

# Wayne State University

creating a vibrant diverse campus community

REQUEST FOR QUALIFICATIONS / PROPOSALS

**MIXED USE-DEVELOPMENT PROJECT**

South University Village - Canfield Site

Issue Date: April 10, 2013

Mandatory Pre-Submission Meeting: May 1, 2013

Proposal Submission Deadline: June 5, 2013



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WSU expressly reserves the right and sole discretion to reject any or all proposals or expressions of interest in the proposed transaction and to terminate discussion with any party at any time limit and/or without notice.

# Wayne State University

Purpose of the RFQ/P:

## Attract Private Investment in Housing, Retail and Conference

### I. INTRODUCTION

This Request for Qualifications/Proposals (RFQ/P) is being issued by Wayne State University (“WSU” or “University”) to support its 2020 Master Plan objective to create a vibrant diverse campus community and build upon an existing concentration of residential and emerging commercial development in the South University Village District. Wayne State University is seeking proposals from qualified developers for the development of a mixed use project, including residential apartments, retail and a multi-purpose event/conference area (the “Project”). The prime Canfield Street Development Site is the last parcel available for development within the block bound by Woodward Avenue to the east, Forest Avenue to the north, Cass Avenue to the west, and Canfield Street to the south. The Development Site is approximately 1.5 acres, which the University will offer under a long term ground lease and development agreement. In 2006, the University constructed a parking structure within the block that fronts on Forest Avenue which has capacity to support a portion of the parking requirements. Parking spaces in the Forest Avenue structure can be made available at market rates to support the Project. Proponents must be experienced, creative, effective and well-capitalized.

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## II. SITE DESCRIPTION, PROGRAM REQUIREMENTS, & GUIDELINES

### A. DEVELOPMENT SITE

The Development Site, consisting of approximately 1.5 acres, is currently used for surface parking; it is located west of Woodward Avenue on Canfield Street as shown on Attachment A.1 – Site Map. The Site, in the heart of Midtown, is within steps of a planned M-1 light rail streetcar stop which will span 3.3 miles connecting Downtown to New Center as shown on Attachment A.2-M1 Route. The M1 Rail plans to run 117 trips each way from 6 a.m. until 10 p.m. on weekdays. The South University Village Development Site is the final piece of the puzzle for this key South University Village block within Midtown Detroit. Existing developments within the block include:



- an 11 story student apartment building known as University Tower which offers 1, 2 and 3 bedroom apartments to junior, senior and graduate students.
- Studio One Apartments which offers 1 and 2 bedroom apartments with first floor retail: Utrecht Art Supplies, Starters Sports Bar, Biggby Coffee Shop and Fifth Third Bank.
- WSU Parking structure with 950 parking spaces, with first floor retail: Yoga Shelter and Zip Car.
- The Whitney Restaurant, an iconic restaurant housed in a Woodward Avenue mansion.
- Gas station, Cass Cafe and Islamic Cultural Center.

### B. ZONING

The South University Village Development Site is zoned B-4 General Business District and can be developed for retail, service and commercial uses By-Right and developed for residential use combined in structures with permitted commercial uses on a Conditional Basis. Site Plan review is required pursuant to Section 61-9-72 of the City of Detroit Zoning Ordinance. For reference and review the entire City of Detroit Zoning Ordinance can be found at:

<http://www.detroitmi.gov/portals/0/docs/legislative/cpc/pdf/Ch%2061%20Nov%2021,%202012.pdf>

The University will support required applications submitted to the City of Detroit for Site Plan Review and Rezoning to the extent necessary to construct any approved development.

**The development parameters and design guidelines for the Site are discussed in Section III D Canfield Site Development Program and Section III E Design Guidelines.**

### C. SOUTH UNIVERSITY VILLAGE NEIGHBORHOOD & PROJECT CONTEXT

#### 1. SOUTH UNIVERSITY VILLAGE

Wayne State University recently updated its 2020 Master Plan to recognize campus developments completed over the past 10 years and identified priorities for the next 5 years. The Master Plan update identifies investments the University will be making

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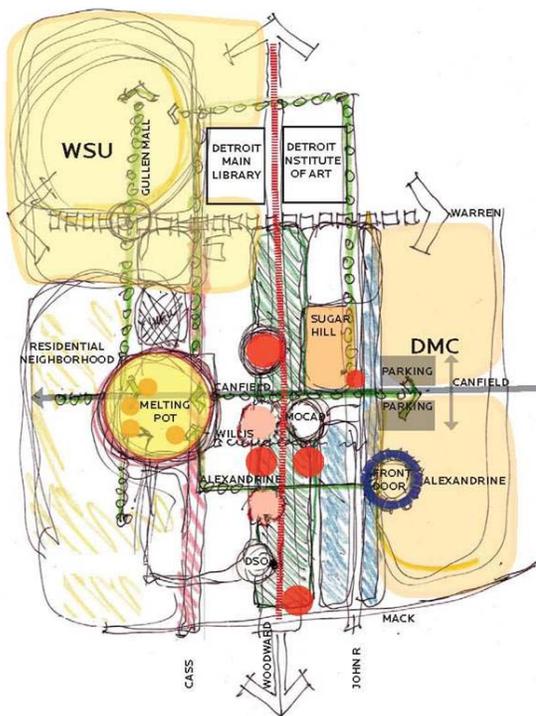
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in Academic and Research Facilities and opportunities to attract private investment. The University identified the South University Village – Canfield Site as a priority for attracting a private developer to construct a high quality mixed use project which is envisioned to include residential units that would provide an upscale option to graduate students and professionals working in the area with first floor commercial space creating a vibrant street presence, a conference/meeting facility that could provide flexible space with a catering kitchen, and 3 to 5 offices to support University programming. The vision for residential units includes high quality market rate apartments for professionals, graduate students and local employees with the potential for a limited number of fully furnished studio and suite units that could be available for short stay guests. Midtown Detroit has limited accommodations to support university guests and business visitors who come to the area to participate in conferences, lectures, and academic programs, as well as patients who bring family members to accompany them for medical procedures at the major medical centers in Midtown.

WSU seeks to expand the residential apartments and housing options available on its campus to include apartments that will be attractive to the graduate student and professional population throughout the Midtown area.

In 2010 Midtown Detroit, Inc. (MDI), commissioned a planning effort to set a direction for economic development in the Midtown Area. MDI is a nonprofit 501(c)(3) organization created in 1976 to support and enhance community and economic development in the Midtown area through collaboration and partnerships with key stakeholders and supportive funders. The Midtown Subdistrict Plan Phase I, issued in January 2011, identified the neighborhood centered at Cass and Canfield as the “Melting Pot” or Emerging Mixed Use Center for Midtown.

**Figure 1 Planning Map**



501(c)(3) organization created in 1976 to support and enhance community and economic development in the Midtown area through collaboration and partnerships with key stakeholders and supportive funders. The Midtown Subdistrict Plan Phase I, issued in January 2011, identified the neighborhood centered at Cass and Canfield as the “Melting Pot” or Emerging Mixed Use Center for Midtown.

**KEY**

- ..... Midtown Loop
- Primary Pedestrian Streets (East/West)
- Active Subdistrict
- Potential Commercial Center / Transit Stop
- Neighborhood Center (Main & Main)
- Sugar Hill Arts District
- WSU
- DMC
- Midtown Development Opportunity Zone (within 1/4 Mile of Woodward)

MIDTOWN SUBDISTRICT PLAN: PHASE I  
 hamilton anderson | strategic planning | january 26, 2011

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## 2. MIDTOWN

The Midtown Neighborhood is approximately two square miles and home to a mix of businesses, cultural institutions, academia, medical, and residential neighborhoods located along the east and west sides of Woodward Avenue between Downtown Detroit and the New Center Area. It is at the core of the 7.2 square mile area commonly referred to as Greater Downtown Detroit.

The development momentum in Midtown is a result of decades of collaboration and committed participation of the area's arts; culture; academic; medical and service institutions; corporations; government; property and business owners; community and neighborhood organizations; and partnerships with private, philanthropic and public entities. Between 2002 and 2011 more than 100 development projects were completed, under construction or in design in the Midtown/New Center Area. See Attachment A.3 – Midtown Development Map prepared by JJR in September 2011.

Midtown is home to Wayne State University, a public university, and College for Creative Studies ["CCS"], a private art and design college. These academic institutions enroll over 30,000 students, representing 50 states and over 70 countries. WSU has 3,000 units of on campus housing, currently at full occupancy and CCS has 456 units at full occupancy.

Investment in Midtown continues to strengthen with new retailers sprouting up to cater to the growing number of creative and health-conscious residents moving into the neighborhood. Lifestyle boutiques and fitness shops have opened across Midtown – many of them on the first floors of newly built or refurbished residential units. Whole Foods Market is constructing a new full service store nearby that will open in June of 2013.

Midtown Detroit is seeing increasing demand for new residential housing which has far outpaced construction of new apartment units in the area. The demand in Midtown is driven by growth in downtown businesses and financial incentives for residents to move to Midtown Detroit. Just since 2010, Quicken Loans and Blue Cross Blue Shield brought more than 10,000 jobs downtown. On March 6, 2013, Campbell Ewald announced the move of its headquarters and 600 employees downtown. Numerous small companies have moved into downtown and Midtown to be part of this resurgence.

A Report on Greater Downtown Detroit 7.2 SQ MI was released by The Hudson-Webber Foundation February 21, 2013. It provides a snapshot of the current economic environment. The 7.2 SQ MI report is based on an aggregation of independent data sources, including local surveys and national data from the U.S. Census Bureau and other regional and national sources. The full report is available at: <http://detroitsevenpointtwo.com/ie.html> .

From Downtown to the New Center area, apartment owners have seen an increase in demand to the point many buildings have waiting lists. The Midtown neighborhood is

95 percent occupied according to the Midtown Housing Rental Comps January/February 2013 Report by Midtown Detroit Inc., which covers 7,500 apartment units in 154 buildings. A copy of the Report can be found as Attachment B.

The latest example of the demand for housing in Midtown is The Auburn. In November 2012, the newly constructed Auburn opened with 58 residential apartments on the southeast corner of Cass Avenue at Canfield Street. Within the first week of leasing, the new building leased half of the available units. As of March 2013, the Auburn has 3 residential units available.

Detroit Medical Center (“DMC”) is undergoing \$850 million in capital improvements to its eight hospital system. Six of the DMC hospitals and the administrative support offices are located across Woodward Avenue from the South University Village – Canfield Development Site. DMC is an integrated teaching hospital serving residency and fellowship programs for many specialties.

Henry Ford Health System, is undergoing \$500 million in capital improvements to its Detroit Campus. Henry Ford Health System has teamed up with the Midtown Detroit Inc., Wayne State University and The Detroit Medical Center to offer financial incentives to their employees who want to live and invest in a Midtown residence.

#### *Live Midtown Financial Incentives*

The Live Midtown Program provides financial incentives for employees who work at Wayne State University, Henry Ford Health System and the Detroit Medical Center to move to Midtown and to retain those who are already living in the area. The Live Midtown Program offers financial incentive options to support those employees looking to purchase or rent a home in Midtown. New renters receive a \$2,500 allowance of funding toward the cost of their apartment in the first year followed by additional funding of \$1,000 for the second year. New homeowners receive a \$20,000 forgivable loan toward the purchase of their primary residence. Details of the Live Midtown Program are available at: [www.midtowndetroitinc.org](http://www.midtowndetroitinc.org).

#### *Population*

While the US Census Bureau reported a loss in population in Detroit between 2000 and 2010, when drilling down on the data for the census tracts in the 7.2 square mile Greater Downtown Area there were significant changes in both population gains and losses by district. These significant changes represent the investments that have taken place and are underway in each district. The areas showing population gain in Figure 2 had significant investment in residential structures, including conversion of retail/office/warehouse buildings to residential units, together with new residential construction and renovation of existing units. The areas reporting large population loss in Figure 2 had residential structures that were taken off market and for the most part were undergoing planning for renovation or use conversion at the time the 2010 U.S. Census was taken.

**Figure 2 Greater Downtown Population Change 2000-2010**



POPULATION GAIN	POPULATION LOSS				
		<b>New Center</b>	<b>Woodbridge</b>	<b>17: +06%</b>	<b>Downtown</b>
		01: -33%	09: -06%	18: -01%	30: +29%
		02: -19%	10: -15%	19: -10%	31: +9%
		03: -41%	15: +07%	20: -16%	32: +24%
		04: -10%	16: +493%	21: -22%	33: -64%
		05: -69%		22: -06%	34: -25%
		06: -61%	<b>Midtown</b>	24: -79%	
		07: +24%	11: +41%	25: -26%	<b>Lafayette Park</b>
		08: +18%	12: -05%	26: -43%	35: +05%
			13: +39%	27: +94%	36: -20%
			14: -30%	28: -36%	
					<b>Rivertown</b>
					37: -06%
					<b>Corktown</b>
					23: -13%
					29: -05%

Source: 7.2 SQ MI I A Report on Greater Downtown Detroit

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## Transportation

### M-1 Rail

A 3.3 mile long streetcar line along Woodward Avenue is the first leg of the new Regional Transportation System connecting the residential neighborhoods, educational, cultural, entertainment and business districts from the waterfront to New Center. Construction is scheduled to commence in the summer of 2013 and is planned to be operational in the fall of 2015. The first phase is planned to include 6 streetcars that will run between 6AM and 10PM and have 11 stops between New Center and the Waterfront as shown on Attachment A.2-M1 Route.

