



Islandview Greater Villages

7400 Mack Ave Request for Proposals

Release Date: November 5, 2025

Pre-Submission Conference: November 19, 2025

Proposal Submission Deadline: January 21, 2026





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I. PROJECT OVERVIEW

The City of Detroit's Housing and Revitalization Department (HRD), the City of Detroit Planning & Development Department (P&DD), and the Detroit Land Bank Authority (DLBA) seek a qualified development team to design and construct new multi-family and mixed-income infill housing on the vacant lot of 7400 Mack Ave.

The City completed an 18-month neighborhood framework planning initiative for the Islandview and Greater Villages area, designated as the first of ten Strategic Neighborhood Fund investment areas, a \$300M effort to leverage public and private funds. It resulted in over \$30.2M in comprehensive improvements to parks and open spaces, street improvements and streetscapes, greenways, housing stabilization, and mixed-use developments along Kercheval Street. The proposed project presents a unique opportunity to build on the momentum of these strategic improvements.

While Kercheval was the primary focus of Strategic Neighborhood Fund (SNF) investment and has experienced significant revitalization, efforts are now underway to extend this positive momentum into the surrounding area. The goal is to build upon the successes seen in Kercheval and replicate the impact of transformative developments such as the Preston Townhome project.

This area presents an opportunity to catalyze equitable growth, foster vibrant mixed-use spaces, and create deeply affordable housing that meets the needs of current and future residents.

The development site is located on Mack Ave between Townsend and Sheridan St at 7400 Mack Ave. There will be a lot consolidation with the City upon final design approval.

The parcels on the site are listed below:

- Address: 7400 Mack - Parcel IDS: 17000316
- Address: 7412 Mack - Parcel IDS: 17000315
- Address: 7417 Mack - Parcel IDS: 17000314
- Address: 7426 Mack - Parcel IDS: 17000313
- Address: 7430 Mack - Parcel IDS: 17000312
- Address: 7432 Mack - Parcel IDS: 17000311
- Address: 7440 Mack - Parcel IDS: 17000310

The adjacent DLBA owned parcels at 3522 and 3516 Sheridan are currently available and can be included as part of a potential site plan if desired. We will work with the selected developer and the DLBA to negotiate acquisition of those parcels if included as part of the selected development concept.

This RFP has been released in tandem with another RFP for the neighboring block at 7600 Mack Ave and we are open to development concepts that utilize both assemblages. The RFP for 7600 Mack Ave can be [found here](#).



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The successful respondent will:

- Demonstrate successful experience in planning, developing, constructing, and managing developments of comparable size.
- Have significant new construction infill development expertise coupled with a commitment to creating quality, well-designed mixed-income housing.
- Have significant experience completing mixed-used development including commercial space.
- Demonstrate a strong track record in delivering quality projects on time.
- Provide an affordable housing program that minimally allocates 20% of the units for rent to households earning 80% of the area median income (AMI) or greater depending on financing and incentives. *The City will give preference to deeper affordability targets.*
- Demonstrate successful experience with ownership and management of multifamily developments of similar size.

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 operating income proforma).
- Basic schematic design. 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 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.



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- 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.
- Consider 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.

