



City of Winston-Salem City Council  
**Council Agenda Item Summary**

<b>Title</b>	<b>Resolution Amending a Prior Resolution to Convey 5 Lots for the Development of 5 Affordable Homeownership Units by Williams Development &amp; True Homes (Southeast Ward)</b>
City Council Committee	Committee of the Whole
Meeting Date	May 11, 2026
Staff Lead (Presenter)	Michael Blair, Housing Development Director
Department Head	Michael Blair, Housing Development Director
City Manager/ACM	Dr. Angel Wright-Lanier, ACM

**Agenda Item Summary**

Recommended Council Action	Resolution Approval
Suggested Action/ Motion Options	The Department Recommends Approval of the Conveyance of 5 Lots for the Development of 5 Affordable Homeownership Units by Williams Land Development Inc. and True Homes, LLC
Strategic Focus Area	Livable Community
Strategic Plan Objective	EP1: Addressing Housing Affordability and Homelessness
Anticipated Fiscal Impact	No Material Fiscal Impact

**Summary of Information**

The City of Winston-Salem, acting pursuant to statutory housing development and community development authority, has the authority to make zero- to low-interest loans for a housing initiative that provides or increases the supply of housing for low-and-moderate persons. Additionally, under S. L. 2021-44; S.B. 145, the City of Winston-Salem has the authority to convey City-owned real property for the purpose of increasing the supply of affordable housing for low- and moderate-income households.

Williams Land Development Inc., represented by Dixon B. Pitt, CCIM, and located at 331 High Street, Winston-Salem, NC 27101, is requesting five (5) single-family lots to be developed by True Homes, LLC in response to the Affordable Housing Development Request for Proposals (RFP) due March 5, 2026.

Williams Land Development Inc. and True Homes, LLC have successfully built and sold 31 new homes in the Ridgewood subdivision since 2023, all of which have been purchased by households at or below 80% Area Median Income (AMI). This partnership has made a measurable positive impact in the community by transforming vacant, underutilized lots into quality housing and establishing stable homeownership opportunities. The development team is now seeking to complete the remaining phase of the project by constructing homes on the final five (5) lots.

These five (5) lots were originally included in a 2022 City Council award with an approved sales price totaling \$100,700. The developers have since returned to request that the lots be conveyed at a nominal price of \$1.00 per lot to ensure continued affordability and project feasibility. Accordingly, this request includes an amendment to reduce the total sales price for the five lots from \$100,700 to \$5.00 and requires rescission of the prior Council action.

They are not requesting any additional funds.

The five (5) parcels with tax PINs are as follows:

Ward	Address	Pin	Tax Value
Southeast	3116 Ridgeback Dr	6854-26-7800.000	\$39,900.00
Southeast	3108 Ridgeback Dr	6854-26-6719.000	\$37,900.00
Southeast	3200 Ridgewood Place Dr	6854-25-5986.000	\$47,400.00
Southeast	3213 Ridgewood Place Dr	6854-26-7294.000	\$39,900.00
Southeast	3219 Ridgewood Place Dr	6854-26-8255.000	\$39,900.00

This five-lot phase is designed to anchor broader reinvestment by delivering high-quality homes that grow neighborhood character and expand pathways to stability and generational wealth for moderate-income families.

This development project is required to be completed with a certificate of occupancy within 2 years of the fully executed award agreement/contract.

### Analysis of Fiscal Impact

The City's per unit investment is as follows:

Loan Subsidy Per Unit	Total Land Value Per Unit	#of Units	Total Investment Per Unit w/Land	Investment Per Year/Per Unit (15 yr term)
0	\$205,000.00	5	\$41,000.00	\$2,733.33

### Attachments

- Resolution/Ordinance
- Exhibit A – Project Elevation
- Exhibit B – Project Map

Committee Action	
For:	Against:
Remarks:	



**Vision:** To be a premier city in the region providing world-class amenities while retaining a sense of charm and hospitality  
**Mission:** To provide impactful services that enhance the quality of life for current and future generations  
**Values:** Teamwork \* Responsibility \* Respect \* Integrity \* Customer Service