

Purchase of Redevelopment Commission-owned Properties

The Redevelopment Commission of Greensboro sells property to implement adopted Redevelopment Plans. Sale of Commission-owned land is subject to final approval by the Greensboro City Council. Parcels owned by the Commission are generally identified in a Redevelopment Plan for development of specific uses, including houses, apartments, and/or small-scale commercial or retail. Contiguous lots may be combined for larger development projects. The Planning Department Property Manager can provide information on available properties and staff contacts for specific redevelopment areas or programs. Property Manager Guy Land can be reached at 336.373.2214 or guy.land@greensboro-nc.gov.

Prospective buyers and developers should expect to work closely with redevelopment staff to identify suitable sites, determine if the proposed use fits with adopted Redevelopment Plans, and work through required public engagement activities. Prepare preliminary information prior to contacting the appropriate staff person, and anticipate that the process may take several months to complete. Use the checklist below as a guide.

Develop Proposal and Scope

Review available properties for potential locations for the proposed project

Define a development program

- What is the proposed use of property?
- How many and what type of units are proposed?
- How will the project be financed and funded?
- Will public funding assistance may be necessary to make the project work?
- What is the anticipated timeline for development?
- How much can the project afford to pay for land?

Meet with staff

Questions to be considered include:

- Does the proposed development fit with the redevelopment plan?
- Does the proposed development comply with zoning, site development, and other land use regulations?
- Does the proposed development meet the requirements and/or restrictions of the City's acquisition funding source?
- If public funding assistance may be needed, are funds available? Is in-kind assistance an option?
- What process steps related to conveyance will be required?
- How will community residents and stakeholders be engaged?

Presentation to Redevelopment Commission

The Commission will look for:

- Compatibility with the adopted Redevelopment Plan;
- Financial and knowledge capacity of the developer to complete the project;
- A plan for engaging residents and stakeholders; and
- A plan for inclusion of local and M/WBE firms and individuals in development and construction.

The Commission may choose:

- To move forward with disposition of the property to the developer;
- To ask staff or the developer to provide additional information before they make a decision; or
- Opt not to move forward with the sale of the land for the proposed project.

Disposition of Property

- A sales development agreement will be drafted and recorded outlining the terms and conditions of the land sale;
- Disposition method requirements must be met;
- The Commission votes to sell the property to the developer under the established terms and conditions, contingent on council approval

City Council must approve a property sale before conveyance may occur

The Redevelopment Process

