

REQUEST FOR INTEREST

ESSENTIAL HOUSING PROGRAM



UPTOWN REDEVELOPMENT AREA
AND BINGHAMPTON
REDEVELOPMENT AREA



1.0 INTRODUCTION

1.1 The Community Redevelopment Agency

The Community Redevelopment Agency (CRA) participates in innovative partnerships to ensure every neighborhood in the City of Memphis and Shelby County provides its residents with a healthy and safe environment, economic opportunity, affordable housing, and excellent quality of life.

The CRA's work is directed by various community plans, including the [Uptown Community Plan](#) and the [Binghampton TIF Implementation Strategy Report](#). While these plans focus on different areas of the city, both recommend investing in essential and affordable infill housing that meets the needs of existing residents, encourages working professionals and families to move into the neighborhood, and boosts community pride, identity, and safety.

The CRA is excited to announce a new essential housing program with this Request for Interest (RFI) which features over 80 vacant lots located in the Uptown Redevelopment Area and Binghampton Redevelopment Area. This program is an important opportunity to bring additional housing options to these neighborhoods, and we look forward to partnering with development teams with an interest in new, innovative approaches to affordable housing to bring this vision to reality.





1.2 Uptown Redevelopment Area and Binghamton Redevelopment Area

The Uptown Redevelopment Area is located immediately adjacent to the northern edge of Downtown Memphis and encompasses a number of different neighborhoods in North Memphis, including: Greenlaw, Uptown, Smokey City, New Chicago, Bickford, Bearwater, Scutterfield, Mud Island, and the Medical District.

The purpose of the Uptown Redevelopment Area is to support affordable housing construction, building preservation, building demolition and/or site preparation, and infrastructure improvements that will create and ensure the continued economic vitality of these neighborhoods. Over the last 20+ years, the CRA has been instrumental in the ongoing revitalization of the Uptown area, with 2,000 homes and apartments built, 300 homes rehabilitated, and 30,000 square feet of roads, sidewalks, and alleyways improved. The CRA uses Tax Increment Financing (TIF) – the increase in real property tax revenue in the area – to fuel this community-driven change.

The Binghamton Redevelopment Area is centrally located in the Memphis urban core. In partnership with the Binghamton Development Corporation and the community, the CRA is focused on implementing the following community priorities:

- Strong community spaces, which support increased community activities as well as more recreational and employment opportunities for youth.
- Clean, activated, and attractive neighborhood, beautified through gardens, art, and community clean-ups.
- Affordable opportunities, affordable housing, and affordable commercial space.
- Safe and connected neighborhood with new pathways and improved transportation infrastructure.

In support of these priorities, the CRA has invested in the redevelopment of the Tillman Cove site into new, affordable multi-family apartments and implemented the Single Family Rehab Program which has rehabilitated 40 homes for low-income homeowners in the first two and a half years.



1.3 Project Overview and Goals

The CRA firmly believes that housing at attainable price points enables people, places, and economies to reach their full potential.

With this new housing program, the CRA seeks developers and builders to execute innovative, well-designed “essential housing” (low- income housing, affordable housing, missing middle housing, workforce housing, transitional housing) on 82 lots scattered throughout the Uptown and Binghampton Redevelopment Areas.

The CRA views this housing program as a vehicle to build capacity and support small, local developers and builders. While some experience in home-building, development, and/or architectural design and site planning is desired, the CRA will consider interested parties with varying levels of experience.

2.0 OPPORTUNITY

2.1 Property Information

78 of the 82 lots available for this opportunity are located in the Uptown Redevelopment area. The majority of these lots are in the Smokey City, Scutterfield, and New Chicago neighborhoods. The 4 lots in Binghampton are located in the eastern half of the neighborhood. Detailed lot information – including zoning, lot dimensions, lot size, and photos – is available in this [online map](#).

The CRA is open to proposals that consider a range of housing types and sizes, keeping in mind zoning restrictions, lot size, design considerations, context of the surrounding area, Uptown (or Binghampton) Community Plan, and affordability.



2.2 Housing Development Options and Affordability Requirements

Housing for these lots may be a for-sale, owner-occupied product or a rental product.