II. AREA SUMMARY

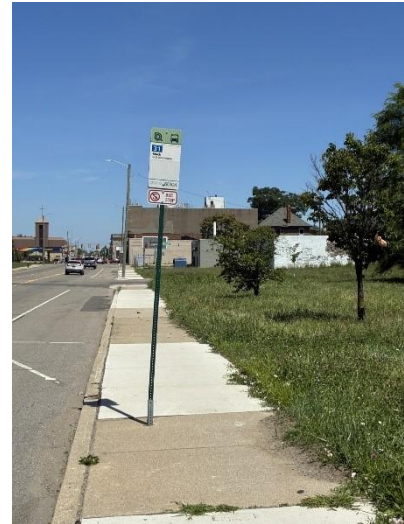
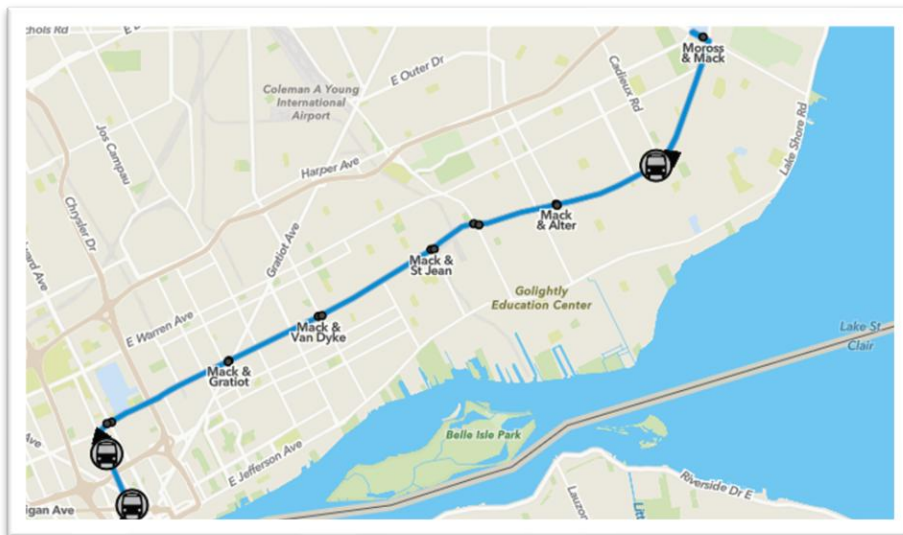
The Islandview Greater Villages (IVGV) area is a remarkably rich collection of neighborhoods, corridors, open spaces, institutions, and commercial enterprises. Like many parts of the city, segments of the district are experiencing rapid growth and investment, while others are beginning a larger transformation from industrial activity to mixed-use development and recreation. Even still, other areas continue to struggle with long-term disinvestment and depopulation.

Moving forward on Mayor Duggan's commitment to neighborhoods, the City of Detroit's Planning and Development Department (P&DD) and Housing & Revitalization Department (HRD) have completed an 18-month-long neighborhood framework initiative in Islandview, West Village, Indian Village, and East Village. The IVGV area was the first of 10 areas of the city designated for investment by the Strategic Neighborhood Fund (SNF), a \$300M effort to leverage public and private funds to create inclusive neighborhoods throughout the city. This investment will supplement and build on the work the City is already pushing forward in its neighborhoods. With a \$30.2M investment to date, the City will continue investing public dollars in public spaces and infrastructure as a comprehensive neighborhood approach so residents can see real projects working together to strengthen the neighborhood.



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The lot is also on a The City of Detroit DDOT Bus Route:



The City of Detroit has implemented various neighborhood components in recent years. Projects include the following:

Butzel Playfield: The City released an RFP seeking a landscape architect to redesign the park to become a hub and centerpiece and to create greater accessibility and connections in the neighborhood. \$1.5M in improvements were completed in 2019. The improvements were made to Butzel Playfield's Street entrances, outdoor spaces, recreation amenities, and landscape design to enhance park beauty and promote positive community and intergenerational interaction.

Streetscape Improvements: The City invested \$7.8M in streetscape improvements which included wider sidewalks, protected bike lanes, improved parking, and landscaping along Kercheval from Mt Elliott to St Jean.

Street Improvements: Traffic calming and new pedestrian crossings were installed around the perimeter of Butzel Playfield and on Van Dyke at Agnes and Lafayette.

Housing Rehabilitation: The City and the Detroit Land Bank Authority (DLBA), through the Rehabbed & Ready Program, have renovated 16 homes. The development completed at Lafayette and Townsend consists of 24 units, 6 affordable at 60-80% AMI and 18 market rates. The John Gray Library is an in-progress development located at 1117 Field Street of 12 units, 7 are affordable with 50-80% AMI. There are also a significant number of single-family, multi-family, and duplex rehabilitation projects actively under construction.

