

Housing Development

Lot and Funding Recommendations

Presented By:

Housing Development Director

Michael Blair

April 13, 2026



HOUSING DEVELOPMENT

FEBRUARY & MARCH 2026

NOFO/RFP OVERVIEW



- **Overview of NOFO/RFP process**

- Schedule/deadlines
- Number of applications submitted
- Number of applications that were approved for consideration

- **Evaluation Process and Scoring Matrix**

- **Discussion**

- Affordable Rental Property Recommended Applications
- City Owned Lots, some with SF house funding, Recommendations

- **AHC moved to recommend projects and funding to the General Government Committee**

AFFORDABLE HOUSING DEVELOPMENT

RFP Schedule

| APRIL 2026 | | | | | | |
|--------------------|--------------------|-----|---------------|-----|-----|-----|
| SUN | MON | TUE | WED | THU | FRI | SAT |
| | | | 1 | 2 | 3 | 4 |
| 5 Easter Sunday | 6 Easter Monday | 7 | 8 | 9 | 10 | 11 |
| 12 | 13 X | 14 | 15 Tax Day | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |

| MAY 2026 | | | | | | |
|--------------------|--------------------|--------------------|-----|-----|-----|-----|
| SUN | MON | TUE | WED | THU | FRI | SAT |
| | | | | | 1 | 2 |
| 3 | 4 X | 5 Cinco de Mayo | 6 | 7 | 8 | 9 |
| 10 Mother's Day | 11 | 12 | 13 | 14 | 15 | 16 |
| 17 | 18 | 19 | 20 | 21 | 22 | 23 |
| 24 | 25 Memorial Day | 26 | 27 | 28 | 29 | 30 |
| 31 | | | | | | |

Download & Print Free Calendars From Wiki Calendar

| Action | Date |
|-------------------------------------|-------------------------|
| Developer/Homebuilder Workshop | 02/16/2026 |
| Proposal Application Deadline | 03/06/2026 @ 5pm |
| HD Staff Application Review | 03/09/2026 - 03/13/2026 |
| Affordable Housing Coalition Board | 03/27/2026 |
| General Government Committee | 04/13/26 |
| City Council | 05/04/26 |



APPLICATIONS

28

SUBMITTED APPLICATIONS

(many with 3 lots per application)

ANCHOR x 2

Bell's Property Management, LLC
Buckeye Community Hope Foundations
Do This With Love, LLC
Greenway Residential Development II, LLC
Habitat for Humanity of Forsyth County
HRWS Investments Inc.
Latter Rain Investments, LLC
NC Growth Development Initiative Inc.
Oak Ridge Solutions
Prosperity Alliance x 4
Switzer Homes, LLC x 2
Third Wave Housing, LLC
TWG Development, LLC
United Charis Transport
Whole Man Ministries x 4
Williams Development x 2
Wallick Asset Management, LLC

11

COMPLETE APPLICATIONS

(All complete applications had acceptable
Neighborhood outreach)

ANCHOR

Greenway Residential Development II, LLC
Habitat for Humanity of Forsyth County
Prosperity Alliance x 3
Third Wave Housing, LLC
TWG Development, LLC
Williams Development x 2
Wallick Asset Management, LLC

Evaluation based on:



- Scoring Matrix
- Site Score
- Overall quality of application including thoroughness
- Required Neighborhood Outreach
- Viability
- Intangibles
- Best overall projects to quickly get housing built or stabilized
- All within a \$3,000,000 NOFO cap; \$500k RFP/Lot cap

Scoring Matrix

| Evaluation Criteria | Maximum Points |
|---|------------------|
| Development Quality | 22 |
| Target Population Priorities | 22 |
| Readiness to Proceed | 6 |
| Leveraged Resources/ Financial Feasibility | 12 |
| Development and Management Team | 10 |
| DBE Participation | 7 |
| Ordinance 2-9. Sale or lease of city-owned property for affordable housing purposes/and or Ordinance 2-10 | 14 |
| Amenities & Community Integration | 7 |
| Additional Points: Supportive Services | 5 |
| Community/Neighborhood Outreach | Mandatory |

RECOMMENDATIONS

Multi-Family

APPROVED BY AFFORDABLE HOUSING COALITION
03.27.26

PROPOSAL/DEVELOPER ANALYSIS – MULTI-FAMILY

5 PROPERTIES



358 UNITS TOTAL
(41 UNITS UNDER 30% AMI)

| | |
|---|---------------------|
| ANCHOR Affordable Multi-Family Rentals (1) | 28 UNITS |
| Greenway Residential Development Affordable Multi-Family Rentals(1) | 60 UNITS |
| Third Wave Housing, LLC Financial Stabilization Newly Completed Affordable Multi-Family Rentals(1) | 62 UNITS |
| TWG Development, LLC Affordable Multi-Family Rentals (1) | 148 UNITS |
| Wallick Asset Management Affordable Multi-Family Rentals (1) | 60 UNITS |

| Applicant Name | Property Name | New Construction or Rehabilitation | City Lot Requested (Yes/No) | Amount Offered for City Lot/s | Amount of Funding Requested (\$) | Amount of Funding Recommended (\$) | # of Units | # of 30% Units | Overall Score | Ward | Site Score | Other Considerations / Notes | Recommended (Yes/No) |
|---|---------------------------|------------------------------------|-----------------------------|-------------------------------|----------------------------------|------------------------------------|------------|----------------|---------------|-----------|------------|---|----------------------|
| TWG Development, LLC | Cornerstone at Salem | New | Yes | \$200,000 | \$2,000,000 | \$1,000,000 | 148 | 0 | 46 | Southeast | 40 | Landlocked parcels working with Hubbard for access. This project will use Tax Exempt Bonds, 221d4, and 4% credits which are not competitive. The project would be a catalyst for over 50 acres to be developed for affordable and mid-market housing in this area of the city while preserving the natural tree cover and other vegetation. | YES |
| Wallick Asset Management LLC | Zachary Pointe Apartments | New | No | N/A | \$1,500,000 | \$1,000,000 | 60 | 15 | 50 | South | 33 | Has \$2mil HOME from NS. Has 9% credit already. This project is as "shovel ready" as possible and can start withing a few months of approval. | YES |
| Third Wave Housing | 600 Peters Creek | New | No | N/A | \$390,000 | \$390,000 | 62 | 16 | 65 | Southwest | 43 | Has found over \$900k to cover majority of gap. Private foundation and FHLB of Atlanta have seen the need for additional funding. This stabilizes finances. | YES |
| Greenway Residential Development | Sage Point | New | No | N/A | \$2,000,000 | \$610,000 | 60 | 10 | 63 | North | 37 | 3rd try at 9% credits. NCHFA site scores released March 20th. Two Forsyth applications got perfect 68's. Sage Pt is one of the two. This could be the amount that pushes them past the other application. | YES |
| Anchor-Affordable NC Housing Organization | Vespers | Rehab | No | N/A | \$130,000 | \$130,000 | 28 | 0 | 65 | Southeast | 41 | Built in 1977. The city funding would be less than 10% of the total need to bring the property up to 2026 standards. | YES |
| | | | | Total Requested | \$6,020,000 | \$3,130,000 | 358 | 41 | | | | | |

TWG DEVELOPMENT, LLC – Cornerstone at Salem



148 Units

Unit Mix

54 One-Bedroom
70 Two-Bedroom
24 Three-Bedroom

Designed for working
individuals & small
families

SOUTHEAST WARD

\$1M

Income Mix

60% AMI

AMENITIES & VALUE

 Clubhouse

 Fitness Center

 Computer Room

 In-Unit Washers/Dryers

Balanced approach Supports deep affordability and long-term financial stability

TWG DEVELOPMENT, LLC – Cornerstone at Salem

 PROPERTIES

 SEARCH

 LAYERS

 FILTERS


 MEASURE

 DRAW

 PRINT

Available Properties

(Count: 3)

