

PROPERTY OFFERED FOR REDEVELOPMENT

The Maryland Department of General Services (“DGS”) pursuant to Maryland Housing and Community Development Article §2-203(c), is offering to donate or sell to a non-profit, or to sell to a Buyer, the Property located at 2100 Guilford Avenue, Baltimore, MD 21218 to use or develop the Property as Affordable Housing. The State of Maryland (the “State”) seeks to redevelop the Property as an Affordable Housing development project, with the option for the inclusion of a Mixed-use component and unrestricted units that may be sold or rented above the Affordable Housing limits. Interested parties are invited to submit their redevelopment plan as outlined in this offering.



Neighborhood Description and Features: The Property is located in the Barclay neighborhood of Baltimore City. It is a walkable neighborhood between Penn Station and Johns Hopkins University.

The site has access to the following modes of transportation:

- Highway/major thoroughfare via (1) North Avenue which provides direct access to the Station North District and Maryland Institute College of Art, (2) I-83 which provides north-south access to downtown, business/population centers north, and (3) I-695 which loops the city.
- Local Buses, CityLink, Light RailLink, Charm City Circulator (Purple Bus)
- Light Rail and Subway via stations located at the State Center complex on West Preston St.
- Train via Penn Station to the southwest which provides access to Amtrak and inter-city rail connections including all of the Penn Line trains to Washington, DC.

Neighborhood Property Ownership:

The Property is located in a predominately dense residential rowhome neighborhood with close proximity to the North Avenue and Greenmount Avenue corridors. Neighborhood amenities include access to greenspace (Barclay Park and Greenmount Cemetery) as well as access to art and entertainment (Station North Arts District).

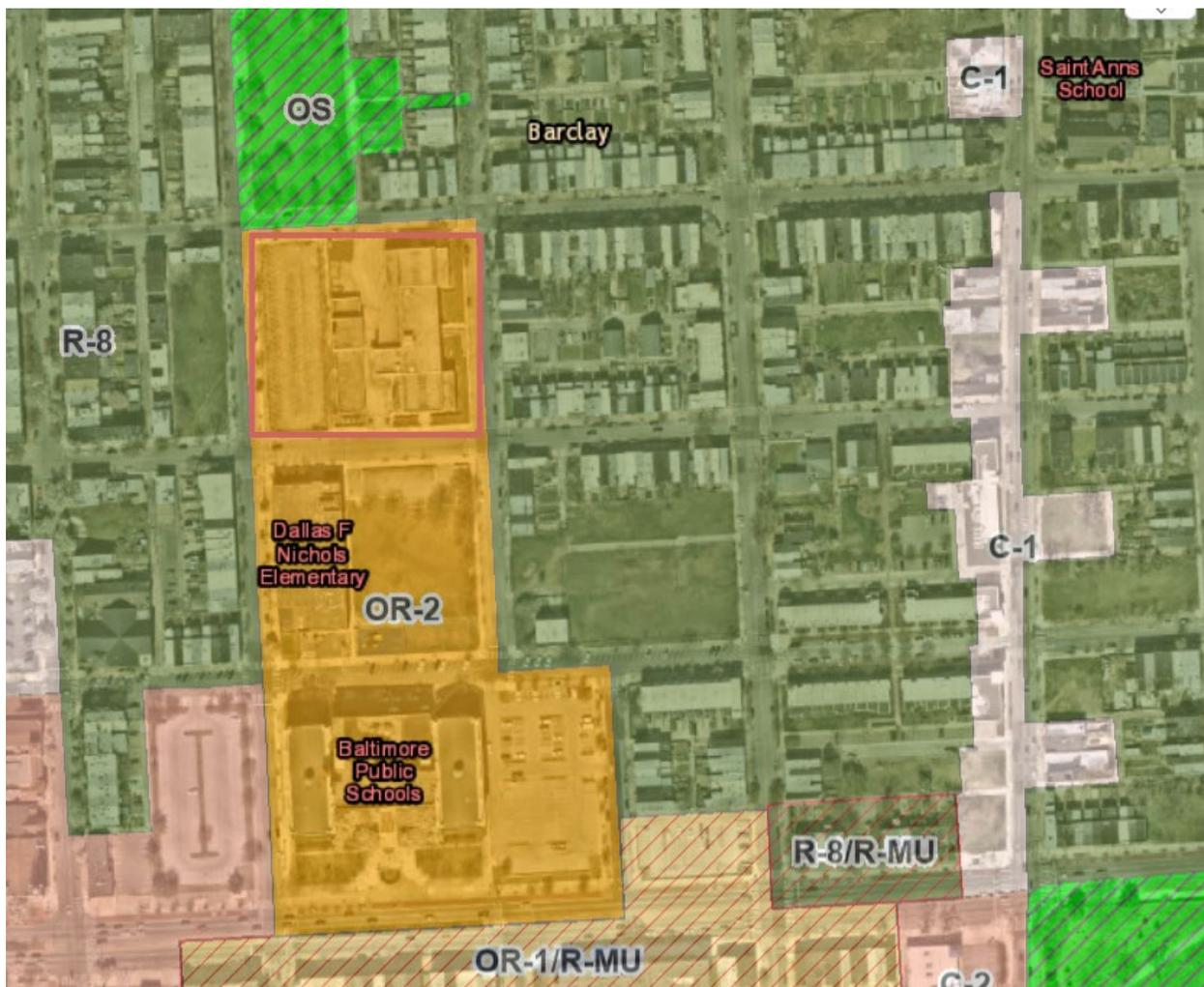
The Baltimore City Department of Housing and Community Development (DHCD) and the Housing Authority of Baltimore City (HABC) have worked to acquire properties for redevelopment in partnership with a developer who completed multiple rowhome-rehab projects within the neighborhood and a large-scale multifamily development along the