Housing proposed under this program should be affordable to low- and moderate-income households. Affordability is defined as housing costs that do not exceed 30% of household income. Low-income households are defined as households earning 80% or less of Area Median Income (AMI). Moderate-income households are defined as households earning between 80% and 120% of AMI. Income limits also take into account family size. The 2024 income limits for the Memphis metropolitan area are listed below:

Family Size	1	2	3	4	5	6
Annual Income Limits (80%)	\$47,750	\$54,550	\$61,350	\$68,150	\$73,650	\$79,100
Annual Income Limits (100%)	\$59,700	\$68,200	\$76,800	\$85,200	\$92,100	\$98,900
Annual Income Limits (120%)	\$71,640	\$81,840	\$92,160	\$102,240	\$110,520	\$118,680

Source: U.S. Department of Housing and Urban Development's Office of Policy Development and Research

While the CRA is interested in housing products that serve moderate-income households (up to 120% AMI), **preference for this program will be given to teams that focus on housing products affordable to low-income households earning 80% AMI or less.**

The following tables provide information on recommended price ranges and rent ranges to meet the affordability goals of this program:

Unit Type and Sales Price/Rent Guidelines

	Affordable Sales Price by AMI		
	80% AMI	100% AMI	120% AMI
Recommended	\$127,835	\$195,080	\$261,782
Maximum	\$155,000	\$235,000	\$310,000

The maximum sales price guidelines are based on a four person household income (see table on page 5). Sales prices should also take into account number of bedrooms, square-footage, and local market conditions.

Affordable Rent Ranges (60%-120% AMI)		
Studio	\$750	\$1,230
1 BR	\$800	\$1,405
2 BR	\$960	\$1,580
3 BR	\$1,100	\$1,755
4 BR	\$1,230	\$1,995

2.3 Subsidies/Incentives

The CRA can provide meaningful gap funding for units affordable to low- and moderate-income residents. In addition, Convergence Memphis also has redevelopment forgivable grant funds available for this effort. The table below provides details on the type of costs that this funding can be used for. The developer will need to demonstrate how this funding is needed to make the project feasible.

Pre-development	Construction	Post-construction/Disposition
Infrastructure	Materials	Legal/transfer/closing costs
Environmental assessment	Labor	
Land use entitlements/legal	Utilities	
Design and architectural plans		

The CRA is working with partners and local agencies such as MLGW and the Division of Planning and Development to provide expedited permitting/review and reduced fees for these projects. Details about this incentive will be forthcoming.



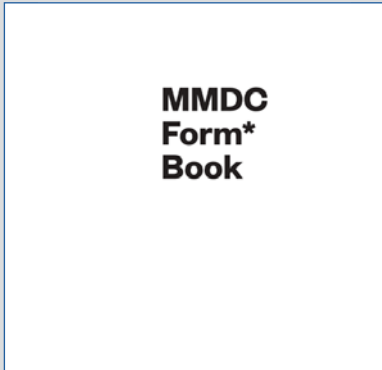
2.4 Property Conveyance Process

The CRA will execute an option and purchase agreement with the selected developer with a set timeframe to exercise the option and convey the property to the developer. As part of the option and purchase agreement execution, the developer will be required to pay \$500 earnest money for each property which will be credited towards the final purchase price. The CRA will offer the lots at prices based on comparable neighborhood values, construction readiness, and the affordability commitment for the project.

Upon conveyance of the property, the CRA will execute a redevelopment agreement and deed restrictions related to affordability of the property. To maintain affordability to low and moderate-income households, the CRA will implement a deed restriction/restrictive covenant that limits future sales or rentals to eligible buyers or renters for a period of 15 years.

THE FOLLOWING NATIONAL AND LOCAL RESOURCES PROVIDE MORE INFORMATION ON

BEST PRACTICES FOR DESIGN



Memphis Medical District Real Estate Form Book



AIA Framework for Design Excellence



Whole Building Design Guide

3.0 DESIGN GUIDANCE

Another major goal of this effort is to push the envelope on innovative design for affordable housing. Developers are encouraged to incorporate thoughtful design elements that result in places that people will be proud to call home. Too often, affordable housing products reflect generic or cookie-cutter designs that lack a connection to the surrounding context and use low-quality materials. The CRA views affordability not just from the standpoint of can a family pay a mortgage or rent, it also takes into account a family’s protection from unexpected emergencies that can damage financial stability. Is the family protected from the elements? High utility bills, mold due to moisture infiltration, leaks, pests and rodents are all compromising factors.

To this end, the CRA wishes to see design excellence balanced with simple forms and contextual architecture elements. The CRA encourages developers to construct homes that are efficient, durable, and resilient; that take into account long-term sustainability; and that provide a healthy environment for the resident.

4.0 HOW TO APPLY

To apply for a property – or multiple properties – interested developers will be required to complete the online [Development Interest Form](#). This form asks some basic questions about the proposed housing product, developer experience, conceptual building renderings and site plans, and initial project costs and timeline.

Upon submission of this form, CRA staff will set up a meeting with the developer to discuss the proposed project, ask for additional details, and provide technical assistance on any information gaps or recommend resources for improving the submittal.