Mixed-use Development: Invest Detroit and the Roxbury Group completed the construction of a \$22.5M mixed-use infill development known as the Parker Durand. The development includes 92 units of residential apartments and 6,000 sq ft of retail, at the Northeast corner of Kercheval and Van Dyke, bringing a high level of affordable housing including 50% of the

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rental units at 120% AMI or below, 30% at 80% AMI or below, and 20% at 50% AMI or below. The commercial space also helps bring much-needed neighborhood retail back to the area by rebuilding the traditional main street. Banyan Development also recently completed the \$9.2 million Townsend Apartments on Kercheval Ave with twenty-four apartment units and multiple commercial bays.

Adaptive Reuse: The Shepherd (1265 Parkview Street) is an adaptive reuse project transformed into a cultural arts center. The space includes; public library, performance space, classrooms, public park, sculpture park, skate park, bed and breakfast and culinary spaces.

Pre-development: These projects are to be completed within the next 5 years:

- 7737 Kercheval Avenue: Ethos and Arrive Community Development; new construction mixed-use with 48 units all affordability at 30-80% AMI
- 7850 E. Jefferson: Ginosko Development; new construction of 185 units all income restricted for a total of \$55M.
- 7200 Mack/Preston Townhomes: Genesis Hope and Cinnaire Solutions; new construction of 31 units all affordable at 60% AMI or below for a total of \$14M.
- 130 E. Grand Blvd: Communities First and Messiah Housing CDC; new construction of 54 units and renovation of historic Louis Kampfer mansion for \$26M.



SNF Map:2024 Edition.

City of Detroit – Islandview Greater Villages – 7400 Mack Ave.



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III. AREA RETAIL DEVELOPMENT

As the area grows, the IVGV neighborhood has seen several retail and services open in existing buildings:

- The Commons - a neighborhood non-profit organization that has a coffee shop, laundromat and workplace.
- Downtown Boxing Gym – a community organization that provides emergency services and individualized support to Detroit children
- Sister Pie – a bright corner bakery with non-traditional flavor combinations reflecting the local Michigan Agriculture.
- Detroit Body Garage – a neighborhood gym focusing on group fitness classes where people gather, work out, and share their goals without competition or ego.
- Spot Lite – a local warehouse repurposed into a bar, coffee shop, record store, music venue, and community gathering space
- The Village Parlor – a high-end salon and apothecary where anyone is welcome.
- Heavyweights Barber Shop – an old-school neighborhood barber shop.
- Hawkins Real Estate – a locally owned real estate sales office specializing in neighborhood sales.
- Red Hook Coffee – a charming neighborhood coffee and bake shop.
- Metropolitan Bar & Kitchen – a neighborhood market with an adjoining bar and pizza kitchen.
- Two Birds – a family-run neighborhood bar and seasonal custard shop.
- La Fonda Street – a culinary destination that bridges the vibrant flavors of Latin America with the heart of Boston and Detroit.
- FAIRCLOTH Boutique – located in the retail space of Parker Durand is a neighborhood fashion boutique that makes you look and feel good.
- Barkside – off-leash dog park, and coffee shop where humans and their pups can socialize safely.
- Marrow – a neighborhood steakhouse and butcher shop.



IV. THE PROPOSED DEVELOPMENT – 7400 MACK AVE

The City seeks a highly qualified and experienced developer (and/or development team) to submit a new construction multi-family infill development proposal that supports the highest and best use of the proposed site.

The ideal proposal is a fully affordable housing development that maximizes long-term affordability and meets the needs of the community. Proposals that incorporate Mixed-Use development, including residential, commercial, and/or community-serving spaces—are welcome and encouraged to apply. While the primary goal is affordable housing, strong proposals focused on commercial use that clearly demonstrate community benefit, economic viability, and alignment with the broader goals of the area will be considered.

The city is open to a variety of infill concepts on this site that includes a commercial element with a preference for concepts that also include housing. The City is open to mixed-use infill to include commercial storefronts and multi-family infill housing on the proposed site. Residential Infill Design Precedents are included in **Exhibit A**.