 Filter Data →



0 BURGoyNE CT

6844-76-2084.000

5.9 ac • Southeast Ward



Zoom



Property Info

0 CLINE ST

6844-76-2496.000

6.25 ac • Southeast Ward



Zoom



Property Info

0 LEIGHT ST

6844-66-7274.000

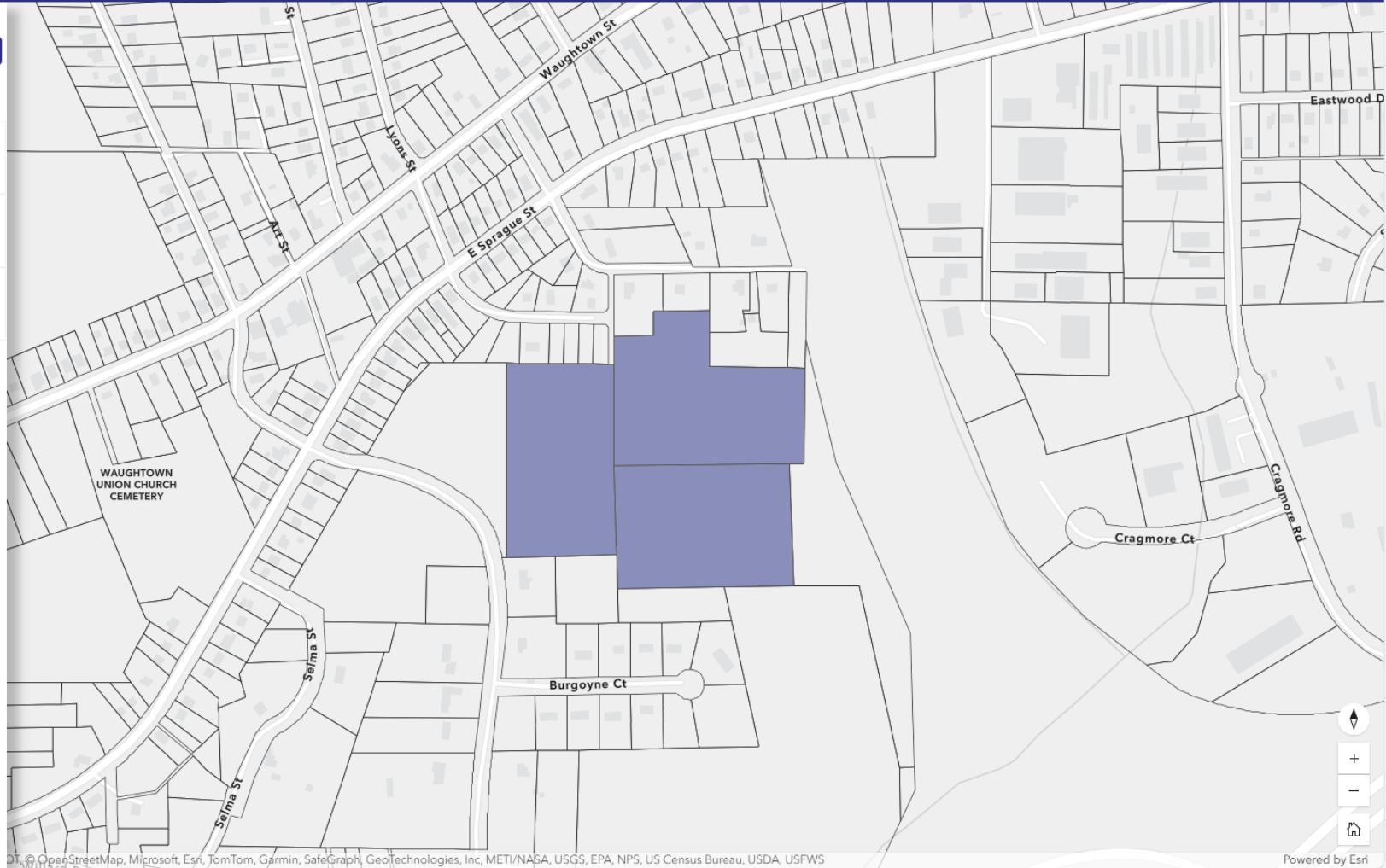
5.68 ac • Southeast Ward



Zoom



Property Info



[View Active Projects](#) 



DT, © OpenStreetMap, Microsoft, Esri, TomTom, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, US Census Bureau, USDA, USFWS

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Wallick Asset Management – Zachary Pointe Apts.



60 Units

Unit Mix

- 12 One-Bedroom
- 30 Two-Bedroom
- 18 Three-Bedroom

Designed for working individuals & small families

SOUTH WARD

\$1M

Income Mix

- 30%
- 50%
- 60% AMI

AMENITIES & VALUE

 Community Room

 Playground

 Computer Room

 Washers/Dryers

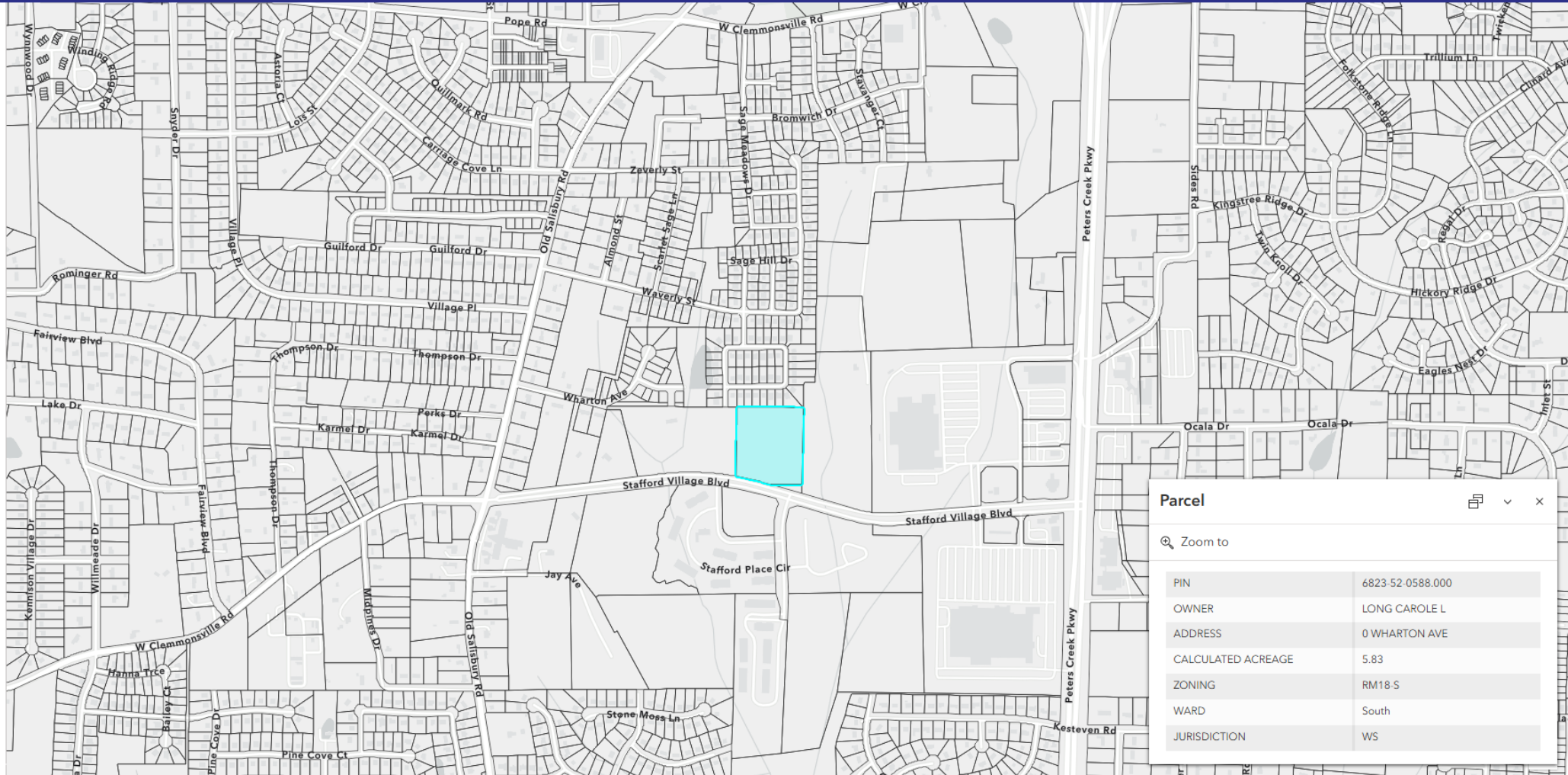
 Outdoor Seating Areas

 Picnic with Grill Area

Balanced approach Supports deep affordability and long-term financial stability

Wallick Asset Management – Zachary Pointe Apts.

