Comprehensive Housing Needs Analysis Update for Chisago County, Minnesota

Prepared for:

Chisago County
North Branch, MN

November 2024

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November 14, 2024

Ms. Nancy Hoffman
Executive Director
Chisago County HRA-EDA
38871 7th Ave
PO Box 815
North Branch, MN 55056

Dear Ms. Hoffman:

Attached is the *Update to the Comprehensive Housing Needs Analysis for Chisago County, Minnesota* conducted by Maxfield Research and Consulting. The study projects housing demand through 2030 and provides recommendations on the amount and type of housing that could be built in Chisago County to satisfy demand from current and future residents over the next decade. The study identifies a potential demand for over 5,500 new housing units through 2030. Driven by the growing Baby Boomer cohort, demand is strong for age-restricted senior housing (1,829 units) whereas all-ages housing accounts for two-thirds of demand (3,695 units).

Overall, the housing market is very tight across the county; in-part led by the pandemic-induced housing boom that further tightened the housing market over the past four years. Our inventory of general-occupancy rental housing found a vacancy rate of 1.2% and senior housing properties posted a vacancy of only 2.5%, which are both below market equilibrium and shows need for additional supply. The senior housing market is bifurcated based on the product types. Active adult and independent living housing units have few vacancies, while assisted living and memory care have elevated vacancies yet at market equilibrium today (7% vacancy rate).

Finally, the for-sale market has experienced record-low supply and strong appreciation over the past few years (+30% since 2020). The lot supply is able to meet short-term demand, as such new lots need to be platted in the near-term. Interest rates are impacting affordability and are holding the real estate in check as buyers are on the side-lines and sellers hold their record-low mortgage rates. However, future rate cuts are anticipated and the housing market is expected to pick-up into 2025.

Detailed information regarding recommended housing concepts can be found in the *Recommendations and Conclusions* section at the end of the report. We have enjoyed performing this study for you and are available should you have any questions or need additional information.

Sincerely,

MAXFIELD RESEARCH AND CONSULTING,

Matt Mullins
Vice President

Rob Wilder
Senior Associate

Attachment

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Key Findings

This section highlights the key findings from the Housing Demand Analysis completed for Chisago County. Calculations of projected housing demand are provided through 2030 and recommendations for housing products to meet projected demand are found in the Conclusions and Recommendations section of the report.

1. Chisago County's population grew substantially during the 2000s and while growth during the 2010s was strong, it was significantly less than the previous decade. Projections for this decade show a faster growth rate which is slightly higher than 2010 to 2020. However, given the higher-interest rate environment, new housing construction growth rates may slow temporarily as sellers do not want to give up their current interest rates and builders slow production with elevated financing costs. Once rates stabilize, growth is expected to accelerate.

2. Chisago County's proximity to the Twin City Metro Area position the county to capture a higher percentage of commuters, hybrid and/or remote workers who desire a smaller community feel yet in proximity to more urban amenities. Employment data shows that 79% of the county workforce commutes out of the county for employment. Although mobility rates are down from the early COVID peak, the hybrid movement is strong and households continue to move for affordability, quality schools, and recreational amenities; providing an opportunity for Chisago County communities.

3. The aging baby boomer generation (ages 60 to 78 in 2024) is impacting the composition of the Chisago County's population. Younger seniors (ages 65 to 74) are projected to grow by 36.5% from 2020 to 2030, while the 75 to 84 age cohort is projected to grow by 60%. Older population growth will result in demand for alternative housing products; both for-sale and rental housing types. At present, there is a need for one-level living options or association-maintained housing products in the county. Age-restricted product with services is abundant for those needing assisted living or memory care assistance but active adult and independent living style product is in short supply.

4. The overall rental vacancy rate for the rental products surveyed in Chisago County was only 1.2%. Rental vacancy rates are well below market equilibrium (1.1% for market rate, 2.2% for affordable, and 0.0% for subsidized). Vacancy rates below equilibrium indicate pent-up demand for additional units at those income levels. While a significant number of rental units have been added over past decade, these units have been absorbed quickly and with high interest rates, the demand for rental housing remains strong as home buyers are on the sidelines.

5. Rising mortgage rates and low supply have impacted the County's housing market coming out of the pandemic. Sales activity peaked in 2020 with about 981 single-family sales, but transactions have been nearly cut in half with over the past year. Year-to-date 2024 figures appear to be on pace or even lower than 2023. At the same time median sales prices have risen rapidly and consistently over the past decade and especially since the pandemic. Median resale price in 2018 was $253,000 increasing to $260,240 by 2019 (2.8%) but experienced a significant jump post pandemic increasing to $370,000 by 2023 (37%). Inventory has been tighter over the past few years as fewer options are available for buyers, hence the continued appreciation and affordability constraints.

6. New single-family construction remained relatively steady through COVID as an average of 139 single-family homes were built each year from 2018 to 2020. However, high inflation and the increase in mortgage rates coupled with higher housing costs has slowed for-sale new construction by almost half in 2023. Based on recent lot absorption and the newly platted subdivisions in the county, the current lot supply is not adequate and is currently at a three-year supply (a three- to five-year supply is recommended).

7. In the near-term, stubborn inflation and higher mortgage rates are projected to continue to slow the for-sale market and could impact multifamily housing development with rising construction and financing costs. As a result, mobility rates could continue to flatten in the short-term as households remain on the side-lines impacted by affordability and supply constraints. This demand will revert once interest rates stabilize, inflation decreases, and consumer confidence returns. The Federal Reserve's projected rate cuts will likely increase the demand for housing and the appetite for new construction will increase.

Purpose and Scope of Study

Maxfield Research and Consulting was engaged by the Chisago County HRA-EDA to conduct an Update to the 2018 Comprehensive Housing Needs Analysis for Chisago County, Minnesota. The Housing Needs Analysis provides recommendations on the amount and types of housing that should be developed to meet the needs of current and future households who choose to reside in the county.

The scope of this study includes: an analysis of the demographic and economic characteristics of the county; a review of the characteristics of the existing housing stock and building permit trends; an analysis of the market condition for a variety of rental and for-sale housing products; and an assessment of the need for housing by product type in the county. Recommendations on the number and types of housing products that should be considered in the county are also supplied.

Demographic Analysis

- Chisago County's population grew by 5.1% (2,734 people) from 2010 to 2020. Population growth in the county is projected to continue as the population is expected to increase by 7.2% (4,093 people) by 2030. As of 2024, the County is estimated to have a population of 58,838 people as growth rates were higher between 2020 and 2024.

- Household growth was slightly higher than population growth, growing by 7.3% from 2010 to 2020. The County is forecast to see household growth during the 2020s, with forecasted growth of 1,763 households, or 8.4%. Faster household growth relative to population growth typically indicates an aging population.

- Chisago County's population is aging as the 65 and older age cohorts are forecast to grow by 36.5% for 65- to 74-year-olds, 60.2% for 75 to 84 year olds and 45.8% for the age 85+ cohort. The "baby bust" is visible as the 45 to 54 age group sees flat growth and the 55 to 64 age group contracts by 15.2% as the last of the baby boom generation moves out of this age group.

- In 2024, the median household income in Chisago County was estimated to be $102,724 and is projected to grow 8% to $110,936 by 2029. The average annual increase of 1.6% in Chisago County is slightly lower than the historical annual inflation rate of 2.7% over the past ten years.

- In Chisago County, 86.6% of all households are estimated to be owned in 2020. Chisago County remained flat from 2010 to 2020 while owner households increased by 8.7%, gaining 3,029 households. From 2020 to 2024, owner households are estimated to have increased by 4.2% and renter households 4.6%.

- Over 51% of renter households in Chisago County were occupied by one- person in 2024 with an additional 22.5% of renter households in Chisago County two-person households. In comparison, two-person owner represent the majority of owned housing at 41%.

- Family households comprised 72.7% of all households in Chisago County in 2020. Married without children households (empty nesters or never nesters) were the most common household type (37.2%) followed by married couples with children (21.5%). Households living alone comprise 21.5% of the county.

Housing Characteristics

- Between 2018 and 2024, 1,477 housing units were permitted averaging about 210units annually since 2018. Development was heavily weighted for single-family housing versus multifamily housing structures with 63% of the development over the period. Single family units were constructed at an average pace of 134 units per year. While multifamily units averaged 60 units per year.

- Housing development in Chisago County is relatively new with the greatest percentage of homes in Chisago County were built during the 2000s, which comprised 30% of the entire housing stock. Housing development during the 1990s accounted for 27%. Housing built prior to the 1970s accounted for 54% of the housing stock in Chisago County.

- The dominant housing type is the single-family detached home, representing 91% of all owner-occupied housing units in Chisago County. In addition, 33% of renter households are estimated to be single-family detached homes.

- In Chisago County, 25.9% of owner-occupied homes are estimated to be valued from $300,000 to 399,999. The overall median value of homes in Chisago County is estimated at $299,800 compared to $286,800 in the State of Minnesota.

- The median contract rent in Chisago County was estimated at $929 (see contract rent definition in appendix). Based on a 30% allocation of income to housing, an income of $37,160 would be needed to afford the median rent. Chisago County is less than the State of Minnesota, where contract rent is estimated at $1,074.

Employment Trends

- Resident employment in Chisago County has increased by 536 people (1.9%) between 2020 and July 2024. The number of people in the labor force contracted during this period, which is common in many geographies since the COVID-19 pandemic.

- Until the COVID-19 pandemic hit in 2020, the labor force in Chisago County had been growing steadily since 2000 along with those employed. The unemployment rate in comparison has been steadily declining from 8.9% in 2010 to 4.1% in July 2024.

- North Branch is the top home destination for workers in the county with a 9.5% share, followed by Wyoming (4.2%), Lindstrom (4.2%), Chisago Lakes (3.7%), and Rush City (2.4%). About 41% of Chisago County's residents travel less than ten miles to their place of employment, while 8.6% have a commute distance greater than 50 miles.

- Chisago County can be considered an exporter of workers, as the number of residents coming into the county for work (outflow) is greater than the number of workers coming into the county (inflow) for employment. Approximately 8,272 workers came into the county for work while 22,936 workers left and 6,385 live and work in the county, for a net difference of -14,664.

- The Education and Health Services industry is the largest employment sector in Chisago County, providing 5,061 jobs in Q1 2024 (32.4% of the total). The Trade, Transportation, and Utilities sector was the next largest sector with 2,601 workers (16.7% of the total jobs) followed by the Manufacturing sector with 2,373 workers (15.2%).

Rental Housing Market Analysis

- Based on the US Census American Community Survey data, the median gross rent in Chisago County was $929 in 2022 (see definition of gross rent in appendix). An income of $37,160 would be needed to afford the median rent allocating 30% of income to housing. The median gross rent in the State of Minnesota is estimated at $1,178 (26.8% higher than Chisago County).

- Overall, Maxfield surveyed the majority of 27 general occupancy apartment communities with confirmed rents and vacancies. At the time of our survey, overall vacancy rates of 2.2% for market rate units, 0.0% for affordable, and 0.0% for subsidized. The industry standard is 5% vacancy for market rate and 3% for affordable/subsidized for a stabilized rental market, which promotes competitive rates, ensures adequate choice, and allows for unit turnover.

- The plurality of market rate units in Chisago County are two-bedroom units (48%). The following is the unit breakdown, monthly rent ranges, and average rent for each market rate unit type:

    - One-bedroom units: 7% | $689 to $1,300 | Avg. $1,016
    - Two-bedroom units: 48% | $729 to $1,507 | Avg. $1,267
    - Three-bedroom units: 46% | $1,180 to $1,799 | Avg. $1,636

- The plurality of affordable units inventoried in multifamily buildings in Chisago County are two-bedroom units (49%). The following is the unit breakdown, monthly rent ranges, and average rent for each affordable unit type:

  - Studio units: 7% | $750 to $950 | Avg. $769
  - One-bedroom units: 38% | $775 to $1,180 | Avg. $1,031
  - Two-bedroom units: 48% | $950 to $1,500 | Avg. $1,172
  - Three-bedroom units: 5% | $985 to $1,700 | Avg. $1,268

Senior Housing Market Analysis

- Maxfield Research identified 26 senior housing properties in Chisago County with 945 units, of which 47% of the units provide service-enhanced housing. These include 129 independent living units, 240 assisted living units and 70 memory care units. Active adult housing consists of 62 market rate units, 210 affordable units, and 234 subsidized units.

- Among properties that provided complete survey data, there was an overall vacancy rate of 2.5% for senior properties. The equilibrium vacancy rates for senior housing are between 2% and 7% (2% for subsidized active adult housing and 7% for assisted living and memory care). The highest vacancy rates were found in assisted living and memory care units, with 6.9% and 7.1% respectively (at equilibrium).

- A 93% occupancy rate is generally considered equilibrium in assisted living and memory care housing, while 95% occupancy considered equilibrium in independent living and active adult. As such, the current supply of service-enhanced units appears to be in equilibrium while the active adult units look to be undersupplied.

For-Sale Housing Market Analysis

- Chisago County has averaged 5,500 single-family resales and 620 townhome resales annually since 2018. Transaction activity peaked in 2020 with 981 single-family resales and 112 multifamily resales. With increased mortgage rates due to recent inflation, single-family sales declined to 651 and townhomes to 87 in 2023. Only 540 single-family and 62 townhomes resales have occurred through October 2024.

- Single-family home prices have increased substantially since 2018. The data below indicates that almost all single-family home resale prices are now above $300,000. Multifamily resale prices also increased substantially.

Single-Family

	2018		2024
$200K-300K	48%	$200K-300K	13%
$300K-400K	21%	$300K-400K	42%
$400K+	8%	$400K+	42%

Multifamily (Townhome)

	2018		2024
Less 200K	36%	Less 200K	2%
$200K-300K	41%	$200K-300K	48%
$300K+	6%	$300K+	48%

- The median resale price of single-family homes in Chisago County was 41% higher as of 2023 ($375,000) when compared to 2018 ($253,000). Through October 2024, the median resale price has increased to $375,000 (4.8%) from the previous year; however supply has been limited and interest rate hikes are impacting affordability.

- Inventory (i.e. homes for sale) has been low recently with only 181 homes listed in the county as of October 2024: resulting in a tighter market of homes for sale for buyers. Limited homes were available at all price ranges with 32% of the listings priced between $300,000 to $399,999. Overall, 80% of listings were priced between $300,000 and $750,000. Only 11% of homes were priced below $300,000.

- Based on the median list price of $426,100 in Chisago County for a single-family home, the income required to afford a home at this price would be about $121,742 to $142,033 based on the standard of 3.0 to 3.5 times the median income (and assuming these households do not have a high level of debt).

- Maxfield Research inventoried 35 subdivisions with 336 vacant developed lots. Only twelve subdivisions were identified with attached twin home/townhome units and 177 vacant developed lots. Based on annual starts, the current lot supply in the county is about three-years deep. A three- to five-year lot supply is recommended and thus Chisago County is severely lacking the suggested lot supply.

Development Pipeline

- There are two multifamily projects in the county that are under construction, approved, or planned. There is a general occupancy market rate rental project in North Branch with 122 units that is expected to break ground in late 2024 or early 2025, and there is a senior affordable independent living facility proposed in North Branch.