Greenmount corridor with a focus on affordability. Applicants should be aware of the potential for future redevelopment opportunities in this area for affordable and market-rate housing.

Upcoming development sites:

- 2100 block of Calvert Street: HABC-owned properties slated for whole-block rowhome construction.
- 500 and 700 blocks of E. 20th Street: Baltimore DHCD-owned properties expected to be offered through a City of Baltimore RFP in 2026 with preference for rowhome redevelopment internal to the neighborhood.
- 2100 block of Greenmount: Properties currently being acquired by Baltimore DHCD for future inclusion in a City of Baltimore RFP, with potential for future mixed-use development.

Zoning Map:

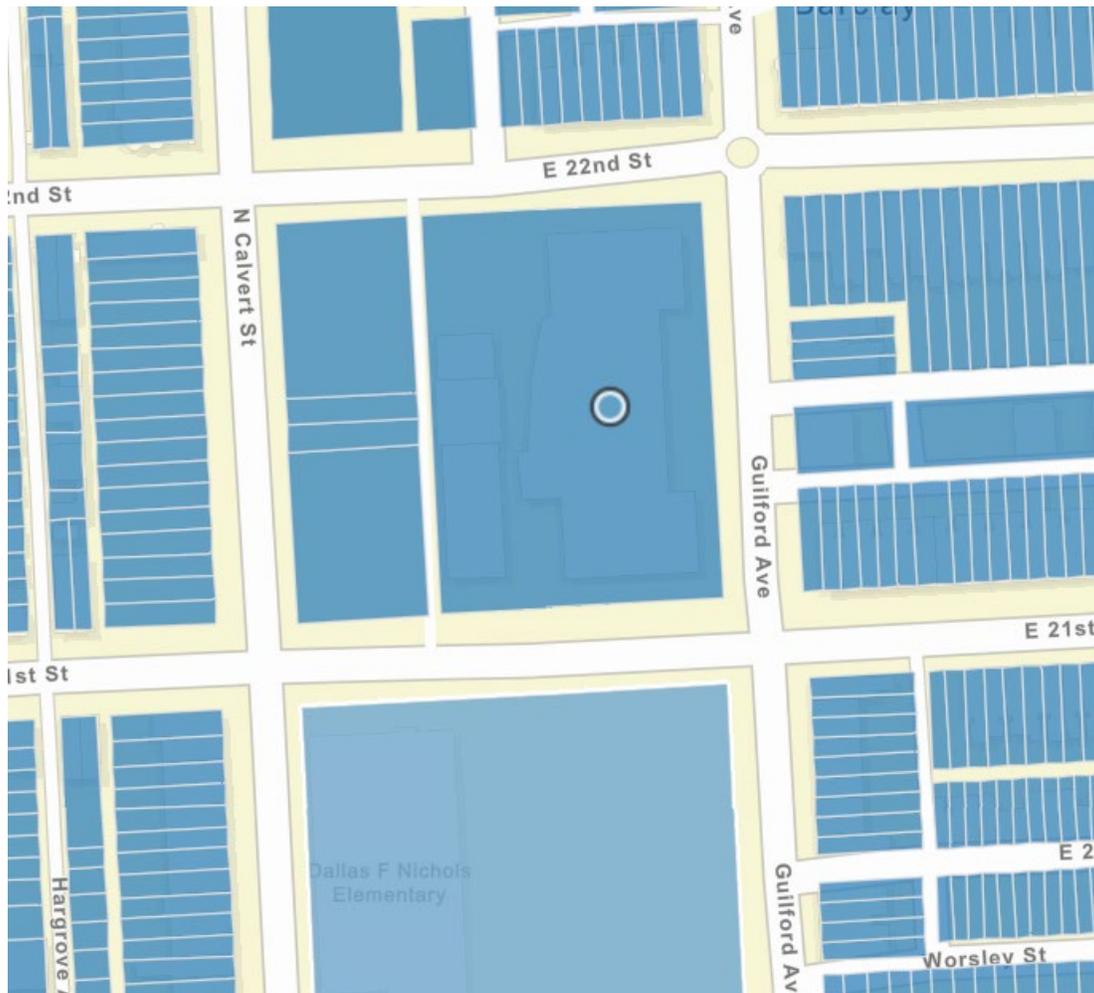


Property Description:

The Property is owned by the State and managed by DGS. It was originally constructed in the 1920's to house the new Commissioner of Motor Vehicles, and has been determined to be eligible for listing on the National Register of Historic Places. The Property is approximately 95,975 square feet, consisting of one city block with an alleyway, improved by a 4-story office building constructed in or about 1928, along with outbuildings and parking.

The site contains:

- Ward 12, Section 13, Block 3812, Lot 017, 66,000 SF of land and 60,422 SF of Improvements
- Ward 12, Section 13, Block 3812, Lot 010, 12,975 SF of land area