- PROPERTIES
- SEARCH
- LAYERS
- FILTERS
- MEASURE
- DRAW
- PRINT



Third Wave Housing – 600 Peters Creek - Completed



62 Units

Unit Mix

18 One-Bedroom

44 Two-Bedroom

Designed for working
individuals & small
families

SOUTHWEST WARD

\$390K

Income Mix

30% 50% 60% AMI

AMENITIES & VALUE

 Community Room

 Playground

 Computer Room

 Washers/Dryers

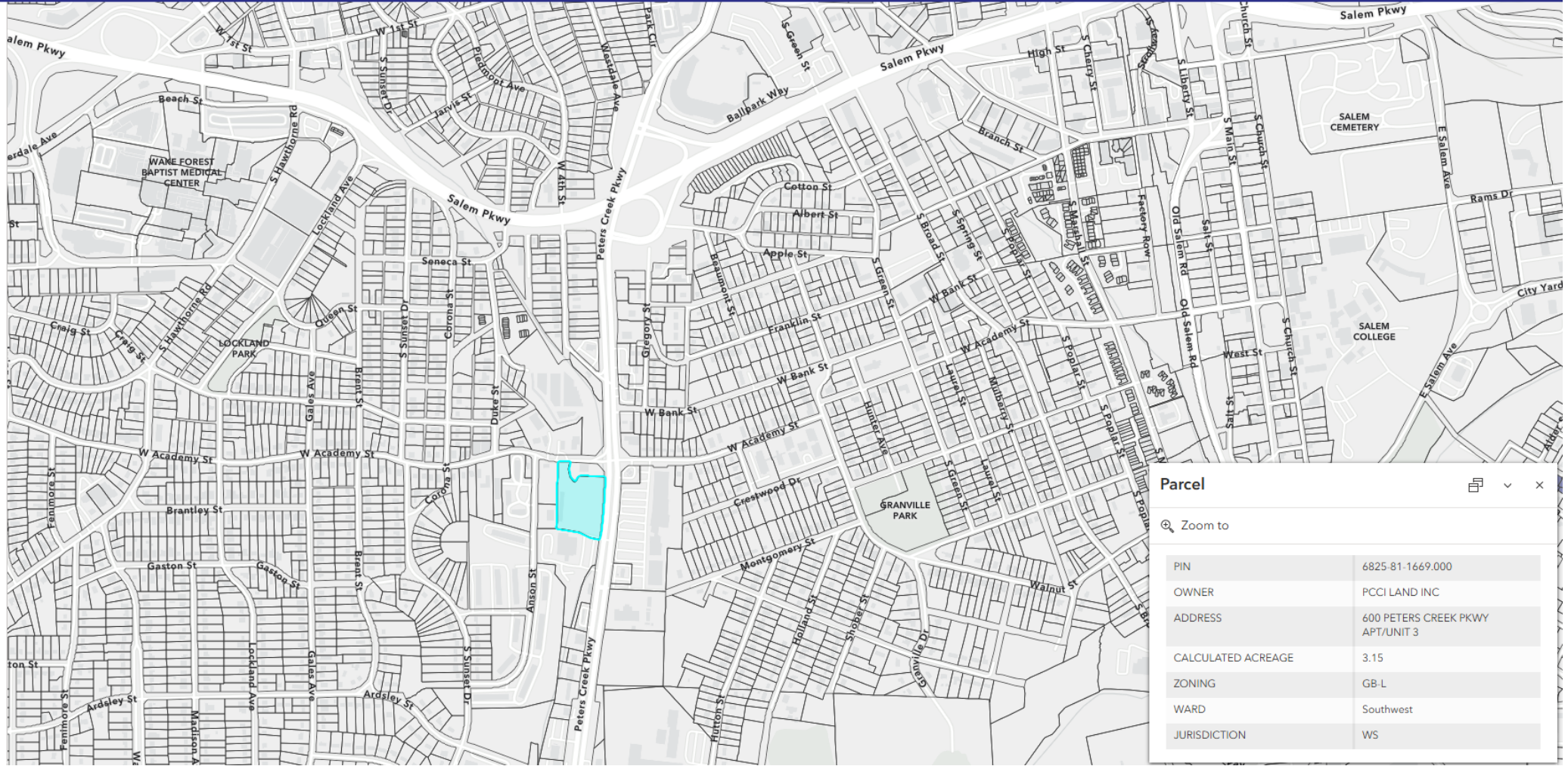
 Outdoor Seating Areas

 Picnic with Grill Area

Balanced approach Supports deep affordability and long-term financial stability

Third Wave Housing – 600 Peters Creek

- PROPERTIES
- SEARCH
- LAYERS
- FILTERS
- MEASURE
- DRAW
- PRINT



Parcel

Zoom to

| | |
|--------------------|-------------------------------------|
| PIN | 6825 81-1669-000 |
| OWNER | PCCI LAND INC |
| ADDRESS | 600 PETERS CREEK PKWY APT/UNIT 3 |
| CALCULATED ACREAGE | 3.15 |
| ZONING | GB-L |
| WARD | Southwest |
| JURISDICTION | WS |

Greenway Residential – Sage Point



60 Units

Unit Mix

- 10 One-Bedroom
- 30 Two-Bedroom
- 20 Three-Bedroom

10% of its units set aside for the mobility-impaired, persons with disability, or unhoused populations

NORTH WARD

\$610K

Income Mix

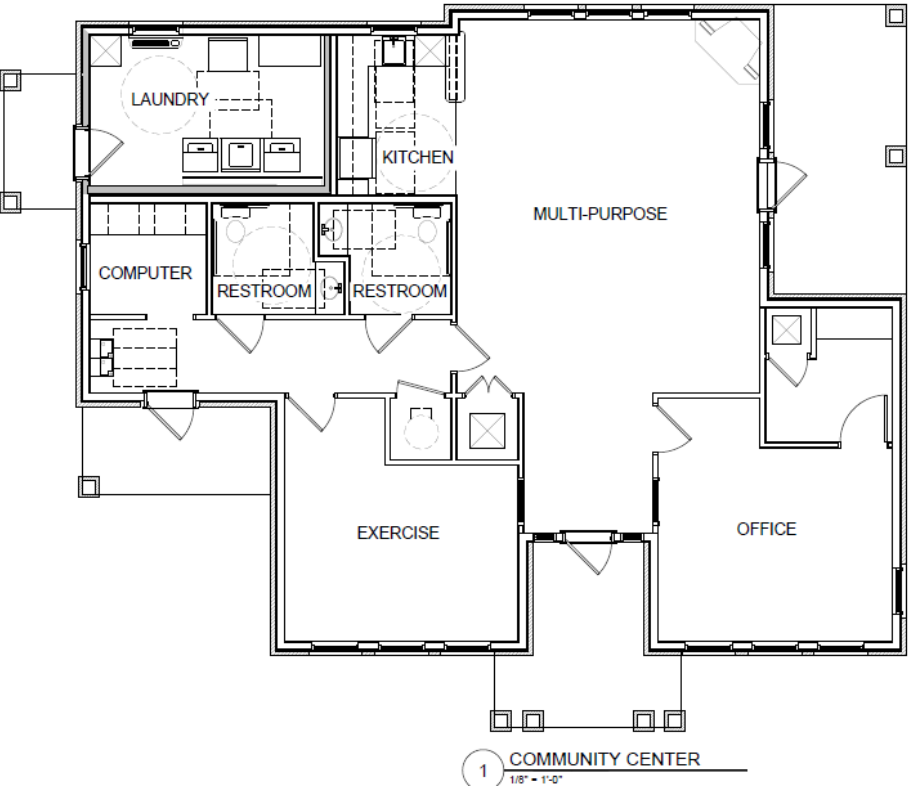
30% - 70% AMI

AMENITIES & VALUE

- Community Room
- Computer Room
- Fitness Room
- On-site Washers/Dryers
- Playground