### Zip Car

The world's largest car club and car sharing service has a location within the parking garage on Forest Avenue within the block of the proposed development site. This amenity reduces demand for parking and provides a sustainable alternative transportation solution.

## Markets

### Grocery

The Eastern Market and three full service grocery stores are within short distances from the Development Site:



**Eastern Market** - a six-block public market that has been feeding Detroit since 1891. The market includes a local food district with more than 250 independent vendors and merchants processing, wholesaling, and retailing food. Every Saturday it is transformed into a vibrant marketplace with hundreds of open-air stalls where everyone from toddlers to tycoons enjoy the festive activities served up along with great selections of fruits, veggies, fresh-cut flowers, homemade jams, maple syrups, locally produced specialty food products, pasture and/or grass-fed meat and even an occasional goose or rabbit.



**Whole Foods Market** – 115 Mack Avenue between Woodward and Brush is under construction and scheduled to open June 2013. Whole Foods Market will offer a full service grocery store with emphasis on the highest quality natural and organic products.

**University Foods** – 1131 W. Warren off Lodge Freeway is a full service grocery store that has been in business more than 20 years.

**Ye Olde Butcher Shoppe** -3100 Woodward is a gourmet grocery store with a full meat counter and butcher, a salad bar, full deli counter, bakery and large variety of beer and wine.



#### **D. CANFIELD SITE DEVELOPMENT PROGRAM**

The goal is to develop a mixed-use Project that will add to the vitality of the South University Village District within Midtown. Uses that should be proposed include residential, conference, community and retail space. Proposed housing should accommodate graduate students, professionals who work in the area, and short term visitors to the area. The building should include high quality finishes with amenities such as energy efficient features, air-conditioning, community room, fitness equipment, laundry facilities, bike storage, short term parking on-site, security system, cable TV and wireless internet service, common spaces and boutique hotel spaces for visiting speakers and dignitaries. Proposals must seek to achieve the Development Goals set forth in this RFQ/P. Proposals must include the following:

##### **Development Plan Components**

- WSU Conference Space of approximately 6,000 square feet of open flexible space that can support events for 250-300 people with a warming/catering kitchen, storage, restroom facilities and a suite of three to five offices. The selected Developer must finish the Conference and Office Space to a level approved by WSU, which will be specified in negotiations with the selected Developer.
- Residential dwelling units must have high quality durable finishes.
- Proposals must include a detailed plan to market residential units to Professionals, Residents, Interns and short term guests
- Proposals must include a detailed plan for operations of the residential rental units.
- Proposals must include a detailed plan to attract and retain retail tenants on the ground floor that will enhance the quality of life for the Midtown neighborhood residents year-round.
- Developer must propose a ground lease payment to WSU for the Development Site that is at market rate for an equivalent long-term ground lease.
- It is expected some parking requirements will be satisfied on-site and some in WSU Parking Structure 8 located within the block on Forest Avenue. Parking spaces in WSU Parking Structure 8 will be made available at market rates to support development demand. Current WSU Parking Rates for Structure 8 are reflected on Attachment C.

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## E. DESIGN GUIDELINES

The following guidelines have been developed by Wayne State University to ensure that the development is fully integrated with the surrounding neighborhood uses and will serve as an anchor to the South University Village District. The design of the proposed development should:

- Reflect quality, excellence and creativity in architecture and be designed to enhance the South University Village District.
- Create a pedestrian-friendly setting that relates the building's active uses to both Cass Avenue and Canfield Street, as well as the internal site circulation within the block.
- Create scale and massing that complements the surrounding built environment. Particular attention should be paid to the height and scale of buildings within the block and across Canfield and Cass. The building should have a minimum height of 4 stories and maximum height of 7 stories.
- The design of the building should provide for both visual interest and coherence between surrounding properties. Ground floor should have ceiling heights of at least 16 feet to create a more public cultural scale and identity to the building.
- Create an active and welcoming entrance to the property on the south, west and north sides of the site.
- Ground Level Facades and awnings should enhance the pedestrian experience on the north [facing University Tower], south [facing Canfield Street] and west [facing Cass Avenue] sides of the building with active uses and multiple pedestrian entrances. Large areas of blank wall should be avoided.
- At least 80% of the building façade [excluding window and door openings] should be masonry [preferably brick], stone, or metal panels. All characteristics of façade materials will be carefully considered.
- Provide an enhanced pedestrian experience.
- Energy Efficient, Sustainable and Green Building Design. Proposals should include the LEED Certification standard for the project and detail the sustainable operations and maintenance practices that will be incorporated once the project is completed. High efficiency mechanical equipment and efficient light sources should be incorporated.
- Enclose waste containers.

In December 2012, the City of Detroit announced “Detroit Future City – Detroit Strategic Framework Plan.” The Strategic Framework emerged from a long-term planning initiative over a 24-month planning and civic engagement process. It resulted in the vision and strategies and comprehensive blueprint for near- and long-range decision making for the entire City. The Detroit Strategic Framework Plan implementation guidelines can be found at: <http://detroitworksproject.com/wp-content/uploads/2013/01/03-Guide-to-the-Strategic-Framework.pdf>

**City of Detroit Urban Design Guidelines** In addition to the requirements of WSU, the Developer must comply with City of Detroit Urban Design Guidelines which are applicable in this area. They include the following:

- **Rooftop Mechanical Equipment, Section 61-14-296, Building Design Standards**
- **Parking Design – Surface Parking, Section 61-14-299, Design Standards**
- **Parking Design-Parking Structure, Section 61-14-300, Design Standards.** It is presumed that the development will secure some of its required parking from WSU in the parking structure on Forest Avenue within the development site block.
- **Landscape Design, Section 61-14-191 through 61-14-250**
- **Lighting Design, Section 61-14-156, Design Standards**
- **Signage & Communication Elements, Section 61-14-300, Design Standards**
  - All signage should be mounted on the building as opposed to any monument sign due to the limited footprint of the site.
- **Corner Lot Buildings, Section 61-14-288, Design and Building Standards**
  1. For development on corner lots, treat as a building facing two main streets, except when the secondary street is used primarily as a local street to residential areas
  2. Locate an active building entrance at the building corner
  3. Provide a distinctive architectural feature to distinguish entrances.
  4. Incorporate recessed storefronts entryways on the street level façade to individual commercial or retail spaces.

## F. LAND USE APPROVALS

### 1. LAND USE

The Canfield Development Site Survey is included as Attachment D. Wayne State University must review and approve the proposed development and all submittals to the City of Detroit for Site Plan Review, conditional or rezoning applications and construction permitting.

### 2. ZONING PERMITTED USES

The Development Vision for the Site available under this RFQ/P may require rezoning of the property to accommodate a multi-story mixed use building with residential apartments on the upper floors, retail space, and University office and conference space supported by a catering kitchen on the first floor. WSU will support the Developer in securing all necessary public approvals for construction of the development to the extent WSU has been fully satisfied with the design and program proposed.

### 3. ENVIRONMENTAL

The Development Site is part of the WSU South University Village Project. The initial Phase of the Development was undertaken in 2006 at which time the services of NTH Consultants, Ltd. were engaged to conduct Phase I and II Environmental Site Assessments, the results of which concluded the overall South University Village Project Site is a “facility” within the meaning of 1994 Public Act 451, Part 201. The reports were submitted to the appropriate departments of the state of Michigan as part of the Brownfield Redevelopment Plan.

The Developer will be responsible for preparing and submitting the appropriate documents to the regulatory bodies under current regulations. The Developer will be solely responsible for any mitigation measures required to comply with regulations. WSU does not make any representation or warranty whatsoever regarding the condition of the property or the suitability of the property for the uses contemplated by this RFQ/P. The Developer will be solely responsible for providing engineering and institutional controls, if required, for re-use of the Site. The Phase I and Phase II ESA’s are provided hereunder as Attachment E.

## G. OBLIGATIONS OF THE SELECTED DEVELOPER

The Developer is responsible for assembling and managing the Development Team, including at a minimum an architect, marketing agent, contractor, and property manager.

### 1. DESIGN

Within 3 months of selection by WSU, the Development Team must provide a complete set of schematic site plans, floor plans, and elevations that include any modifications to the original plans which were included in the Proposal in response to this RFQ/P, as agreed upon by WSU and the Developer, and submit them to WSU and its designated representative for review and approval. Prior to property conveyance, the Developer must submit a complete set of final site plans, floor plans, elevations, samples of all building materials and detailed specifications to WSU and its designated representative for review and approval as to consistency with the design included in the Original Proposal.

### 2. ENVIRONMENTAL

The Developer will be responsible for all regulatory filings and implementing any remediation measures as described in Section F above.

### 3. COMMUNITY OUTREACH

The Developer will participate in all required public forums, hearings, and briefings with the Community, elected and appointed officials, City agencies and other organizations, as needed.

### 4. EQUITY AND FINANCING

The Developer must provide evidence of cash available to support the equity contribution and a commitment letter supporting the construction and permanent

financing. The Developer must provide copies of guarantees, if required, and meet other terms and conditions as required by WSU, other lenders, and/or investors.

#### 5. TAXES

The Developer will pay all taxes associated with the Development. The Developer must disclose any tax abatement and/or assumptions regarding the valuation approach of the property as it relates to establishing the state equalized value for assessment purposes.

#### 6. MARKETING

The Developer must provide its plan for marketing the residential units, short term stay units and retail spaces.

#### 7. PROPERTY MANAGEMENT

The Developer shall be responsible for managing or contracting for the management of the property. The Property Management responsibilities include but are not limited to marketing, leasing, accounting, maintenance, repairs, remodeling code compliance and periodic inspections. The Developer shall submit detailed budget assumptions for operations costs and schedule of capital improvements on an annual basis over the proposed term of the ground lease. The detailed annual budgets must include revenue, expense and capital improvement assumptions. Detailed expenses should include the proposed ground lease payment and assumptions regarding utilization of WSU Parking Structure 8.

#### 8. SCHEDULE

The Developer will be responsible for creating a detailed Project Construction Schedule including dependencies of tasks and time frames for each item. The Developer will be held accountable for the schedules outlined in their Proposal. The Developer will be required to submit ongoing status reports regarding Project development, public approvals, financing, marketing, leasing and management throughout the development process.

### H. CONVEYANCE OF DEVELOPMENT SITE

Transfer of the Development Site to the Developer will be subject to the following conditions:

- The site will be leased in accordance with the terms of a Development Agreement to be entered into between the Developer and WSU and will be conveyed in “as is” condition, including without limitation, all environmental conditions and underground obstructions or hazardous materials, if any. The Development Agreement will contain covenants running with the land that will require the Developer to develop the Site in accordance with plans and specifications detailed in the Development Agreement.
- Receipt of all public approvals required for development of the Project as proposed.
- Execution and delivery of documents necessary to complete Project.

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- Simultaneous closing of equity contribution and construction financing to fund the complete Project, and satisfaction of all requirements necessary to fund a draw request.
- Payment of funds to WSU.

## I. FINANCING

The Developer shall obtain construction and permanent financing from lenders in amounts that satisfy the cost to complete the Project as proposed. The Developer shall submit a term sheet and letter of intent from the lender indicating willingness to lend an amount for construction financing of the Project within a period of time proposed by the Applicant as the Construction Commencement Date.

Developers may also propose subsidy sources. While subsidy sources may be used, Proposals will be evaluated based on the efficiency and timing for securing commitments for the proposed financing.

## J. REAL PROPERTY TAXES

The Development will be subject to City of Detroit and Wayne County Property Taxes and charges. The Site is part of an existing Brownfield Tax Increment Financing Plan that was established in conjunction with Phase I of the South University Village Project. The Brownfield Tax Increment Financing Plan supported construction of the Parking Structure and public improvements within the block. Any assumptions regarding requests for tax abatements or tax treatment must be disclosed in the Response to this RFQ/P.

## K. MARKETING, SALES AND/OR LEASING

### 1. RESIDENTIAL AND RETAIL

Marketing of the residential and retail units is the sole responsibility of the Development Team. The Developer must comply with the Fair Housing Act which prohibits discrimination in the sale, rental and financing of dwellings as further described under Title VIII of the Civil Rights Act of 1964 as amended.

The residential and retail rental rates of the units projected in the Proposal are to be determined by the Developer.

