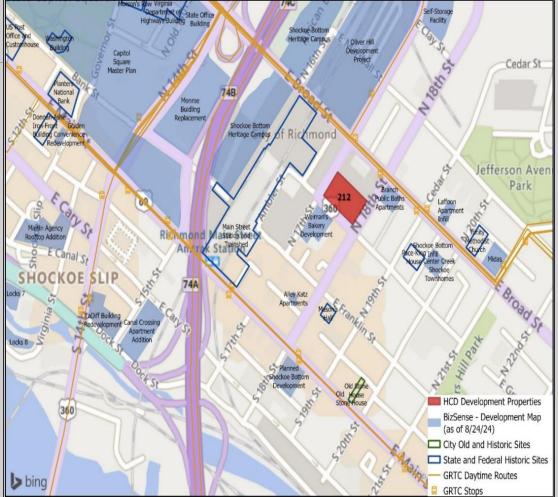
MAINTENANCE COSTS

- DPW currently spends \$17,344.44 annually (FY '25) to maintain this underutilized lot.
- · Disposition would not only create affordable housing and expand the tax roll but also eliminate ongoing maintenance costs for a non-performing City asset.



212 N. 18th St. - Site









911 & 913 HULL ST

SITE INFORMATION

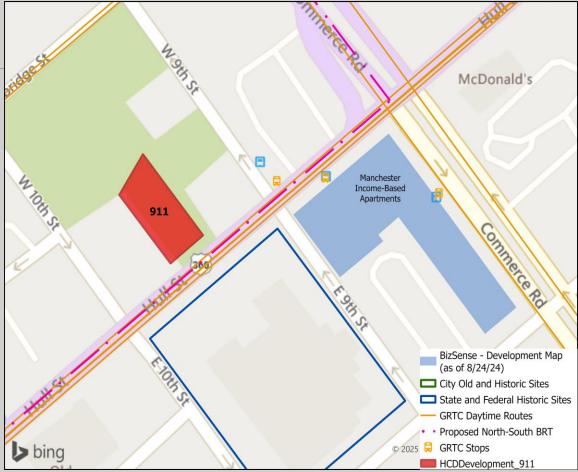
Location: Manchester – Council District 6

- Directly across from the Richmond Manchester General District Court
- Adjacent to residential housing currently under construction
- Parcel: 0.23 acre, paved surface parking lot
- **Assessed Value:** \$485,000
- Zoning: B-5 (Central Business District)
 - Allows mixed-use development, supporting commercial + upper-story residential



911 & 913 HULL ST.





Anticipated RFP Timeline

- Public Announcement November 5, 2025
 - o Press Release
 - Richmond Realtors
 - o PHA
 - o HBAR
 - Social media platforms
 - Industry publications
- RFP Release Date: November 5, 2025
- Site Visit(s):
 - 212 N. 18th St. November 14, 2025 11:00am
 - 911 & 913 Hull St November 17, 2025 1:00pm
- Q&A Session(s): Virtual December 4, 2025
- Proposals Open: ~75 business days (includes holidays)
- Proposals Due: February 24, 2026, 3:00pm
- Review & Shortlist: February March 2026
- Interviews ("Best & Finals"): April 2026
- Final Selections by Technical Committee: April May 2026
- Conveyance Ordinance to City Council for approval June/July 2026



RFP Evaluation Process

Committee Review

5 members selected by HCD (subject matter experts)

Evaluation Criteria

- A minimum of 20% of affordable units
- Project Team
- Conceptual Design
- Project Financing and Schedule
- Community Benefits: MBE/WBE Participation

Next Steps

- Evaluation Committee reviews and scores proposals
- Committee identifies the most competitive proposals (recommended developers)
- Administration advances the recommended proposal to City Council for approval through ordinance



QUESTIONS