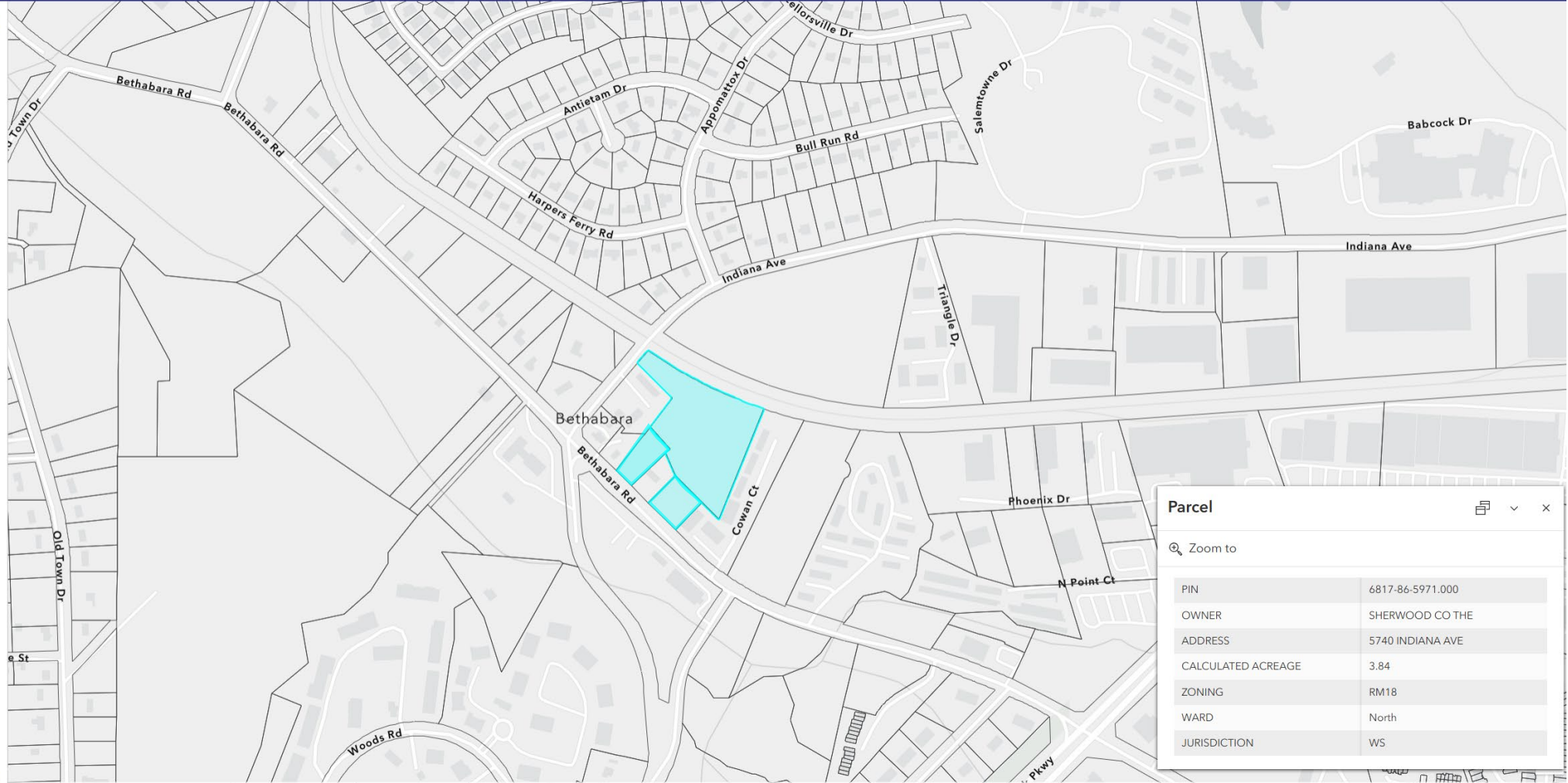
Balanced rehabilitation approach supports affordability, accessibility, and long-term financial stability. Current community building to be demolished and replaced with new more modern and accessible building.




Greenway Residential – Sage Point




Greenway Residential – Sage Point

-  PROPERTIES
-  SEARCH
-  LAYERS
-  FILTERS
-  MEASURE
-  DRAW
-  PRINT



Parcel   

 Zoom to

| | |
|--------------------|------------------|
| PIN | 6817-86-5971.000 |
| OWNER | SHERWOOD CO THE |
| ADDRESS | 5740 INDIANA AVE |
| CALCULATED ACREAGE | 3.84 |
| ZONING | RM18 |
| WARD | North |
| JURISDICTION | WS |

ANCHOR – Vespers Apts.(Elderly) – Rehab – Not a City Lot



28 Units

Unit Mix
28 One-Bedroom

Designed for elderly individuals & small households

SOUTHEAST WARD

\$130K

Income Mix
100% at 60% AMI

AMENITIES & VALUE

 Community Building

 Computer Room

 Shared Washers/Dryers

Balanced rehabilitation approach supports affordability, accessibility, and long-term financial stability. Current community building to be demolished and replaced with new more modern and accessible building.

ANCHOR – Vespers Apts.(Elderly) – Rehab – Not a City Lot



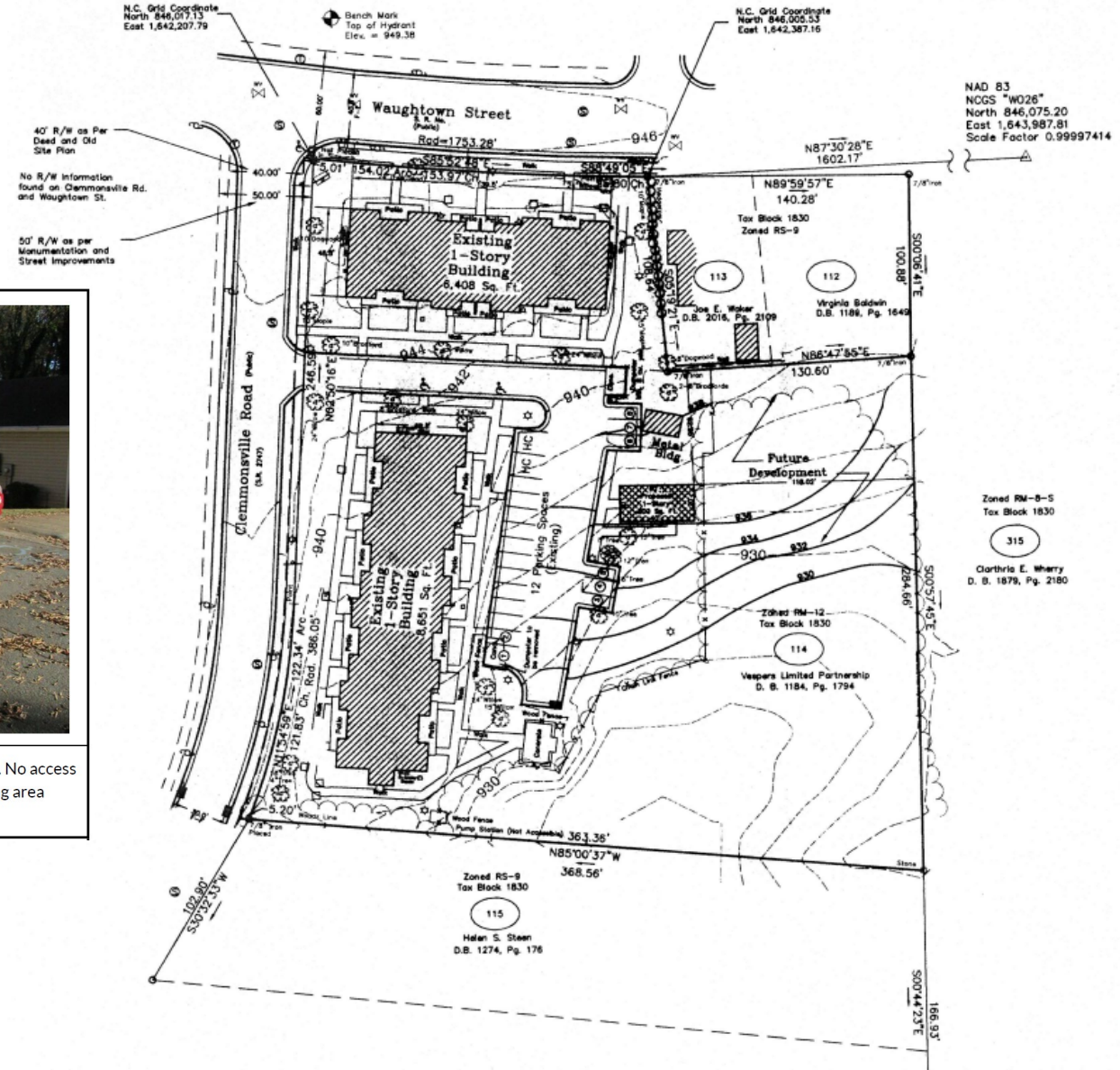
34. (3.7.1) Community room.