### 2. CONFERENCE AND OFFICE SPACE

The WSU Conference Space and offices will be supported by a long term lease between WSU and the Developer at rates over time commensurate with the cost to develop such space to the specifications of the University. The size of such space, the amenities and finishes, and the lease structure will be mutually agreed upon as part of the Development Agreement. As part of Applicant's response to this RFQ/P Applicant should assume 6,000 square feet of dividable conference space capable of handling events of 250-300 people for meetings, presentations, receptions, etc., supported by a warming/ catering kitchen, technology, storage and restroom facilities. For purposes of the RFP/Q Response finishes should be assumed to be standard conference space quality. In addition Applicant should assume WSU will require 350 square feet of standard quality office space.

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## L. RESALE, REFINANCING, AND RECAPTURE RESTRICTIONS

Sale of the Developer's interest and/or refinancing of any portion of the Development that would impact the security of WSU must be pre-approved by WSU.

## M. PREVAILING WAGE

Construction contracts will be required to comply with Michigan Prevailing Wage Law and the MIOSHA Standard Acts.

## N. ACCESSIBILITY

Construction of the project must comply with ADA requirements.

# III. DEVELOPER SELECTION PROCESS

WSU has retained Taktix Solutions, LLC ("TAKTIX") as its Owner's Representative to manage the process for RFQ/P issuance and Developer Selection. All correspondence regarding this RFQ/P is to be directed to TAKTIX as detailed herein.

## A. Completeness of Proposal

Each Proposal Response and each Applicant will be evaluated based on completeness of their Proposal. The response must contain all documentation required. All required forms must be fully completed and application requirements met at the time of submission. Upon review, however, TAKTIX, at its discretion, may notify an applicant that additional information or clarification is necessary.

## B. Comparable Development Experience

The Applicant and Team Members prior development experience in successfully completing projects of similar size and scope of the proposed development is a critical component upon which the Proposals will be evaluated.

### 1. COMPARABLE MANAGEMENT EXPERIENCE

Applicant must show prior successful management of a comparable size and type of mixed-use building as proposed for development. The Principal or proposed management agent must have comparable rental management and property management experience. No changes in managing agent may be made without the prior approval of WSU.

### 2. DEVELOPMENT CAPACITY AND CURRENT WORKLOAD

Applicants must be capable of managing the design and construction process and of meeting the construction timeline presented. The Development Team's current workload and other pending project obligations will be considered in assessing the capacity for undertaking the proposed project within the proposed timeframe.

## C. Financing

Applicant must demonstrate adequate financial resources to develop a project of the scope proposed in their submission. TAKTIX will evaluate the Applicant's assets, bank or other lender references, and consider current commitments in order to assess the Applicant's capacity to secure construction and permanent financing, meet

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construction lender's equity and guaranty requirements, absorb any cost overruns, and commence and complete construction of the entire Project in a timely manner.

#### D. Feasibility of Development Proposal

Applicant's financing plan must be considered feasible. Estimated Project development and operating costs must be within current industry parameters. Proposed rents for the apartment and short stay housing units and income from retail space must be deemed realistic based upon Proposal information and market conditions. An estimate of the square footage construction costs using both net and gross square footage must be provided along with the Project budget.

#### E. No Adverse Findings

An Applicant's Proposal will be rejected at any time during the evaluation process if there are any adverse findings.

#### F. Competitive Selection Criteria

Proposals that satisfy all Requirements above will be evaluated and ranked according to the Competitive Selection Criteria below. In evaluating Proposals the Criteria, combined with the experience and resources of all Principals of the Applicant, will be considered. Additional information may be requested; site visits, interviews, and/or other presentations by the Development Team may be required.

Competitive Selection Criteria	Weight
<b>Financial Feasibility of Development Proposal-</b> Proposals will be evaluated based on the reasonableness of estimated development and operating costs, proposed rents and other income, demonstrated financial condition to complete the Project, the feasibility and terms of the financing sources proposed to finance the Project and the ability to support operating expenses, capital costs and debt service.	40%
<b>Quality of Development Program and Design Proposal –</b> Proposals will be evaluated on how well the overall development program meets the criteria outlined in this RFQ/P together with the quality of design, proposed materials and construction. The proposal will be evaluated on the positive impact the Project will have on enhancing the character and vibrancy of the neighborhood. Site planning, building arrangement, street wall elevations, massing, interior layouts, building materials, amenities, streetscape treatment, relation to the University Tower, Cass Avenue and Canfield Street. Structures should elevate the level of urban design in the neighborhood, landscape, lighting and other streetscape features should be provided. It must provide the best quality Project possible.	35%
<b>Development Experience, Management Capacity –</b> Previous development experience will be evaluated as it reflects the Applicant's demonstrated ability to successfully carry out a quality project of this type, size and complexity in a timely manner. Factors considered will include: quality of construction and design in projects completed or being built by Applicant and/or its Principals, Extent of experience in terms of number, size, type and scale of projects within last 8 years, extent and experience managing residential space, history of delivering quality projects on time and within budget and experience with sustainable design practices.	25%
<b>Total</b>	<b>100%</b>

WSU expressly reserves the right and sole discretion to reject any or all proposals or expressions of interest in the proposed transaction and to terminate discussion with any party at any time limit and/or without notice.

## IV. SUBMISSION REQUIREMENTS AND SELECTION PROCESS

### A. Inquiries

All communication and inquiries regarding this RFQ/P should be directed in writing via email to [wsu@taktixsolutions.com](mailto:wsu@taktixsolutions.com)

All written questions should be submitted by May 29, 2013 via email to: [wsu@taktixsolutions.com](mailto:wsu@taktixsolutions.com) to be included in the RFQ/P addendum.

### B. Pre-Proposal Conference

**A Mandatory Pre-Proposal Conference will be held:**

**May 1, 2013**

11:00 AM – 12:30 PM EST

at: WSU University Tower

4500 Cass Avenue

Detroit, MI 48201

Attendees must pre-register for the Mandatory Pre-Proposal Conference via email to [wsu@taktixsolutions.com](mailto:wsu@taktixsolutions.com) . Any updates and/or additional communications regarding this RFQ/P will also be posted on Taktix Solutions web site at the following address: [www.taktixsolutions.com](http://www.taktixsolutions.com)

Responses to all inquiries will be sent to all registered prospective Applicants after the Mandatory Pre-Proposal Conference.

### C. General Requirements

#### **SUBMISSION TIME AND PLACE**

Proposals must be delivered by hand no later than 4:00 p.m. on Wednesday June 5, 2013 to:

TAKTIX Solutions  
WSU South University Village Phase II  
211 W. Fort Street, Suite 720  
Detroit, MI 48226

#### **FORMAT OF PROPOSAL**

Each Submission must include: 1 bound original, 8 bound copies and 1 CD or USB flash drive with all the components of the Proposal.

All Project Pro-Forma's and Financing spreadsheets must be submitted in Excel files and in original formatting on the CD or USB flash drive. All submissions become the property of WSU with the exception of the required financial statements and financing commitments. The Developer shall submit one (1) copy of required financial statements

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and financing commitments in a separate sealed envelope addressed the same as above and marked CONFIDENTIAL FOR TAKTIX SOLUTIONS, LLC.

Each proposal must be tabbed as indicated below under Section H Contents of Proposal and Tabbing. All forms associated with the Proposal must follow the format included in this RFQ/P. All Forms under Attachments F will be made available for download on Taktix website.

**An authorized representative of the Applicant must sign the original proposal.**

***Please keep all aspects of your proposal confidential to your team while the review process is occurring.***

**Late submissions will not be accepted**

#### D. Proposal Modifications

The Applicant is responsible to assure that the Proposal has been submitted in the desired form by the submission deadline of June 5, 2013. Modifications received after the submission due date will not be accepted.

Failure to provide complete information by the deadline may result in rejection of the Proposal.

#### E. RFQ/P Addenda

WSU reserves the right to amend or withdraw this RFQ/P at any time. In order to be considered, Proposals must conform to any amendments that may be issued to this RFQ/P.

#### F. Complete Proposals

Proposals that do not conform to requirements of this RFQ/P will be eliminated from further consideration. **Applicants should note carefully the submission requirements listed below in Section H Contents of Proposal and Tabbing.**

#### G. References and Requests for Further Information

Submission of a Proposal shall constitute permission from the Applicant for WSU and/or TAKTIX Solutions to make inquiries concerning the Applicant as deemed necessary. WSU and TAKTIX Solutions have the right to communicate with any of the Applicants, but are not obligated to do so. No Applicant has any rights against WSU and/or TAKTIX Solutions arising from any such discussion or from any negotiations that may arise pursuant to the discussions.

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Applicants must comply with all requests for additional information and, if requested, appear for presentations or discussions, if any. Applicants who fail to do so within the time period given may be deemed as non-compliant with the RFQ/P.

## H. Contents of Proposal & Tabbing

Each Proposal must contain the forms and supporting documentation described below. Each copy of the proposal must be tabbed as indicated below. The tabs should run down the right hand side of the bound proposal document.

### **TAB A – Completeness Checklist and Applicant’s Letter**

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Each Applicant must submit a **Completeness Checklist [Form A-1]** and **Applicant Letter [Form A-2]**. The letter must be printed on the Applicant’s letterhead and signed by an authorized representative of the Applicant.

### **TAB-B – Project Summary and Project Narrative**

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Applicant must provide a Proposal Narrative of one or more pages that describes the Proposal. The narrative must include at a minimum the size of the project, a breakdown of all the square footage by use [residential apartments, residential short term stay units, retail, WSU Conference and Office], an accompanying description/narrative, a breakdown of all residential units by type and rental rates, retail and WSU lease rates, on-site and off-site parking, the sources and amounts of financing, any tax exemption assumptions, and a brief description of the most relevant development experience of at least the Principals who would manage the Project. In addition, the Applicant must complete the **Project Summary [Form B]**.

### **TAB C – Applicant Description**

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Applicants must include a **chart diagram** explaining the intended form and structure of any proposed partnership or joint venture. The Principals of each entity that comprises the joint venture must be identified and the structure and percentages of ownership and investment must be included.

All Applicants must complete the **Development Team Information and Applicant Questionnaire [Form C]**. The Principals of each entity that comprises the joint venture must be identified, and must sign the **Applicant Questionnaire Form C**.

Applicants are encouraged to provide resumes describing key members of the Development Team and/or brochures describing the Applicant and any similar projects in which the Applicant has been involved. Applicants should provide a staffing plan indicating which Principals and staff members would have primary responsibilities for implementing the Project and their roles in day-to-day management of the Project.

## **TAB D – Development Experience, Management Experience and Current Workload**

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Each Principal of the Applicant must complete **Forms D-1 through D-3**. **If an individual has no experience, this shall be indicated by including a form marked “None”**. These forms should be submitted as Excel files in original formatting on disc.

A separate form shall be provided for each Principal with residential management experience. Care should be taken to provide accurate information about references. In addition, a separate form shall be provided for a Principal or managing agent proposed to manage the Development.

## **TAB E - Financial Statement**

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Each Principal of the Applicant must submit audited or reviewed financial statements describing in detail the Principal’s financial status in the two most recent fiscal years preceding the deadline for the submission of Proposals in response to this RFP. Publicly-owned companies must submit the latest annual report and Form 10K as well as any Form 10Q submitted after such Form 10K.

**Information required under TAB E shall be submitted in a separate sealed envelope addressed CONFIDENTIAL FOR TAKTIX SOLUTIONS, LLC.**

## **TAB F - Financing Proposal**

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Applicants must submit a completed Financing Proposal. If portions of the Project are separately financed, the Applicant should provide separate proposals for each portion.

All proposals must reflect all revenue and expense assumptions, including, but not limited to, the detailed rent calculations for residential, retail and conference/office tenants, tenant improvement allowance for retail tenants and utility allowances. In addition any subsidy programs that are utilized should be identified and the amount and timing for subsidy payments should be reflected in the Project Pro-Forma Financial assumptions.

Specific information about the managers unit and building maintenance staff should be included, as appropriate in project expenses. If the management or building maintenance staff is not located onsite, a letter explaining alternative provisions for cleaning must be included in this tab.

In addition to Project Pro-forma financial assumptions, a narrative description that clearly explains the financing structure of the Project should be included. The narrative must explicitly identify proposed subsidy/financing programs. The narrative may also include an alternative financing scenario for proposal that incorporate the use of allocated tax credits or funds.

Market comparables, in the form of detailed residential rental, retail and parking, as applicable, of at least three properties within less than a mile of the Site and with similar operations must be provided.

## **TAB G - Letters of Interest – Private and Public Funds**

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**Private Financing** – If private financing is proposed, a letter or letters of interest from a private lender or lenders must be included. Letters must be dated no earlier than 30 days prior to the date of the submission. The letter(s) must indicate a willingness to provide construction and permanent financing in amounts and with terms consistent with the proposal, and must include the following:

### **Construction Loan –**

- The amount of financing that the lender would consider based on the lender’s preliminary determination of feasibility, expected development costs, and rent levels; and
- The interest rate [fixed or variable], the equity requirement, applicable fees, and other terms under which the lender would provide construction financing.