The City sees the proposed project as an opportunity to add density and diversity of housing types, and an opportunity to preserve affordability in an area with rapidly rising rental rates and home values. In the last ten years, the average rent for a 1,300-square-foot flat has increased from \$700 - \$750 per month to \$1,400 - \$1,500 per month identifying the need for the City to intervene to ensure more affordable options are developed.

These options reflect the City’s vision for the site but are not intended to directly prescribe site development.

V. PROPERTY DESCRIPTION

Address:	7400 Mack, 7412 Mack, 7418 Mack, 7426 Mack, 7430 Mack, 7432 Mack, 7440 Mack
Location:	East of Sheridan and West of Townsend St. (Islandview)
City/County:	Detroit/Wayne
Land size:	Vacant Land - The lot bundle is approx. 22,454 sq ft or 0.516 acres in total
Zoning:	The site is currently zoned B4 General Business District . Multi-family housing is permitted as a Conditional Land Use. The City will support any zoning changes or variances required to accomplish the selected development scheme.
Asking Price:	\$1.25 per square foot – assuming 22,190 sq ft \$27,740

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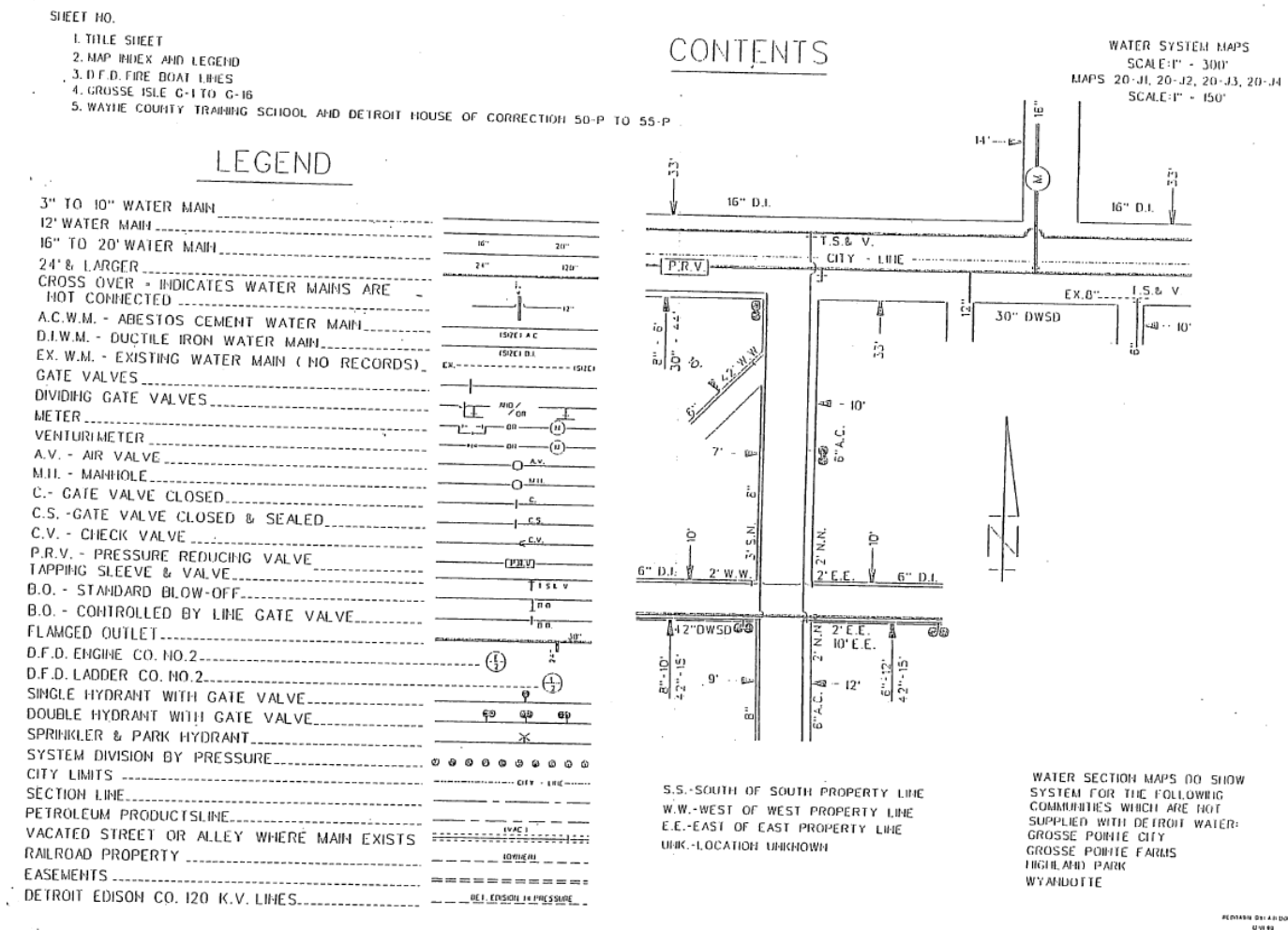
VI. PRE-DEVELOPMENT PROPERTY INFORMATION