After this meeting, the developer will submit a final proposal that incorporates feedback from CRA staff. Development team selections will be based on the following criteria:

- **Quality of development concept and alignment with RFI and community goals**
- **Project feasibility**
- **Developer capacity and experience**
 - While a track record of delivering high-quality residential infill projects is a plus, the CRA also seeks emerging, minority-owned, local developers who are looking to learn and gain experience in the affordable housing space.
- **Economic and community inclusion**

To help with project and proposal development, the CRA has provided example project ideas – with potential costs and funding sources - for several of the available lots in the attached appendix.

Interest forms and subsequent proposals will be accepted on a rolling basis. The CRA will begin reviewing proposals in early spring and construction will begin on new homes by summer 2025.

DEVELOPMENT TIMELINE

1. VIEW

View available lots map and spreadsheet, and select lots of interest.



2. DEVELOP

Develop initial project idea, cost, sketch, etc.



3. FORM

Fill out and submit online Development Interest Form.

cramemphis.org/memphis-essential-housing-rfp



4. INTERVIEW

CRA staff will reach out to schedule interview.



5. PROPOSAL

Submit complete and revised development proposal.



6. AGREEMENT

If approved, execute option and purchase agreement with CRA



7. ZONING

Upon obtaining zoning approvals and financing commitments, CRA and developer will execute Redevelopment Agreement.



8. SCHEDULE

Schedule closing and property transfer



9. CONSTRUCT

Begin construction of the project.



APPENDIX:
PROJECT PROPOSAL EXAMPLES



HOUSING PROPOSAL

ADDRESS 936 Lee Avenue

ZONING R-6

PARCEL NO. 021003 00027

PARCEL



PROJECT DESCRIPTION

The proposed 1550 sq. ft. house located at 936 Lee Ave in the Aeschliman Subdivision of Memphis, TN, seeks to address the community’s need for attainable single family housing. This home is designed as a 3 Bedroom / 2 Bath that can accommodate a family of a 4. A parking pad behind the home allows for 2 vehicles while still preserving space for an ample backyard.

DEVELOPMENT PLAN

Designed to be a family’s primary residence, once construction is financed, this home can be constructed in 6 to 12 months with traditional building materials, energy efficient appliances, and at 15+ SEER rated HVAC.

Disposition Options

- A. The home can be sold for approximately \$145,000 with a deed restriction that future sales for a period of 15 years must be to an owner occupant meeting income guidelines of up to 80% AMI.
- B. If rented at an affordable rate to a family at 100% AMI, the home can be held as a long term investment with monthly rent starting around \$1275. The investment should see a positive cash flow around year 7 of ownership.

FLOOR PLAN



TIMELINE

6-12 months for completion.

SOURCES

CATEGORY	AMOUNT
Personal and Investor Capital	\$20,000
Construction Loan	\$116,000
Gap	\$74,280
Tax Credits	\$0
TOTAL	\$210,280

USES

CATEGORY	AMOUNT
Land Acquisition	\$2,000
Pre-development	\$9,200
Permits	\$1,500
Construction	\$186,000
Developer Fee	\$5,580
Closing Costs (if for sale)	\$6,000
TOTAL	\$210,280



John E. Repairitall, LLC.

ADDRESS 197 Saffarans Avenue

ZONING Medium Density Residential

PARCEL NO. 001074 00003

PARCEL



PROJECT DESCRIPTION

The proposed development at 197 Saffarans Avenue in the Greenlaw community of Memphis, TN, introduces a unique townhouse designed in the style of a carriage house. This project is intended to provide an affordable and attractive housing solution that complements the historical context and architectural themes of the area.

DEVELOPMENT PLAN

The development plan includes the construction of a single, two-story townhouse styled after a traditional carriage house. This townhouse will cover approximately 1,200 sq. ft., carefully designed to maximize the use of space while preserving the aesthetic charm of the neighborhood.

- **Design and Layout:** The townhouse will feature two bedrooms, one and a half bathrooms, a modern kitchen, and a combined living and dining area. The design will incorporate large windows and possibly skylights to enhance natural lighting and ventilation, creating an airy and welcoming interior space.
- **Architectural Style and Features:** Emulating the historical carriage houses, the design will include elements such as a gabled roof, exposed beams, and possibly a second-story overhang that mimics the look of a hayloft. The use of brick and wood will align the new construction with the traditional materials found throughout Greenlaw.

SITE PLAN



The home will be priced at \$195,000 which is affordable to a household at 100% AMI. Estimated completion in 6-12 months.