- Ward 12, Section 13, Block 3812, Lot 009, 2,000 SF of land area
- Ward 12, Section 13, Block 3812, Lot 008, 2,000 SF of land area
- Ward 12, Section 13, Block 3812, Lot 001, 13,000 SF of land area



The buildings contain approximately 60,422 square feet of usable structured space. The Property is zoned OR-2 and is in a Priority Funding Area. The buildings are not occupied. The Property is being offered and will be sold or donated “as is,” “where is,” and “with all faults” and will be conveyed by a Deed and sold under the terms and conditions of an Agreement of Sale, which must be approved by the Maryland Board of Public Works. It will be the responsibility of the Respondent to confirm that any proposed redevelopment is compliant with existing zoning. Proposals that contemplate a variance or change in zoning may be acceptable provided that the issue is addressed appropriately in the submission. DGS cannot guarantee any approval of requested zoning changes. The zoning code of Baltimore City is available at <https://zoning.baltimorecity.gov/>. Permitted uses under the current zoning for the Property can be found at <https://codes.baltimorecity.gov/us/md/cities/baltimore/code/32/zoning-tables/12-301>. Respondents should familiarize themselves with all applicable statutes and regulations, including requirements pertaining to Mixed-use development, density regulations and requirements of the Baltimore City Inclusive Housing Policy.