### **Permanent Loan –**

- The amount of financing that the lender would consider based on the lender’s preliminary determination of feasibility, expected development costs and rent levels; and
- The interest rate (fixed or variable), the equity requirement, applicable fees, and other terms under which the lender would provide permanent financing; and
- The maximum loan to value ratio and other underwriting criteria, including treatment of rental income, minimum maintenance and operating expenses and debt service coverage requirements.

The letters must be provided on the lender’s letterhead, signed by a representative of the lender, and must state the amount and terms of the financing. Applicants may use different private lenders for construction and permanent financing.

### **Public Financing**

Any Proposal that includes public funding or financing must provide a letter of interest supporting the level of funding assumed, an outline of the approval process and timeline. Applicants must provide alternate option for funding should the assumed public financing not be approved.

### **Competitive Sources**

Any Proposal that includes funding or financing that is awarded on a competitive basis may only do so as an alternate scenario. The primary financing scenario must use non-competitively awarded sources and must provide appropriate letters of interest from those sources.

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**Confidential Financing Commitments and Terms required und TAB G shall be submitted in a separate sealed envelope addressed CONFIDENTIAL FOR TAKTIX SOLUTIONS, LLC.**

### **TAB H- Environmental Assumptions**

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Developer must take into consideration the information in the Environmental Site Assessments provided with this RFQ/P. Any Proposal that is conditioned on funding sources that require minimum levels of site contamination must provide assumptions, guidelines and criteria. If such assumptions are incorporated in the Proposal, the Proposal must identify the environmental planning consultant and their expertise including a letter from the consultant acknowledging they have read the Phase I and Phase II ESA's conducted by NTH and provided in connection with this RFP/Q solicitation.

### **TAB I – Design Team Experience & Narrative**

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Applicants must submit design team's resume, focused on projects in the last 10 years, with qualifications detailing applicable residential and mixed-use development experience. The design team should submit at least two examples of residential or commercial projects that include both the pre-construction design renderings of the projects and photos of the projects after completion.

Applicants must provide a detailed narrative description outlining the proposed concept and methodology of the Project and include, among other things, the Applicant's approach to the Project, critical Project issues, primary design objectives of the Project intended to meet the standard of design and construction described throughout this RFP for both the core and shell with specific, high quality and sustainable design appropriate for this Project. This description should identify:

- A rationale for the design concept chosen for the Project that includes circulation [private and public], new building configuration and lot coverage, heights, orientation and relationship to surroundings, primary building materials, major architectural features, and sustainable design elements
- Type, location and total Project square footage (gross and rentable, including basement(s), if applicable), as well as total square footage breakdown for each use.
- Type, number and characteristics of the residential units, including unit distribution, number of bedrooms, approximate square footages and amenities.
- Description of on-site and off-site parking and circulation therefor.
- Description of construction methods, foundation type(s), and building systems.
- Description and location of all mandatory infrastructure and other public improvements, including public and private open spaces, landscaping and parking.
- Description of how development complies with all zoning and other legal requirements.

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## **TAB J- Architectural Submission**

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All plans must be prepared by a Registered Architectural or Professional Engineer. All materials must be on paper size of 11” by 17” or smaller and must be easily reproducible. The following must be included:

- Site Plan – must include building footprint, setbacks and walkways, sidewalks, parking, driveways, building access points, tree locations, bike racks, plant materials, fences, gates, lighting, easement and encroachments
- Zoning – detailed computation and analysis to demonstrate compliance with existing zoning and identification of required variances or rezoning.
- Typical Floor Plans
- Elevations: all elevations at the same scale as the plans. Finishes, construction materials, ceiling heights, and floor elevations must be shown and labeled on drawings.

## **TAB K – Sustainability Elements**

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Applicants should provide a concise narrative describing the Energy Efficient, Sustainable and Green Building Design elements included in their proposal.

Applicants should include which of the LEED Certification standards are included in their proposal. At a minimum high efficiency mechanical equipment and efficient light sources should be incorporated.

## **TAB L – Marketing Plan**

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Applicants must provide a marketing plan for all components of the Project. The marketing plan should include an advertising strategy that incorporates retail and residential target markets, pricing structures and other relevant information. The marketing plan should include any involvement assumed by the University.

## **TAB M – Retail Plan**

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Applicants must provide a narrative that describes in detail the plans for developing, marketing, and leasing the retail space(s). A letter or letters of interest from prospective retail tenants may be provided. Developers should also describe their own prior experience operating projects with retail space.

## **TAB N – Development Schedule**

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Applicant must provide a detailed development schedule including start and finish dates for each task, responsible parties and dependencies. In order to complete the timeline, assume execution of a Development Agreement with the University in October 2013.

## **TAB O - Conflicts Of Interest**

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Applicants must disclose any interests or affiliations that any member of their Development Team or the Development Team Members immediate family (i.e., spouse,

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child, parent, siblings, in-law, or any person living in the same household) may have with Wayne State University and any of its employees or Board Members that when considered in light of their relationship with Wayne State University, may create a conflict of interest. A conflict of interest exists (1) when an individual is in a position where he or she may obtain an improper gain or advantage as a result of his or her activities on behalf of WSU; or (2) when he or she is in a position where he/she may have to choose whether to advance his/her own interests (or those of another) rather than the interest of Wayne State University. Conflicts of interest do not necessarily involve intentional wrongdoing but can result from a combination of completely innocent circumstances.

Information disclosed will be reviewed by WSU and Applicants will be notified if further documentation will be necessary to proceed with evaluation of the Proposal Response.

## ATTACHMENTS

### A. Maps

1. Development Site Map
2. M-1 Rail Route
3. Midtown Development Plan

<http://midtowndetroitinc.org/sites/default/files/images/site-content/pdfs/midtown-development-plan-2011.pdf>

### B. Midtown Detroit Inc. –Midtown Housing Rental Comps January/February 2013

### C. WSU Current Published Parking Rates

### D. Site Survey and Legal Description

### E. Phase I and Phase II Environmental Site Assessments

### F. Proposal Forms

Form A -1 Completeness Checklist

Form A-2 Applicant Letter

Form B Project Summary

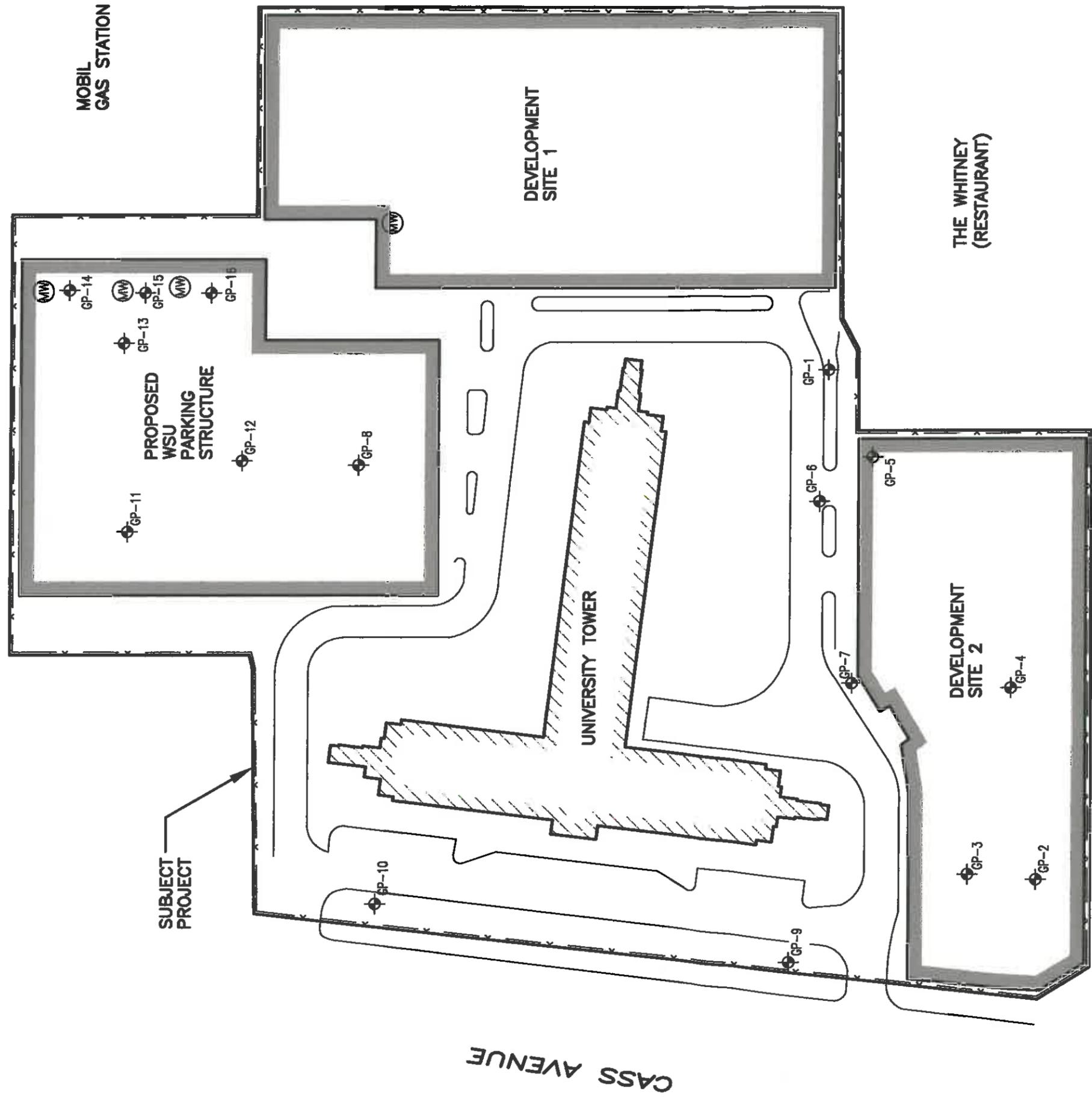
Form C Development Team Information and Applicant Questionnaire

Form D-1 Development Team Experience and Workload

Form D-2 Management Experience

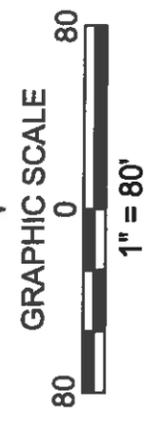
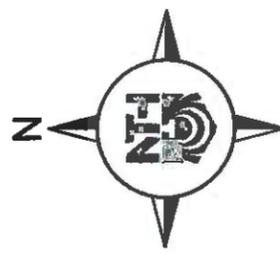
Form D-3 Retail Management Experience

FOREST AVENUE



CASS AVENUE

CANFIELD AVENUE



**LEGEND:**

- ◆ GEOPROBE BORING ADVANCED BY FIBERTEC ON 8-30-06 AND 9-1-06
- Ⓜ MONITORING WELL (INSTALLED BY OTHERS)

NOTE: LOCATION AND DIMENSIONS ARE APPROXIMATE. NOT A LEGAL SURVEY.

PLATE:  
**1**

TEST BORING LOCATION PLAN

SOUTH UNIVERSITY VILLAGE DEVELOPMENT PROJECT  
DETROIT, MICHIGAN

NTH PROJECT No: 16-060860-00	CAD FILE NAME: 16/060860021
DESIGNED BY: BAS	PLOT DATE: 09/18/06
DRAWN BY: VR	DRAWING SCALE: AS SHOWN
CHECKED BY: BAS	INCEPTION DATE: 09/18/06



**NTH Consultants, Ltd.**  
Infrastructure Engineering  
and Environmental Services



**Midtown Housing Rental Comps  
January/February 2013**

Art Center  
Brush Park  
Cass Park  
Medical Center  
New Center  
North Cass  
Wayne State University  
Woodbridge

The report for the Midtown Neighborhood represents 7,531 units in 154 buildings.

