Preservation Opportunities for Emerging Developers

Right of First Refusal (ROFR) Program
Developer Roster of Responders
RFQ Webinar

November 12, 2026

EVERYONE BELONGS
Welcome HOME

Prince George's County DHCD
Department of Housing & Community Development
Bridging Gaps Building Dreams

Elevate PRINCE GEORGE'S
One County United

PRINCE GEORGE'S COUNTY MARYLAND
Aisha N. Braveboy
County Executive

Agenda

1. ROFR Program Overview
2. Adding Emerging Developers to the Roster of ROFR Responders
3. RFQ Timeline
4. Questions and Comments

* Please feel free to submit comments and questions into the chat box and we will address them at the end of the webinar as time permits and/ or follow up via email.

ROFR Program Overview

- County Council Bill 27-2013 (Conversion of Rental Housing) created the ROFR Program.
- ROFR Program is overseen and implemented by DHCD and detailed in County Code 13-1110 et. seq.
- DHCD is authorized under the Code to exercise its ROFR rights and purchase covered properties (or assign its rights to purchase the property to a third-party) in accordance with the timeframes and terms of the Code.
- DHCD has created a programmatic structure to systematically evaluate contracts of sale which are provided to the County under the ROFR Program.



ROFR Program Overview, continued

- Since program **re-launch in December 2020**, DHCD has reviewed the sale of hundreds of multifamily rental properties with 20 or more units.
- For properties that meet DHCD priorities, an opportunity to purchase under ROFR has been provided to the existing Roster of ROFR Developers.
- Nearly **2,700 units of rental housing have been successfully preserved** as affordable since 2020 through the ROFR program.
- ROFR Developers on the Roster of Responders receive notice when DHCD exercises ROFR and have an opportunity to seek an assignment of ROFR rights.

Who is an Emerging Developer?

DHCD seeks firms that are establishing or expanding their real estate development capabilities



Newly established firms and firms working with experienced development partners may apply. See Section V of the RFQ for evaluation criteria

Adding Emerging Developers to ROFR Roster of Responders

RFQ Purpose:

- To expand the current ROFR Roster of Responders
- Current Roster consists of 30+ pre-qualified developers

Who Should Respond?

- Emerging Developers with a commitment to affordable rental housing and the ROFR Program;
- Companies seeking to build experience and capacity as they grow and evolve

Existing roster members do not need to re-submit their qualifications.

Benefits of Joining the ROFR Roster



Priority Eligibility

Priority eligibility for ROFR properties with 100 or fewer units



Expanded Opportunities

Eligibility to respond to larger ROFR properties



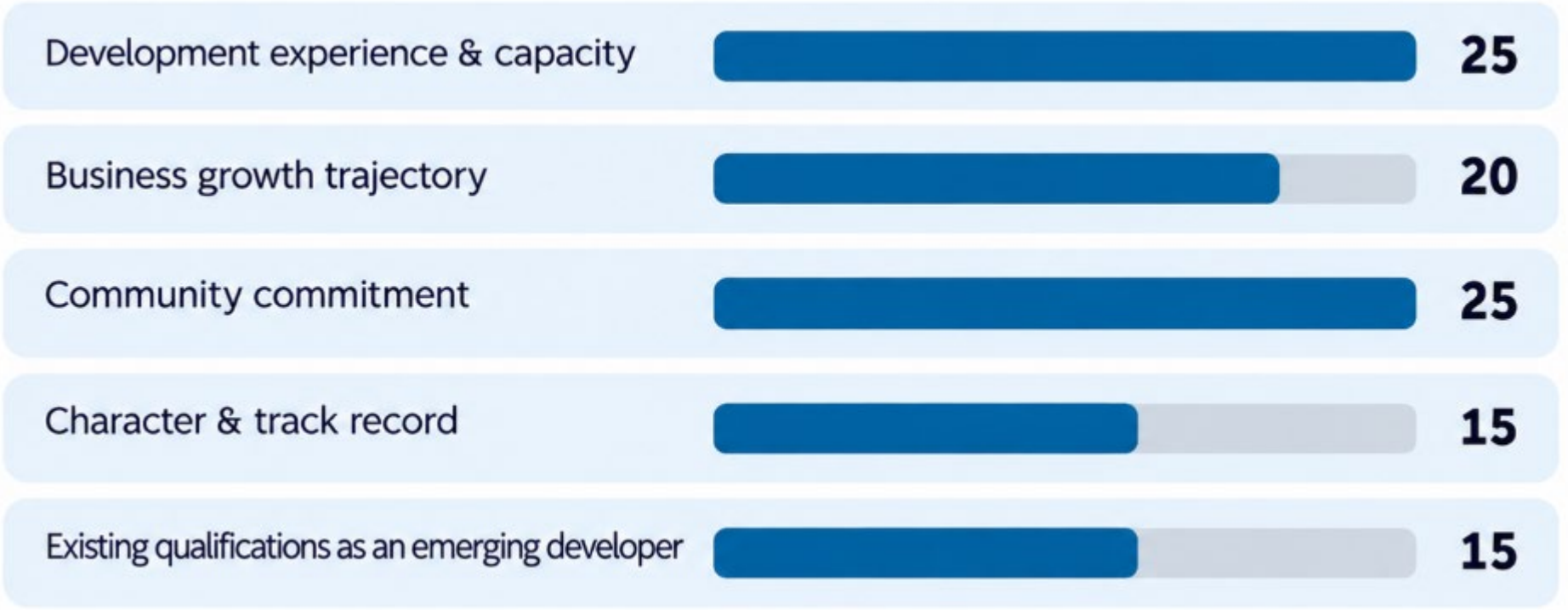
Financial Resources

Access to existing ROFR financing tools, with additional incentives planned

Existing roster members will retain access to all ROFR opportunities

RFQ Evaluation Criteria

- 100 total points ; No preset scoring cutoff
- Refer to the RFQ Section V for full scoring descriptions and submission requirements.



Responsibilities of a ROFR Developer

- Maintain familiarity with the terms and conditions of the Prince George's County Code that governs ROFR; Section 13-1110 et. seq.
- When DHCD exercises its ROFR, Developers will have opportunity to pursue purchase of multifamily housing projects with 20 or more units.
- Evaluate, perform due diligence, secure financing and purchase properties within the timeframes specified by the County ROFR Code and Regulations
- Comply with all ongoing ownership and affordability requirements for properties that are purchased via ROFR
- Provide feedback with regard to program design and implementation

RFQ schedule and next steps



SUBMIT RESPONSES BY EMAIL Karan Stewart • kastewart@co.pg.md.us

QUESTIONS Pamela Wilson • pawilson@co.pg.md.us

FAQs will be added to the ROFR RFQ website: https://www.princegeorgescountymd.gov/departments-offices/housing-community-development/emerging-developers-initiative

Questions & Contact Information

Prince George's County Department of Housing and Community Development

Submit responses by email to:
Karan Stewart, Project Manager
Kastewart@co.pg.md.us

Questions:
Contact Pamela Wilson, Chief Housing Development Manager
pawilson@co.pg.md.us