Housing Affordability

- In Chisago County, about 47.4% of renter households and 18.6% of owner householders are estimated to be paying more than 30% of their income for housing costs. Compared to the Minnesota average, the percentage of cost burdened renter households is on-par with the state of 44% and owner households at 18%.

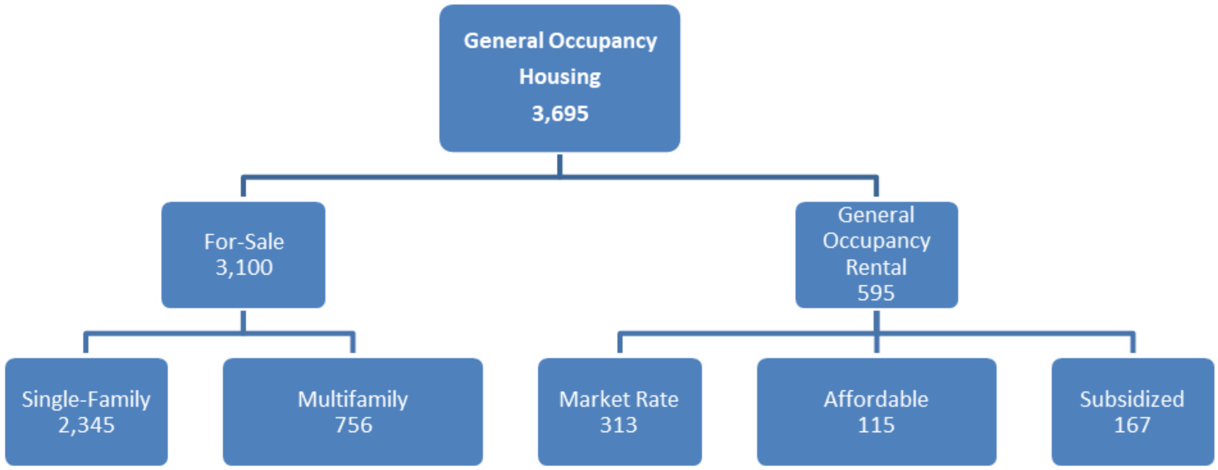
- An estimated 45% of existing renter households in the county can afford to rent an existing one-bedroom unit in Chisago County ($800/month) and an estimated 45% that can afford an existing two-bedroom unit ($1,210/month).

- Approximately 17% of all county households could afford to purchase an entry-level home in Chisago County ($350,000) and 14% of all households would income qualify for move-up buyers ($450,000). (Based on interest rates in October 2024).

Housing Needs Analysis Summary

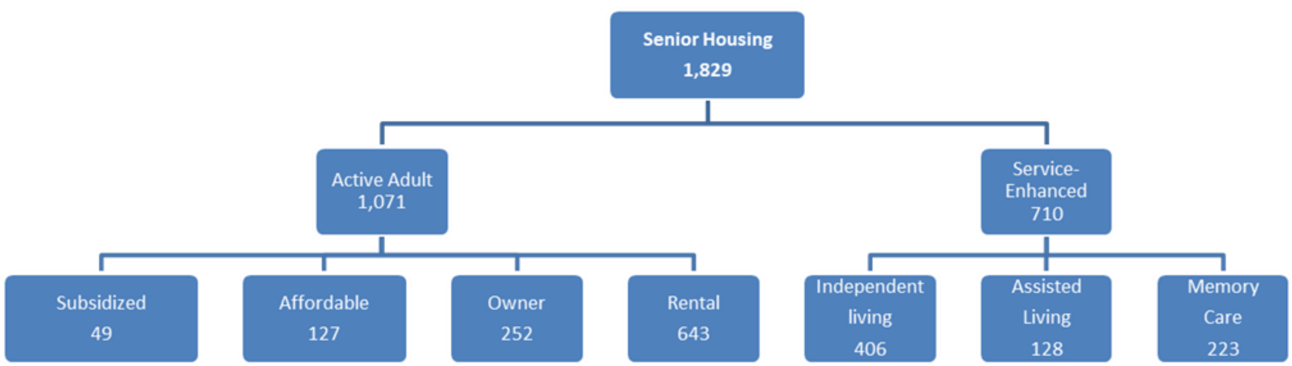
- Based on our calculations, demand exists in Chisago County for the following general occupancy product types between 2024 and 2030:

Chisago County Projected General Occupancy Demand, 2024 – 2030



- In addition, we find demand for multiple senior housing product types. By 2030, demand in Chisago County for senior housing is forecast for the following:

Chisago County Projected Senior Demand, 2024 – 2030



- Recommended product types for Chisago County are shown on the following page:

Detailed demand calculations and recommendations by submarket are provided in more detail in the recommendations and conclusions section of the report.

TABLE CR-1
HOUSING RECOMMENDATIONS BY SUBMARKET
2024 to 2030

Housing Type/Program	Purchase Price/ Monthly Rent Range[1]	Chisago Lakes '24-'30	North Branch '24-'30	Rush City '24-'30	Taylors Falls '24-'30	Wyoming '24-'30
For-Sale Housing (New Construction)						
Single-family - (New lots needed)		x	x	x		x
Single-family by Price						
Entry-Level	<$350,000	x	x	x	x	x
Move-up	$450,000 - $700,000	x	x	x	x	x
Executive	$700,000+	x	x		x	x
Twinhomes/Townhomes/Villas						
Entry-level	<$250,000	x	x	x	x	x
Move-up	$300,000+	x	x	x	x	x
General Occupancy Rental Housing						
Market Rate Traditional Multi-story[2]	$1,200/1BR - $1,800/3BR	x	x	x	x	x
Market Rate Townhomes[2]	$1,500/2BR - $2,000/3BR	x	x	x	x	x
Affordable/Subsidized	Per Income Guidelines	x	x	x		
Senior Housing						
Market Rate						
Active Adult - For-Sale Coop	$125,000+ (plus monthly fee)	x	x		x	x
Active Adult - Rental	$1,400 - $1,900	x	x	x	x	x
Independent Living	$2,000 - $3,300	x	x			x
Assisted Living	$3,500 - $5,000	x				
Memory Care	$4,500 - $7,000	x	x			
Affordable Senior Housing						
Active Adult	Per Income Guidelines	x	x	x	x	x

Note: Although many of the smaller communites show housing demand for a variety of housing types; it will not be feasible due to the economies of scale needed. Therefore, recommedations are based on the need and density needed to be feasible.

[1] Blended average across Chisago County. Pricing will vary from submarket to submarket across the county. Base pricing, senior housing will very considerably based on personal care services packages and number of occupants.

[2] Market rate multifamily housing could be developed in either apartment-style or townhome style design

Source: Maxfield Research & Consulting

Purpose and Scope of Study

Maxfield Research and Consulting was engaged by the Chisago County HRA to conduct an Update to the *Comprehensive Housing Needs Analysis* for Chisago County, Minnesota. The Housing Needs Analysis provides recommendations on the amount and types of housing that should be developed in order to meet the needs of current and future households who choose to reside in the County.

The scope of this study includes: an analysis of the demographic and economic characteristics of the County; a review of the characteristics of the existing housing stock and building permit trends; an analysis of the market condition for a variety of rental, senior, and for-sale housing products; and an assessment of the need for housing by product type in the County. Recommendations on the number and types of housing products that should be considered in the County are also supplied.

Methodology

During the course of the study a number of resources were utilized to obtain information in the analysis. The primary data and information sources include the following:

- U.S. Census Bureau; American Community Survey
- Minnesota Department of Employment and Economic Development (DEED)
- United States Department of Housing and Urban Development (HUD)
- ESRI, Inc.
- CoStar
- Greater Minneapolis Area Association of Realtors
- Chisago County
- City staff from communities across Chisago County
- Longitudinal Employer-Household Dynamics (LEHD)
- Zonda Marketing
- Minnesota Geospatial Commons
- Minnesota Housing Finance Agency (MHFA)
- Novogradac
- Phone calls/emails from property owners/managers, realtors, brokers, developers, employers and others, etc.

Introduction

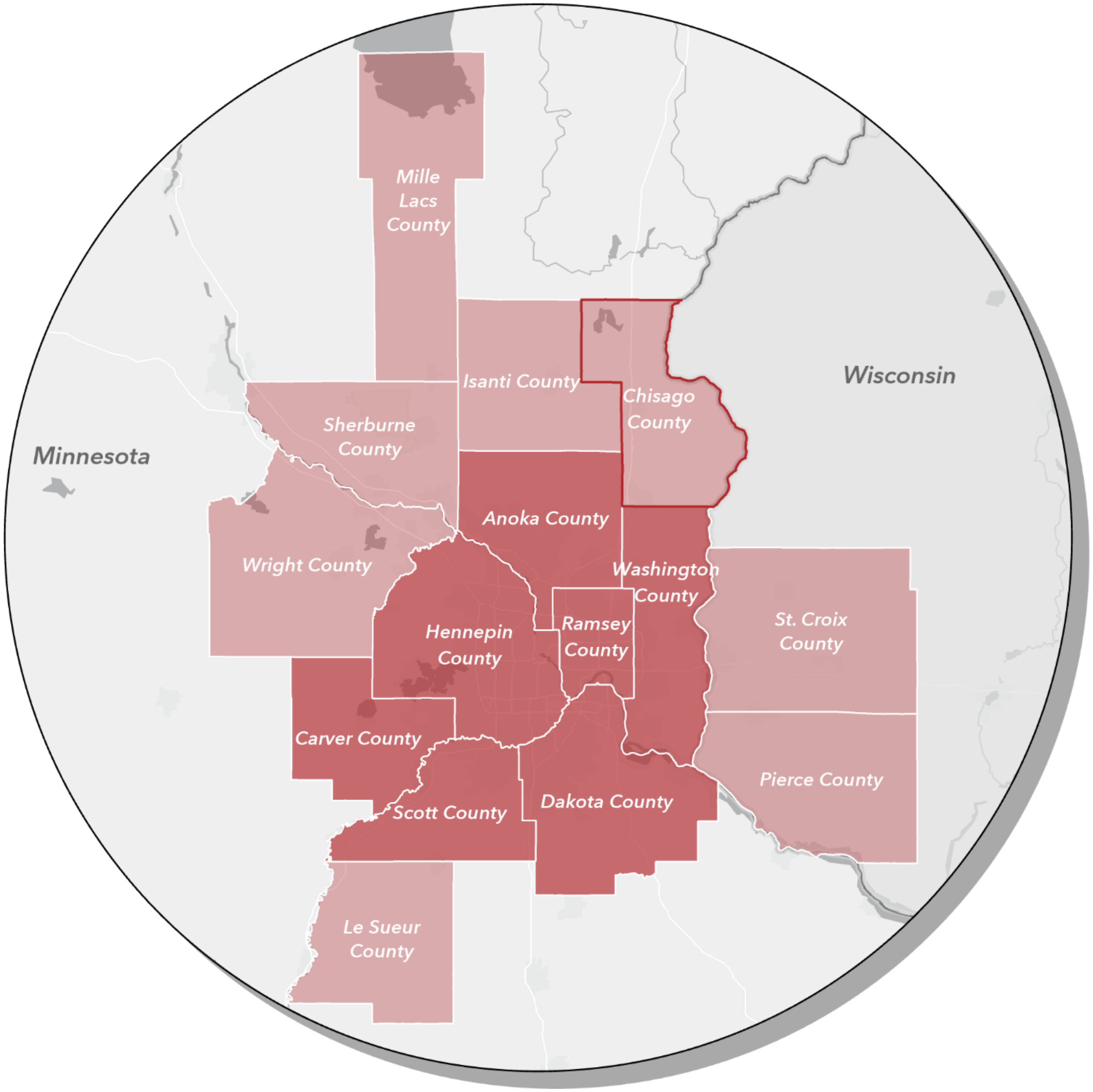
This section of the report examines factors related to the current and future demand for both owner and renter-occupied housing in Chisago County, Minnesota. It includes an analysis of population and household growth trends and projections, projected age distribution, household income, net worth, household types and household tenure. A review of these characteristics will provide insight into the demand for various types of housing in the County.

Chisago County Overview

Chisago County is located in east-central Minnesota and encompasses geographic area that is roughly 442 square miles. There are 10 cities and 8 townships within Chisago County. Center City is the County Seat while the most populous city is North Branch. Wyoming is the next largest city, followed by Chisago City and Lindstrom. Chisago County has three major transportation corridors running through the county; Interstate 35W (north to south) and U.S. Highway 8 and Minnesota Highway 95 (east to west). Chisago County is surrounded by Pine County to the north, Washington County to the south, Isanti County & Anoka County to the west, and Wisconsin to the east separated by the St. Croix River. Chisago County is located the following distances from other regional communities:

- St Paul: 25 miles
- Minneapolis: 30 miles
- Bloomington: 40 miles
- St Cloud: 58 miles
- Duluth: 100 miles
- Rochester: 102 miles

Regional Location

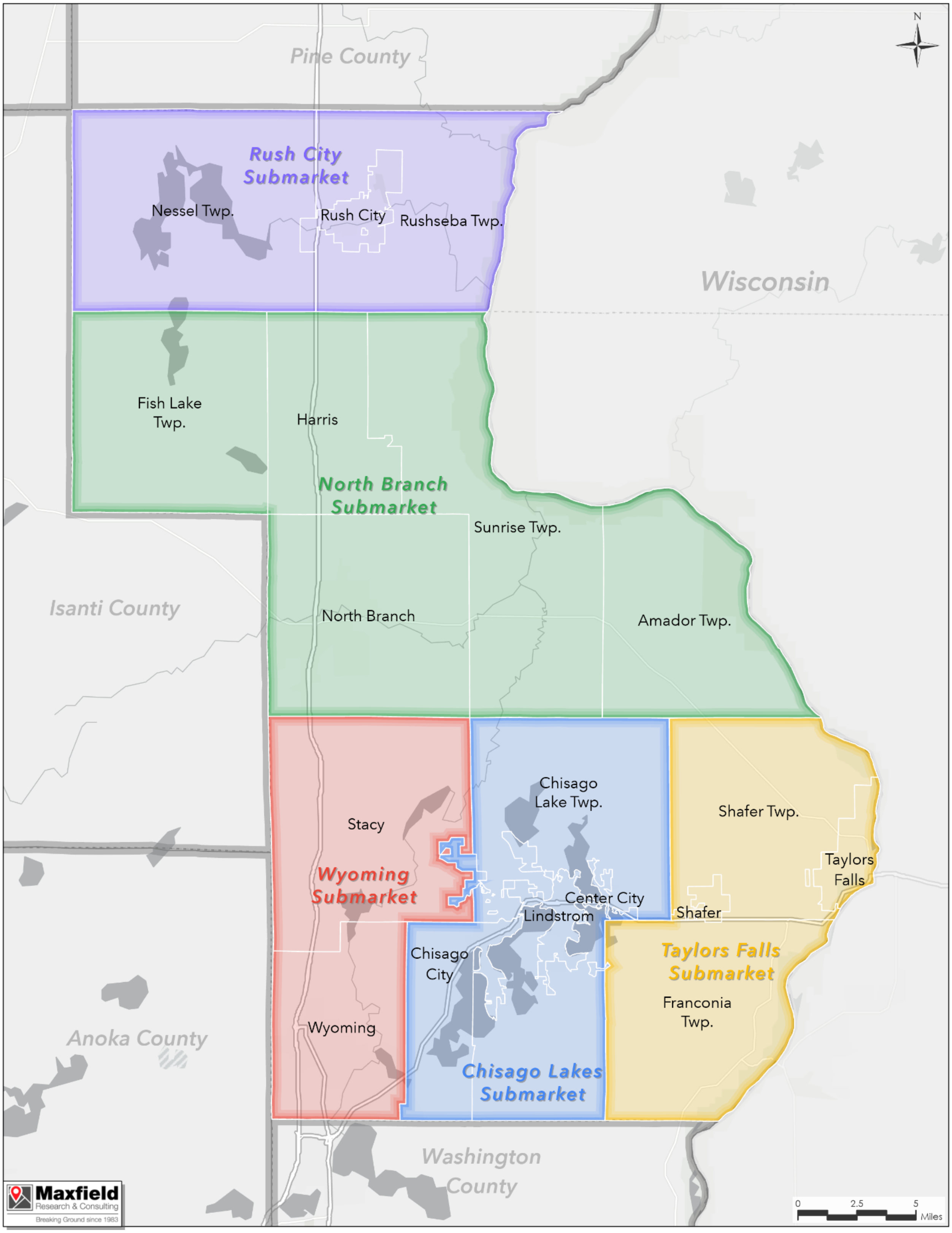


Chisago County Submarket Definitions

For purposes of the housing analysis, Chisago County was divided into five submarkets; Chisago Lakes, North Branch, Rush City, Taylors Falls, Wyoming. Subsequent data in the housing analysis is illustrated by submarket and county-wide. Please note, there was a change in submarket definitions from the 2018 housing study as the City of Stacy annexed Lent Township. Hence, Lent Township was moved from the North Branch submarket to the Wyoming submarket.