In cooperation with DGS, the Baltimore City Department of Planning is offering applicant teams the opportunity for a pre-development meeting prior to submission to support applicants in knowledge building of city development and design processes. To request a pre-development meeting, please fill out a [New Project Request Form](#) and send to Eric.Tiso@baltimorecity.gov with a copy to Marie.Anderson@baltimorecity.gov. For more information about Baltimore City development processes, please review the Department of Planning [Resources](#) page with particular focus on the following:

- [Site Plan Review Manual](#)
- [Design Manual](#)
- [Landscape Manual](#)
- [Subdivision Regulations](#)
- [Curb Cut Policy](#)

The parcel for redevelopment is the entire Property, including all buildings. The Property was deemed appropriate for Affordable Housing pursuant to Senate Bill 744 Laws of Maryland, Chapter 337, effective October 1, 2022, codified as Maryland Housing and Community Development Article §2-203(c), which states that DGS in consultation with the Maryland Department of Planning (“MDP”) shall develop a proposal to donate or sell the listed property by: (1) donating or selling the property to a nonprofit organization that contracts to use or redevelop the property as Affordable Housing, or (2) selling the property to a buyer that contracts to use or redevelop the property as Affordable Housing. The State seeks the redevelopment of the Property as Affordable Housing; developers have the option of including a Mixed-use component.

Affordable Housing: The Maryland Housing & Community Development Article defines Affordable Housing as residential property that is rented or sold to the public as Low-Income Housing or Workforce Housing. Please note that there may be some types of

rental Affordable Housing that could be considered both Low-Income Housing and Workforce Housing depending on the household income served. There is also some variation in the definition of “housing costs” between the two categories.

I. LOW-INCOME HOUSING: “Low-Income Housing” means housing that is affordable for a household with an aggregate annual income that is below 60% of the area median income.

Additional definitions applicable to Low-Income Housing:

“**Affordable**” means that housing costs do not exceed 30% of a household’s income.

“**Area median income**” means the median household income for the area adjusted for household size as published and annually updated by the United States Department of Housing and Urban Development.

“**Housing costs**” means:

- (1) rent and utilities for a rental housing unit; or
- (2) mortgage principal and interest, real property taxes, and insurance for a housing unit that is for sale.

“**Low-Income Housing**” means housing that is affordable for a household with an aggregate annual income that is below 60% of the area median income.

II. WORKFORCE HOUSING: “Workforce Housing” means:

(1) rental housing that is affordable for a household with an aggregate annual income between 50% and 100% of the area median income; or

(2) homeownership housing that:

(i) except as provided in item (ii) of this item, is affordable to a household with an aggregate annual income between 60% and 120% of the area median income; or

(ii) in target areas that are recognized by the Secretary of the Maryland Department of Housing and Community Development for purposes of administering the Maryland Mortgage Program, is affordable to a household with an aggregate annual income between 60% and 150% of the area median income. (*Note- as of the date of this offering, the Property is located in a target area).

Additional definitions applicable to Workforce Housing:

“**Affordable**” means that housing costs do not exceed 30% of a household’s income.

“Area median income” means the median household income for the area adjusted for household size as published and annually updated by the United States Department of Housing and Urban Development.

Mixed-use: Pursuant to Land Use Article §7-501(i)(1), a mixed-use development shall mean any combination of a residential use with recreational, office, dining, or retail uses. Mixed-use does not mean any combination of a residential use with an industrial or hazardous use.