40. (3.7.2) Down unit 1330E kitchen.



1. (7.1-01) Designated van-accessible parking space not present. No access aisle present. Van-accessible placard not present at the parking area serving the leasing office. (ADA)



RECOMMENDATIONS

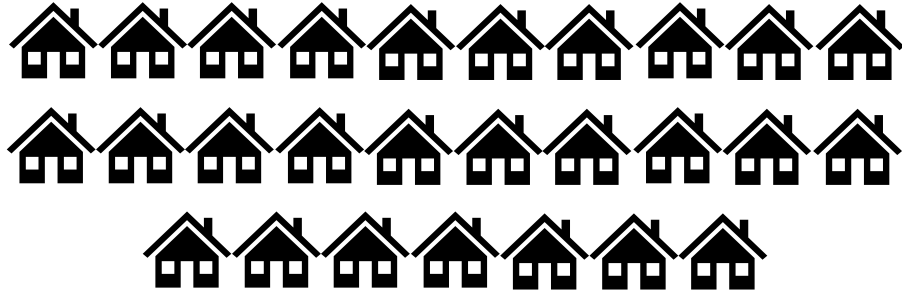
Lots and Single-Family

APPROVED BY AFFORDABLE HOUSING COALITION

03.27.26

PROPOSAL/DEVELOPER ANALYSIS – LOTS/SINGLE FAMILY

27 UNITS



ALL UNITS UNDER 80%
AMI

Habitat for Humanity of FC

1 City Parcel – Single Family Townhomes

14
UNITS

Prosperity Alliance

Infrastructure Assistance

8
UNITS

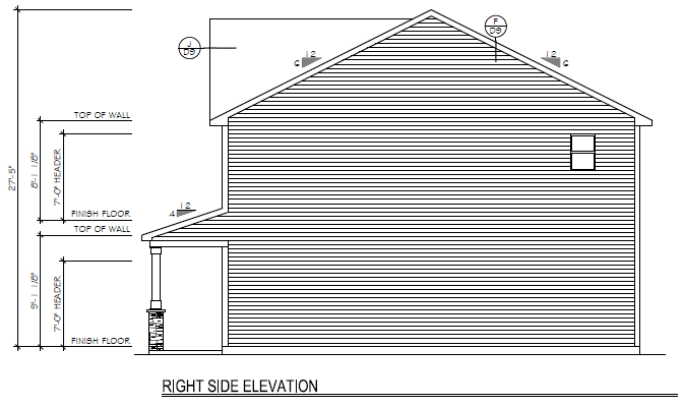
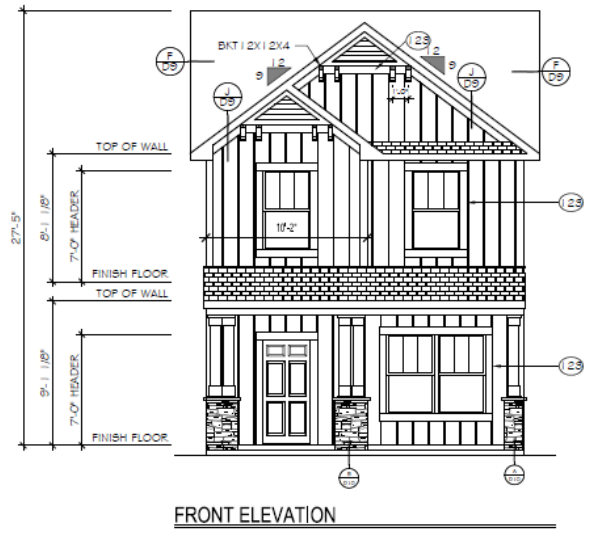
Williams Land Development, Inc.

No Funding Requested

5
UNITS

| PROJECT NAME | APPLICANT NAME | LOT ADDRESS | LOT PIN | # OF UNITS | APPLICATION SCORE | REQUEST FOR FUNDING | RECOMMENDED FUNDING | WARD | SITE SCORE | RECOMMENDED (Yes/No) |
|----------------------------------|--|-------------------------|--------------------|------------|-------------------|-----------------------|---------------------|-----------|------------|----------------------|
| RIDGEBACK LOTS | Williams Land Development, Inc | 3116 Ridgeback Dr | 6854-26-7800 | 1 | 33 | \$0 | \$0 | Southwest | 38 | YES |
| RIDGEBACK LOTS | Williams Land Development, Inc | 3108 Ridgeback Dr | 6854-26-6719 | 1 | 33 | \$0 | \$0 | Southwest | 38 | YES |
| RIDGEWOOD | Williams Land Development, Inc | 3200 Ridgewood Place Dr | 6854-25-5986 | 1 | 37 | \$0 | \$0 | Southwest | 37 | YES |
| RIDGEWOOD | Williams Land Development, Inc | 3213 Ridgewood Place Dr | 6854-26-7294 | 1 | 37 | \$0 | \$0 | Southwest | 37 | YES |
| RIDGEWOOD | Williams Land Development, Inc | 3219 Ridgewood Place Dr | 6854-26-8255 | 1 | 37 | \$0 | \$0 | Southwest | 37 | YES |
| HAPPY HILL | Prosperity Alliance | 0 Willow St_2 | 6835-51-0405 | 1 | 58 | \$40,000 | \$30,000 | East | 41 | YES |
| HAPPY HILL | Prosperity Alliance | 0 Powell St | 6835-40-6718 | 1 | 58 | \$40,000 | \$30,000 | East | 40 | YES |
| HAPPY HILL LOTS_INFRASTRUCTURE_1 | Prosperity Alliance | 1239 Alder St | 6835-40-7949 | 1 | 30 | \$40,000 | \$30,000 | East | 41 | YES |
| HAPPY HILL LOTS_INFRASTRUCTURE_2 | Prosperity Alliance | 1215 Mint St | 6835-51-1182 | 1 | 36 | \$40,000 | \$30,000 | East | 41 | YES |
| HAPPY HILL LOTS_INFRASTRUCTURE_3 | Prosperity Alliance | 0 Willow St | 6835-51-2077 | 1 | 30 | \$40,000 | \$30,000 | East | 41 | YES |
| HAPPY HILL LOTS_INFRASTRUCTURE_4 | Prosperity Alliance | 1249 Alder St | 6835-40-6866 | 1 | 56 | \$40,000 | \$30,000 | East | 40 | YES |
| HAPPY HILL LOTS_INFRASTRUCTURE_5 | Prosperity Alliance | 1243 Alder St | 6835-40-6991 | 1 | 56 | \$40,000 | \$30,000 | East | 40 | YES |
| HAPPY HILL LOTS_INFRASTRUCTURE_6 | Prosperity Alliance | 1241 Alder St | 6835-40-7915 | 1 | 56 | \$40,000 | \$30,000 | East | 41 | YES |
| HABITAT FORSYTH COUNTY | Habitat for Humanity of Forsyth County Inc | 2315 Urban St | 6834-85-9682 | 14 | 43 | \$560,000 | \$260,000 | Southeast | 38 | YES |
| | | | Total Units | 31 | Total | \$1,000,000.00 | \$500,000.00 | | | |

Williams Land Development Inc. - Ridgewood and Ridgeback Dr.