FIGURE 1 CHISAGO COUNTY SUBMARKETS DEFINITION		
Chisago Lakes Submarket		
Center City	Chisago City	Chisago Lakes Twp.
Lindstrom		
North Branch Submarket		
Amador Twp.	Fish Lake Twp.	Harris
North Branch	Sunrise Twp.	
Rush City Submarket		
Nessel Twp.	Rush City	Rushseba Twp.
Taylors Falls Submarket		
Franconia Twp.	Shafer	Shafer Twp.
Taylors Falls		
Wyoming Submarket		
Stacy[1]	Wyoming	
[1] In December 2023, the City of Stacy annexed Lent Township.		
Source: Maxfield Research & Consulting		

Chisago County Submarkets

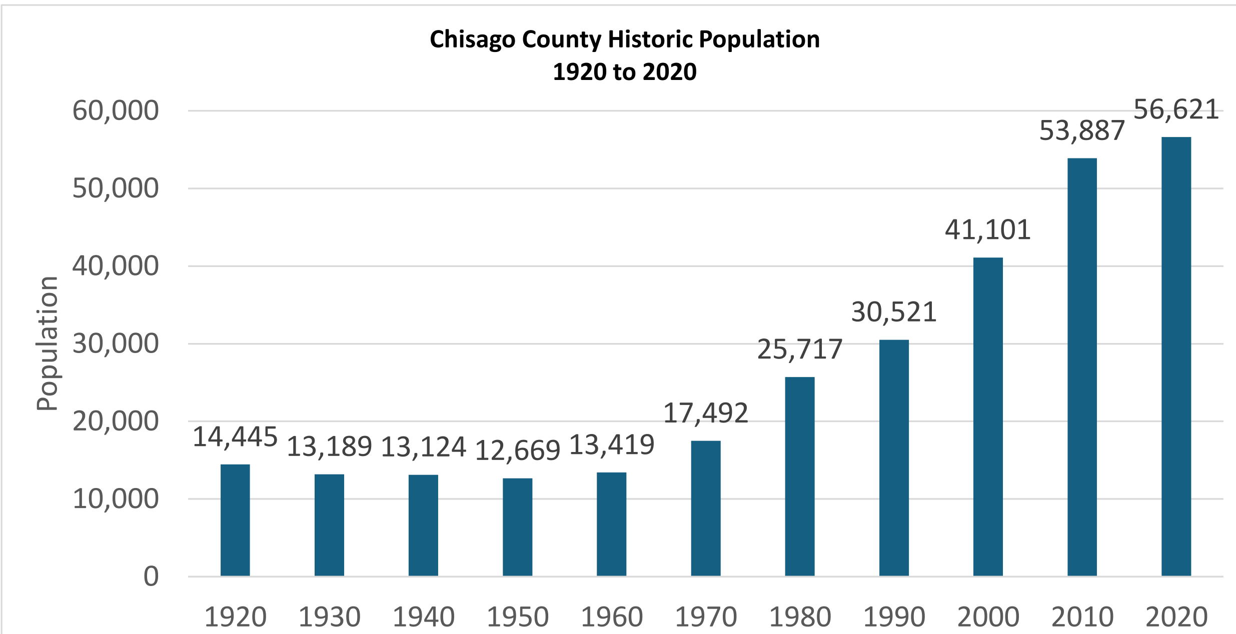


Historic Population

The figure below shows historic Chisago County population sourced from the U.S. Census Bureau from 1900 to 2020.

- The population in Chisago County fluctuated between 1900 to 1950, after which the population grew exponentially every decade since, with the greatest percentage growth occurring between 1970 and 1980 (47%).

- Between 1920 to 1950, the population of Chisago County has declined at an average rate of -3.1% per decade. However, between 1970 and 2010 most decades grew by an average of 32% by decade, before leveling off in 2020.



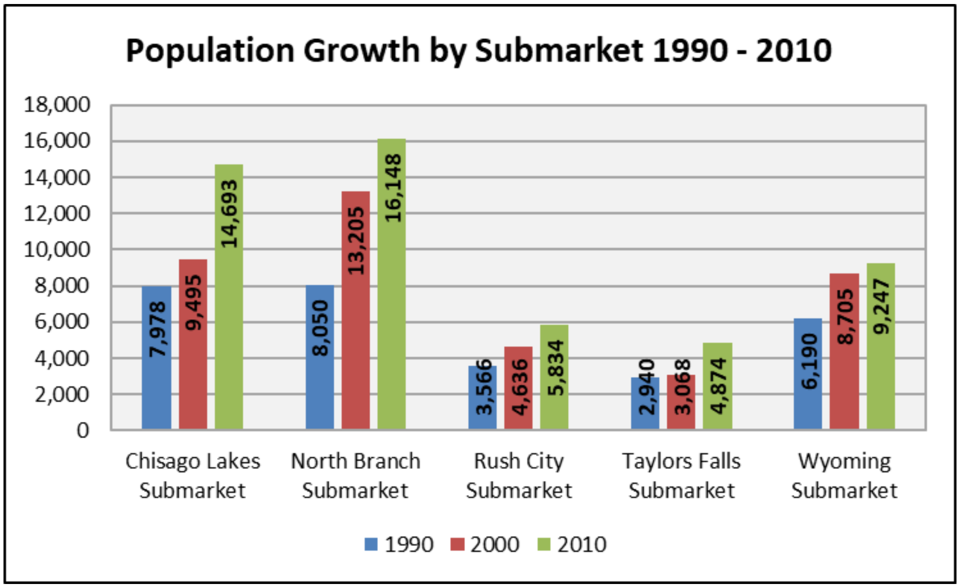
Population and Household Growth from 1990 to 2010

Tables D-1 and D-2 present the population and household growth of each submarket in Chisago County in 1990, 2000, and 2010. The data is from the U.S. Census.

Population

- From 1990 to 2010, the population of Chisago County grew by 23,366, roughly a 76% increase.

- From 1990 to 2000, the most significant change in population occurred in the North Branch submarket. This submarket grew by 54.3%, gaining 5,350 people.



- The North Branch submarket represents the largest population in Chisago County, accounting for 32% of the Chisago County population in 1990 and growing to 30% of the county population in 2010.

- Note that as of 2023, Stacy has mostly annexed Lent Township, with Wyoming annexing a smaller portion. In the 2018 study, Lent Township was part of the North Branch Submarket. It is now included in the Wyoming submarket.

- The major population growth was occurring within the City of North Branch as well as in Lent Township between 2000 and 2010. In the Chisago Lake submarket, growth occurred mainly in Chisago City, Lindstrom, and Chisago Lake Township. Rush City had the greatest population growth in the Rush City Submarket, while the City of Shafer saw the most growth in the Taylors Falls submarket. Finally, in the Wyoming submarket, the City of Wyoming saw the greatest population growth between 2000 and 2010.

TABLE D-1
HISTORIC POPULATION GROWTH TRENDS
CHISAGO COUNTY
1990 - 2020

	Historic Population				Change					
	Census				1990 - 2000		2000 - 2010		2010 - 2020	
	1990	2000	2010	2020	No.	Pct.	No.	Pct.	No.	Pct.
Chisago Lakes Submarket										
Cities										
Center City	451	582	628	629	131	29.0%	46	7.9%	1	0.2%
Chisago City	2,009	2,622	4,967	5,558	613	30.5%	2,345	89.4%	591	11.9%
Lindstrom	2,461	3,015	4,442	4,888	554	22.5%	1,427	47.3%	446	10.0%
Townships										
Chisago Lakes Township	3,057	3,276	4,656	4,818	219	7.2%	1,380	42.1%	162	3.5%
North Branch Submarket										
Cities										
Harris	843	1,121	1,132	1,111	278	33.0%	11	1.0%	-21	-1.9%
North Branch	4,267	8,023	10,125	10,787	3,756	88.0%	2,102	26.2%	662	6.5%
Townships										
Amador Township	632	744	885	842	112	17.7%	141	19.0%	-43	-4.9%
Fish Lake Township	1,183	1,723	2,012	2,193	540	45.6%	289	16.8%	181	9.0%
Sunrise Township	1,125	1,594	1,994	2,107	469	41.7%	400	25.1%	113	5.7%
Rush City Submarket										
Cities										
Rush City	1,497	2,102	3,079	3,228	605	40.4%	977	46.5%	149	4.8%
Townships										
Nessel Township	1,354	1,765	1,951	1,907	411	30.4%	186	10.5%	-44	-2.3%
Rushseba Township	715	769	804	815	54	7.6%	35	4.6%	11	1.4%
Taylors Falls Submarket										
Cities										
Shafer	368	343	1,045	1,142	-25	-6.8%	702	204.7%	97	9.3%
Taylors Falls	694	951	976	1,055	257	37.0%	25	2.6%	79	8.1%
Townships										
Franconia Township	1,151	1,128	1,805	1,713	-23	-2.0%	677	60.0%	-92	-5.1%
Shafer Township	727	646	1,048	1,131	-81	-11.1%	402	62.2%	83	7.9%
Wyoming Submarket										
Cities										
Wyoming	2,142	3,048	7,791	8,032	906	42.3%	4,743	155.6%	241	3.1%
Stacy	1,081	1,278	1,456	1,703	197	18.2%	178	13.9%	247	17.0%
Lent Township**	1,797	1,992	3,091	2,962	195	10.9%	1,099	55.2%	-129	-4.2%
Townships										
*Wyoming Township	2,967	4,379	N/A	N/A	1,412	47.6%	N/A	N/A	N/A	N/A
Chisago County	**30,521**	**41,101**	**53,887**	**56,621**	**10,580**	**34.7%**	**12,786**	**23.7%**	**2,734**	**5.1%**
Minnesota	4,375,099	4,919,479	5,303,925	5,706,494	544,380	12.4%	384,446	7.2%	402,569	7.6%

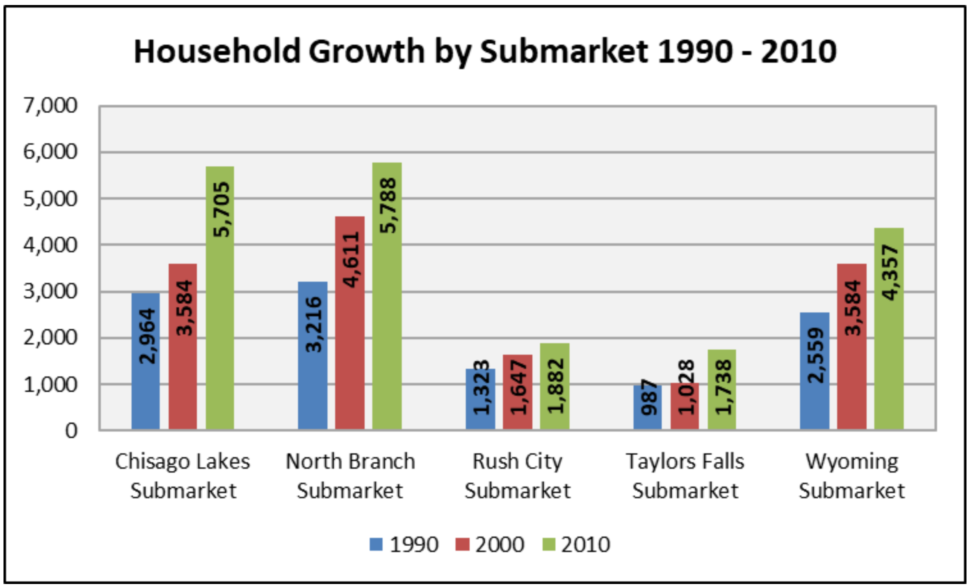
*Annexed in 2008 by the cities of Wyoming, Stacy, and Chisago City
**Annexed in 2023 by the cities of Stacy, Chisago City and North Branch.
Sources: U.S. Census; State Data Center of Minnesota; Maxfield Research & Consulting

Households

Household growth trends are typically a more accurate indicator of housing needs than population growth since a household is, by definition, an occupied housing unit. However, additional demand can result from changing demographics of the population base, which results in demand for different housing products.

- The Wyoming submarket reported the largest proportional household change, gaining 45% of its households between 1990 and 2000, while the North Branch submarket saw the greatest increase in number of households, gaining 1,512 households in that time.

- Between 2000 and 2010, the Taylors Falls submarket saw a 75% increase in households and the Chisago Lakes submarket saw a 62% increase, the two highest among all submarkets in Chisago County.



- The North Branch submarket represents the largest share of households in Chisago County, accounting for 34% of the Chisago County's households in 1990 and growing to 37% of the county's households in 2010.