**Occupancy: 95%**

MIDTOWN RENTAL HOUSING	<u>Address</u>	<u>Occup.</u>	<u>Rent</u>	<u>Units Avail</u>	<u># Units</u>	<u>Unit Types</u>	<u>Rental/Sale Rate</u>	<u>Previously Priced At</u>	<u>Telephone</u>	<u>Contact/Owner</u>
white = 2013 data										
orange = 2012 data, currently collecting 2013 data										
<b>Art Center</b>										
	287 E. Edsel Ford	100%	Rent	0	8	1 bdrm 3 bdrm	\$500 \$900	N/A \$850	313.831.5700	Marcon Properties
	295 E. Ferry	100%	Rent	0	8	1 bdrm	\$550-\$825	\$500-\$800	313.832.1058	Terry Fadina
	405 E. Ferry	100%	Rent	0	3	1 bdrm 2 bdrm 3 bdrm	\$725 \$850 \$1,500	\$700 \$1,200	313.550.1985 313.874.3545	Peggy Evans Julio Bateau
	428 E. Ferry	100%	Rent	0	1	3 bdrm	\$1,600	same	313.550.1985 313.874.3545	Peggy Evans Julio Bateau
	626-628 E. Ferry	100%	Rent	0	4	3 bdrm	\$875	\$800	313.550.1985 313.874.3545	Peggy Evans Julio Bateau
	636 & 638 E. Ferry	100%	Rent	0	4	2 bdrm	\$850	\$750	313.550.1985 313.874.3545	Peggy Evans Julio Bateau
	644 E. Ferry	100%	Rent	0	4	3 bdrm	\$630	same	248.905.1246	Midtown Property Partner
	242 E. Palmer, Unit 7	100%	Rent	0	1	pnthse	\$1,100	\$1,200	586.530.6811	Patrick Baker
	242 E. Palmer, Unit 4	100%	Rent	0	1	2 bdrm	\$1,100	N/A	313.580.3761	Rick Gignac
	242 E. Palmer, Unit 5	100%	Rent	0	1	2 bdrm	\$1,100	N/A	313.580.3761	Rick Gignac
	242 E. Palmer, Unit 8	100%	Rent	0	1	2 bdrm	\$1,100	N/A	313.580.3761	Rick Gignac
	5750 Woodward	83%	Rent	1	6	2 bdrm	\$1,050	\$950	313.215.6859	Joel Landy
Art Center Townhomes Apartments	5351 S. Chrysler	100%	Rent	0	60	2 bdrm 3 bdrm	\$743-\$795 \$764-\$895	\$743-\$764 N/A	313.874.1730	Maria Kennedy
Barlum, The	25 E. Palmer	94%	Rent	5	80	studio 1 bdrm	\$385 \$545	same same	313.871.3138	Leslie or Donita
Belnord, The	324 Hendrie	100%	Rent	0	24	small 1 bdrm 1 bdrm 2 bdrm 3 bdrm	\$550 \$650 \$750 \$850	\$525 \$625 \$725 \$800	313.832.2286	Margaret Palmer

<b>MIDTOWN RENTAL HOUSING</b>	<b><u>Address</u></b>	<b><u>Occup.</u></b>	<b><u>Rent</u></b>	<b><u>Units Avail</u></b>	<b><u># Units</u></b>	<b><u>Unit Types</u></b>	<b><u>Rental/Sale Rate</u></b>	<b><u>Previously Priced At</u></b>	<b><u>Telephone</u></b>	<b><u>Contact/Owner</u></b>
Bethel Tower	5203 Chrysler Service Dr.	100%	Rent	0	146	1 bdrm 2 bdrm 3 bdrm	\$611-\$632 \$601 \$614	\$622-\$632 \$809 \$614-\$1,089	313.833.0175	Marita
Cass D	504-516 Kirby/5336-38 Beaubien	100%	Rent	0	20	1 bdrm 2 bdrm penthouse	\$675 \$825 \$1,600	\$625 725-799 \$1,800	877.868.7608	Charles Dickerson
Hendrie Rows	272-280 Hendrie	100%	Rent	0	3	3 bdrm Units	\$800-\$960	\$775-\$900	586.822.9577	Bella Casa Properties LLC
Lester Morgan Cultural Gardens	500 Frederick Douglass	99%	Rent	1	127	2 bdrm 3 bdrm	\$1,050 \$1,200	\$1,050 \$1,185	313.832.1730	Cultural Gardens Leasing Office Cynthia
Palmer Court Townhomes	5775 St. Antoine	100%	Rent	0	173	2 bdrm 3 bdrm	\$849-\$989 \$937-\$1,125	\$817-\$899 \$920-\$1,095	313.871.4621	Vanessa
Park Shelton	15 E. Kirby	100%	Rent	0	78	studio 1 bdrm 2 bdrm	\$890-\$925 \$1,000-\$1,200 \$1,300-\$1,550	\$800-\$900 \$1,000-\$1,200 \$1,300-\$1,550	313.872.7275	Jay Bassin
<b><i>Medical Center</i></b>	71 Garfield	100%	Rent	0	20	apt/lofts	\$750-\$1,153	\$716-\$1,113	313.831.5100	Angelina
	4425 John R	100%	Rent	0	8	1 bdrm 2 bdrm 3 bdrm	\$500 \$650 \$775	\$475 same same	248.905.1246	Midtown Property Partner
Cityview Senior Tower	4701 Chrysler Service Drive	89%	Rent	43	388	1 bdrm 2 bdrm 2 bdrm twnhs 3 bdrm	\$459-\$549 \$499-\$599 \$549-\$659 \$775	\$480 \$535-\$560 N/A \$699-\$798	313.359.5500	Debra Adam
Ellington, The	3760 Woodward	100%	Rent	0	10	1 bdrm 2 bdrm	\$1,200 \$1,500	\$1,075 \$1,375	313.872.7275	Jay Bassin
John R, The	4413 John R	71%	Rent	4	14	studio 1 bdrm 2 bdrm	\$325 \$450 \$500	\$300-\$500	313.922.0009	Mrs. Bellamy
Lofts at Garfield, The	4600 Woodward	98%	Rent	1	56	sm lofts bg lofts 2 bdrm	\$685-\$1,250	same	313.643.LOFT	Marc Couillais

<b>MIDTOWN RENTAL HOUSING</b>	<b><u>Address</u></b>	<b><u>Occup.</u></b>	<b><u>Rent</u></b>	<b><u>Units Avail</u></b>	<b><u># Units</u></b>	<b><u>Unit Types</u></b>	<b><u>Rental/Sale Rate</u></b>	<b><u>Previously Priced At</u></b>	<b><u>Telephone</u></b>	<b><u>Contact/Owner</u></b>
Medical Center Courts	4276 St. Antoine	97%	Rent	8	230	1 bdrm	\$613	same	313.833.6055	Lakesha
						2 bdrm twnhm	\$694	same		
						3 bdrm twnhm	\$743	same		
Newberry Hall	100 E. Willis	100%	Rent	0	28	studio	\$900	\$900	313.872.7275	Jay Bassin
						1 bdrm	\$950-\$1,100	\$925-\$1,065	or 313.875.9546	
						2 bdrm	\$1,325-\$1,650	\$1,278-\$1,650		
Phillips Manor	47-51 E. Willis	98%	Rent	1	44	sm 1 bdrm	\$525	\$500	313.832.2326	Judy Pruss
						lg 1 bdrm	\$700	\$650		
						2 bdrm	\$800	\$750		
Rinaldo, The	27 E. Willis	86%	Rent	4	29	studio	\$450	\$500	734.469.4607	Metro Detroit
						1 bdrm	\$550	\$600		Property Management
						2 bdrm	\$650	\$700		
Viewpointe Village Townhomes	4701 Chrysler Service Drive	97%	Rent	6	194	1 bdrm	\$493-\$796	\$480-\$600	313.406.8104 x40	Wingate Management Co.
<b>North Cass</b>	643 Alexandrine	100%	Rent	0	1	4 bdrm	\$1,600	\$1,000	313.574.1796	David Knapp
	4120 Cass	0%	Rent	1	1	2 bdrm Condo	\$1,600	N/A	313.318.4176	Rose Grier
	667 W. Forest	100%	Rent	0	9	1 bdrm	\$500-\$750	\$450	313.930.0179	Steven
	633 W. Hancock	100%	Rent	0	5	1-3 bdrms	\$475-\$1,000	N/A	313.506.2230	Carole Baker
	476 Prentis	100%	Rent		3		\$800-\$850	\$850	248.719.0247	Scott Kosiek
	497 Prentis	100%	Rent	0	7	2 bdrm	\$475-\$550	same	313.506.2230	Carole Baker
	670 & 678 Prentis	100%	Rent	0	6	2 bdrm	\$750	\$750	313.832.1058	Terry Fadina
						3 bdrm	\$900	\$850		
	4246 Second	100%	Rent	0	2	loft/studio	\$500	\$400	313.832.2286	Margaret Palmer
						2 bdrm	\$900	\$850		
	4428 Second	100%	Rent	0	3	2 bdrm	\$1,200		313.930.0179	Steven
						3 bdrm				

<b>MIDTOWN RENTAL HOUSING</b>	<b><u>Address</u></b>	<b><u>Occup.</u></b>	<b><u>Rent</u></b>	<b><u>Units Avail</u></b>	<b><u># Units</u></b>	<b><u>Unit Types</u></b>	<b><u>Rental/Sale Rate</u></b>	<b><u>Previously Priced At</u></b>	<b><u>Telephone</u></b>	<b><u>Contact/Owner</u></b>
	479 W. Willis	88%	Rent	3	25	1 bdrm	\$400-\$500	same	313.831.7968	Moritz Kerstiens
	828 W. Willis	88%	Rent	2	17	studio 1 bdrm	\$450-\$475 \$550	same same	313.657.4780	Kirk
Architects Building, The Ghandi-McMahon	415/422 Brainard	94%	Rent	3	51	2 bdrm (Ghandi) 1 bdrm (Architects) 2 bdrm (Architects)	\$540-\$650 \$525	\$500-\$625	313.831.2878	Cass Corridor Properties
Aronda, The	633 W. Forest	90%	Rent	1	10	1 bdrm 2 bdrm	\$550-\$800	\$350-\$800	313.930.0179	Steven
Auburn, The	4240 Cass	90%	Rent	6	58	studio 1 bdrm	\$780-\$830 \$920-\$995	N/A N/A		Michael Mortorelli
Avonroy Apartments	4622 Second Ave	100%	Rent	0	12	1 bdrm	\$550-\$625	\$550-\$600	248.905.1246	Midtown Property Partner
Beethoven, The	4474 Third	96%	Rent	1	28	1 bdrm 2 bdrm	\$695-\$1,250	\$650-\$1,200	313.930.0179	Steven
Blackstone, The	4434 Second Ave.	100%	Rent	0	15	1 bdrm	\$650-\$750	\$675	313.930.0179	Steven
Canfield Third Lofts	Corner of Third & Canfield	100%	Rent	0	9	Condo	\$1,175	\$1,150	734.243.6262	Management
Carrick Apartments	4425 Cass	92%	Rent	1	13	1 bdrm	\$729	same	313.350.1270	Joe Early
Charlene Apartments, The	1615 W. Canfield	94%	Rent	1	16	1 bdrm	\$625	\$600	313.655.0610 313.610.3094	Otto Cureton Cheryl Cureton
Charles, The	500 W. Willis	100%	Rent	0	12	studio 1 bdrm 2 bdrm	\$560 \$650 \$1,000	same	313.330.2259	Erik Nordin
Chesterfield, The	3566 Cass Avenue	96%	Rent	1	24	2 bdrm	\$560	\$562	313.831.2878	Cass Corridor Properties
Commodore, The	677 Selden Avenue	100%	Rent	0	15	studio 1 bdrm 2 bdrm	\$600 \$600-\$900 \$900-\$1,900	\$450-\$1,200	313.831.1870	Abner McWhorter
Coronado, The	3751-53 Second	96%	Rent	1	24	2 bdrm	\$696	\$625-\$911	313.831.2878	Cass Corridor Properties

<b>MIDTOWN RENTAL HOUSING</b>	<b><u>Address</u></b>	<b><u>Occup.</u></b>	<b><u>Rent</u></b>	<b><u>Units Avail</u></b>	<b><u># Units</u></b>	<b><u>Unit Types</u></b>	<b><u>Rental/Sale Rate</u></b>	<b><u>Previously Priced At</u></b>	<b><u>Telephone</u></b>	<b><u>Contact/Owner</u></b>
Dodge House	642 W. Forest	100%	Rent	0	3	1 bdrm 2 bdrm	\$1,200	\$850-\$1,100	313.930.0179	Steven
Eileen, The	454 W. Alexandrine	97%	Rent	1	36	studio 1 bdrm	\$425 \$475	\$400 \$450	586.838.7368	Debbie
Hadley Hall	665 W. Warren	96%	Rent	2	49	1 bdrm 2 bdrm	\$650 \$800	\$650 \$700	313.831.5632	Randy Gilchrest
Hancock Apartments, The	665-667 W. Hancock	100%	Rent	0	38	studio 1 bdrm 2 bdrm	\$420 \$475-\$500 \$750	\$409 \$500 N/A	586.838.7368	Debbie
Keyes, The	665 and 675 W. Willis	97%	Rent	1	34	studio 1 bdrm 2 bdrm	\$450-\$675 \$475-\$550 \$600-\$675	\$475-\$650	734.469.4607	Metro Detroit Property Management
LaBelle, The	4727 Second	86%	Rent	1	7	3 bdrm	\$1,300	\$1,100	313.930.0179	Steven
Midtown Place	641 Brainard Street	93%	Rent	8	120	2 bdrm 3 bdrm	\$598 \$775	\$599 \$782	313.831.9515	Midtown Place
Milton, The	132 W. Willis	100%	Rent	0	6	2 bdrm	\$600	\$600-\$675		
Mt. Vernon Apartments	677 W. Alexandrine	93%	Rent	3	46	studio 1 bdrm 2 bdrm	\$415 \$455 \$630	\$405 \$445 \$620	313.831.2878	Cass Corridor
Netherlander, The	632 W. Forest	100%	Rent	0	8	studio 3 bdrm	\$450 \$900	\$325 \$800	313.930.0179	Steven
Renaud & Touraine, The	4762 & 4744 Second Avenue	100%	Rent	0	56	studio 1 bdrm 2 bdrm	\$470 \$550-\$650 \$800-\$850	\$450-\$525 \$500-\$600 \$700-\$750	313.881.4052	Manager Robert
Rosemary, The	656 Prentis	80%	Rent	3	15	studio	\$285	\$285	313.922.0009	Mrs. Bellamy
San Antonio Apartments	98 W. Hancock	89%	Rent	1	9	1 bdrm 2 bdrm	\$550 \$950	\$550 \$960	313.330.5403	Akbar
Sheridan Court, The	4417 Second	84%	Rent	7	91	studio 1 bdrm 2 bdrm	\$390 \$490 \$590		313.831.1011	Thomas Paterson

