



Peoples Street RFQ Q&A Responses

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FOR-SALE UNIT PROGRAM

1. The RFQ references approximately eleven (11) for-sale units but does not identify their typology or location.
 - a. Is the expectation that these units be single-family detached, duplex, or townhome product? **The expectation outlined in the approved zoning is that they would be either single-family detached or duplex to match the surrounding neighborhood character and density.**
 - b. Is there a preferred location within the site (e.g., perimeter-facing only)? **Yes, these units should be perimeter facing on Oak St and Culberson St.**
 - c. Are there minimum size or bedroom count expectations? **For sale and duplex may be 2 bedrooms to fill "starter home" need in the market; preference is for a significant percentage of 2 - 3-bedroom rental units in the interior of the site.**
 - d. Are these units required to meet any affordability thresholds, or are they unrestricted market-rate? **For sale units will be permanently affordable at 80 - 120% AMI (need to confirm) under a land trust model; rental units must meet AUD affordability requirements of 20% at 50% AMI and 10% at 80% AMI.**
2. May the development team propose adjustments to the for-sale unit count or configuration if doing so strengthens overall financial feasibility while maintaining affordability requirements? **There is some flexibility on the for-sale unit counts, but not in their location on the site per the approved zoning plan.**

2. WILLIE WATKINS PARKING LOT

1. The RFQ indicates the construction of a 140-space accessory parking lot, with 90% leased to Willie Watkins Funeral Home and 10% reserved for community use.
 - a. What is the proposed lease rate per space? **This will be negotiated between WWFH, AUDC, and the developer. The commitment to WWFH included a provision of exclusive parking spaces and access to a certain set of shared/non-exclusive parking spaces.**



- b. What is the expected lease term and escalation schedule? **This was not discussed with WWFH, nor was the question of how this obligation would succeed with successive ownership of the WWFH business. This will be part of the AUDC and WWFH negotiations.**
 - c. Is the lease expected to be executed prior to financial close? **Yes, a lease or intent to lease is expected to be signed prior to closing.**
 - d. Who bears long-term maintenance responsibility for the lot? **APS is leasing this to AUDC, and they will determine who is responsible for long-term maintenance.**
 - e. Is shared parking (day/evening split use) acceptable? **Most of the parking is exclusive, and some amount will be non-exclusive/shared.**
2. If funeral home demand decreases over time, is the developer permitted to repurpose or monetize unused parking spaces? **This would need to be revisited at the appropriate time. This is something that neither AUD nor APS has considered.**

3. DUE DILIGENCE MATERIALS

1. Has APS conducted Phase I or Phase II environmental assessments? If so, will reports be shared? **Phase I or II have been conducted on the site yet.**
2. Has a geotechnical investigation been completed? **No, geotechnical work has not been completed on the site.**
3. Can APS provide:
 - a. Scaled boundary survey - **Yes, APS can provide.**
 - b. Topographic survey - **Yes, APS can provide.**
 - c. Tree survey (with DBH classifications) - **APS is unable to provide.**
 - d. Existing utility maps - **APS is unable to provide.**
4. Has a civil concept plan been developed reflecting anticipated grading, stormwater, and infrastructure requirements? **No**
5. Are there known off-site utility upgrades required? **There are none expected at this time, but off-site utility improvements could be discovered during the development process.**



4. FINANCIAL CAPACITY EXPECTATIONS

1. What minimum net worth and liquidity thresholds are expected of the development team? **AUD does not have specific net worth and liquidity thresholds. Respondents should have a track record of guaranteeing debt and securing equity investments for development projects.**
2. Is majority financial capacity required from the managing member, or may it be satisfied collectively by the JV? **At least one member of the JV should be able to provide balance sheet guarantees.**
3. Are balance sheet guarantees required from the development entity or from individual principals? **Managing member is preferred.**
4. Does APS/AUD anticipate requiring completion guarantees? **Completion guarantees will be required.**

5. MIXED-USE COMPONENT

1. The master plan diagram indicates two mixed-use structures.
 - a. Is a commercial component required? **No, the zoning mandates no commercial on the site per neighborhood and NPU approval. Please see the approved zoning exhibit at the bottom of this document. The image shared at the site tour/Q&A session was a previous iteration of the rezoning exhibit.**
 - b. If so, what square footage is anticipated? **N/A**
 - c. Is neighborhood-serving retail preferred? **N/A**
 - d. Is 100% residential permitted if market conditions do not support retail? **Yes, 100% residential is planned.**

6. AFFORDABILITY STRUCTURE

1. If a developer proposes deeper affordability (e.g., increased 60% or 50% AMI units), are additional incentives available (e.g., increased subsidy, land discount, density flexibility)? **Additional subsidies could be explored based on availability at that time but are not guaranteed.**
2. Do Atlanta Housing Choice Vouchers qualify toward the 50% or 80% AMI set-asides? **AH Housing Choice Vouchers can qualify towards the 50% AMI set-aside.**



3. Is affordability required for a fixed term (e.g., 30 years), or for the full 50-year ground lease term? **50 years**
4. Is there flexibility in how affordable units are distributed between rental and for-sale product? **For-sale must be 100% affordable, and rental affordability should be spread out equally throughout housing types.**

