Overall, I'm very excited and optimistic about the zoning redesign phase we are in. Phase 1 took quite a while and I'm pleased with the outcome - the clarity and readability of the code. I think Phase 2 has an opportunity to make a difference in affordability as well as living up to the idea that we are a welcoming City. As I have not attended all of the ZAP meetings due to other meetings running concurrently, my questions may have already been posed, but l'll ask them as I don't have the answers. I've read the other questions submitted and do not think mine are repetitive, but I look forward to answers for all of them.

1. Why did we move from affordable housing to attainable? So much of what we've been trying to do over the years is increase the number of affordable units we have - so why water this down?
2. How are we incenting developers to build affordable units creatively? Are we looking at Portland and Cambridge as models where overlays and/or incentives are used to drive affordability? I'm not seeing a drive for affordability except potentially in your suggestion of the homes that can become 6 units.
3. I'm wondering if you can talk to the idea of immediate supply and demand vs. eventual? What I mean here is that many people are speaking about going from single family to multi family housing as a way for developers to simply line their pockets by taking a $\$ 1.2 \mathrm{M}$ SF home and making it into 2 condos both worth $\$ 1.2 \mathrm{M}$. The immediate impact is not affordable. But over time, those $\$ 1.2 \mathrm{M}$ homes may become the affordable units due to constraints we are placing on redevelopment and if we assume developers will build some condos worth $\$ 1.2 \mathrm{M}$ and some might be above that and some lower, we could end up with some affordable housing eventually. Is this how you think about it?
4. Are we putting in enough constraints on redevelopment to ensure developers cannot always build the largest units - in my previous question the $\$ 2 \mathrm{M}$ units? Pls specify.
5. Given we have just approved Washington St rezoning as well as other large projects, what is your opinion on waiting to rezone the entire City to understand impact?
6. And, what is your opinion of taking some of the ideas we are discussing and phasing them in to understand if we are achieving our goals as well as understanding impact?
7. If we were to rezone the City to multi family, what can we do to prohibit or slow down the rush by developers to purchase our currently affordable units? It seems the incentive would be there to purchase those lower priced units and convert them to multi family immediately.

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