TABLE D-2 HISTORIC HOUSEHOLDS GROWTH TRENDS CHISAGO COUNTY 1990 - 2020										
	Historic Households				Change					
	Census				1990 - 2000		2000 - 2010		2000 - 2010	
	1990	2000	2010	2020	No.	Pct.	No.	Pct.	No.	Pct.
Chisago Lakes Submarket										
Cities										
Center City	145	194	247	254	49	33.8%	53	27.3%	7	2.8%
Chisago City	754	1,038	2,051	2,223	284	37.7%	1,013	97.6%	172	8.4%
Lindstrom	1,009	1,225	1,774	1,929	216	21.4%	549	44.8%	155	8.7%
Townships										
Chisago Lakes Township	1,056	1,127	1,633	1,733	71	6.7%	506	44.9%	100	6.1%
North Branch Submarket										
Cities										
Harris	286	377	423	430	91	31.8%	46	12.2%	7	1.7%
North Branch	1,949	2,815	3,604	3,932	866	44.4%	789	28.0%	328	9.1%
Townships										
Amador Township	216	264	311	317	48	22.2%	47	17.8%	6	1.9%
Fish Lake Township	408	617	755	807	209	51.2%	138	22.4%	52	6.9%
Sunrise Township	357	538	695	733	181	50.7%	157	29.2%	38	5.5%
Rush City Submarket										
Cities										
Rush City	578	705	844	930	127	22.0%	139	19.7%	86	10.2%
Townships										
Nessel Township	505	668	736	744	163	32.3%	68	10.2%	8	1.1%
Rushseba Township	240	274	302	297	34	14.2%	28	10.2%	-5	-1.7%
Taylors Falls Submarket										
Cities										
Shafer	126	124	379	424	-2	-1.6%	255	205.6%	45	11.9%
Taylors Falls	296	369	413	456	73	24.7%	44	11.9%	43	10.4%
Townships										
Franconia Township	315	316	568	625	1	0.3%	252	79.7%	57	10.0%
Shafer Township	250	219	378	416	-31	-12.4%	159	72.6%	38	10.1%
Wyoming Submarket										
Cities										
Wyoming	709	1,023	2,738	2,909	314	44.3%	1,715	167.6%	171	6.2%
Stacy	376	466	548	733	90	23.9%	82	17.6%	185	33.8%
**Lent Township	540	657	1,071	1,102	117	21.7%	414	63.0%	31	2.9%
Townships										
*Wyoming Township	934	1,438	N/A	N/A	504	54.0%	N/A	N/A	N/A	N/A
Chisago County	**11,049**	**14,454**	**19,470**	**19,892**	**3,405**	**30.8%**	**5,016**	**25.8%**	**422**	**2.2%**
Minnesota	1,848,445	1,895,127	2,087,227	2,253,990	46,682	2.5%	192,100	9.2%	166,763	8.0%
*Annexed in 2008 by the cities of Wyoming, Stacy, and Chisago City										
**Annexed in 2023 by the cities of Wyoming and Stacy.										
Sources: U.S. Census; State Data Center of Minnesota; Maxfield Research & Consulting										

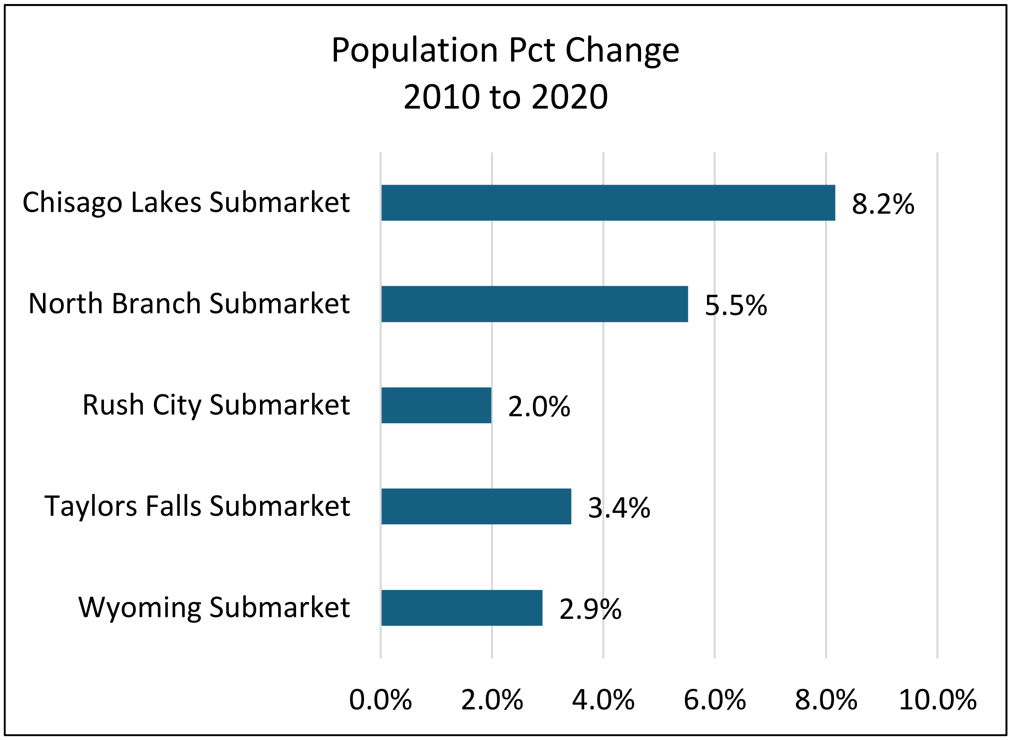
Population and Household Estimates and Projections

Table D-3 presents population and household growth trends and projections for Chisago County through 2030. Estimates and projections for 2024 through 2035 are based on information from ESRI (a national demographics service provider) and adjusted by Maxfield Research and Consulting based on local trends.

- Chisago County is expected to experience a 7.2% increase in population between 2020 and 2030. The projected population increase will be faster the population increase experienced in the decade between 2010 and 2020 (5.1%).

- The Chisago Lakes submarket reported the largest population increases between 2010 and 2020 (8.2%, respectively). North Branch experienced the next fastest growth, with its population increasing by 5.5% during the 2010s, growth of 892 people. The rest of the submarkets grew at slower paces than the County as a whole.

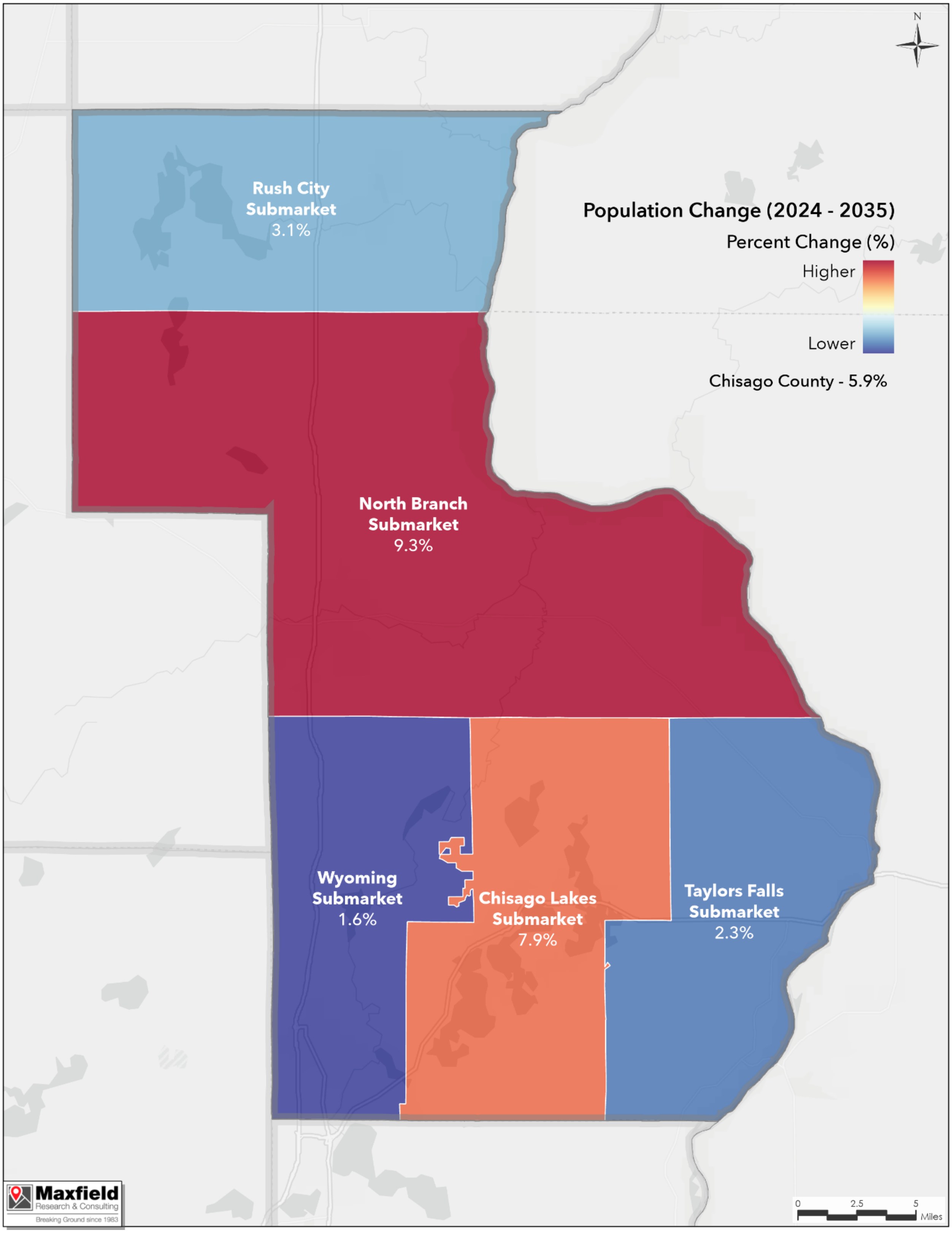
- Between 2020 and 2030, the largest population growth is projected in the North Branch submarket, where the population is projected to increase by 10.9% (1,855 people) followed by the Chisago Lakes Submarket, which is forecast to grow by 8.6%, or 1,365 people during the 2020s. All submarkets are forecast to see population growth during the 2020s.



- Similarly, all county submarkets are projected to have an increase in number of households between 2020 and 2030. The North Branch submarket is projected to have the largest increase, gaining 768 households (12.4%), followed by the Chisago Lakes submarket, which is forecast to increase by 8.6%, or 528 households.

- Due to declining household size, household growth is projected to outpace population growth. An 8.4% (1,763) increase in households is forecast for Chisago County between 2020 to 2030.

Population Change by Submarket (2024 – 2035)



Household Change by Submarket (2024 – 2035)

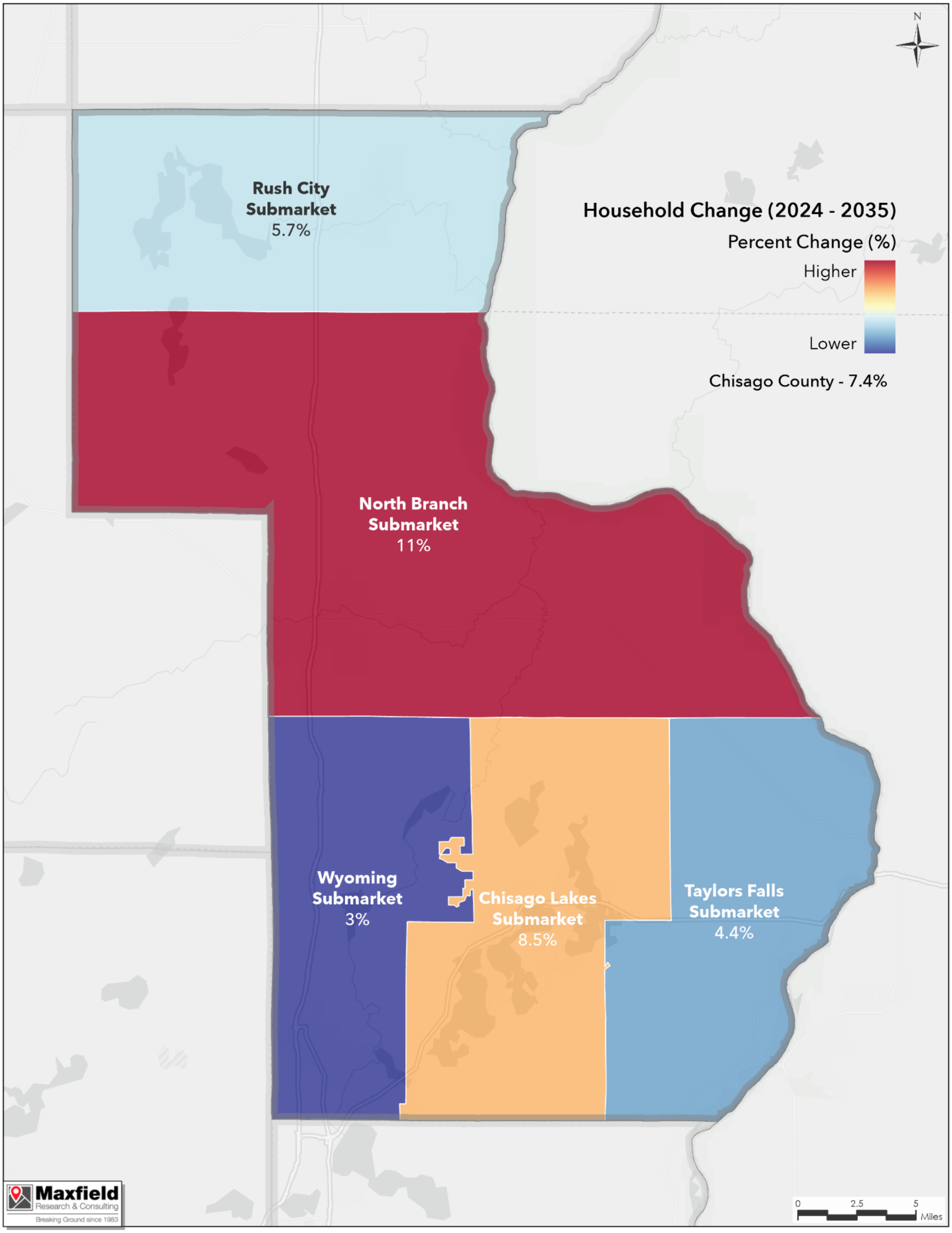


TABLE D-3
POPULATION AND HOUSEHOLD GROWTH TRENDS AND PROJECTIONS
CHISAGO COUNTY
2010 to 2035

	U.S. Census		Estimate	Forecast	Forecast	Change					
						2010 to 2020		2020 to 2030		2030 to 2035	
	2010	2020	2024	2030	3035	No.	Pct.	No.	Pct.	No.	Pct.
POPULATION											
Chisago Lakes Submarket	14,693	15,893	16,554	17,258	17,868	1,200	8.2	1,365	8.59	610	3.7
North Branch Submarket	16,148	17,040	18,001	18,895	19,674	892	5.5	1,855	10.9	779	4.3
Rush City Submarket	5,834	5,950	6,101	6,203	6,290	116	2.0	253	4.3	86	1.4
Taylors Falls Submarket	4,874	5,041	5,182	5,247	5,302	167	3.4	206	4.1	55	1.1
Wyoming Submarket	12,338	12,697	13,000	13,110	13,203	359	2.9	413	3.3	93	0.7
Chisago County	**53,887**	**56,621**	**58,838**	**60,714**	**62,337**	**2,734**	**5.1**	**4,093**	**7.2**	**1,623**	**2.7**
7-County Metro Area	2,288,729	3,163,104	3,237,422	3,451,000	3,550,564	874,375	38.2	287,896	9.1	99,564	3.1
Minnesota	4,375,099	5,706,494	5,826,205	5,966,092	6,085,226	1,331,395	30.4	259,598	4.5	119,134	2.0
HOUSEHOLDS											
Chisago Lakes Submarket	5,705	6,139	6,376	6,667	6,921	434	7.6	528	8.6	253	4.0
North Branch Submarket	5,788	6,219	6,600	6,987	7,327	431	7.4	768	12.4	340	5.1
Rush City Submarket	1,882	1,971	2,040	2,103	2,156	89	4.7	132	6.7	54	2.6
Taylors Falls Submarket	1,738	1,921	1,988	2,035	2,075	183	10.5	114	5.9	40	2.0
Wyoming Submarket	4,357	4,650	4,793	4,871	4,937	293	6.7	221	4.8	66	1.4
Chisago County	**19,470**	**20,900**	**21,797**	**22,663**	**23,416**	**1,430**	**7.3**	**1,763**	**8.4**	**752**	**3.5**
7-County Metro Area	1,117,749	1,239,526	1,273,545	1,351,000	1,398,176	121,777	10.9	111,474	9.0	47,176	3.7
Minnesota	2,085,917	2,253,990	2,309,848	2,382,698	2,445,159	168,073	8.1	128,708	5.7	62,461	2.7
PERSONS PER HOUSEHOLD											
Chisago Lakes Submarket	2.58	2.59	2.60	2.59	2.58	0.01	0.5	0.00	0.0	-0.01	-0.3
North Branch Submarket	2.79	2.74	2.73	2.70	2.69	-0.05	-1.8	-0.04	-1.3	-0.04	-1.5
Rush City Submarket	3.10	3.02	2.99	2.95	2.92	-0.08	-2.6	-0.07	-2.3	-0.07	-2.5
Taylors Falls Submarket	2.80	2.62	2.61	2.58	2.56	-0.18	-6.4	-0.05	-1.7	-0.05	-2.0
Wyoming Submarket	2.83	2.73	2.71	2.69	2.67	-0.10	-3.6	-0.04	-1.4	-0.04	-1.4
Chisago County	**2.77**	**2.71**	**2.70**	**2.68**	**2.66**	**-0.06**	**-2.1**	**-0.03**	**-1.1**	**-0.04**	**-1.4**
7-County Metro Area	2.05	2.55	2.54	2.55	2.54	0.50	24.6	0.00	0.1	0.00	-0.1
Minnesota	2.10	2.53	2.52	2.50	2.49	0.43	20.7	-0.03	-1.1	-0.03	-1.3