Detroit Water and Sewerage Department (DWSD)

The Water Section Map 23-K and Sewer Map 47-B, existing water mains and sewers are in the vicinity of the subject address, bound by Mack Ave, Townsend Street, Goethe Street, and Sheridan Street. Request a DWSD Permit [here](#).

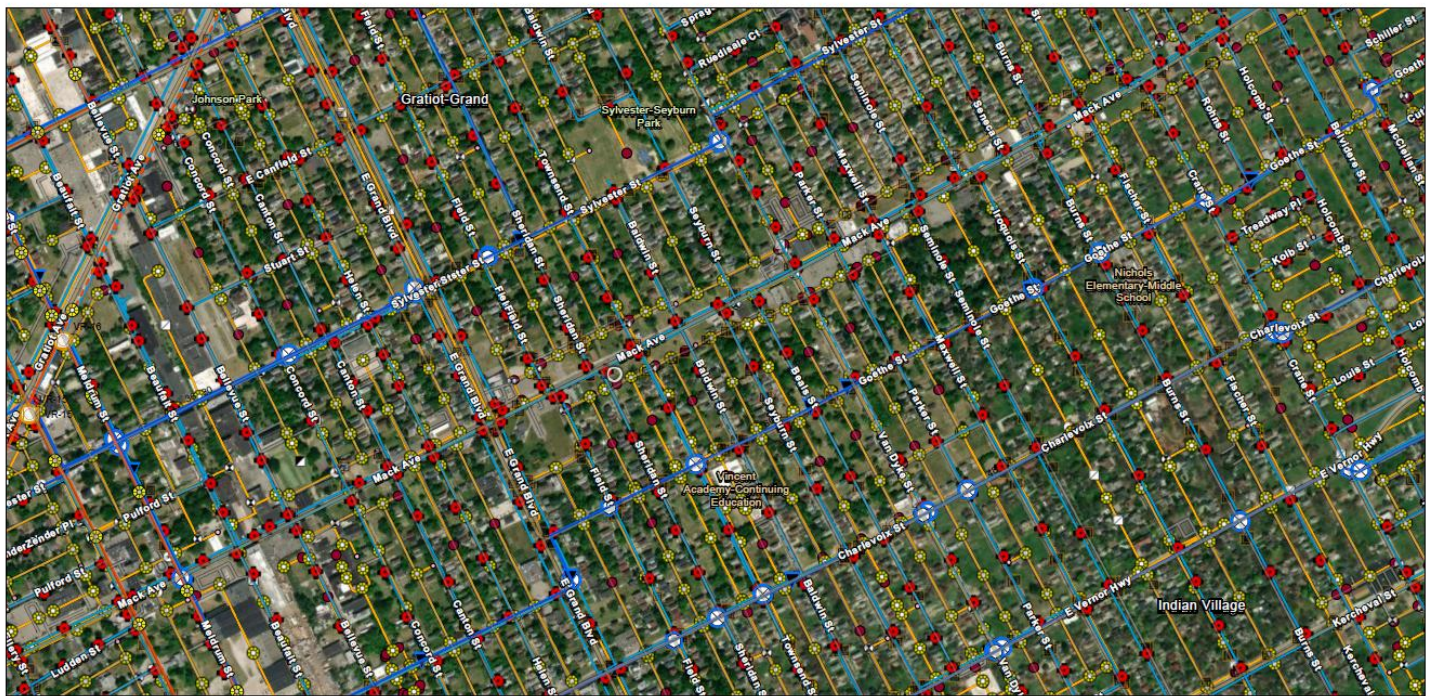
For additional information and details you are encouraged to schedule a time during DWSD's regular weekly office hours:
DWSD Permitting & Stormwater Management Office Hours:

<https://app.smartsheet.com/b/publish?EQBCT=8e19003a659b4c7487f49f70584a2369>



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7400 Mack



10/31/2025

Wastewater Control Devices - GLWA, Wastewater Mains - GLWA

Regulator Gate

Stationary Dam

Wastewater Structures - GLWA

Chamber

Manhole

Customer Connection

GLWA Gravity Main

Transmission System Mains - GLWA

Active Water Main

Transmission System Valves - GLWA

Blowoff

Gate

Manual Air

Tapping Sleeve

Distribution System Hydrant

Distribution System Main

Active

Abandoned

Wastewater Catch Basin

Wastewater Manhole

Wastewater Fitting

Bend/Slope Change

Blind Connection

Bulkhead/Cap

Material/Size Change

Crown/Main Point

Wastewater Lamp Hole

Wastewater Gravity Main

Active

Abandoned/Inactive/Retired

Wastewater Regulator

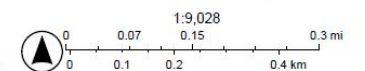
World Imagery

Low Resolution 15m Imagery

High Resolution 60cm Imagery

High Resolution 30cm Imagery

Citations



Vantor, DWSD, Sources: Esri, TomTom, Garmin, FAO, NOAA, USGS, © OpenStreetMap contributors, and the GIS User Community

DTE Electric & Gas Capacity

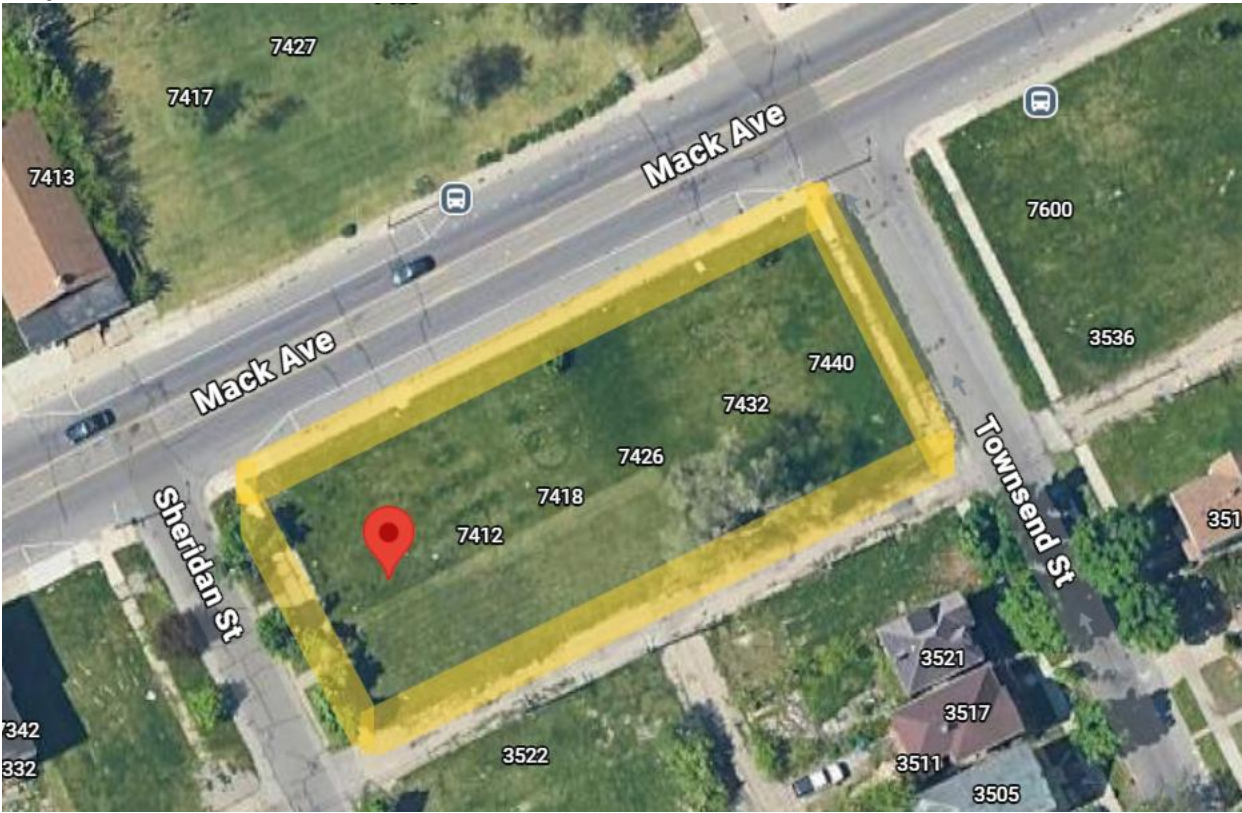
The electric capacity for both bundles (7400 Mack & 7600 Mack) combined is 800 kVA (excluding 7417 Mack). The electric capacity for 7417 Mack (which is on a separate circuit) is 500 kVA. The capacity can change at any time, and this capacity will not be held.