7. GROUND LEASE STRUCTURE

1. What is the anticipated ground lease payment structure? **TBD through negotiations.**
 - a. Base rent amount? **6%-10% of the appraised value. There is currently no appraisal available.**
 - b. Escalation formula? **The annual growth in rent will be based on annual CPI growth (applied annually)**
 - c. Reappraisal provisions? **Rent will be reset at the 25th year based on appraisal.**
2. Will ground rent be deferred during construction and lease-up? **Rent can potentially be deferred during construction and lease-up. Subject to negotiation.**
3. Are extension options available beyond the 50-year term? **No. Under O.C.G.A. § 20-2-600, the 50-year limit applies to the entire lease term—including any extensions or renewals—so a ground lease with Atlanta Public Schools can only be extended up to the point where the total term does not exceed 50 years.**

8. SUBSIDY & CAPITAL STACK

1. Is Housing Production Fund allocation pre-approved for this project, or competitive? **HPF dollars have been specifically set-aside for all public land projects in AUD's pipeline.**
2. What is the anticipated timing for HPF approval? **Subject to both internal AUD underwriting and AUD Board approval.**
3. Is BeltLine TAD funding assumed in the master plan? **Respondents are encouraged to utilize Beltline TAD funds. One thing to note is that developers should not anticipate layering TAD funds for multifamily construction alongside AUD's Private Enterprise Agreement.**
4. Is the property tax exemption (Private Enterprise Agreement) guaranteed if affordability thresholds are met? **Assuming affordability thresholds and other**



underwriting requirements are met, private enterprise agreements are subject to approval by AUD's Board.

5. Is APS contributing land at nominal value, discounted value, or subject to negotiated land price? **Relative to the three parcels of homeownership fronting Peeples, Culberson, and Oak, this land will be transferred to AUD at Fair Market Value based on an appraisal by APS.**

9. DENSITY FLEXIBILITY

1. Is the anticipated ~67-unit program fixed, or may developers propose modest density increases if consistent with zoning and affordability objectives? **Unit count can be changed within the approved zoning limitations. Please refer to the RFQ appendix for zoning conditions, including building typologies by block, height, and FAR requirements.**

10. PHASING

1. Is the project expected to be delivered in a single phase, or is phased delivery acceptable? **Single-phase delivery is the expectation. Per page 16 of the RFQ under the Project Scope section: "The overall vision for the site, created alongside the community, calls for the single-phase development of approximately 67 units, including 56 rental units and 11 for-sale units."**

11. DESIGN CONTROL

1. Has APS/AUD conducted any preliminary discussions with the Urban Design Commission? **No, the UDC has not been engaged formally on this project. The City can assist with coordinating a pre-submission meeting.**
2. Are there massing or height limitations beyond zoning due to historic adjacency? **Yes, all development must comply with the West End Historic District regulations, which include transitional height plane requirements.**

For reference, see the image on the final page of this document. This is the approved rezoning exhibit, which was included in the RFQ appendix.

575 PEEPLES ST SW REZONING PLAN (SPI-21 SA8) "EXHIBIT B"

Site Information

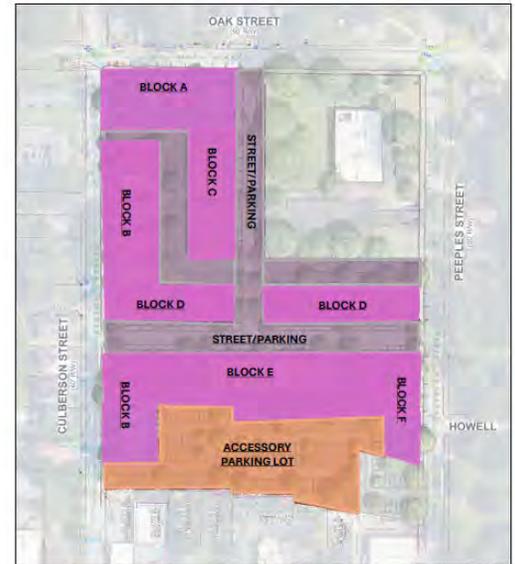
Address	575 Peoples St SW (0 Peoples St SW in tax commissioner records)
Parcel ID	14 011700070798
NPU	T
Neighborhood	West End
Existing Zoning	SPI-21 SA7
Proposed Zoning	SPI-21 SA8
Current Land Use Code	LDR (Low Density Residential)
Future Land Use Code	MDR (Medium Density Residential)
Gross Land Area	5.812 acres
Net Land Area	
SPI-21 SA8 Max FAR	3.0

Development Calculations

Block A	20,000 SF	SF detached and duplex
Block B	30,000 SF	SF detached and duplex
Block C	15,000 SF	Townhomes
Block D	25,000 SF	Small multifamily
Block E	25,000 SF	Small multifamily and townhomes
Block F	10,000 SF	SF detached and duplex
Street network	80,000 SF	~125 parking spaces - 0.8/BR
Accessory Parking Lot	55,000 SF 1.3 acres	~140 parking spaces

Key

- Residential Housing Blocks
- Internal Streets/On-Street Parking
- Accessory Parking Lot



*Acreages and square footages shown in table above are estimates and are subject to change based on zoning.

Development Requirements

Max Building Height	72 ft
Residential Parking Spaces	Will confirm to requirements for SPI-21 SA8
Non-Residential Parking Spaces	Will confirm to requirements for SPI-21 SA8
Loading & Bicycle Spaces	Will confirm to requirements for SPI-21 SA8
Sidewalk – Street Furniture Zone & Planting Zone	Will confirm to requirements for SPI-21 SA8
Sidewalk – Clear Zone	Will confirm to requirements for SPI-21 SA8
Supplemental Zone - Width	Will confirm to requirements for SPI-21 SA8