SOURCES

CATEGORY	AMOUNT
Personal and Investor Capital	\$15,000
Construction Loan	\$156,000
Gap	\$28,650
TOTAL	\$199,650

USES

CATEGORY	AMOUNT
Land Acquisition	\$2,000
Pre-development	\$6,000
Permits	\$800
Construction	\$180,000
Developer Fee	\$5,850
Closing Costs (if for sale)	\$5,000
TOTAL	\$199,650



ADDRESS 1010 Tully Street

ZONING RU-1

PARCEL NO. 027003 00035

PARCEL



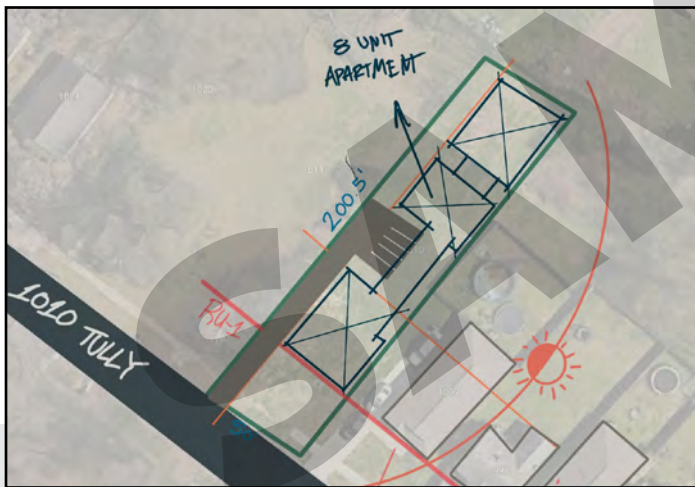
PROJECT DESCRIPTION

We are proposing the development of an 8-unit apartment complex at 1010 Tully Street, situated within the Woodruff subdivision of Memphis, TN. This project aims to address the critical need for affordable housing in the area by providing modern, energy-efficient residences that cater to families and individuals earning up to 80% of the area median income (AMI). The project leverages the RU-1 zoning, which supports moderate-density residential development and is ideal for our purpose of enhancing community living while promoting sustainable urban growth.

DEVELOPMENT PLAN

The project envisions the construction of a three-story building comprising eight apartment units. The unit mix will include four 2-bedroom units and four 1-bedroom units, designed to accommodate a diverse range of family sizes and dynamics. Each unit will feature a modern layout with a focus on maximizing space and natural light. The ground floor will house parking and utility areas, with residential units situated on the upper floors. Rent for the 1-bedroom units will be approximately \$1,100 and the 2-bedroom units at \$1,250. We envision receiving subsidies from HCD’s Middle-Income Housing Program as well as funding from the CRA.

SITE PLAN



TIMELINE

12-18 months for completion.

SOURCES

CATEGORY	AMOUNT
Personal and Investor Capital	\$50,000
Construction Loan	\$816,295
Incentives/Subsidies	\$500,000
TOTAL	\$1,366,295

USES

CATEGORY	AMOUNT
Land Acquisition	\$5,000
Pre-development	\$14,500
Permits	\$2,000
Construction	\$1,305,000
Developer Fee	\$39,795
TOTAL	\$1,366,295

ADDRESS 1068 Faxon Street

ZONING RU-3

PARCEL NO. 021021 00014

PARCEL



PROJECT DESCRIPTION

The proposed development at 1068 Faxon Street in the Speedway Terrace subdivision of Memphis, TN, seeks to address the community’s need for affordable and versatile housing solutions through the construction of a single-family house accompanied by a detached Accessory Dwelling Unit (ADU). This project is designed to offer flexible living arrangements and foster a sense of community, while also providing an opportunity for economic empowerment through potential rental income or extended family living space.

DEVELOPMENT PLAN

The primary residence will be designed as a modern single-family home encompassing approximately 1,500 square feet. This home will feature three bedrooms and two bathrooms, tailored to meet the needs of families seeking affordable housing options within the city. Adjacent to the main residence, a detached ADU will be constructed. This unit will cover around 500 square feet and will include one bedroom, one bathroom, a kitchenette, and a living area. This structure offers the perfect opportunity for rental income, housing for extended family, or a private space for home offices, which have increased in demand. The home will be priced at \$270,000 which is affordable to a household at 120% AMI.

SITE PLAN



TIMELINE

12-18 months for completion.

SOURCES

CATEGORY	AMOUNT
Personal and Investor Capital	\$15,000
Construction Loan	\$240,000
Gap	\$54,500
Tax Credits	\$0
TOTAL	\$309,500

USES

CATEGORY	AMOUNT
Land Acquisition	\$4,000
Pre-development	\$10,000
Permits	\$1,500
Construction	\$280,000
Developer Fee	\$9,000
Closing Costs (if for sale)	\$5,000
TOTAL	\$309,500