Maryland Historical Trust: 2100 Guilford Avenue is a unique example of municipal architecture in a simple, stripped classical style that retains significant exterior, interior, and site features. Respondents must include the following in their technical proposal in response to planning the adaptive reuse of the Property:

- Respondents must state whether their design will include the circa 2007 addition or if it will be removed.
- Respondents must describe any proposed new construction on the site (footprint, height, and location), and how it will impact on the historic buildings and site features (i.e. will it be a separate structure, or will it attach to the existing building?). This should include any freestanding buildings, additions (including a replacement for the circa 2007 addition), rooftop additions, etc.
- The historic garages are key to understanding the original use of the site. Respondents must describe how these structures will be included in the adaptive reuse and discuss any planned alterations to these structures.
- The historic site features (such as retaining walls, area ways, decorative fencing, and monumental steps) contribute to the design and architectural significance of the site. Respondents must describe how these features will be retained and any planned alterations to these features.
- The historic metalwork on the exterior façade is a significant architectural element, so including it in the design would best preserve this feature. Respondents must describe how the metalwork will be included in the design and discuss any planned alterations to this feature and/or any planned preservation treatments.
- The majority of the windows and doors throughout the building are not original to the building, so it may be desired to replace them. Respondents must describe any planned alterations to the windows and doors, including product information or a narrative description of proposed replacements (including materials, design, and configuration).
- Exterior stonework may require preservation or repair work, and cleaning. Respondents must describe any planned work to the stone, including information about proposed cleaning, repair, and/or repointing work.
- The two-story interior open space with mezzanine is a character-defining space within the building both spatially and materially, including the glazed brick, tile finishes, and any original doors and trim. Respondents must describe how the open interior space will be utilized in the design and discuss any planned

alterations to these features or to the interior layouts, particularly in the main entrance and open mezzanine areas. If the interior open space cannot be retained, Respondents must describe how the materials will be repurposed in the design of the project.

Respondents should acquaint themselves with the information contained in the Maryland Historical Trust (“MHT”) Determination of Eligibility (“DOE”) for inclusion in the National Register of Historic Places. The DOE report can be found at <https://apps.mht.maryland.gov/medusa/PDF/BaltimoreCity/B-5320.pdf>

Information about tax credits can be found at <https://mht.maryland.gov/Pages/funding/tax-credits.aspx>

The Maryland Historical Trust has staff available to discuss the historical implications of the site and give guidance on available tax credits and incentives. For more information, Respondents should contact the Maryland Historical Trust at 410-697-9591 or mht.section106@maryland.gov.

Information regarding tax credits can be found at:
Competitive Commercial: <https://mht.maryland.gov/Pages/funding/tax-credits-competitive-commercial.aspx>

Federal: <https://www.nps.gov/tps/tax-incentives.htm> (use the 'Tax Incentives' tab at the top of the page to navigate through the program information)

Minority Business Involvement: Respondents are encouraged to include minority-, women- and veteran-owned businesses in the development of the project during design and construction and should indicate any measures they intend to take to include such businesses.

Intent of Offering: DGS is seeking Respondents who are willing to purchase the Property or nonprofit-Respondents willing to receive the Property as a donation, whereby the successful Respondent will develop the site in accordance with the Affordable Housing guidelines contained herein and in a way that complements and adds value to the community. The goals of the State in seeking redevelopment Proposals for the site include, but are not limited to:

- A. Achieving a high-quality development that includes the Affordable Housing guidelines and enhances the surrounding community.
- B. Implementing the development concept with no or minimal State subsidy, excepting all tax credits, incentives and other financial assistance programs administered by the Maryland Department of Housing and Community Development.

<https://dhcd.maryland.gov/Pages/About/DHCDPrograms/default.aspx>

Respondents should familiarize themselves with the Reinvest Maryland website, <https://apps.planning.maryland.gov/reinvestmd/>, which has a Toolbox that a prospective Respondent should review if they are not familiar with the array of potential state and federal funding programs which may be applicable to the redevelopment of the subject Property.

- C. Adaptively reusing the Property's structures in consideration of the structure's status and in compliance with *The Secretary of the Interior's Standards for the Treatment of Historic Properties*.
<https://www.nps.gov/orgs/1739/upload/treatment-guidelines-2017-part1-preservation-rehabilitation.pdf>
- D. Allowing Respondents the flexibility to include a Mixed-use component and/or an unrestricted housing component in their Proposals, so long as that component enhances, and does not overwhelm, the suitability of the Property for Affordable Housing.