Farther into the due diligence process the selected development team will be encouraged to schedule an Early Business Review and eventually a Method of Service (MOS) directly with DTE.



VII. LOCATION MAP/AERIAL PHOTOGRAPH

Proposed Site Location





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VIII. AFFORDABILITY REQUIREMENTS

The proposed project, at a minimum, must make at least 20% of the total unit count available to residents earning 80% or less of the area median income (AMI) for the current fiscal year as set by the United States Department of Housing & Urban Development (HUD).

The proposed project may also trigger greater affordability requirements as outlined in the City's Inclusionary Housing Ordinance and/or the City's Community Benefits Ordinance.

In addition to the minimum requirements, the City may favor projects that propose and show evidence of the ability to provide a greater range of affordability. There is a preference for a greater affordable housing component to the project that would potentially be competitive for a LIHTC allocation from MSHDA.

Potential Incentives

The City of Detroit Housing and Revitalization Department (HRD) releases a Notice of Funding Availability (NOFA) semi-annually in January and July. The NOFA accepts development proposals and makes available resources such as The United States Housing & Urban Development (HUD) HOME Partnership and Community Development Block Grant (CDBG) funds.

LISC is currently raising funds for the next round of the Detroit Housing for the Future Fund (DHFF) to provide low-cost capital for projects that offer deeper affordability.

The Detroit Housing Commission (DHC) manages rental subsidy programs including Project Based Vouchers (PBVs).

The Michigan State Housing Development Authority (MSHDA) manages the State's 9% and 4% Low-Income Housing Tax Credit (LIHTC) Program. MSHDA also funds projects with state bond financing, HUD HOME Partnership funds, and other financing and grant programs.

Several low-cost financing and grant programs are offered through Community Development Financial Institutions (CDFI).

The City of Detroit through the Detroit Economic Growth Corporation (DEGC) offers many tax abatement programs and incentives. More information can be found here: [TAX INCENTIVES | DEGC](#)



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IX. EVALUATION AND SELECTION PROCESS

A Selection Committee (the “Committee”) will be established to review submissions. The Committee will consist of representatives from public entities such as HRD, P&DD, and the Department of Neighborhoods, as well as one 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.

Submission Process and Timeline

<u>SCHEDULE</u>	<u>DATE</u>
Release Date:	November 5, 2025
Pre-Submission Conference:	November 19, 2025
Proposal Submission Deadline:	January 21, 2026
Selection of Preferred Developer List:	February 4, 2026
Shortlist Interviews:	February 11-18, 2026
Final Selection/Recommendation:	February 25, 2026

Direction for Submissions

To be considered, all RFP responses must be received by **5:00 P.M. EST on January 21st, 2026.** The responsibility of submitting the RFP response rests entirely with the Respondent to the RFP.