Sources: U.S. Census Bureau; ESRI; State Demographic Center; Maxfield Research and Consulting

Household Size

Household size is calculated by dividing the number of persons in households by the number of households (or householders). Nationally, the average number of people per household has been declining for over a century; however, there have been sharp declines starting in the 1960s and 1970s. Persons per household in the U.S. were about 4.5 in 1916 and declined to 3.2 in the 1960s. Over the past 50 years, it dropped to 2.57 as of the 2000 Census. However, due to the economic recession this trend has been temporarily halted as renters and laid-off employees "doubled-up," which increased the average U.S. household size to 2.59 as of the 2010 Census. As of the 2020 Census, the average U.S. household size increased to 2.61.

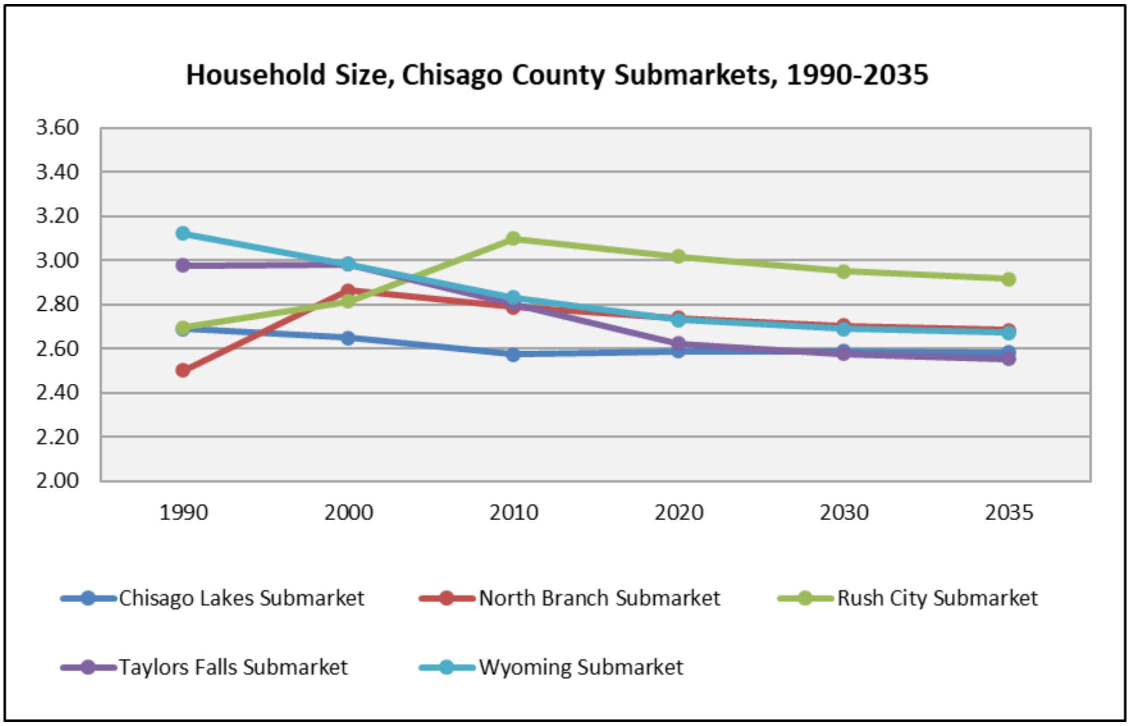
Changes in household size can be caused by many factors, including: aging, higher divorce rates, cohabitation, smaller family sizes, demographic trends in marriage, etc. Most of these changes have resulted from shifts in societal values, the economy, and improvements in health care that have influenced how people organize their lives. Table D-3 highlights the declining household size in Chisago County and its submarkets.

- In 1990 household size in Chisago County ranged from 2.50 in the North Branch submarket to 3.12 in the Wyoming submarket. By the 2000 Census, household size had increased to a low of 2.65 in the Chisago Lakes submarket and highs of 2.98 in the Taylors Falls submarket.

- The Rush City submarket reported the largest household size in 2010, at 3.10 persons per household, compared to 2.77 in Chisago County.

- The trend toward smaller household size is expected to continue through 2030, although the decline will be a slower pace than recorded between 1990 and 2010. Household sizes are forecast to range from 2.58 in the Taylors Falls submarket to 2.95 in the Rush City submarket in 2030.

- The overall Chisago County household size is projected to be 2.66 by 2030. Chisago County's projected household size will be higher than that of the State of Minnesota (2.49) and the Twin Cities Metro Area (2.54) by 2030.



Age Distribution Trends

Table D-4 shows the distribution of persons within nine age cohorts for the five submarkets in Chisago County in 2000, 2010 and 2020 with estimates for 2024 and projections through 2030. The 2000, 2010 and 2020 age distribution is from the U.S. Census Bureau. Maxfield Research and Consulting derived the 2024 estimates, as well as the 2030 projections from ESRI with adjustments made to reflect local trends.

The key points from the table are found below.

- In 2010, the largest adult age cohort in each of the submarkets was the 45 to 54 age cohort. In 2020, the largest age cohort in each submarket is (except Rush City), the 55 to 64 age cohort will be the largest adult age cohort, while the 25 to 34 age cohort will be the largest in the Rush City submarket.

- The largest proportional growth is expected to occur among the 75 to 84 age cohort in Chisago County, increasing by 60.2% between 2020 and 2030. The 75 to 84 age cohort is also forecast to have the largest proportional growth in each of the five submarkets as well. Strong growth in the age 75+ age groups across the county indicates that there will likely be demand for additional senior housing in the coming years.

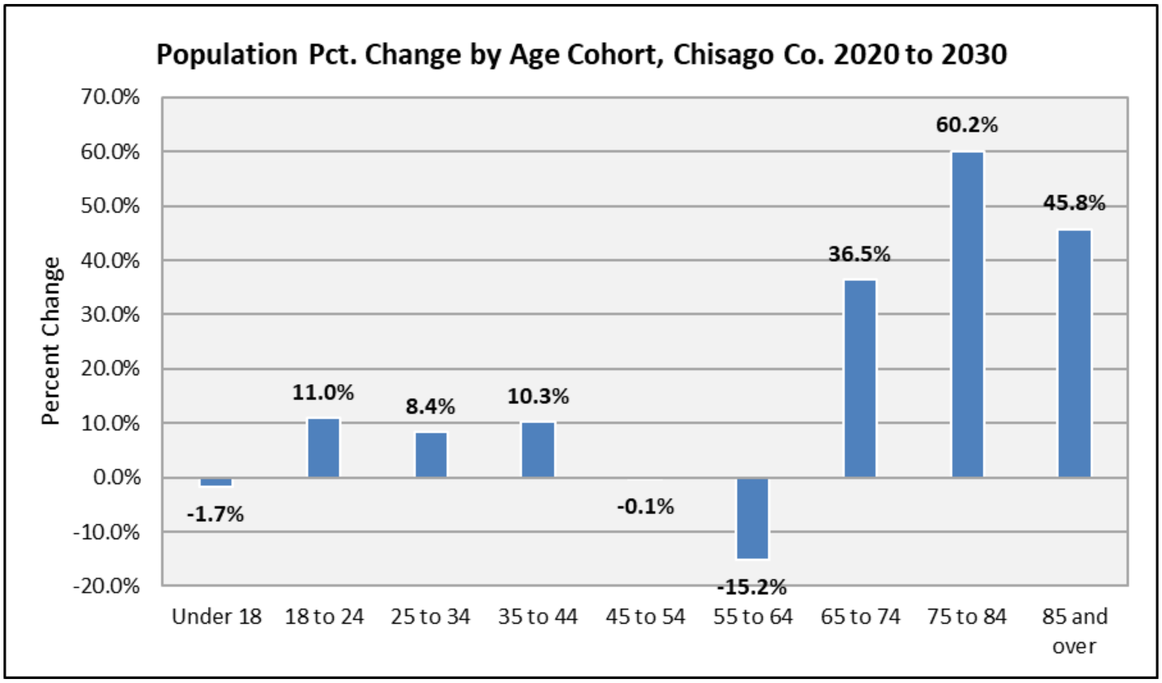
TABLE D-4
POPULATION AGE DISTRIBUTION
CHISAGO COUNTY
2000 to 2030

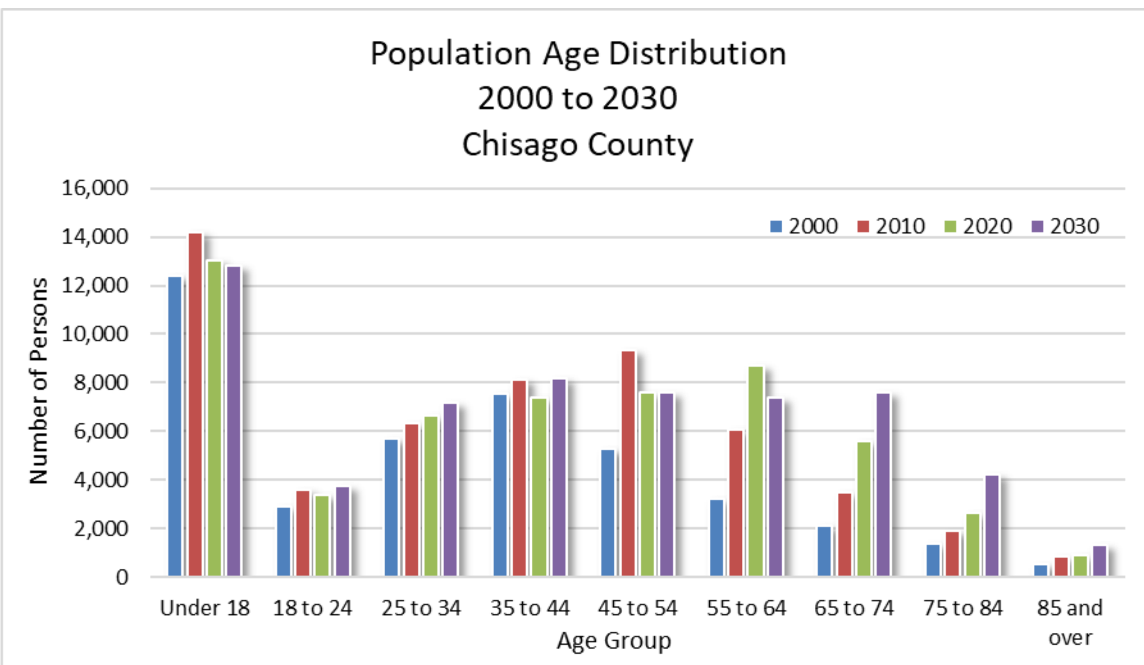
	Census			Estimate	Projection	Change			
	2000	2010	2020	2024	2030	2010 - 2020		2020-2030	
Age	No.	No.	No.	No.	No.	No.	Pct.	No.	Pct.
CHISAGO LAKES SUBMARKET									
Under 18	2,578	3,698	3,651	3,564	3,535	-47	-1.3	-116	-3.2
18 to 24	636	847	848	1,048	989	1	0.1	141	16.7
25 to 34	1,131	1,429	1,556	1,527	1,907	127	8.9	351	22.6
35 to 44	1,606	2,051	2,037	2,211	2,057	-14	-0.7	20	1.0
45 to 54	1,268	2,479	2,025	2,022	2,213	-454	-18.3	188	9.3
55 to 64	857	1,860	2,474	2,411	2,111	614	33.0	-363	-14.7
65 to 74	635	1,186	1,839	2,029	2,268	653	55.1	429	23.3
75 to 84	525	725	921	1,146	1,491	196	27.0	570	61.9
85 and over	259	418	341	395	518	-77	-18.4	177	51.9
Subtotal	***9,495***	***14,693***	***15,692***	***16,353***	***17,089***	***999***	***6.8***	***1,397***	***8.9***
NORTH BRANCH SUBMARKET									
Under 18	4,197	5,367	4,130	4,257	4,215	-1,237	-23.0	85	2.1
18 to 24	962	1,288	1,025	1,177	1,203	-263	-20.4	178	17.4
25 to 34	2,045	2,265	2,136	2,095	2,188	-129	-5.7	52	2.4
35 to 44	2,354	3,115	2,240	2,564	2,682	-875	-28.1	442	19.7
45 to 54	1,591	3,296	2,347	2,278	2,386	-949	-28.8	39	1.7
55 to 64	957	1,996	2,423	2,469	2,291	427	21.4	-132	-5.4
65 to 74	624	1,115	1,550	1,727	2,173	435	39.0	623	40.2
75 to 84	369	564	707	892	1,170	143	25.4	463	65.4
85 and over	106	233	266	309	382	33	14.2	116	43.7
Subtotal	***13,205***	***19,239***	***16,824***	***17,768***	***18,691***	***-2,415***	***-12.6***	***1,867***	***11.1***
RUSH CITY SUBMARKET									
Under 18	1,213	1,219	1,075	1,039	1,010	-144	-11.8	-65	-6.0
18 to 24	361	520	461	492	470	-59	-11.3	9	2.1
25 to 34	631	909	997	1,015	1,064	88	9.7	67	6.8
35 to 44	801	871	822	919	988	-49	-5.6	166	20.2
45 to 54	590	951	782	708	676	-169	-17.8	-106	-13.6
55 to 64	414	653	836	824	734	183	28.0	-102	-12.2
65 to 74	332	405	562	632	696	157	38.8	134	23.9
75 to 84	204	233	268	316	387	35	15.0	119	44.3
85 and over	90	73	92	101	130	19	26.0	38	41.8
Subtotal	***4,636***	***5,834***	***5,895***	***6,046***	***6,156***	***61***	***1.0***	***261***	***4.4***
TAYLORS FALLS SUBMARKET									
Under 18	972	1,254	1,195	1,209	1,160	-59	-4.7	-35	-2.9
18 to 24	201	319	308	313	300	-11	-3.3	-8	-2.6
25 to 34	335	651	559	567	597	-92	-14.1	38	6.8
35 to 44	577	686	671	752	711	-15	-2.2	40	6.0
45 to 54	453	921	618	561	640	-303	-32.9	22	3.5
55 to 64	242	571	840	773	601	269	47.1	-239	-28.4
65 to 74	161	287	482	577	715	195	67.9	233	48.4
75 to 84	88	146	227	288	364	81	55.5	137	60.3
85 and over	39	40	75	78	105	35	87.5	30	40.1
Subtotal	***3,068***	***4,874***	***4,975***	***5,118***	***5,194***	***101***	***2.1***	***219***	***4.4***
WYOMING SUBMARKET									
Under 18	3,435	2,648	3,001	3,070	2,910	353	13.3	-91	-3.0
18 to 24	739	620	758	808	813	138	22.2	55	7.2
25 to 34	1,575	1,076	1,396	1,308	1,447	320	29.7	51	3.7
35 to 44	2,195	1,401	1,629	1,845	1,727	228	16.3	98	6.0
45 to 54	1,381	1,678	1,842	1,631	1,690	164	9.8	-152	-8.3
55 to 64	757	1,002	2,122	1,992	1,640	1,120	111.8	-482	-22.7
65 to 74	362	489	1,141	1,414	1,760	652	133.3	619	54.3
75 to 84	191	242	500	593	790	258	106.6	290	58.0
85 and over	62	91	149	177	210	58	63.7	61	40.9
Subtotal	**10,697**	**9,247**	**12,538**	**12,838**	**12,986**	***3,291***	***35.6***	***448***	***3.6***
CHISAGO COUNTY									
Under 18	12,395	14,185	13,052	13,139	12,830	-1,133	-8.0	-222	-1.7
18 to 24	2,899	3,594	3,400	3,838	3,776	-194	-5.4	376	11.0
25 to 34	5,717	6,330	6,644	6,512	7,201	314	5.0	557	8.4
35 to 44	7,533	8,124	7,399	8,291	8,163	-725	-8.9	764	10.3
45 to 54	5,283	9,325	7,614	7,200	7,604	-1,711	-18.3	-10	-0.1
55 to 64	3,227	6,082	8,695	8,469	7,375	2,613	43.0	-1,320	-15.2
65 to 74	2,114	3,482	5,574	6,379	7,609	2,092	60.1	2,035	36.5
75 to 84	1,377	1,910	2,623	3,235	4,201	713	37.3	1,578	60.2
85 and over	556	855	923	1,060	1,345	68	8.0	422	45.8
Total	**41,101**	**53,887**	**55,924**	**58,123**	**60,104**	***2,037***	***3.8***	***4,180***	***7.5***