TOURS OF PROPERTY AND PRE-PROPOSAL CONFERENCE:

Tour of Property: Wednesday, February 11, 2026, at 10:00 am

Virtual Pre-Proposal Conference: Thursday, February 12, 2026, at 10:00 am. A link to the Conference will be sent to all registered Respondents

Respondents should email dgs.ladrealproperty@maryland.gov to register for the tour and conference no later than Monday, February 9, 2026, by 2:00 pm.

The Maryland Department of General Services Office of Real Estate ("ORE") will host a tour of the exterior of the Property on Wednesday, February 11, 2026, from 10:00 am. The tour is the opportunity for prospective Respondents to walk the exterior of the Property. A video tour of the property will be presented at the Virtual Pre-Proposal Conference and made available to all who register to attend. A representative from ORE will be available to ask questions about the Property. Staff from MHT and DHCD will be available during the tour and conference to discuss the historically significant features of the Property and to direct prospective Respondents to available information regarding the Maryland Historic Revitalization Tax Credit program and other financing opportunities.

Verbal responses to questions posed during the Property inspection shall not bind the State. Written questions must be submitted to dgs.ladrealproperty@maryland.gov no later than Wednesday, March 11, 2026, by 3:00 pm. All submitted questions and their answers will be shared with all Respondents who register. The official position of the State shall only be reflected in this offering and in any written addenda thereto.

Potential respondents may submit a request to dgs.ladrealproperty@maryland.gov to individually inspect the interior of the property on one of the following dates, and will enter into a Right of Entry Agreement with DGS specifying, among other things, the date and time of the inspection and the limits thereto. Interior tours can be scheduled on Tuesday, March 3, 2026, between 10:00 am and 2:00 pm or Thursday, March 5, 2026, between 10:00 am and 2:00pm. Requests for interior tours must be scheduled no later than Wednesday, February 25, 2026, at 2:00 pm.

Submission Instructions:

SUBMISSIONS ARE DUE BY 3:00 pm on APRIL 9, 2026.
SUBMISSIONS MUST BE emailed to dgs.ladrealproperty@maryland.gov

Emails should have as their subject line “Response to Offering, 2100 Guilford Avenue”.

The following provides guidance on what the Proposal must contain and how it should be organized. The purpose of this guidance is to ensure that Proposals are complete, include essential information, and can be fairly evaluated. Respondents are encouraged to avoid duplicative materials and redundancies in their Proposals.

- A. Letter of Intent: The cover letter must list the development team members and identify the primary contact person. This person will be the point of contact for any correspondence regarding the offering, including changes to the offering, changes in dates, and responses to any questions posed. The letter must be signed by an authorized principal of the Respondent’s firm and include a statement that the Proposal will remain valid for not less than 120 days from the date of approval of the selected Respondent.
- B. Experience: The Proposal must include a brief narrative highlighting the firm’s qualifications and/or capabilities, including relevant experience in the adaptive reuse of property for Affordable Housing.
 - 1. List names of the members of the development team and describe the role, experience, and capacity of each. Briefly describe the staff positions and qualifications of those individuals who would carry out the redevelopment.
 - 2. Provide resumes of the project team leads.
 - 3. Provide specific information on projects which are similar in scale and character to the proposed development. The most important component of any Proposal is detailed information about projects that involve both the adaptive reuse of a historic property, and the inclusion of Affordable Housing.
 - 4. Provide an organizational chart of the Respondent organization.
- C. Financial: Provide a development budget indicating the estimated costs of redevelopment of the Property.
 - 1. This budget must include the purchase offer to the State (as applicable) or indicate that the Respondent is a non-profit entity seeking the Property to be donated and must include the estimated “hard” and “soft” costs for the actual project.
 - 2. Proposals from entities other than non-profits seeking a donation of the property must include an offered price to be paid for the Property on the **Price Proposal Attachment**.
 - 3. Provide a summary of the assumptions on which these estimates are based, such as previous comparable projects or estimates provided by contractors.

