

## Sample Talking Points

- Thank you for allowing me the opportunity to speak today. I am Realtor® working in Stafford County and understand the detrimental impact this downzoning could have on residents with rural property.
- I am strongly opposed to efforts that would unilaterally downzone thousands of rural properties in the A-1 zoning category in the County.
- Many families that I have worked with use the increasing value of their land as wealth creation over many years. For many local landowners, the value of their land is directly tied to the security of their retirement.
- In addition, many landowners look ahead to the potential of family subdivision as the only affordable way to help their children stay in Stafford County and achieve the dream of homeownership in the place that they were raised.
- I live and work in this community just as you do and I understand the concerns about transportation, school capacity, and rural preservation. I also know that preventing a few lots from being sold will not slow down the demand for this County. What it will do is devalue the land and erase generations of wealth creation of the very people you have sworn to represent. Please vote NO on a unilateral downzoning.