Sources: U.S. Census Bureau; ESRI; Maxfield Research and Consulting LLC

- In Chisago County, all age cohorts are expected to experience growth between 2020 to 2030, except in age cohorts 55 to 64 (15.2%) and the under 18 (1.7%).

- The population over 65 is expected grow in each submarket from 2020 to 2030. The increasing older adult population reflects larger state and national trends of an aging population, largely due to aging of the sizable baby boom generation.



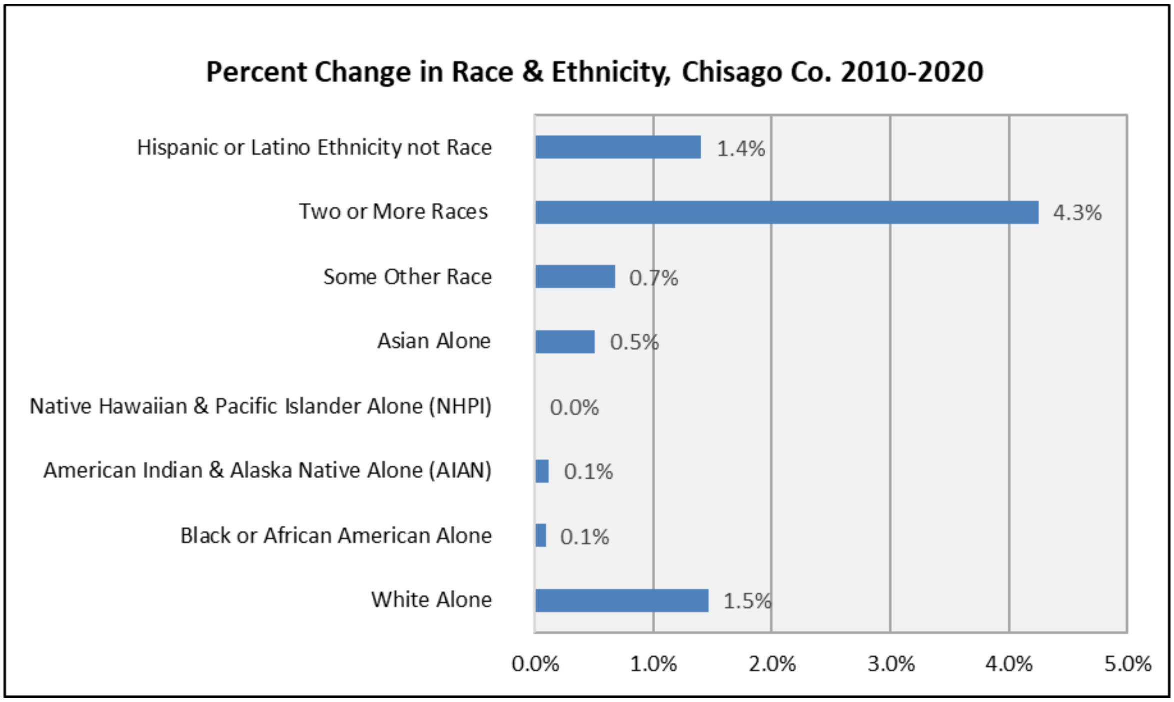


Race of Population

The race of the population illustrates the diversity for each submarket in Chisago County. Data for 2010 and 2020 was obtained from the U.S. Census and is presented in Table D-5.

- The majority of Chisago County residents reported their race as "White Alone" in 2010 (94.0%) and 2020 (95.5%).

- From 2010 to 2020, the county has seen either an increase percentage or no measurable change for all races.



- Between 2010 and 2020 the Hispanic or Latino population increased in all submarkets, except in the North Branch submarket. In 2010, 1.7% of the county population reported their ethnicity as Hispanic or Latino. In 2020, the proportion of the population reporting their ethnicity as Hispanic or Latino increased by 0.4% to account for 2.1% of the county's population.

TABLE D-5
POPULATION DISTRIBUTION BY RACE
CHISAGO COUNTY
2010 and 2020

NUMBER	White Alone		Black or African American Alone		American Indian and Alaska Native Alone (AIAN)		Native Hawaiian and Pacific Islander Alone (NHPI)		Asian Alone		Some Other Race		Two or More Races		Hispanic or Latino [1] *Ethnicity not Race*	
	2010	2020	2010	2020	2010	2020	2010	2020	2010	2020	2010	2020	2010	2020	2010	2020
Chisago Lakes Sub.	14,008	14,810	0	58	29	44	0	0	36	161	54	113	72	707	164	400
North Branch Sub.	15,415	15,467	51	132	23	106	3	3	188	332	19	161	224	839	346	36
Rush City Sub.	4,700	4,918	723	542	171	119	0	2	60	52	12	27	70	290	164	141
Taylors Falls Sub.	4,664	4,631	12	31	23	28	0	0	86	39	7	36	58	276	51	200
Wyoming Sub.	11,870	11,568	19	90	28	42	0	1	134	192	26	145	59	659	198	337
Chisago County	**50,657**	**51,394**	**805**	**853**	**274**	**339**	**3**	**6**	**504**	**776**	**118**	**482**	**483**	**2,771**	**923**	**1,115**
Twin Cities Metro Area	**2,246,356**	**2,098,826**	**238,723**	**320,547**	**20,219**	**22,916**	**1,262**	**1,134**	**183,421**	**249,563**	**74,516**	**111,071**	**84,383**	**208,119**	**167,558**	**216,446**
PERCENTAGE																
Chisago Lakes Sub.	95.3%	93.2%	0.0%	0.4%	0.2%	0.3%	0.0%	0.0%	0.2%	1.0%	0.4%	0.7%	0.5%	4.4%	1.1%	2.5%
North Branch Sub.	95.5%	90.8%	0.3%	0.8%	0.1%	0.6%	0.0%	0.0%	1.2%	1.9%	0.1%	0.9%	1.4%	4.9%	2.1%	0.2%
Rush City Sub.	80.6%	82.7%	12.4%	9.1%	2.9%	2.0%	0.0%	0.0%	1.0%	0.9%	0.2%	0.5%	1.2%	4.9%	2.8%	2.4%
Taylors Falls Sub.	95.7%	91.9%	0.2%	0.6%	0.5%	0.6%	0.0%	0.0%	1.8%	0.8%	0.1%	0.7%	1.2%	5.5%	1.0%	4.0%
Wyoming Sub.	96.2%	91.1%	0.2%	0.7%	0.2%	0.3%	0.0%	0.0%	1.1%	1.5%	0.2%	1.1%	0.5%	5.2%	1.6%	2.7%
Chisago County	**94.0%**	**95.5%**	**1.5%**	**1.6%**	**0.5%**	**0.6%**	**0.0%**	**0.0%**	**0.9%**	**1.4%**	**0.2%**	**0.9%**	**0.9%**	**5.1%**	**1.7%**	**2.1%**
Twin Cities Metro Area	**78.8%**	**66.4%**	**8.4%**	**10.1%**	**0.7%**	**0.7%**	**0.0%**	**0.0%**	**6.4%**	**7.9%**	**2.6%**	**3.5%**	**3.0%**	**6.6%**	**5.9%**	**6.8%**

[1] US Census respondents list themselves ethnically Hispanic or Latino and racially in one of the other listed categories.

Sources: U.S. Census Bureau ACS; Maxfield Research and Consulting LLC

Household Income by Age of Householder

The estimated distribution of household incomes in Chisago County and each submarket for 2024 and 2030 are shown in Tables D-6 through D-11. The data was estimated by Maxfield Research and Consulting based on income trends provided by ESRI. The data helps ascertain the demand for different housing products based on the size of the market at specific cost levels.

The Department of Housing and Urban Development defines affordable housing costs as 30% of a household's adjusted gross income. For example, a household with an income of $50,000 per year would be able to afford a monthly housing cost of about $1,250. Maxfield Research and Consulting utilizes a figure of 25% to 30% for younger households and 40% or more for seniors, since seniors generally have lower living expenses and can often sell their homes and use the proceeds toward rent payments.

A generally accepted standard for affordable owner-occupied housing is that a typical household can afford to pay 3.0 to 3.5 times their annual income on a single-family home. Thus, a $50,000 income would translate to an affordable single-family home of $150,000 to $175,000. The higher end of this range assumes that the person has adequate funds for down payment and closing costs, but also does not include savings or equity in an existing home.

Table D-6 presents household income by the age of the householder in Chisago County for 2024 and 2030.

- In 2024, the median income for Chisago County was $102,724 across all ages. Between 2018 (the previous study), and 2024 the median income increased by 46%. The median income is forecast to rise by 8.0% to $110,936 in 2030.

- The median income for Chisago County is higher than the median income for Minnesota in 2024 where it is $86,801. The trend will continue into 2030 where the median income for Minnesota will be slightly lower than Chisago County at $100,422. Chisago County's median income in 2024 is slightly higher than the 7-County Metro Area ($102,724 vs. $96,905)

- The highest median income was recorded among those ages 45 to 54 at $117,381 in 2024. In 2030, age 45 to 54 households are expected to remain the highest earners with a median income of $127,425, an 8.6% increase.

- Between 2024 and 2030 the median income of householders age 75+ is forecast to experience the greatest growth, increasing 25.9% from $48,872 in 2024 to $59,022 in 2030. The increase in income among this age group reflects the population growth of the older age cohort and the tendency for people to work until an older age.

TABLE D-6
HOUSEHOLD INCOME BY AGE OF HOUSEHOLDER
CHISAGO COUNTY
2024 and 2030

		Age of Householder						
	Total	Under 25	25-34	35-44	45-54	55-64	65 -74	75+
2024								
Less than $15,000	976	27	64	70	76	209	211	319
$15,000 to $24,999	719	22	35	41	42	124	171	284
$25,000 to $34,999	1,112	38	104	78	88	165	229	410
$35,000 to $49,999	1,759	68	174	218	181	324	405	389
$50,000 to $74,999	2,884	69	262	436	443	669	624	381
$75,000 to $99,999	2,945	67	403	584	503	644	500	244
$100,000 to $149,999	5,633	82	753	1,347	1,174	1,216	793	268
$150,000 to $199,999	3,479	24	429	723	762	760	507	274
$200,000+	2,290	5	255	590	511	546	274	109
Total	**21,797**	**402**	**2,479**	**4,087**	**3,780**	**4,657**	**3,714**	**2,678**
Median Income	*$102,724*	*$64,527*	*$108,410*	*$116,349*	*$117,381*	*$105,041*	*$84,162*	*$46,872*
2030								
Less than $15,000	911	29	54	61	66	143	202	354
$15,000 to $24,999	568	17	26	28	29	72	133	262
$25,000 to $34,999	938	30	79	57	59	101	197	415
$35,000 to $49,999	1,480	53	150	170	142	209	341	414
$50,000 to $74,999	2,638	66	243	365	365	501	643	454
$75,000 to $99,999	2,894	67	398	517	472	537	571	331
$100,000 to $149,999	6,019	89	845	1,316	1,241	1,124	1,004	401
$150,000 to $199,999	4,412	26	566	833	924	833	758	471
$200,000+	2,804	4	342	656	624	584	404	190
Total	**22,663**	**382**	**2,703**	**4,005**	**3,923**	**4,106**	**4,253**	**3,291**
Median Income	*$110,936*	*$72,388*	*$117,407*	*$124,103*	*$127,425*	*$115,979*	*$101,183*	*$59,022*
Change - 2024 to 2030								
Less than $15,000	-65	2	-10	-9	-10	-66	-9	35
$15,000 to $24,999	-151	-5	-9	-13	-13	-52	-38	-22
$25,000 to $34,999	-174	-8	-25	-21	-29	-64	-32	5
$35,000 to $49,999	-279	-15	-24	-48	-39	-115	-64	25
$50,000 to $74,999	-246	-3	-19	-71	-78	-168	19	73
$75,000 to $99,999	-51	0	-5	-67	-31	-107	71	87
$100,000 to $149,999	386	7	92	-31	67	-92	211	133
$150,000 to $199,999	933	2	137	110	162	73	251	197
$200,000+	514	-1	87	66	113	38	130	81
Total	**866**	**-20**	**224**	**-82**	**143**	**-551**	**539**	**613**
Median Income	*$8,212*	*$7,861*	*$8,997*	*$7,754*	*$10,044*	*$10,938*	*$17,021*	*$12,150*

Sources: ESRI; Maxfield Research and Consulting.