4. Provide a Sources and Uses Statement identifying the estimated amount of debt and equity financing by source, acquisition price, and “hard” and “soft” costs.
 5. If funding is anticipated through State or Federal Funding such as grants or loans, etc., the Respondent must provide a summary of the source funds that includes a timetable of when applications are available and when awards are made.
- D. Intent and Vision: The Proposal must include a narrative describing the firm’s design intent and vision for the redevelopment of the site. Specific attention to how the Property will be utilized for Affordable Housing must be included. Mixed-use components may be included in the Proposal. Include the percentage of the Property that will be utilized for Affordable Housing, Workforce Housing, and whether rental or ownership is contemplated. If a proposal includes a mixed-use plan, the Proposal must specify any Mixed-use component(s) to be included in the redevelopment. If specific non-residential tenants are to be included, provide letters of intent or other documentation from those tenants.
- E. Historic Preservation: The Proposal must include the Respondent’s plan to adapt and reuse the Property in a way to preserve the historic features as described above
- F. Provide documentation that the Respondent is in good standing with the State of Maryland.
- G. References: Please provide a minimum of three (3) references who can discuss and describe the Respondent’s past projects that are similar to the type of adaptive reuse redevelopment contemplated in this offering. Respondent must submit photos or other demonstrative evidence that illustrate and describe the Respondent’s role in said redevelopment.

Submission Process: Proposals shall be submitted to DGS by email to dgs.ladrealproperty@maryland.gov

Evaluation and Selection

Evaluation Committee: Evaluation of Proposals will be guided by the principles enumerated in COMAR 21.05.03 and conducted by a committee established for that purpose and based on the evaluation criteria set forth below. This is an offering of property for donation or sale for the purpose of redeveloping the site for Affordable Housing and is not a procurement matter under Division II of the State Finance and Procurement Article. The Evaluation Committee will review Proposals and participate in Respondent oral presentations and discussions if necessary. DGS reserves the right to utilize the services of individuals outside of the established Evaluation Committee for advice and assistance in evaluating the Proposals, as deemed necessary.

The Evaluation Committee will likely include staff from the Maryland Historic Trust and the Maryland Department of Housing and Community Development.

Evaluation Criteria: Technical responses must be economically and legally feasible and will be evaluated based on how the following criteria are addressed in the Proposal:

- Respondents' Technical Response to the Requirements must address the proposed use of the Property in a manner that complies with the Affordable Housing guidelines. The Evaluation Committee shall consider the proposed period of affordability, the number of Affordable Housing units created, percentage of Property to be used for Affordable Housing and the viability of an offer when evaluating offers from multiple nonprofit organizations or buyers under this subsection.
- Strength of Development Team, Respondent's relevant experience with the development of Affordable Housing and, if included in the Proposal, Mixed-use development.
- Proposed use demonstrates adaptive reuse of the existing buildings.
- Proposed use fits with the revitalization of the neighborhood and adds value and benefits to the neighborhood. Any unrestricted units and non-residential Mixed-use component(s) of the Proposal will be evaluated for feasibility and viability and the value added to the development and the larger community.
- Respondent's relevant experience in the adaptive reuse of historic structures.

Evaluation Process

- A. The evaluation shall be based on the evaluation factors set forth above and developed from both the Technical Proposal and the Financial Proposal.
- B. Technical Proposals and Financial Proposals shall be evaluated independently of each other.
- C. Technical Proposals will be evaluated on their technical merit and ranked accordingly. As part of the evaluation process, the State may conduct oral presentations and hold discussions with Respondents. The purpose of these discussions is to ensure a clear and mutual understanding of the State's requirements and assess the Respondent's ability to deliver the project, and culminate in the execution of a Contract that offers the greatest benefit to the State. Respondents will be notified by the State in advance if and when any discussions are scheduled.
- D. Respondents must confirm in writing any substantive oral clarifications of, or changes in, their Technical Proposals made in the course of discussions. Any such written clarifications or changes then become a part of the Respondent's Technical Proposal. Technical Proposals are then given a final review and ranked.
- E. The Financial Proposal of each Qualified Respondent (a responsive and responsible Respondent determined to have submitted an acceptable Technical Proposal) will be evaluated and ranked separately from the Technical evaluation. After a review of the Financial Proposals of

Qualified Respondents, the Evaluation Committee may again conduct discussions to further evaluate the Respondent's entire Proposal.