<b>MIDTOWN RENTAL HOUSING</b>	<b><u>Address</u></b>	<b><u>Occup.</u></b>	<b><u>Rent</u></b>	<b><u>Units Avail</u></b>	<b><u># Units</u></b>	<b><u>Unit Types</u></b>	<b><u>Rental/Sale Rate</u></b>	<b><u>Previously Priced At</u></b>	<b><u>Telephone</u></b>	<b><u>Contact/Owner</u></b>
Studio One Apartments	4501 Woodward	99%	Rent	1	124	1 bdrm 2 bdrm	\$995-\$1,020 \$1,149-\$1,249	\$895-\$920 \$1,099-\$1,199	313.316.0824	Billie
Sutton Place	4632 Second	0%	Rent	1	1	3 bdrm	\$1,000	\$1,200	248.352.6137	Carol Izant-McTaggart
University Club, The	4707 Third	100%	Rent	0	120	1 bdrm 2 bdrm  2 bdrm 2 bath	\$331-\$599 \$399-\$718  \$718	\$327-\$600 \$687  \$687	313.831.4336	University Club Housing Association
University Towers Apartments	4500 Cass	100%	Rent	1	292	1 bdrm 2 bdrm 3 bdrm	\$974 \$1,082 \$1,456	\$945 \$1,050 \$1,440	313.577.2116	WSU Off of Hous/Res Life
Villa Lante	663 Prentis	93%	Rent	2	28	studio 1 bdrm	\$475 \$550	\$495 \$550	734.469.4607	Metro Detroit Property Management
Wayne Court Apartments	3525 Cass	98%	Rent	1	40	Studio+	\$750	\$650	313.350.1270	Joe Early
West Forest Apartments	119 W. Forest	100%	Rent	0	6	1 bdrm	\$525-\$600	\$475-\$550	248.352.6137	Carol Izant-McTaggart
West Hancock	71 & 77 W. Hancock	100%	Rent	0	12	studio 1 bdrm	\$425 \$550	\$400 \$560	313.330.5403	Akbar
<b>WSU</b> Wayne Gate Apartments	4732 Anthony Wayne Dr.	100%	Rent	0	7	1 bdrm 2 bdrm	\$600 \$800	550-775	313.832.1058	Terry Fadina
Atchison Residence Hall	5110 Anthony Wayne	95%	Rent	24	462	single/double/triple	\$2,050-\$3,330 per semester	\$1,976-\$3,300 per semester	313.577.2116	WSU Off of Hous/Res Life
Belcrest, The	5440 Cass	100%	Rent	0	145	studio 1 bdrm 1 lg bdrm 2 bdrm	\$480 \$560 \$700-\$800 \$800-\$850	\$460 \$550-\$750 \$675-\$725 \$790-\$840	313.831.5700	Belcrest Apartments

<b>MIDTOWN RENTAL HOUSING</b>	<b><u>Address</u></b>	<b><u>Occup.</u></b>	<b><u>Rent</u></b>	<b><u>Units Avail</u></b>	<b><u># Units</u></b>	<b><u>Unit Types</u></b>	<b><u>Rental/Sale Rate</u></b>	<b><u>Previously Priced At</u></b>	<b><u>Telephone</u></b>	<b><u>Contact/Owner</u></b>
Cass & Ferry	5524 Cass	92%	Rent	1	12	studio 1 bdrm	\$495 \$600	N/A N/A	313.915.5533	Cass & Ferry
Cass & Ferry	5538 Cass	100%	Rent	0	10	studio 1 bdrm 2 bdrm	\$495 \$600 \$1,000	\$530 \$585 same	313.915.5533	Cass & Ferry
Cass & Ferry	58 W. Ferry	100%	Rent	0	8	2 bdrm 3 bdrm	\$900 \$1,100	N/A	313.915.5533	Cass & Ferry
Cass & Ferry	68 W. Ferry	100%	Rent	0	17	studio 1 bdrm	\$390-\$450 \$580-\$650	\$390-\$455 \$555-\$565	313.915.5533	Cass & Ferry
Cass & Ferry	78 W. Ferry	93%	Rent	2	27	1 bdrm	\$495-\$525	\$485-\$495	313.915.5533	Cass & Ferry
Cass & Ferry	87 W. Ferry	93%	Rent	1	15	1 bdrm	\$400-\$650	\$450-\$580	313.915.5533	Cass & Ferry
Cass & Ferry	92 & 100 W. Ferry	91%	Rent	1	11	1 bdrm	\$650	\$685	313.915.5533	Cass & Ferry
Cass & Ferry	96 W. Ferry	90%	Rent	1	10	4 bdrm	\$1,250-\$1,450	\$1,250	313.915.5533	Cass & Ferry
Chatsworth Tower Apartments	630 Merrick	98%	Rent	2	82	efficiency 1 bdrm 2 bdrm	\$688 \$798 \$1,016	same same same	313.577.2116	WSU Off of Hous/Res Life
Ghafari & South Residence Halls	695 Williams Mall	92%	Rent	30	362	single/double/triple	\$2,050-\$3,333	\$1,976-\$3,300	313.577.2116	WSU Off of Hous/Res Life
Helen DeRoy Apartments	5200 Anthony Wayne Dr.	99%	Rent	3	244	efficiency 1 bdrm 2 bdrm	\$730 \$824 \$928	same same same	313.577.2116	WSU Off of Hous/Res Life
Phoenix Apartments, The	75 W. Palmer	89%	Rent	3	27	studio  1 bdrm	\$450  \$650	same	734.469.4607	Metro Detroit Property Management
The Towers Residential Suites	655 W. Kirby	96%	Rent	30	852	single occupancy	\$3,025-\$3,485	same	313.577.2116	WSU Off of Hous/Res Life

\*or \$3,000-\$3,750  
per semester

MIDTOWN RENTAL HOUSING	<u>Address</u>	<u>Occup.</u>	<u>Rent</u>	<u>Units Avail</u>	<u># Units</u>	<u>Unit Types</u> double occupandy	<u>Rental/Sale Rate</u>	<u>Previously Priced At</u>	<u>Telephone</u>	<u>Contact/Owner</u>
Union @ Midtown, The	4830 Cass	43%	Rent *140 beds (81 units total)	80	140	studio 1 bdrm 2 bdrm 3 bdrm 4 bdrm	\$2,617-\$2,915 per semester \$875 \$959-\$969 \$769-\$789 \$709 \$669	same	313.989.1690	Union @ Midtown
<b>Brush Park</b> Carlton, The	2915 John R	96%	Rent	1	25	studio 2 bdrm	\$900-\$1,900	\$900-\$2,000	313.963.9891	Suzi Drewior
Crystal Lofts, The	3100 Woodward	100%	Rent	0	17	1 bdrm 2 bdrm	\$1,250-\$1,850 \$1,600-\$2,100	\$1,200	313.533.1695	Jamie Howard
Edmund, The	98 Edmund	100%	Rent	0	1	2 bdrm	\$1,300	same	313.963.9891	Suzi Drewior
	100 & 102 Edmund	0%	Rent	2	2	2 bdrm	\$1,350-\$1,400	same	313.963.9891	Suzi Drewior
	104 Edmund	100%	Rent	0	1	1 bdrm	\$1,550	same	313.963.9891	Suzi Drewior
	104 Edmund	100%	Rent	0	4	2 bdrm	\$1,450-\$1,550	\$1,420-\$1,500	313.963.9891	Suzi Drewior
	104 Edmund	100%	Rent	0	1	3 bdrm	\$2,250	same	313.963.9891	Suzi Drewior
Garden Lofts	66 Winder	100%	Rent Rent	0	62	1 bdrm 2 bdrm		\$1,200 \$1,600	313.350.4798	Kevin Wobbe
Lamar, The	112 Watson	100%	Rent	0	10	1 bdrm 2bdrm	\$800-\$1,200	\$1,000-\$1,400	313.617.2699	Elizabeth Tintinalli
Village of Brush Park Manor	2900 Brush	100%	Rent	0	113	1 bdrm	30% of income	same	313.832.9922	Jannie Scott
Woodward Place @ Brush Park	2450 Woodward	100%	Rent	0	1	2.5	\$1,475	N/A	248.798.1075	Ben Smith
Woodward Place @ Brush Park	2520 Woodward	100%	Rent	0	1	2	\$1,500	same	313.550.4798	Kevin Wobbe
Woodward Place @ Brush Park	2563 Woodward	100%	Rent	0	1	2	\$1,700	same	313.550.4798	Kevin Wobbe
<b>Cass Park</b>										
	66 & 74 Charlotte	90%	Rent	1	10	1 bdrm 2 bdrm	\$895	\$650-\$985	313.215.6859	Joel Landy
	39 & 61 Peterboro	100%	Rent	0	8	Loft	\$650	same	313.215.6859	Joel Landy

<b>MIDTOWN RENTAL HOUSING</b>	<b><u>Address</u></b>	<b><u>Occup.</u></b>	<b><u>Rent</u></b>	<b><u>Units Avail</u></b>	<b><u># Units</u></b>	<b><u>Unit Types</u></b>	<b><u>Rental/Sale Rate</u></b>	<b><u>Previously Priced At</u></b>	<b><u>Telephone</u></b>	<b><u>Contact/Owner</u></b>
						2 bdrm	\$985	same		
	2714 Second	100%	Rent	0	32	studio 1 bdrm	\$525 \$625	\$500 \$600	313.832.2286	Margaret Palmer
Addison Apartments, The	14 Charlotte	95%	Rent	2	39	1 bdrm 2 bdrm	\$735 800-1,050	\$695 same	313.215.6859	Joel Landy
Ansonia Apartments	608 Temple	100%	Rent	0	22	1 bdrm 2 bdrm	\$450 \$495	N/A	313.831.0199	Patrick Dorn
Milner Arms, The	40 Davenport	93%	Rent	7	95	sm studio lg studio 1 bdrm 2 bdrm	\$525 \$600 \$650 \$700	\$495 \$525 \$625 \$750	313.832.6262	George
<b><i>New Center</i></b>										
	30 Bethune	100%	Rent	0	1	2 bdrm loft	\$1,300	same	313.516.7294	Aisha J. Thomas
	13 Delaware	0%	Rent	1	1	Loft	\$1,100	same	313.832.2286	Margaret Palmer
	800 Lothrop	100%	Rent	0	1	2 bdrm	\$1,350	\$1,300	313.550.4798	Kevin Wobbe
	827 Seville	100%	Rent	0	1	2 bdrm tri-level condo	\$1,300	\$1,300	313.550.4798	Kevin Wobbe
	120 Seward, Unit 305	100%	Rent	0	1	2 bdrm condo	\$600	same	313.345.5500	Ms. Clark
	120 Seward, Unit 408	0%	Rent	1	1	2 bdrm condo	\$750	N/A	313.345.5500	Ms. Clark
	1380-82 Seward	0%	Rent	2	2	2 bdrm	\$650	\$625	248.905.1898	Kanika Kennedy
	5853 Third	88%	Rent	1	8	sm studio lg studio 1 bdrm 2 bdrm	\$400 \$450 \$625 \$750		248.905.1246	Midtown Property Partner
Barrett, The	466 Antoinette	100%	Rent	0	15	1 bdrm	\$500	same	313.881.4052	Robert
Midtown Square Apartments (formerly Birchmont, The)	93 Seward	100%	Rent		71	1 bdrm 2 bdrm 3 bdrm	\$441-\$509 \$529-\$611 \$660-\$755		313.870.9331 313.645.1500	Allan Douglas
Castle, The	5835 Third	100%	Rent	0	7	1 bdrm	\$595-\$945	\$565	313.770.4473	Doug Hixson