Table D-7 shows the median income for the Chisago Lakes submarket for 2024 and 2030.

- The 2024 median income for the Chisago Lakes submarket was $107,934 for all age cohorts. The median income is expected to rise to $115,698 in 2030, a 7.7% increase in median income.

TABLE D-7
HOUSEHOLD INCOME BY AGE OF HOUSEHOLDER
CHISAGO LAKES SUBMARKET
2024 and 2030

		Age of Householder						
	Total	**Under 25**	**25-34**	**35-44**	**45-54**	**55-64**	**65 -74**	**75+**
				2024				
Less than $15,000	254	1	10	15	19	44	60	105
$15,000 to $24,999	192	5	11	7	8	21	53	87
$25,000 to $34,999	219	4	17	12	18	34	50	84
$35,000 to $49,999	463	12	43	44	39	79	108	138
$50,000 to $74,999	738	11	69	85	88	146	185	154
$75,000 to $99,999	928	15	109	167	155	186	183	113
$100,000 to $149,999	1,735	13	209	395	339	369	308	102
$150,000 to $199,999	1,068	6	119	217	245	224	158	99
$200,000+	779	2	76	183	181	194	103	40
Total	**6,376**	**69**	**663**	**1,125**	**1,092**	**1,297**	**1,208**	**922**
Median Income	*$107,394*	*$76,723*	*$111,639*	*$122,656*	*$126,311*	*$113,206*	*$94,027*	*$55,757*
				2030				
Less than $15,000	237	1	9	14	16	30	52	114
$15,000 to $24,999	150	3	8	6	6	11	38	78
$25,000 to $34,999	179	3	14	5	11	19	38	89
$35,000 to $49,999	386	8	37	32	27	49	82	150
$50,000 to $74,999	682	10	69	63	70	100	183	187
$75,000 to $99,999	907	15	114	142	140	156	185	154
$100,000 to $149,999	1,847	14	258	361	359	342	366	148
$150,000 to $199,999	1,304	6	164	233	286	233	217	165
$200,000+	976	2	116	205	221	221	140	73
Total	**6,667**	**62**	**789**	**1,061**	**1,135**	**1,161**	**1,302**	**1,158**
Median Income	*$115,698*	*$82,715*	*$121,265*	*$131,683*	*$137,632*	*$125,509*	*$106,174*	*$68,243*
				Change - 2024 to 2029				
Less than $15,000	-17	0	-1	-1	-3	-14	-8	9
$15,000 to $24,999	-42	-2	-3	-1	-2	-10	-15	-9
$25,000 to $34,999	-40	-1	-3	-7	-7	-15	-12	5
$35,000 to $49,999	-77	-4	-6	-12	-12	-30	-26	12
$50,000 to $74,999	-56	-1	-0	-22	-18	-46	-2	33
$75,000 to $99,999	-21	0	5	-25	-15	-30	2	41
$100,000 to $149,999	112	1	49	-34	20	-27	58	46
$150,000 to $199,999	236	0	45	16	41	9	59	66
$200,000+	197	0	40	22	40	27	37	33
Total	**291**	**-7**	**126**	**-64**	**43**	**-136**	**94**	**236**
Median Income	*$8,304*	*$5,992*	*$9,626*	*$9,027*	*$11,321*	*$12,303*	*$12,147*	*$12,486*

Sources: ESRI; Maxfield Research and Consulting

- The highest income earners were those age 45 to 54 in 2024 ($126,311) and 2030 ($137,632). However, the 75+ age cohort is projected to experience the most amount of income growth between 2024 and 2030, increasing by 22.4%.

Table D-8 displays the median income among age cohorts for the North Branch submarket.

TABLE D-8
HOUSEHOLD INCOME BY AGE OF HOUSEHOLDER
NORTH BRANCH
2024 and 2030

		Age of Householder						
	Total	Under 25	25-34	35-44	45-54	55-64	65 -74	75+
2024								
Less than $15,000	326	9	25	25	26	69	63	109
$15,000 to $24,999	285	10	13	23	21	56	65	97
$25,000 to $34,999	398	15	39	26	33	56	90	139
$35,000 to $49,999	449	17	44	62	45	74	118	89
$50,000 to $74,999	871	24	94	153	152	181	167	100
$75,000 to $99,999	814	25	148	171	149	174	109	38
$100,000 to $149,999	1,717	33	289	424	384	318	204	65
$150,000 to $199,999	1,044	10	136	224	247	223	135	69
$200,000+	696	1	87	188	157	176	58	29
Total	**6,600**	**144**	**875**	**1,296**	**1,214**	**1,327**	**1,009**	**735**
Median Income	*$102,783*	*$70,787*	*$107,973*	*$115,716*	*$117,162*	*$105,511*	*$75,265*	*$37,984*
2030								
Less than $15,000	313	10	20	22	23	48	64	125
$15,000 to $24,999	231	9	10	15	16	36	54	91
$25,000 to $34,999	347	12	27	21	23	35	86	142
$35,000 to $49,999	390	14	41	49	36	46	105	97
$50,000 to $74,999	810	21	82	126	125	145	190	120
$75,000 to $99,999	816	27	137	167	141	155	134	54
$100,000 to $149,999	1,862	34	305	437	401	313	278	94
$150,000 to $199,999	1,371	12	183	281	306	261	208	120
$200,000+	848	1	110	219	186	192	91	49
Total	**6,987**	**141**	**916**	**1,338**	**1,258**	**1,234**	**1,208**	**892**
Median Income	*$110,891*	*$77,688*	*$116,349*	*$124,287*	*$126,867*	*$118,238*	*$93,742*	*$48,201*
Change - 2024 to 2029								
Less than $15,000	-13	1	-5	-3	-3	-21	1	16
$15,000 to $24,999	-54	-1	-3	-8	-5	-20	-11	-6
$25,000 to $34,999	-51	-3	-12	-5	-10	-21	-4	3
$35,000 to $49,999	-59	-3	-3	-13	-9	-28	-13	8
$50,000 to $74,999	-61	-3	-12	-27	-27	-36	23	20
$75,000 to $99,999	2	2	-11	-4	-8	-19	25	16
$100,000 to $149,999	145	1	16	13	17	-5	74	29
$150,000 to $199,999	327	2	47	57	59	38	73	51
$200,000+	152	0	23	31	29	16	33	20
Total	**387**	**-3**	**41**	**42**	**44**	**-93**	**199**	**157**
Median Income	*$8,108 #*	*$6,901*	*$8,376*	*$8,571*	*$9,705*	*$12,727*	*$18,477*	*$10,217*

Sources: ESRI; Maxfield Research and Consulting

- In 2024, the median income of the North Branch submarket was $102,783, rising to $110,891 in 2030, an increase of 7.9%.

- The highest earners in the North Branch submarket were those age 45 to 54 in 2024 ($117,162) and 2030 ($126,867). The largest gain in median income was reported among those age 55 to 64. This age cohort is projected to experience a 8.3% increase in median income between 2024 and 2030.

- The oldest age cohort in the North Branch submarket, those age 75 and over, is forecast to experience large (26.9%) growth in median incomes from 2024 to 2030.

Table D-9 shows the median incomes for the Rush City submarket for 2024 and 2030.

TABLE D-9
HOUSEHOLD INCOME BY AGE OF HOUSEHOLDER
RUSH CITY
2024 and 2030

		Age of Householder						
	Total	**Under 25**	**25-34**	**35-44**	**45-54**	**55-64**	**65 -74**	**75+**
2024								
Less than $15,000	198	13	14	15	14	40	49	53
$15,000 to $24,999	49	1	4	3	3	11	8	19
$25,000 to $34,999	134	5	14	10	9	26	26	44
$35,000 to $49,999	262	20	41	41	34	49	44	33
$50,000 to $74,999	356	14	35	54	61	87	74	31
$75,000 to $99,999	226	10	38	46	31	47	38	16
$100,000 to $149,999	453	11	60	86	78	116	68	34
$150,000 to $199,999	196	1	23	49	32	42	27	22
$200,000+	166	2	14	42	39	33	24	12
Total	**2,040**	**77**	**243**	**346**	**301**	**451**	**358**	**264**
Median Income	*$76,818*	*$49,452*	*$82,202*	*$101,403*	*$98,487*	*$80,482*	*$65,353*	*$41,145*
2030								
Less than $15,000	183	12	12	14	12	30	47	55
$15,000 to $24,999	40	1	3	2	1	7	7	19
$25,000 to $34,999	112	4	11	9	4	20	20	43
$35,000 to $49,999	239	17	37	37	28	40	44	35
$50,000 to $74,999	346	16	38	56	55	70	72	37
$75,000 to $99,999	231	10	42	42	29	45	42	20
$100,000 to $149,999	502	13	72	94	82	109	80	50
$150,000 to $199,999	248	1	28	59	35	50	41	33
$200,000+	202	1	16	50	42	37	37	18
Total	**2,103**	**75**	**260**	**365**	**290**	**409**	**392**	**312**
Median Income	*$87,673*	*$53,794*	*$90,258*	*$107,572*	*$105,697*	*$94,260*	*$77,354*	*$51,478*
Change - 2024 to 2030								
Less than $15,000	-15	-1	-2	-1	-2	-10	-2	2
$15,000 to $24,999	-9	0	-1	-1	-2	-4	-1	0
$25,000 to $34,999	-22	-1	-3	-1	-5	-6	-6	-1
$35,000 to $49,999	-23	-3	-4	-4	-6	-9	0	2
$50,000 to $74,999	-10	2	3	2	-6	-17	-2	6
$75,000 to $99,999	5	0	4	-4	-2	-2	4	4
$100,000 to $149,999	49	2	12	8	4	-7	12	16
$150,000 to $199,999	52	0	5	10	3	8	14	11
$200,000+	36	-1	2	8	3	4	13	6
Total	**63**	**-2**	**17**	**19**	**-11**	**-42**	**34**	**48**
Median Income	*$10,855* #	*$4,342*	*$8,056*	*$6,169*	*$7,210*	*$13,778*	*$12,001*	*$10,333*

Sources: ESRI; Maxfield Research and Consulting

- The median income in the Rush City submarket was $76,818 in 2024, increasing to $87,673 in 2030. The growth in median incomes between 2024 and 2030 reflects a 14.1% increase in incomes. This is the largest proportional increase in median income among all submarkets.

- The highest earners in the Rush City submarket (those ages 35 to 44) have a median income of $101,403 in 2024 and $107,572 in 2030.

- The 55 to 64 age cohort is expected to have the greatest gain in median income, increasing from $80,482 in 2024 to $97,260 in 2030, an increase of 17.1%. The age 75+ age group is forecast to see the largest proportional increase in incomes, growing by 25.1%.

Table D-10 shows the median income for the Taylors Falls submarket for 2024 and 2030.

- The 2024 median income for the Taylors Falls submarket was $102,665 in 2024, rising to $111,709 in 2030 an 8.8% increase in median income.

- The highest median income was reported among the 45 to 54 age cohort for 2024 ($112,996) and 2030 ($122,484).

- The greatest proportional increase in median incomes is projected to occur among those over 75, rising by 29.8% from $48,590 to $63,074. The 65 to 74 age groups incomes are expected to have the largest nominal increase, increasing by $15,274 between 2024 and 2030.

TABLE D-10
HOUSEHOLD INCOME BY AGE OF HOUSEHOLDER
TAYLORS FALLS
2024 and 2030

		Age of Householder						
	Total	**Under 25**	**25-34**	**35-44**	**45-54**	**55-64**	**65 -74**	**75+**
2024								
Less than $15,000	71	1	5	7	8	21	13	16
$15,000 to $24,999	53	2	3	3	4	8	11	22
$25,000 to $34,999	90	6	7	8	6	12	19	32
$35,000 to $49,999	175	7	13	19	14	38	40	44
$50,000 to $74,999	272	8	27	50	42	65	52	28
$75,000 to $99,999	289	6	38	64	50	61	50	20
$100,000 to $149,999	507	9	61	122	104	115	73	23
$150,000 to $199,999	324	3	58	59	57	62	59	26
$200,000+	207	0	30	51	42	46	27	11
Total	**1,988**	**42**	**242**	**383**	**327**	**428**	**344**	**222**
Median Income	*$102,655*	*$63,277*	*$117,383*	*$110,986*	*$112,996*	*$102,331*	*$92,064*	*$48,590*
2030								
Less than $15,000	64	2	4	6	7	14	14	17
$15,000 to $24,999	41	1	2	3	3	5	7	20
$25,000 to $34,999	75	4	7	6	4	7	17	30
$35,000 to $49,999	147	5	11	14	11	23	35	47
$50,000 to $74,999	240	7	24	42	35	47	54	30
$75,000 to $99,999	275	5	35	56	53	43	57	25
$100,000 to $149,999	526	10	62	116	119	97	89	31
$150,000 to $199,999	415	3	68	65	78	63	91	45
$200,000+	252	0	39	54	54	43	42	19
Total	**2,035**	**37**	**253**	**363**	**365**	**343**	**408**	**265**
Median Income	*$111,709*	*$72,506*	*$129,754*	*$116,833*	*$122,484*	*$111,298*	*$107,338*	*$63,074*
Change - 2024 to 2029								
Less than $15,000	-7	1	-1	-1	-1	-7	1	1
$15,000 to $24,999	-12	-1	-1	0	-1	-3	-4	-2
$25,000 to $34,999	-15	-2	0	-2	-2	-5	-2	-2
$35,000 to $49,999	-28	-2	-2	-5	-3	-15	-5	3
$50,000 to $74,999	-32	-1	-3	-8	-7	-18	2	2
$75,000 to $99,999	-14	-1	-3	-8	3	-18	7	5
$100,000 to $149,999	19	1	1	-6	15	-18	16	8
$150,000 to $199,999	91	0	10	6	21	1	32	19
$200,000+	45	0	9	3	12	-3	15	8
Total	**47**	**-5**	**11**	**-20**	**38**	**-85**	**64**	**43**
Median Income	*$9,054* #	*$9,229*	*$12,371*	*$5,847*	*$9,488*	*$8,967*	*$15,274*	*$14,484*

Sources: ESRI; Maxfield Research and Consulting

Table D-11 shows the median income for the Wyoming submarket for 2024 and 2030.