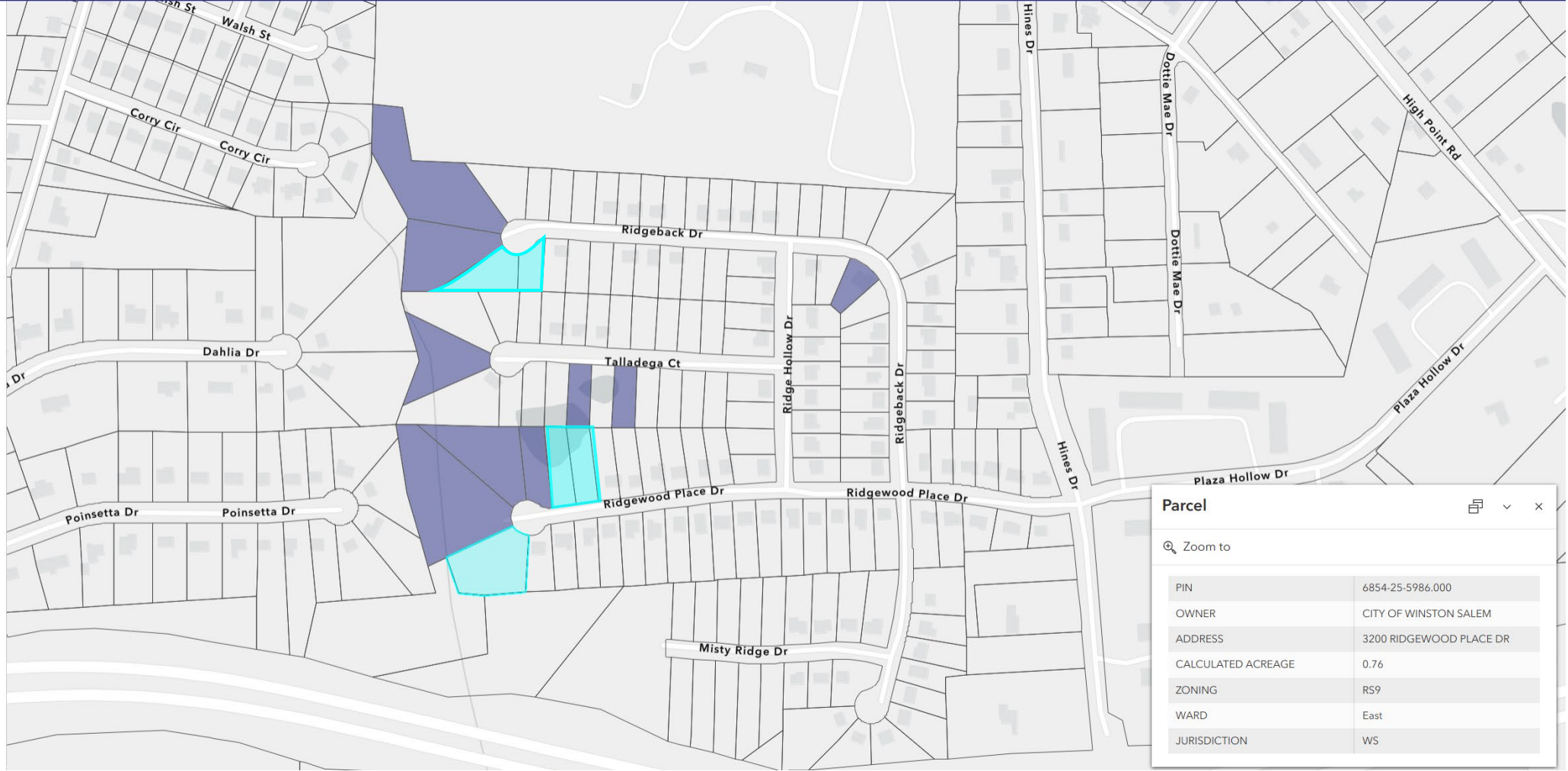


Ridgewood Place Dr.
3 Units
3 Bed 2 Bath
1500 Sq. Ft.
Sales Price Per Home
\$220K - \$240K

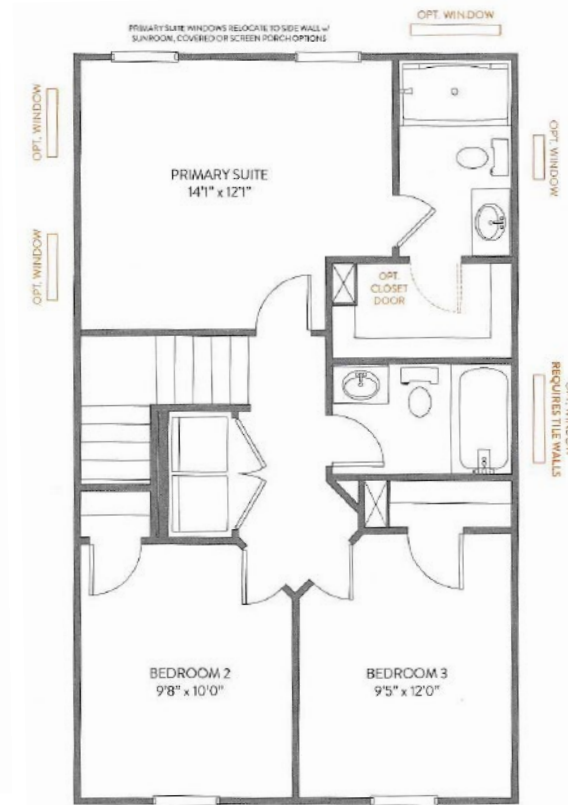
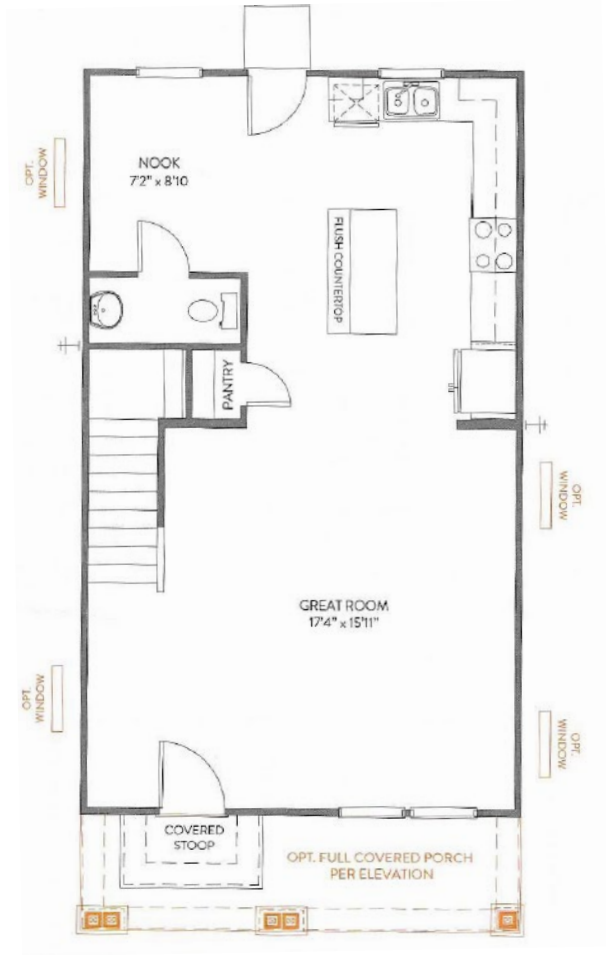
Ridgeback Dr.
2 Units
3 Bed 2 Bath
1500 Sq. Ft.
Sales Price Per Home
\$220K - \$240K
SOUTHEASTWARD
Income Target
80% AMI

Williams Land Development Inc. - Ridgewood and Ridgeback Dr.