<b>MIDTOWN RENTAL HOUSING</b>	<b><u>Address</u></b>	<b><u>Occup.</u></b>	<b><u>Rent</u></b>	<b><u>Units Avail</u></b>	<b><u># Units</u></b>	<b><u>Unit Types</u></b>	<b><u>Rental/Sale Rate</u></b>	<b><u>Previously Priced At</u></b>	<b><u>Telephone</u></b>	<b><u>Contact/Owner</u></b>
Fisher Kahn Apartments	7409 Second	89%	Rent	3	28	1 bdrm	\$700-\$850	\$650-\$750	313.964.6400	Mark Wilcox
Graphic Arts at New Amsterdam, The	41 Burroughs	100%	Rent	0	39	studio 1 bdrm 2 bdrm	\$750-\$1,400 \$800-\$1,600	same	313.643.LOFT	Marc Couillais
Historic New Center Apartments	90-112 Seward	93%	Rent	5	72	1 bdrm 2 bdrm 3 bdrm	\$441-\$509 \$529-\$611 \$660	same	313.870.9331	Allan Douglas
New Amsterdam	6200 Second	96%	Rent	2	52	1 bdrm 2 bdrm 3 bdrm	\$875-\$1,650 \$820-\$1,850	same same	313.643.LOFT	Marc Couillais
New Center Court Apartments	691 Seward	100%	Rent	0	36	1 bdrm 2 bdrm	\$455 \$555	\$445 \$545	313.872.0002	Ms. Guy
New Center North	80 Seward		Rent			studio 1 bdrm	\$450 \$550	\$400 \$450	800.873.0596	SHS Group
Pallister Plaisance Apartments	888 Pallister	97%	Rent	6	187	1 bdrm 2 bdrm	\$602 \$702	\$585 \$677	313.873.6996	Pallister Plaisance Apartments
Richmond Apartments, The	656 Lothrop	85%	Rent	3	20	1 bdrm 1 bdrm	\$500-\$535	same	313.220.1111 313.872.0002	Apartment Manager Ms. Guy
Seward Plaza Apartments	127 Seward	97%	Rent	1	34	studio 1 bdrm 1 bdrm w/sun room	\$395 \$495 \$645	same \$525 same	313.770.4473	Doug Hixson
Seward & Third Flats and Townhomes	Corner of Seward & Third	100%	Rent	0	1	3 bdrm	\$750	same	248.894.6982	Fred Prime
Trumbull Crossing	5500 Trumbull	94%	Rent	15	245	1 bdrm apt 2 bdrm apt  2 bdrm twnhm  3 bdrm twnhm	\$502-\$624 \$602-\$765  \$576-\$695  603-\$816	\$525 \$595  \$640  \$725	313.872.2313	Trumbull Crossing

MIDTOWN RENTAL HOUSING	<u>Address</u>	<u>Occup.</u>	<u>Rent</u>	<u>Units Avail</u>	<u># Units</u>	<u>Unit Types</u>	<u>Rental/Sale Rate</u>	<u>Previously Priced At</u>	<u>Telephone</u>	<u>Contact/Owner</u>
						4 bdrm twnhm	\$835-\$896	\$781		
Young Manor	2500 West Grand Blvd	99%	Rent	1	153	1 bdrm 2 bdrm	\$625 \$730	\$610 \$673	313.894.1810	Leasing Office
<b>Woodbridge</b>										
	1535 W. Canfield	100%	Rent	0	7	2 bdrm	\$625	\$600	248.905.1246	Midtown Property Partner
	3984 Commonwealth, #203	83%	Rent	1	6	1 bdrm	\$600	N/A	313.832.2286	Margaret Palmer
	3986 Commonwealth, #35	83%	Rent	1	6	Loft	\$1,000		313.832.2286	Margaret Palmer
	4238 Commonwealth	100%	Rent	0	1	2 bdrm duplex	\$1,000	N/A	no phone #	Barbara Mack
	4324 Commonwealth	100%	Rent	0	1	2 bdrm	\$900		313.832.2286	Margaet Palmer
	4340 Commonwealth	100%	Rent	0	1	2 bdrm	\$800	\$625	313.832.2286	Margaret Palmer
	4830 Commonwealth	0%	Rent	1	1	2 bdrm lwr flr	\$875	\$875	313.832.2286	Margaret Palmer
	5025 Commonwealth	75%	Rent	1	4	2 bdrm	\$750	N/A	313.832.2286	Margaret Palmer
	5153 Commonwealth	0%	Rent	1	1	5 bdrm	\$1,500	N/A	313.832.2286	Margaret Palmer
	5201 Commonwealth	100%	Rent	0	6	1-2 bdrm	\$800-\$1,200	\$800-\$1,400	313.617.2699	Elizabeth Tintinalli
	5217 Commonwealth Unit 15	100%	Rent	0	6	2 bdrm	\$900-\$1,200	\$900-\$1,000	313.617.2699	Elizabeth Tintinalli
	5239 Commonwealth	0%	Rent	1	1	2 bdrm lwr flr	\$700		313.832.2286	Margaret Palmer
	1547 Merrick	0%	Rent	1	1	3 bdrm	\$1,200		313.832.2286	Margaret Palmer
	3709 Trumbull	100%	Rent	0	2	2 bdrm	\$675		313.962.1800	Ali Clegg Suite Properties
Audry, The	1621-23 W. Forest	100%	Rent	0	4	2 bdrm	\$695	\$645	313.770.4473	Doug Hixson
Castle Lofts, The	4150 Grand River	47%	Rent	8	15	1-4 bdrm loft/apt/pnth	\$550-\$1,525	N/A	313.831.2855	luxurylivingatcastle@gmail.com

<b>MIDTOWN RENTAL HOUSING</b>	<b><u>Address</u></b>	<b><u>Occup.</u></b>	<b><u>Rent</u></b>	<b><u>Units Avail</u></b>	<b><u># Units</u></b>	<b><u>Unit Types</u></b>	<b><u>Rental/Sale Rate</u></b>	<b><u>Previously Priced At</u></b>	<b><u>Telephone</u></b>	<b><u>Contact/Owner</u></b>
Crozier, The	4563-65 Commonwealth	100%	Rent	0	4	2 bdrm	\$695	\$645	313.770.4473	Doug Hixson
	3933 Trumbull	100%	Rent	0	6	2 bdrm	\$950-\$975	\$1,400	313.962.1800	Suite Properties
	3941 Trumbull	0%	Rent	1	1	3 bdrm	\$1,200	same	313.832.2286	Margaret Palmer
	3966 Trumbull	100%	Rent	0	3	2 bdrm	\$1,000-\$1,225	N/A	313.962.1800	Suite Properties
	4304 Trumbull	100%	Rent	0	5	studio 1 bdrm	\$425-\$475	\$450-\$500	313.962.1800	Suite Properties
Reasearch Loft	5766 Trumbull	63%	Rent	13	35	1 2 bdrm 3 bdrm	\$950 \$1,000-\$1,200 \$1,300-\$1,400		313.549.2790	John Biggar

Woodbridge Estates	4106 Supremes		Rent		281	1 bdrm twnhm	\$750	N/A	313.833.2100	Manager
			Rent			2 bdrm twnhm	\$975	N/A		
			Rent			3 bdrm twnhm	\$1,150	N/A		

**Total Units** 7,531  
**Total Available Units** 389  
**Total Occupied Units** 7,142

**OCCUPANCY** 95%

**WSU South University Village – Canfield Development Site  
Attachment C: WSU Current Parking Rates**

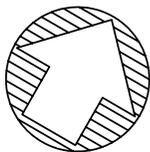
**Parking Structure # 8 – Forrest Avenue**

	<b>Daily OneCard Debit</b>	<b>Semester</b>	<b>Cash/Credit Card</b>
<b>Student</b>	\$3.25	\$260.00	\$1 every 20min or fraction. \$10.00 daily maximum. \$6.00 max after 5pm and weekends
<b>Faculty/Staff</b>	\$6.00	\$300.00	\$1 every 20min or fraction. \$10.00 daily maximum. \$6.00 max after 5pm and weekends
<b>Non-Affiliated with the university (Studio one/other)</b>	N/A	\$380.00	\$1 every 20min or fraction. \$10.00 daily maximum. \$6.00 max after 5pm and weekends
<b>Visitor</b>	N/A	\$380.00	\$1 every 20min or fraction. \$10.00 daily maximum. \$6.00 max after 5pm and weekends

**March 2013**

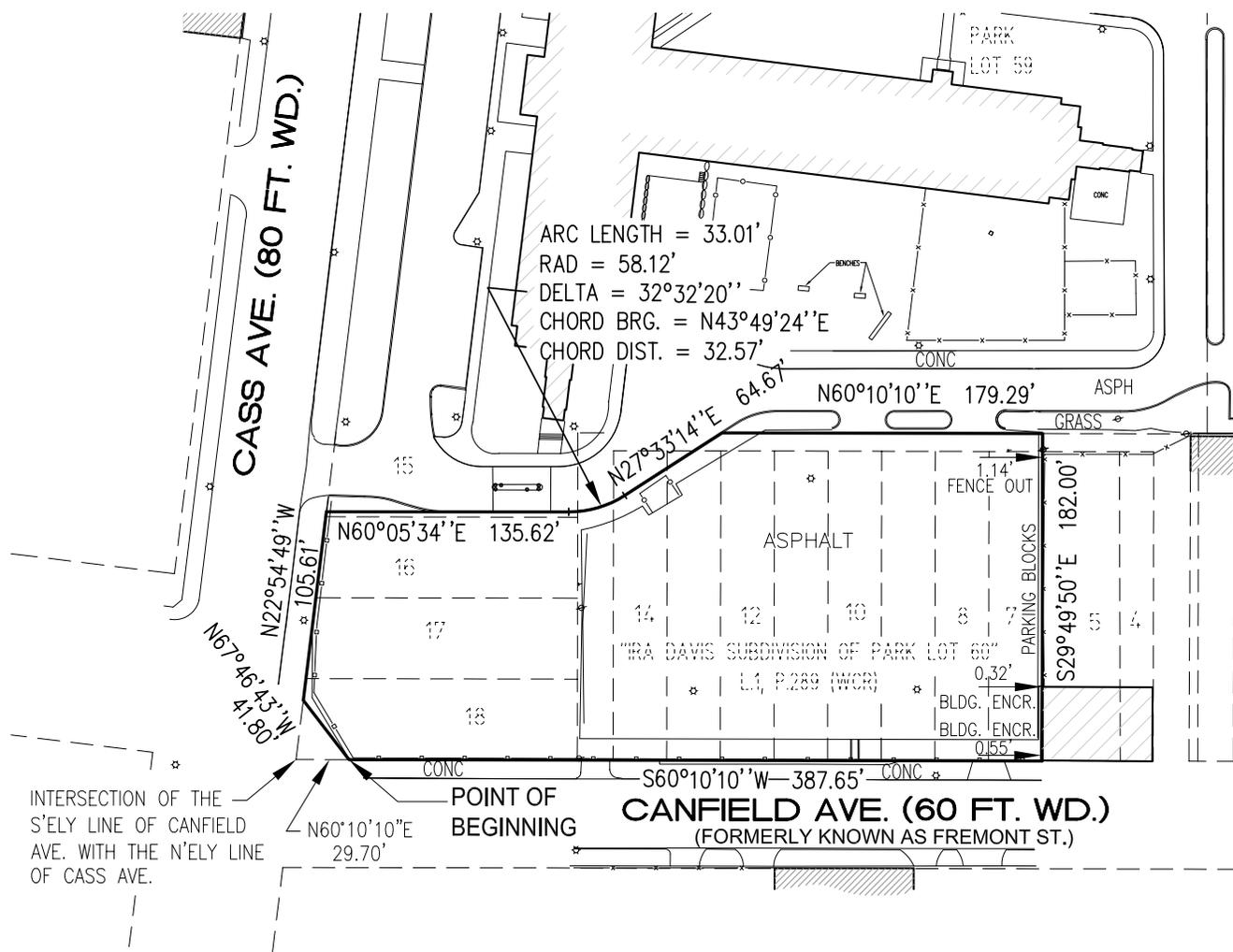


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# MORTGAGE SURVEY

## CANFIELD AVE. PARCEL





## LEGAL DESCRIPTION

Land in the City of Detroit, County of Wayne, State of Michigan, being all of Lots 7-12 inclusive, Lots 16 and 17 and part of Lots 13, 14, 15 and 18 and that part of the Vacated Public Alley (20 feet wide) adjacent to Lots 14-18 inclusive, and all of the Vacated Public Alley adjacent to Lots 7-13 inclusive, that lies within the boundary limits described below, **“IRA DAVIS’ SUBDIVISION OF PARK LOT 60”**, City of Detroit as recorded in Liber 1, Page 289 of Plats, Wayne County Records and being more particularly described as:

Commencing at the intersection of the easterly line of Cass Avenue (80 feet wide) and the northerly line of Canfield Avenue (60 feet wide) formerly known as Fremont St. also being the southwesterly corner of Lot 18 of said, **“IRA DAVIS SUBDIVISION OF PARK LOT 60”**, Thence N60°10’10”E along the northerly line of said Canfield Ave., 29.70 feet to the Point of Beginning;

Thence N67°46’43”W 41.80 feet to the westerly line of Lot 18 of said, **“IRA DAVIS SUBDIVISION OF PARK LOT 60”**, also being the easterly line of said Cass Avenue;

Thence N22 54’49”W along the westerly line of Lots 15 through 18, inclusive, of said **“IRA DAVIS SUBDIVISION OF PARK LOT 60”**, also being the easterly line of said Cass Avenue, 105.61 feet;

Thence N60°05’34”E 135.62 feet to a point of curvature to the left;

Thence along said curve to the left, having a radius of 58.12 feet, an arc length of 33.01 feet, a central angle of 32°32’20”, a chord bearing of N43°49’24”E and a chord distance of 32.57 feet;

Thence N27°33’14”E 64.67 feet to the northerly line of said, **“IRA DAVIS SUBDIVISION OF PARK LOT 60”**;

Thence N60°10’10”E along the northerly line of said, **“IRA DAVIS SUBDIVISION OF PARK LOT 60”**, 179.29 feet;

Thence S29°49’50”E along the easterly line of Lot 7 and the extension thereof, of said **“IRA DAVIS SUBDIVISION OF PARK LOT 60”**, 182.00 feet to the southeasterly corner of said Lot 7 also being the northerly line of said Canfield;

Thence S60°10’10”W along the northerly line of said Canfield Avenue, also being the southerly line of Lots 7-14 inclusive and Lot 18, of said **“IRA DAVIS SUBDIVISION OF PARK LOT 60”**, 387.65 feet to the POINT OF BEGINNING.

