

Request for Qualifications

Overview

Greater Baybrook Alliance (GBA) is a non-profit community development organization representing the neighborhoods of Brooklyn and Curtis Bay in Baltimore City, and Brooklyn Park in Anne Arundel County. GBA is responsible for various neighborhood revitalization projects including commercial renovation, transportation, public art and open space redevelopment. GBA is seeking a qualified developer to rehabilitate vacant rowhomes in South Baltimore's Brooklyn neighborhood as part of its "whole block" acquisition/rehabilitation program which aims to revitalize all blighted properties on one block simultaneously rather than on scattered, individual sites. The purpose of the program is to 1) mitigate vacancies, 2) improve neighborhood safety, and 3) increase homeownership rates.

Background

As part of GBA's whole block approach, GBA will be acquiring vacant and distressed properties to convert them into homes for sale for homeownership. GBA is looking to partner with a qualified and experienced residential real estate developer to lead the rehabilitation and disposition of the distressed rowhomes that GBA acquires. Developer partners will be responsible for financing and overseeing all elements of the development process, including assembling a development team, and managing the construction process through completion. GBA will cover the "appraisal gap" and developers will be compensated with a developer fee.

Due 6/30/2026



Questions about this request for qualifications can be directed to ali@greaterbaybrookalliance.org



Submissions

Reply to the below questions in a PDF and email to ali@greaterbaybrookalliance.org no later than Tuesday, June 30th at midnight.

- Please list all rowhome rehabs you have completed over the past three years. For each project, list the address, construction start, date of use and occupancy permit, if it had a Vacant Building Notice (VBN) and average days on the market if you sold it after rehab. Please organize in a table as shown below.

Address	Construction start date (mo/yr)	Use and Occupancy secured (mo/yr)	Did this property have a VBN?	Average days on market

- Describe the scope of work for your typical gut rowhome rehab. Note any energy efficiency and health/safety measures included.
- Describe the resources and strategies you utilize to market residential properties for sale. If you have not marketed residential properties before, please describe how you might do so.
- Describe how you plan to secure financing/funding for the rehabilitation of the properties.
- Provide proof of access to capital or lender relationships.
- List your architects, contractors and consultant partners for your typical gut renovation projects.
- How have you handled downturns or shifting market conditions in past projects?
- Provide at least three references with preference to those you have worked with on a rowhome rehabilitation, including one lender/investor. The references should be for projects you have completed within the past 5 years.



Anticipated Timeline

- RFP Released: 5/18/26
- Submission due by: 6/30/26
- Interviews with finalists: 7/20/26- 7/25/26
- Developer/s selected: Week of 7/27/26

Budget

Greater Baybrook Alliance's acquisition/rehab program is funded by a grant awarded by the State of Maryland. Final budget to be determined collaboratively between the developer and GBA.