



# Ingham County Land Bank Fast Track Authority

3024 Turner Street • Lansing, Michigan 48906 • phone (517) 267-5221

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## Request for Proposals

### **#082025 Race St**

Release Date: August 20, 2025

**City of Leslie, MI**  
**Parcel # 33-17-14-21-351-019**  
**104 Worthington Place Dr.**

The Ingham County Land Bank Fast Track Authority is seeking a qualified real estate professional to purchase land, obtain financing, build, own, and operate a 92-unit multi-plex apartment development in the City of Leslie, MI. Building permits are ready to be issued for construction using the approved site plan and architectural drawings. **Proposals are due on or before 3:00 p.m. October 8, 2025** and will be accepted by e-mail, USPS mail, or hand delivered to the Land Bank office located at 3024 Turner St, Lansing, MI, 48906. The Ingham County Land Bank is an Equal Employment Opportunity Employer. Women and Minority-Owned Businesses are encouraged to apply. RFP#: 082025 Race St.

## History

In 2004 and 2005 this site was planned and designed for a 128-unit apartment complex to be known as Worthington Place Apartments. During the municipal approval process the developer changed their plans from a rental apartment project to an owner-occupied condominium development. After receiving site plan and building plan approvals from the City of Leslie, construction began. One building (16-units) and the underground infrastructure for the entire site (water, sanitary sewer, storm sewer, road/driveway/parking lot base) was built. The original plan was to phase the construction of 7 buildings but as the developer delayed starting construction on a second building due to slow sales of the first 16 units. The U.S. "Great Recession" prevented construction starts for additional phases and as time went on, the developer lost the entire site to tax foreclosure. The Ingham County Treasurer split the 16-unit building and enough land for a second building from the whole site and was sold at auction. The remaining 8.06 acres of vacant land did not sell and was

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INGHAM COUNTY LAND BANK FAST TRACK AUTHORITY

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transferred to the Ingham County Land Bank in 2014. Ingham County Land Bank has owned the property since then. The remaining parcel totals 8.06 acres and the original site plan for that portion remains approved, but not built.

### **Zoning, City of Leslie Permits/Approvals**

The property is zoned RM-X and allows multi-family housing. Rental apartments or for-sale condominiums are allowed. If condominiums are built, State of Michigan law requires “Condominium Documents” to be drafted and approved. These documents are not included with this offering.

Questions related to the on-site underground utilities, the site plan, building plan, municipal approvals, and pulling the permits should be directed to the Leslie City Manager by calling (517) 589-8236.

### **Due Diligence, Disclaimers/Etc.**

The Land Bank does not have any environmental reports, soil borings, or other related studies. If these or other reports, studies, assessments are desired, it is the responder’s choice to obtain them at their own cost. Anyone who would like to enter the property may do so, but before you go, please call the Land Bank for an indemnification form. We need to have one completed, signed, and returned to the Land Bank before you enter the property.

All the information in this RFP is believed true and correct. However, the responder should verify all approvals and permits are ready to pull and confirm any and all other fees, costs, and, assumptions regarding utility services.

The clubhouse designed and located on the site plan is not required to be built.

Easements may need to be acquired for access and granted for storm water control of the existing building. The Land Bank will assist with these easements before any sale happens.

### **Property/Project Purchase Price**

A complete response to this RFP must include an offer price for the 8.06-acre site with improvements (underground utilities) and the approved construction documents. After a respondent is selected, a Purchase Agreement/Development Agreement will be finalized based on the selected respondent’s timeline, financing, and capacity. Any purchase

arrangement will be considered but not guaranteed to be accepted by Ingham County Land Bank. Our first priority is selecting a team that can get the housing built.

### **Letter of Interest and R.F.P. Submission Requirements and Process**

To be considered, responses are to include the following:

1. Cover letter introducing the project team and ability to complete this development. Indicate how the ownership is structured, if you are the General Contractor, if your team will manage the completed project, and provide your long-term goals with project or an exit strategy, if long term ownership is not an option.
2. List of developments currently owned or developed by the team.
3. Offer Price.
4. Project Proforma – include proposed rents, construction costs, operating expenses,
5. Sources and estimated amount for all Capital. Debt, equity, grants, incentives, etc.
6. Development Timeline – Include timeline required for financing, other studies, construction start, completion. If phased, indicate best guess for # of phases and start dates for each.

If multiple qualified responses are received, we may ask that your team make an in-person presentation to the land bank. Regardless, each responder will receive notification from the Land Bank on or before Wednesday, October 15, 2025 of an award or a proposed day and time for an in-person presentation.

I look forward to reviewing all the responses and appreciate the time spent on drafting your response.

David M. Burns  
Real Estate Specialist  
Ingham County Land Bank  
3024 Turner St, Lansing, MI 48906  
517-267-5221 ext 2384  
[Dburns2@ingham.org](mailto:Dburns2@ingham.org)

Release date: 8/20/25  
Proposals are due by: 10/8/25, 3pm

Contact David Burns with any questions at [dburns2@ingham.gov](mailto:dburns2@ingham.gov), or 517-267-5221 Ext 2384.

\*\* Ingham County Land Bank may ask for additional information after its initial review of a

development proposal. The Land Bank also reserves the right to refuse or reject any or all proposals or to abstain from selecting any proposal. Any submission should not be considered a legally binding agreement. If a developer and their proposal is selected, the Ingham County Land Bank will enter into a Purchase and Development Agreement including purchase price of the property, due-diligence period and other related terms.