-  PROPERTIES
-  SEARCH
-  LAYERS
-  FILTERS
-  MEASURE
-  DRAW
-  PRINT



Prosperity Alliance – Happy Hill

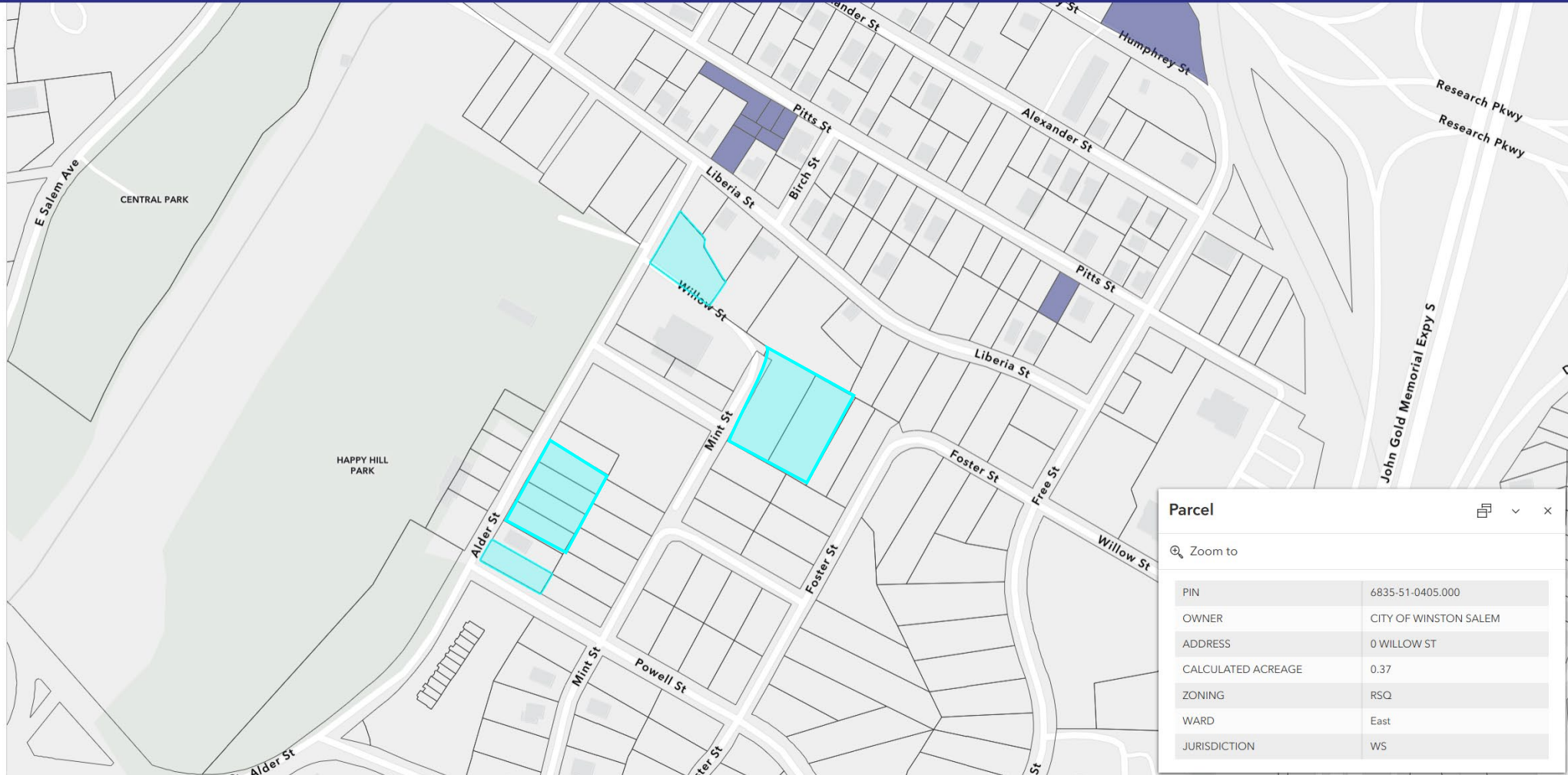





8 Units
3 Bed 2 Bath
1500 Sq. Ft.
Sales Price Per Home
\$220K - \$240K
30K Per Lot
(240K Total)
EAST WARD
Income Target
80% AMI




Prosperity Alliance – Happy Hill

-  PROPERTIES
-  SEARCH
-  LAYERS
-  FILTERS
-  MEASURE
-  DRAW
-  PRINT



Parcel   

 Zoom to

| | |
|--------------------|-----------------------|
| PIN | 6835-51-0405.000 |
| OWNER | CITY OF WINSTON SALEM |
| ADDRESS | 0 WILLOW ST |
| CALCULATED ACREAGE | 0.37 |
| ZONING | RSQ |
| WARD | East |
| JURISDICTION | WS |

