

STATE OF UTAH

Request for Qualifications (RFQ)

STATE SURPLUS LAND HOMEBUILDING PARTNERS

State Surplus Land Program (SSLP)

RFQ Number	SSLP-26-1
Issuing Agency	Division of Housing and Community Development (HCD)
Program	State Surplus Land Program

1. Purpose

HCD is seeking Statements of Qualifications from experienced residential homebuilders interested in partnering to utilize surplus State-owned land to construct attainable, owner-occupied housing. The program is intended to activate underutilized state land, accelerate housing production, and increase opportunities for attainable homeownership.

Through this RFQ, HCD will establish a pool of qualified builders for possible selection to build homes on properties initially identified for the program. Qualified partners are those with the capacity to build homes in commercially reasonable timelines or faster, with their own capital or proven capital relationships and partners. Respondents should demonstrate an ability to manage title cleanup, entitlement risk, collaborate effectively with municipalities and state agencies, control project costs and schedules, and effectively leverage State-owned land to expand attainable homeownership opportunities.

2. Program Background

The Utah Legislature has authorized state agencies to dispose of surplus State-owned land subject to the conditions in Section 63A-2-412, to encourage the construction of attainable, owner-occupied housing. The SSLP was organized to facilitate such transactions and is administered by HCD. HCD and other state agencies have identified an initial list of surplus properties that are potentially suitable for residential uses. Associated property offerings may range from small infill parcels to large tracts suitable for subdivisions or master-planned communities.

Potential partners may include homebuilders, joint ventures, nonprofit homebuilders, public-private partnerships, housing authorities, or other entities or teams possessing the required expertise.

3. Qualifications

Through the Statement of Qualifications, respondents must demonstrate the following capabilities, either directly or through specifically identified team members, consultants, contractors, or joint-venture partners:

- Funding for vertical construction with a large supply of spec-built homes (this program seeks to avoid a focus on presold units)
- Site due diligence, including environmental review, utility investigation, market analysis, and related site evaluation
- Community engagement and coordination with municipalities and public agencies
- Project management
- Procurement and management of master planning, civil engineering, architecture, and landscape design services
- Zoning, entitlement, and utility coordination
- Obtaining project financing
- Execution of property transactions
- Residential construction, cost control, and schedule management
- Demonstrated experience building attainable, owner-occupied housing
- HOA formation and administration
- Marketing and sales

4. Evaluation

HCD may use a review panel with expertise in housing, development, finance, land use, and related disciplines to assist in evaluating responses. Respondents will be evaluated based on their demonstrated experience, qualifications, organizational and financial capacity, and overall ability to successfully execute the types of homebuilding opportunities contemplated by the SSLP.

5. Qualified Homebuilder Pool

The evaluation under this solicitation is solely for purposes of determining whether a respondent qualifies for inclusion in the pool of qualified partners. No parcel, project, contract, purchase agreement, development agreement, or interest in State-owned real property will be awarded through this RFQ. Qualification does not award nor guarantee selection for any parcel and does not create a right or preference to acquire, lease, develop, or otherwise obtain an interest in any State-owned property.

HCD may invite qualified homebuilders to participate in parcel-specific solicitations, conduct competitive selection processes, negotiate with qualified firms, or select partners based on the characteristics and needs of a particular parcel. Any partner selection or conveyance of State-owned real property will be subject to applicable statutory requirements, required approvals, applicable valuation requirements, and the terms and conditions established for the applicable parcel.

6. Confidential and Protected Information

Respondents should clearly identify any information for which protected status is requested under the Utah Government Records Access and Management Act (GRAMA) and provide any certification, statement, or form required by the final solicitation.

A respondent's designation of information as confidential does not, by itself, determine the classification of a record under Utah law. For reference, see Utah Code Section 63G-2-101 et seq.

7. Submission Instructions

The submission deadline for Statement of Qualifications is 5:00 PM Mountain Time on October 21, 2026. HCD will not consider late submissions unless HCD determines that the delay resulted from an HCD system failure.

Respondents shall submit one searchable PDF (max. 10 MB) by email to HCD@utah.gov with the subject line "[RESPONDENT NAME] – SSLP Statement of Qualifications." HCD may contact respondents for clarification or additional documentation.

Respondents may submit questions by email to Joe Boyle (joeboyle@utah.gov).

8. Statement of Qualifications Format

Section 1: Team and Key Personnel

Respondents must submit documentation, limited to three pages, that includes:

- A cover letter providing an overview of the company, firm, joint venture, or team, including its history, ownership, and interest in participating in the SSLP.
- Qualifications, experience, and roles of key personnel.
- A description of the respondent's approach to housing production (with emphasis on attainable, owner-occupied housing), including entitlements, public engagement, construction, cost control, schedule management, and financial capacity.
- Certification that respondent is authorized to conduct business in Utah; is not suspended or debarred from public contracting; and has accurately represented its qualifications.
- Disclosure of actual or potential conflicts of interest.

Section 2: Previous Experience and Demonstration of Similar Work

Respondents must provide examples of relevant work performed or completed within the preceding 36 months, preferably including attainable, owner-occupied housing projects. Respondents qualifying as a team should identify projects on which members of the proposed team have previously collaborated. Responses should be limited to five pages and include, as applicable:

- Project name and location.
- Number, type, and density of residential units delivered.
- Project financing structure, including major equity and debt sources.
- Project timeline, including entitlement and construction duration.

- Key personnel involved and their roles in each project.
- Experience with public-private partnership projects.
- Examples of successfully completed residential communities or subdivisions including attainable, owner-occupied housing.
- Experience with deed restrictions, HOAs, or other mechanisms used to maintain attainability and owner-occupancy.

To assist HCD in identifying qualified partners for future parcel opportunities, respondents should also provide:

- Geographic preferences, including preferred project locations and any counties or municipalities in which the respondent is unwilling to work.
- referred project and parcel sizes, including any minimum or maximum size limitations.

Section 3: Financial Capacity, References, and Litigation History

Respondents must provide (limit of 2 pages, excluding reference letters and separately submitted confidential financial materials, if any):

- A reference letter from one or more lenders or financiers addressing the respondent's financial capacity and ability to secure project financing.
- References, including contact information, from municipalities, public agencies, lenders, development partners, or other parties with direct knowledge of the respondent's performance on relevant projects.
- Other information the respondent believes demonstrates its financial capacity to undertake homebuilding opportunities of the type and scale contemplated by the SSLP.
- A list and brief description of any claims, dispute proceedings, litigation, or arbitration proceedings within the preceding five years involving an amount of \$500,000 or more, and any material fines, regulatory or administrative actions, defaults, judgments, or other proceedings that could reasonably affect the respondent's financial capacity or ability to successfully perform the work contemplated by the SSLP.

8. Reservations

HCD reserves the right to verify information submitted by respondents; contact identified references; request clarifying information; reject incomplete, inaccurate, or nonresponsive submission; remove a respondent from consideration after adverse reference findings; cancel, amend, suspend, or reissue the RFQ; request interviews or supplemental information; decline to reimburse response preparation costs; and determine the process used to select partners for individual parcels, subject to applicable law and the terms of the final solicitation.