- F. The State may request best and final offers ("BAFOs").

Award Determination: The initial evaluation and recommendation for award will be made by the Evaluation Committee. Upon completion of all discussions and negotiations, the Evaluation Committee will recommend award of the project to the responsible Respondent that submitted the proposal determined to be the most advantageous to the State.

Notification: Official notice of recommended award will be posted on the DGS web page under Real Estate, Property for Sale.

Due Diligence Period: Upon selection, the recommended awardee Respondent and DGS shall enter into a limited Right of Entry Agreement prepared by DGS to allow the recommended awardee Respondent a period of not more than sixty (60) days to perform inspections and due diligence on the Property ("Due Diligence Period"). Inspections during the Due Diligence Period shall be at the sole discretion and approval of DGS. No findings obtained during the Due Diligence Period shall result in the recommended awardee Respondent's ability to amend their Proposal. The Right of Entry Agreement shall be in a form satisfactory to DGS in its sole discretion. The recommended awardee Respondent shall be responsible for all inspections and costs associated with the Due Diligence Period. It should be noted that the Property is to be sold as-is, and that no due diligence findings shall require any repair or remediation by the State.

Type of Agreement and Approval by the Board of Public Works: No later than five (5) business days after the expiration of the Due Diligence Period, the recommended awardee Respondent shall indicate their intent to move forward. The recommended awardee Respondent and DGS shall enter into an Agreement of Sale prepared by DGS memorializing the sale of the Property to the recommended awardee Respondent. The recommended awardee Respondent understands and acknowledges that it shall comply with all applicable statutory and regulatory requirements for the acquisition of the Property, including but not limited to the final acceptance of any Proposal and disposition of the Property being subject to the approval of the Maryland Board of Public Works ("BPW").

DGS and the successful Respondent shall proceed with settlement within 180 days of the Agreement of Sale and Deed being approved by the BPW. Any Agreement of Sale and Deed shall contain certain provisions whereby the State may intervene in the event the awarded Respondent does not meet certain milestones in the development process as outlined in the Agreement of Sale, including reversion of the Property to the State. The awarded Respondent shall comply with all requests and requirements pertaining to the preparation of the Agreement of Sale and Deed, including but not limited to providing copies of corporate organizational documents, consents, and resolutions. The

Agreement of Sale, Deed, and any other related agreements (including but not limited to a Performance Bond), shall be in a form satisfactory to DGS in its sole discretion

All costs pertaining to the acquisition of the Property and settlement costs, including but not limited to, the preparation of the Agreement of Sale, the preparation and recordation of the Deed, survey costs, taxes, recording fees, and attorney fees, shall be the responsibility of the successful Respondent.

Rights Reserved:

- A. DGS reserves the right, in its sole discretion, to recommend an award based solely on the written Proposals it receives in response to this offering, without conducting discussions or negotiations with Respondents. All provisions of the offering will become a part of any resulting agreement by reference. Any award recommended by DGS will be subject to review and approval by the Maryland Office of the Attorney General and final approval by the BPW.
- B. DGS reserves the right at its sole discretion to accept or reject any and all Proposals received as a result of the offering, to waive minor irregularities, and to conduct discussions with all responsible Respondents in any manner necessary to serve the best interests of DGS and the State of Maryland.
- C. DGS reserves the right to request additional information from any or all Respondents if necessary to clarify statements or data contained in the Proposal(s).
- D. DGS reserves the right to amend its offering at any time before submissions are due.
- E. DGS reserves the right to reject any Proposal as a result of any misrepresentation contained in the Proposal.
- F. If, after the Due Diligence Period, the Respondent recommended for award chooses not to proceed with the project, DGS reserves the right to offer the award to the next highest ranked Respondent.