Habitat for Humanity – Urban St. - Townhomes



14 Units

**3 Bed 2.5 Bath
1400 Sq. Ft.**

**Sales Price Per Home
\$248K**

**260K
(Offering 15K for lot)**

SOUTHEAST WARD

**Income Target
80% AMI**

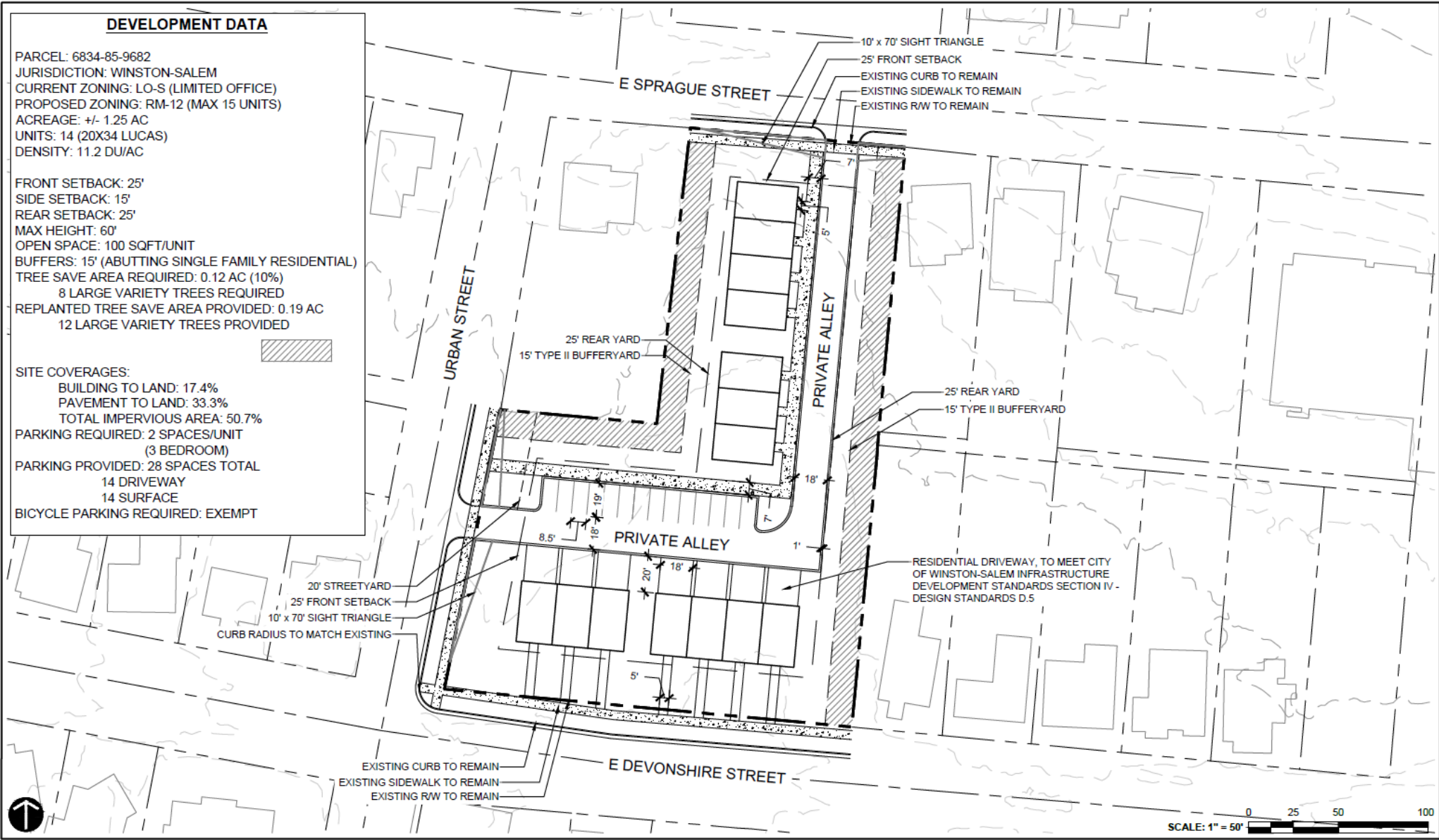
DEVELOPMENT DATA

PARCEL: 6834-85-9682
 JURISDICTION: WINSTON-SALEM
 CURRENT ZONING: LO-S (LIMITED OFFICE)
 PROPOSED ZONING: RM-12 (MAX 15 UNITS)
 ACREAGE: +/- 1.25 AC
 UNITS: 14 (20X34 LUCAS)
 DENSITY: 11.2 DU/AC

FRONT SETBACK: 25'
 SIDE SETBACK: 15'
 REAR SETBACK: 25'
 MAX HEIGHT: 60'
 OPEN SPACE: 100 SQFT/UNIT
 BUFFERS: 15' (ABUTTING SINGLE FAMILY RESIDENTIAL)
 TREE SAVE AREA REQUIRED: 0.12 AC (10%)
 8 LARGE VARIETY TREES REQUIRED
 REPLANTED TREE SAVE AREA PROVIDED: 0.19 AC
 12 LARGE VARIETY TREES PROVIDED



SITE COVERAGES:
 BUILDING TO LAND: 17.4%
 PAVEMENT TO LAND: 33.3%
 TOTAL IMPERVIOUS AREA: 50.7%
 PARKING REQUIRED: 2 SPACES/UNIT
 (3 BEDROOM)
 PARKING PROVIDED: 28 SPACES TOTAL
 14 DRIVEWAY
 14 SURFACE
 BICYCLE PARKING REQUIRED: EXEMPT



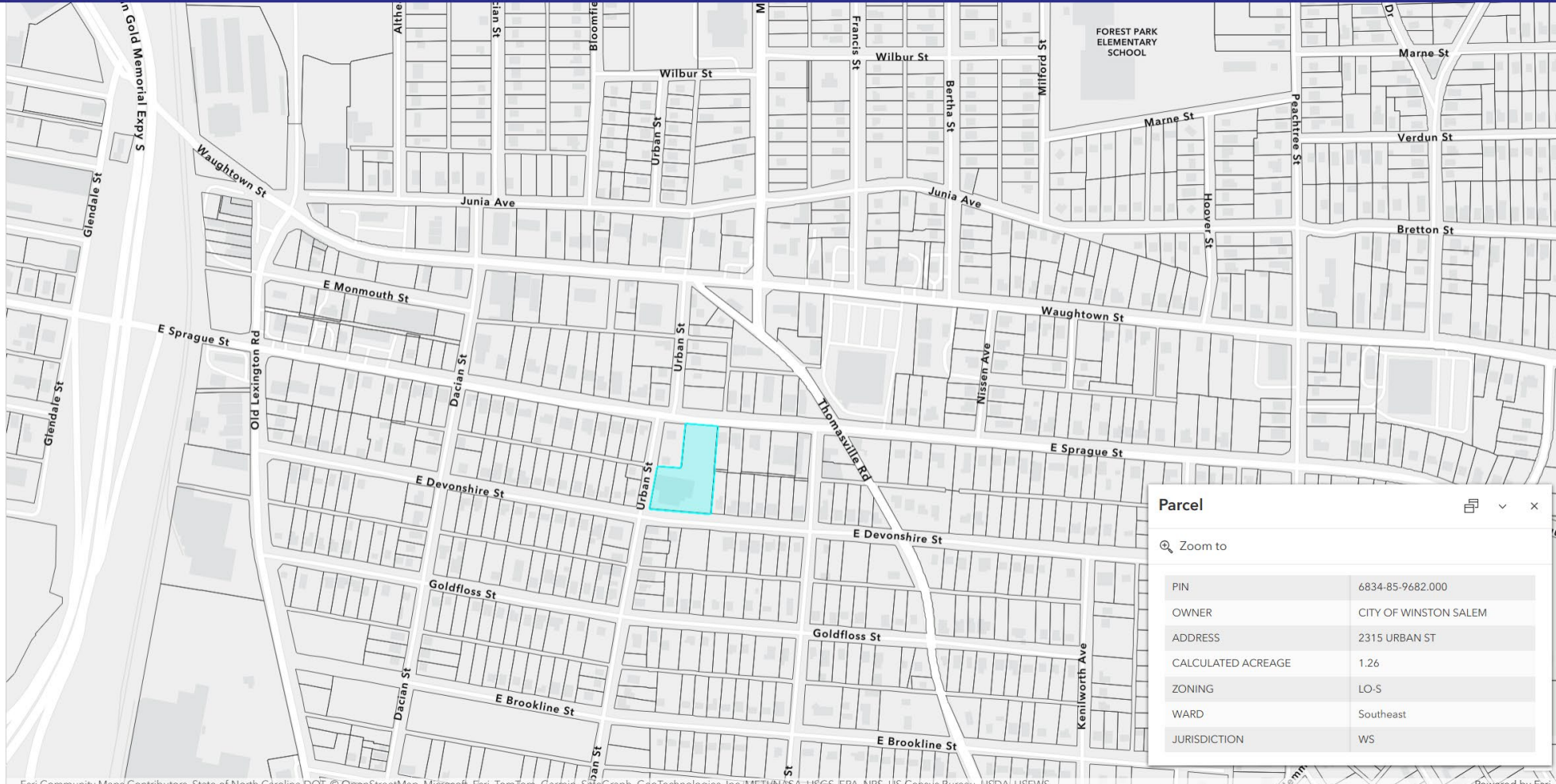
URBAN STREET • WINSTON-SALEM, NC • CONCEPT EXHIBIT

PN1025220 | 07.21.2025 | CSE COMMUNITIES
 7/21/2025 8:59 AM CPIERCE P1\CLT_2025\1025220\CAD\1025220-X-SITE.DWG



Habitat for Humanity – Urban St. - Townhomes

-  PROPERTIES
-  SEARCH
-  LAYERS
-  FILTERS
-  MEASURE
-  DRAW
-  PRINT



Thank You

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cityofwinstonsalem

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city-of-winston-salem-2

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