Submissions shall be limited to 20 pages and must be made electronically with an 8.5x11 page size (plans/renderings may be up to 11x17) PDF via email to publicprivatepartnerships@detroitmi.gov or by USB thumb drive delivered to the City of Detroit Housing and Revitalization Department, located in Suite 908 (9th Floor), CAYMC, 2 Woodward, Detroit, Michigan 48226.

Proposals sent by overnight delivery service will be considered timely if the delivery date stamped is at least one (1) day before the due date set for receipt of the RFP. The burden of proof to establish timely filing of a proposal by overnight delivery service shall be solely upon the entity or person submitting the proposal. The Respondent must ensure the required submission arrives on time at the specified location. Any submission that is not properly marked, addressed, or delivered to the submission location, in the required form, by the required submission time will be ineligible for consideration. **Hard copies and faxed submissions will not be accepted.**



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Once received by HRD, the submission 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. Response will be provided to all inquiries and answers to frequently asked questions will be available. 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 and any work performed in connection therewith shall be assumed by the Respondent. 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 Respondent before 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 (commonly known as the Freedom of Information Act FOIA).

Pre-Submission Conference & Timeline

On Wednesday, November 19th, HRD will conduct an optional Pre-Submission Conference through Microsoft Teams starting at 2:00 p.m. (Virtual) Additional questions can be directed to publicprivatepartnerships@detroitmi.gov. [JOIN MEETING HERE](#) Meeting ID: 222 992 391 199 9 Passcode: 4JV7xm65



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X. GUIDING DEVELOPMENT PRINCIPLES

The City of Detroit is committed to advancing design excellence in all projects, which will produce equity, sustainability, resilience, and healthy living for those who live, work, and play within and around project areas. Accordingly, proposals shall exhibit walkable urban design principles, and sustainable neighborhood development strategies that may include a variety of uses and appropriate building typologies with a variety of architectural expressions. Buildings shall be designed in proper form and function within the neighborhood context. Successful RFP proposals will adhere to the following guiding design principles for the redevelopment of the Property:

Community-Oriented Development Process

- Building should define the public space of a street or park in a meaningful way.
- Mixed-use structures should be designed in such a way as to allow observation of the street.
- Buildings generally should have minimal front-lot line setbacks. Well-designed, varying setbacks (discontinuous with the lot frontage) will break up blocks and provide relief for the pedestrian.
- The built environment should provide interesting building typologies with varied architectural expressions and should be designed to complement the community.
- The selected development team must be transparent with community residents and maintain an open dialogue with stakeholders throughout the development process.
- The proposed residential units' design, scale, and quality should enhance the existing house typologies within the neighborhood.

Sustainable and Equitable Development

- Provide a diverse residential stock and density at a variety of price points, ownership types (i.e. rent, own), housing types (i.e. lofts, flats, apartments), and a minimum of 20% of the affordable units at an 80% market rate.
- Densities shall support opportunities for neighborhood commercial investment and job creation, thereby stimulating and supporting growth in the local economy.
- Design for environmental sustainability – both in the natural (i.e. wetlands, natural plant species) and built environment (i.e. stormwater mitigation, LED lighting, renewable energies).

Parking

- The parking design must comply with all relevant codes and regulations.
- Consideration should be made for efficient use of space, accessibility, and sustainability features.
- Parking shall not be designed fronting a street without sufficient screening and buffering, subject to the approval of P&DD. Furthermore, parking shall be buffered with screening, buildings, or landscaping.
- Detailed plans and cost estimates should be provided.

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- Vehicular access should be located to minimize, if not avoid, conflicts with the pedestrian, utilizing alleys, where possible.
- Bicycle parking should be located to minimize, if not avoid, conflicts with pedestrians, utilizing alleys and adequate shelter, where possible.

XI. EXHIBIT A

Infill Design Precedents





Exhibit A (continued)
Infill Design Precedents