Containing 1.501 Acres more or less.

Subject to any and all easements and rights of way of record or otherwise.

# WSU - South University Village Phase II - Canfield Development Site

## Form A1: Completeness Checklist

### A1 - Completeness Checklist (Tab A)

Before completing the following forms, please review Section IV. Submission Requirements and Selection Process

Tab	Form	√
A	<b>Completeness Checklist and Applicant's Letter</b>	
	1. Completeness Checklist (Form A-1)	
	2. Applicant's Letter (Form A-2)	
B	<b>Project Summary and Project Narrative</b>	
	1. Proposal Narrative (In Applicant Format)	
	2. Project Summary (Form B)	
C	<b>Applicant Information</b>	
	1. Development Team Chart Diagram (In Applicant Format)	
	2. Development Team Information and Applicant Questionnaire (Form C)	
D	<b>Development Experience, Management Experience and Current Workload</b>	
	1. Development Experience and Current Workload (Form D-1)	
	2. Management Experience (Form D-2)	
E	<b>Financial Statement- Developer and Guarantor</b>	
	1. Financing Narrative (In Applicant Format)	
	2. Project Pro Forma	
G	<b>Letters of Interest for Private and Public Funds</b>	
	1. Letter of Interest from Lender including terms for Construction Loan	
	2. Letter of interest from Lender including terms for Permanent Loan	
	3. Public Funding Letter of Interest if applicable with alternate option for funding.	
	4. Competitive Funding Sources letter of interest with terms and alternative financing if applicable.	
H	<b>Environmental Assumptions</b>	
	5. Funding sources tied to Environmental Assumptions, if any	
I	<b>Design Team Experience &amp; Narrative</b>	
J	<b>Architectural Submission</b>	
K	<b>Sustainability Elements</b>	
	1. Sustainability Narrative	
L	<b>Marketing Plan</b>	
	2. LEED Certification - Intended Features	
M	<b>Retail Plan</b>	
N	<b>Development Schedule</b>	

# WSU - South University Village Phase II - Canfield Street Development

## Form A-2: Applicant's Letter

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May 15, 2013

Wayne State University  
C/O TAKTIX Solutions, LLC  
211 W. Fort Street, Suite 720  
Detroit, MI 48226

RE: WSU South University Village Phase II – Canfield Street RFP

Ladies and Gentlemen;

This letter is being submitted in connection with my proposal ("Proposal") submitted in response to the Request for Qualifications /Proposals ("RFP/Q") issued by Wayne State University for the Canfield Site.

I recognize that any negotiations with WSU and Taktix Solutions will be subject to the following terms and conditions:

1. The commencement of negotiations will not represent any obligation or agreement on the part of WSU, which may only be incurred or entered into by a written agreement which has been (i) approved as to form by the WSU Law Department, (ii) approved by the WSU Board of Governors and (iii) duly executed by the Applicant and WSU. The Negotiation Letter will only indicate WSU's intention to commence negotiations, which may ultimately lead to the execution of such an agreement.
2. The following requirements will have to be satisfied prior to WSU authorizing the Applicant to issue a Notice of Commencement for any activity associated with planning and development of the site:
  - a. The Applicant, and all potential grantees of the Development Site, and their respective Principals must successfully undergo a background check concerning their suitability to do business with the University.
  - b. The Development Project will not be sold to any person or entity which, or to any entity with a Principal who; (i) has not fulfilled development responsibilities undertaken in connection with the University, the State or other governmental entity, (ii) is in default on any obligations to the State, (iii) has lost real property in tax or lien enforcement proceedings.
  - c. The price and other terms for the disposition of the Development Site and the tax exemption(s) to be provided, if any, will be consistent with term of the development proposed to and authorized by WSU.
  - d. The grantee must execute legal documents inform and substance acceptable to WSU and approved by legal counsel.

# WSU - South University Village Phase II - Canfield Street Development

## Form A-2: Applicant's Letter

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- 3. During negotiations, the Applicant must diligently, competently, and expeditiously comply with all requirements communicated to the Applicant by WSU and its representative Taktix Solutions.
- 4. The design of the Project and construction materials must comply with all WSU development, materials quality and design criteria.
- 5. Either WSU or the Applicant may terminate negotiations at any time with or without cause. Negotiations may be terminated if Applicant does not commence construction within twelve months from the date of the Negotiation Letter.
- 6. If negotiations are terminated by either WSU or the Applicant, whether with or without cause, or if negotiations terminate automatically, then neither WSU nor the Applicant will have any rights against or liabilities to the other.
- 7. WSU is not obligated to pay, nor will it in fact pay, any costs or losses incurred by the Applicant at any time, including but not limited to, the cost of; (1) any prior actions by the Applicant in order to respond to any selection process, or (ii) any future actions by the Applicant in connection with the negotiations, including, but not limited to, actions to comply with requirements of WSU, the City, or any applicable ordinances or laws.

Very truly yours,

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Signature

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Title

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Applicant

# WSU - South University Village Phase II - Canfield Development Site

## Form B: Project Summary

Developer:

Unit Summary				
Building Name/Description	Apartment Rental Units	Number of Short Term Stay Rental Units	Total Residential Units	Gross Square Feet
Canfield North Block				
<b>% of Total Project</b>				

Unit Count by Type					
Building Name/Description	Studio	1BR	2BR	3BR	4BR
Canfield North Block - Apartments					
Canfield North Block - Short Term Stay Apartments					
<b>% of Total Project</b>					

Average Unit Size (SF)				
Building Name/Description	Studio	1BR	2BR	3BR/4BR
Canfield North Block - Apartments				
Canfield North Block - Short Term Stay Apartments				

Summary of other uses				
Building Name/Description	Retail Space (SF)	WSU Conference/ Office Space (SF)	Outdoor Open Space (SF)	Recreation Area (SF)
Canfield North Block				
<b>Total SF</b>				

**WSU South University Village – Canfield Development Site  
Form C: Development Team Information and Applicant Questionnaire**

**Form C – Development Team Information (Tab C)**

All applicants shall complete pages 1 - 3 of this form.

Name of Applicant: \_\_\_\_\_

Name of Contact Person: \_\_\_\_\_ E-mail: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Telephone No: \_\_\_\_\_ Alternate Phone: \_\_\_\_\_

**COMPOSITION OF APPLICANT ENTITY:**

1. Type of organization (i.e. partnership, corporation, limited liability company, joint venture): \_\_\_\_\_

2. Provide the following information about all principals of the applicant. For corporations, provide the names of the officers and any shareholders owning 10% or more; for partnerships, provide the names of all general partners. For joint ventures, provide the information separately for each entity that comprises the joint venture. Also, state the role(s) that each principal would play in the development of the site, using the categories specified below.

**NAME OF ENTITY # 1:** \_\_\_\_\_ **Percent Interest in Proposed Project:** \_\_\_\_\_

PRINCIPALS: Name/Position/Title	Home Address	Role*	% Interest in Entity

**NAME OF ENTITY # 2:** \_\_\_\_\_ **Percent Interest in Proposed Project:** \_\_\_\_\_

PRINCIPALS: Name/Position/Title	Home Address	Role*	% Interest in Entity

\* Role Categories: GP = General/Managing Partner; GC = General Contractor; F = Provides financing, inactive; A = Architect; L = Legal Services; MA = Managing Agent; O = Other (specify)

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3. Provide the names, addresses, e-mail addresses, and telephone of members of the development team to the extent that these have been decided; if unknown, enter "N/A".

DEVELOPMENT TEAM:

<u>Architect:</u>	<u>Marketing Agent:</u>
<u>General Contractor:</u>	<u>Managing Agent:</u>
<u>Legal Counsel:</u>	<u>Lender:</u>
<u>Other:</u>	<u>Other:</u>

Do any of the principals of the developer have a financial or ownership interest in any of the other entities that comprise the development team? Yes [ ] No [ ]

If yes, please explain.

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4. Has any principal identified above, or any organization in which the principal is or was a general partner, corporate officer, or owned more than 10% of the shares of the corporation, been the subject of any of the following:

- (1) Arson conviction or pending case? Yes [ ] No [ ]
  
- (2) Had an ownership or management interest in a property that was subject to tax lien sale? Yes [ ] No [ ]
  
- (4) City State or Federal mortgage foreclosure, or currently more than 90 days in arrears on any loan? Yes [ ] No [ ]
  
- (5) Default on any contract obligation or agreement of any kind or nature entered into with the State of Michigan or City of Detroit or one of their agencies? Yes [ ] No [ ]
  
- (6) In the past 5 years, failed to qualify as a responsible bidder, or refused to enter into a contract after an award has been made, privately or with any government entity? Yes [ ] No [ ]
  
- (7) In the last 7 years, filed a bankruptcy petition or been the subject of involuntary bankruptcy proceedings? Yes [ ] No [ ]
  
- (8) In the last 5 years, failed to file any required tax returns, or failed to pay any applicable Federal, State of Michigan, or City taxes or other charges? Yes [ ] No [ ]
  
- (9) Been convicted of fraud, bribery, or grand larceny? Yes [ ] No [ ]

If the answer to any question is yes, provide the following information about each instance: name of principal(s); name(s) of organization(s) or corporation(s); principal's status in the organization or corporation (e.g. officer), the date of the action, and current status and disposition.

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**CERTIFICATION**

**[This certification must be signed by one of the principals listed above; if the applicant is a joint venture, it must be signed by a principal of each entity that comprises the joint venture.]**

I certify that the information set forth in this application and all attachments and supporting documentation is true and correct. I understand that Wayne State University will rely on the information in or attached to this document and that this document is submitted to induce Wayne State University to select this proposal for development of the Canfield Development site.

I understand that this statement is part of a continuing application and that until such time that the subject project is finally and unconditionally approved by Wayne State University, I will report any changes in or additions to the information herein, and will furnish such further documentation or information as may be requested by Wayne State University or Taktix Solutions as its Owners Representative.

I understand that if I receive preliminary designation to develop this site, I must submit all additional disclosure forms required.

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Name of Organization

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Signature

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Date

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Print or Type Name and Title

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Name of Organization

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Signature

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Date

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Print or Type Name and Title

# WSU - South University Village Phase II - Canfield Development Site

## Form D1: Development Experience and Current Workload

**Developer:** \_\_\_\_\_

List below all mixed-use residential properties developed within the ten (10) year period preceding the deadline for submission of proposals in response to this RFP. Use additional pages as needed.

#	Project Name	Address	Role (a)	Type (b)	Category (c)	# of Buildings	Total # of Units	Retail/Community Space (Y/N)	Start Date	Completion Date	Current Status (d)	Construction Lender (e)	Permanent Lender (e)	Property Manager (f)
1														
2														
3														
4														
5														
6														
7														
8														
9														
10														
11														
12														
13														
14														
15														
16														
17														
18														
19														
20														

(a) ROLE: Indicate the role or roles you played in the development of each property listed. If developed as part of a joint venture, indicate such by adding JV to the respective role (e.g., D/JV).

D=Developer; B=Builder; GC= General Contractor; CM=Construction Manager; F=Provided Financing; O=Other (specify)

(b) TYPE: Project Type: RH=Rental Housing; CH=Condo Housing; SF=Single Family Housing; SH-Student Housing, H-Hotel, O=Office; R=Retail; M=Mixed Use

(c) CATEGORY: NC=New Construction; SR=Substantial Rehab; MR=Moderate Rehab

(d) STATUS: Indicate if project is Pre=Pre-development; UC=Under Construction; Com=Completed

(e) CONSTRUCTION/PERMANENT LENDER: Provide the name of the institution and name of loan officer

(f) MANAGEMENT: Indicate if you manage the project directly or use a property manager. Provide the name of the property manager used, if any. Indicate N/A if you no longer own the project.