TABLE D-11
HOUSEHOLD INCOME BY AGE OF HOUSEHOLDER
WYOMING
2024 and 2030

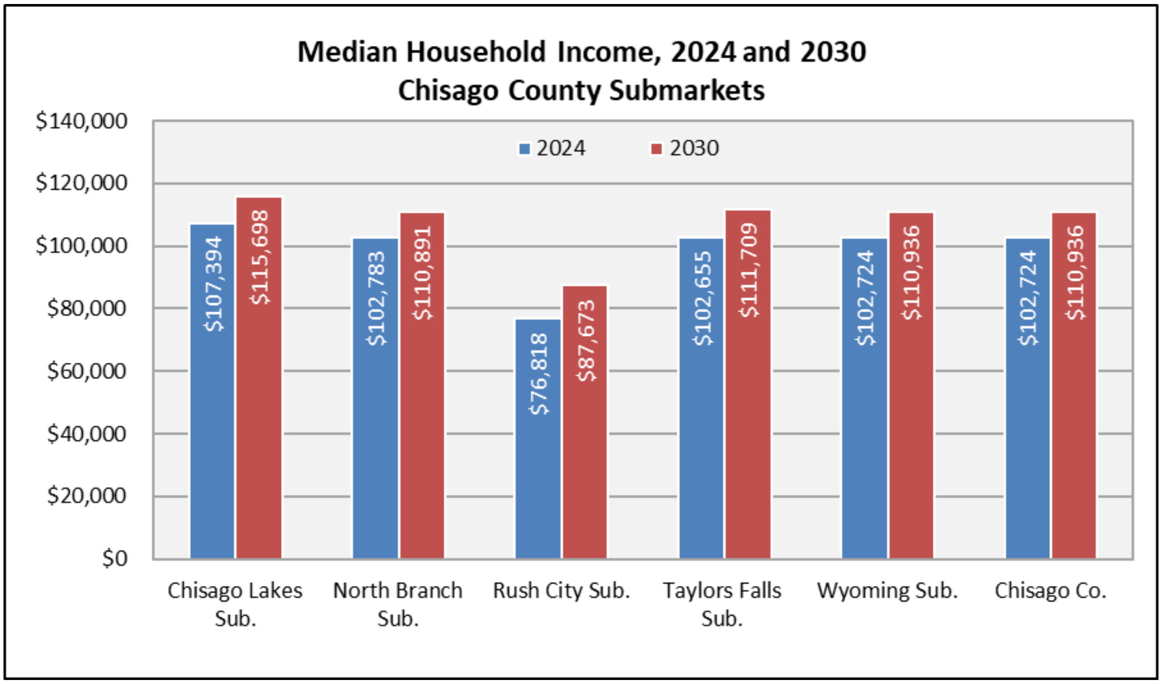
		Age of Householder						
	Total	**Under 25**	**25-34**	**35-44**	**45-54**	**55-64**	**65 -74**	**75+**
				2024				
Less than $15,000	215	6	14	15	17	46	46	70
$15,000 to $24,999	158	5	8	9	9	27	38	62
$25,000 to $34,999	245	8	23	17	19	36	50	90
$35,000 to $49,999	387	15	38	48	40	71	89	86
$50,000 to $74,999	634	15	58	96	97	147	137	84
$75,000 to $99,999	648	15	89	128	111	142	110	54
$100,000 to $149,999	1,239	18	166	296	258	267	174	59
$150,000 to $199,999	765	5	94	159	168	167	111	60
$200,000+	504	1	56	130	112	120	60	24
Total	**4,793**	**88**	**545**	**899**	**831**	**1,024**	**817**	**589**
Median Income	*$102,724*	*$64,527*	*$108,410*	*$116,349*	*$117,381*	*$105,041*	*$84,162*	*$46,872*
				2030				
Less than $15,000	196	6	12	13	14	31	43	76
$15,000 to $24,999	122	4	6	6	6	16	29	56
$25,000 to $34,999	202	6	17	12	13	22	42	89
$35,000 to $49,999	318	11	32	37	31	45	73	89
$50,000 to $74,999	567	14	52	79	79	108	138	98
$75,000 to $99,999	622	14	85	111	101	116	123	71
$100,000 to $149,999	1,294	19	182	283	267	242	216	86
$150,000 to $199,999	948	6	122	179	199	179	163	101
$200,000+	603	1	74	141	134	125	87	41
Total	**4,871**	**82**	**581**	**861**	**843**	**882**	**914**	**707**
Median Income	*$110,936*	*$72,388*	*$117,407*	*$124,103*	*$127,425*	*$115,979*	*$101,183*	*$59,022*
				Change - 2024 to 2030				
Less than $15,000	-19	0	-2	-2	-2	-15	-3	6
$15,000 to $24,999	-36	-1	-2	-3	-3	-12	-9	-6
$25,000 to $34,999	-43	-2	-6	-5	-7	-15	-8	-1
$35,000 to $49,999	-69	-3	-6	-11	-9	-26	-16	3
$50,000 to $74,999	-67	-1	-5	-17	-19	-39	1	14
$75,000 to $99,999	-26	-0	-3	-17	-9	-26	13	18
$100,000 to $149,999	55	1	16	-13	9	-26	41	27
$150,000 to $199,999	183	0	27	20	31	12	51	41
$200,000+	99	-0	17	11	22	5	26	17
Total	**78**	**-6**	**36**	**-38**	**12**	**-142**	**97**	**119**
Median Income	*$8,212 #*	*$7,861*	*$8,997*	*$7,754*	*$10,044*	*$10,938*	*$17,021*	*$12,150*

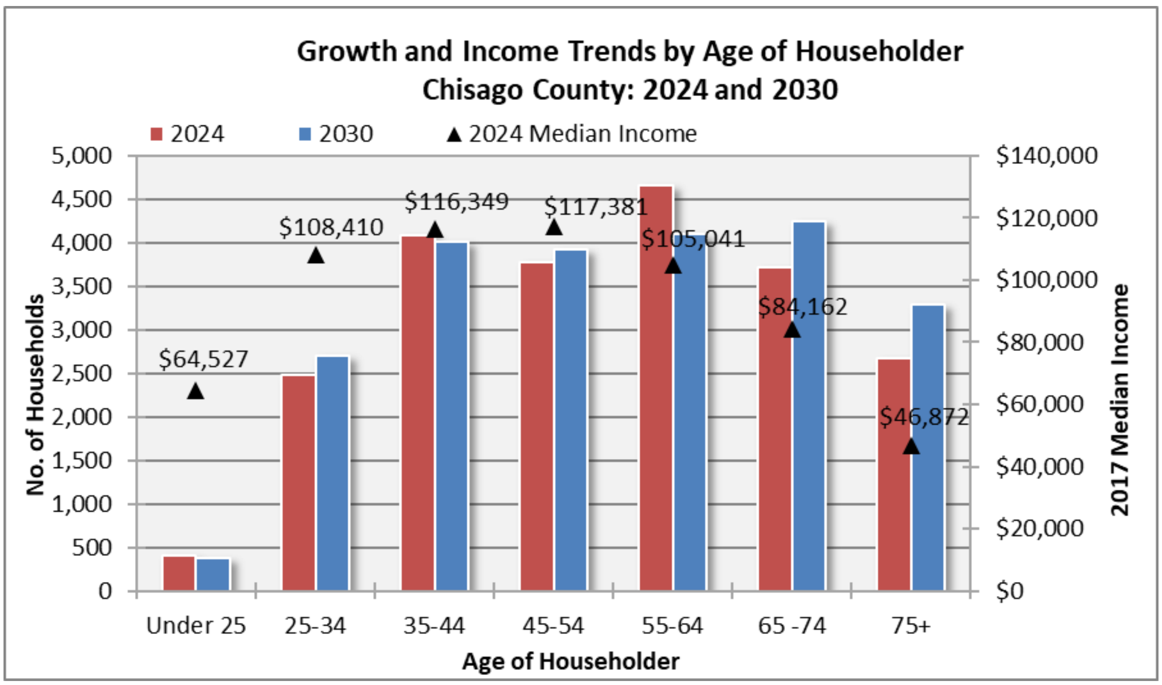
Sources: ESRI; Maxfield Research and Consulting

- In 2024 the median income of the Wyoming submarket was $102,704 rising to $110,936 in 2030.

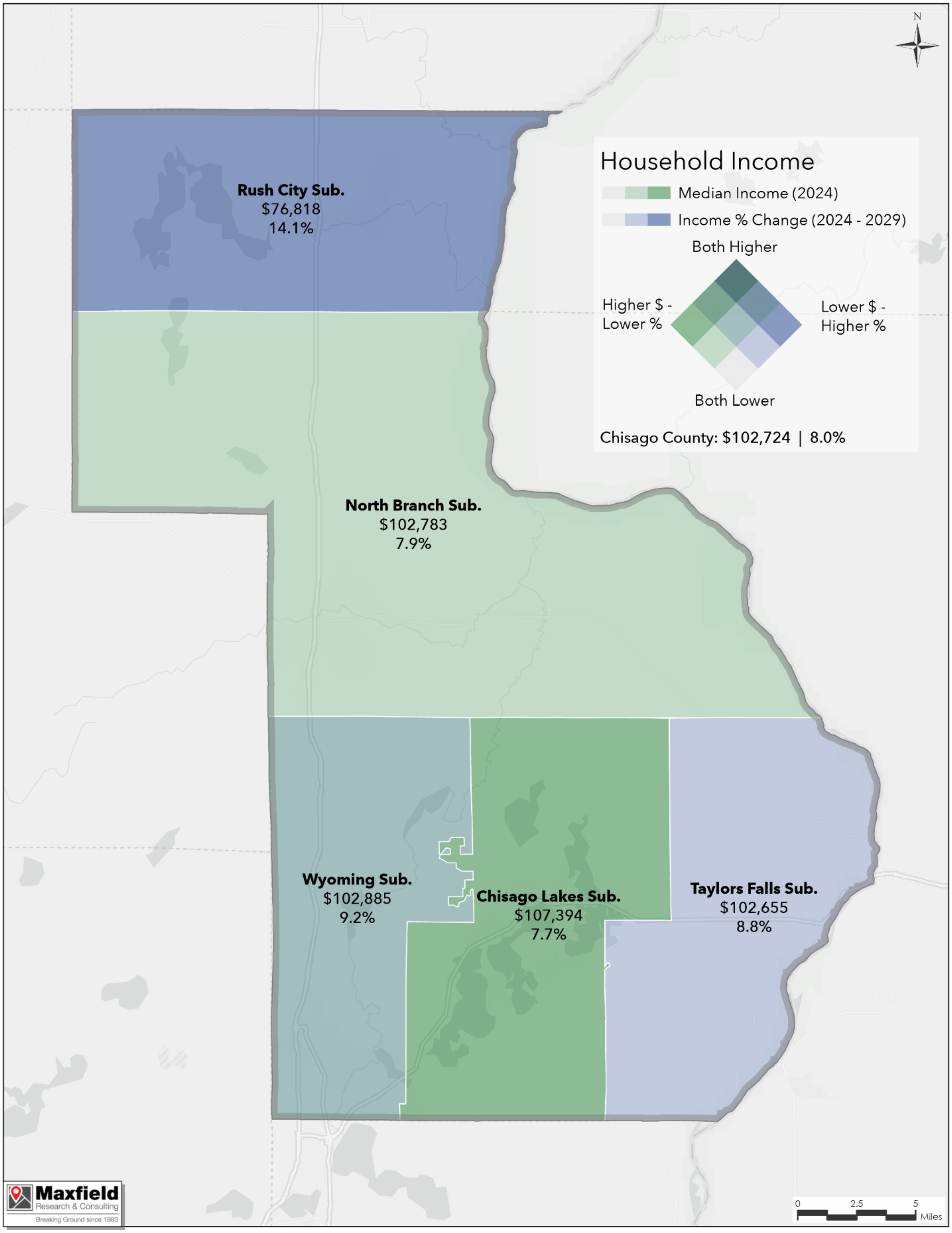
- The highest median income was reported among the 45 to 54 age cohort for 2024 ($117,381) and 2030 ($127,425).

- The greatest proportional increase in median incomes is projected to occur among those over 75, rising by 25.9% from $46,872 to $59,022. The 65 to 74 age groups incomes are expected to have the largest nominal increase, increasing by $17,021 between 2024 and 2030.


Median Household Income, 2024 and 2030
Chisago County Submarkets
2024
2030
$140,000
$120,000
$100,000
$80,000
$60,000
$40,000
$20,000
$0
$107,394
$115,698
$102,783
$110,891
$76,818
$87,673
$102,655
$111,709
$102,724
$110,936
$102,724
$110,936
Chisago Lakes Sub.
North Branch Sub.
Rush City Sub.
Taylors Falls Sub.
Wyoming Sub.
Chisago Co.


Growth and Income Trends by Age of Householder
Chisago County: 2024 and 2030
2024
2030
2024 Median Income
No. of Households
2017 Median Income
$64,527
$108,410
$116,349
$117,381
$105,041
$84,162
$46,872
Under 25
25-34
35-44
45-54
55-64
65 -74
75+
Age of Householder

Household Income by Submarket

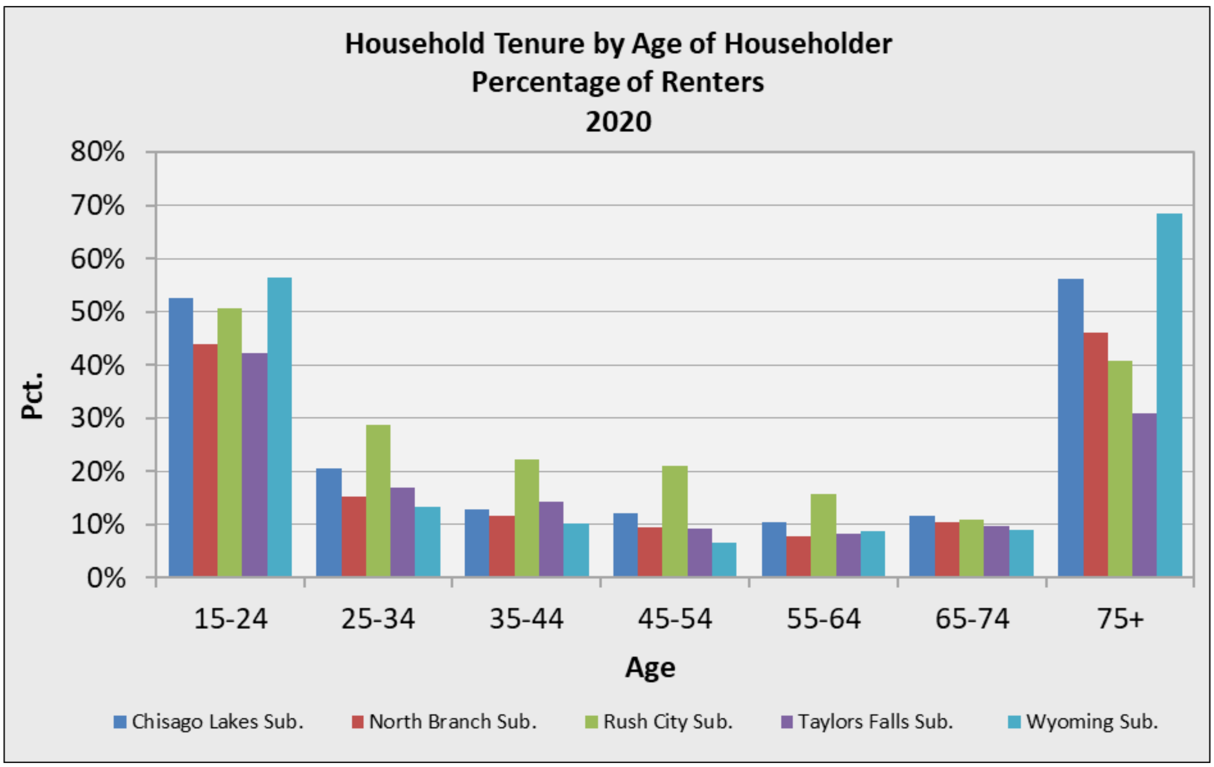


Tenure by Age of Householder

Table D-12 shows 2010, 2020 and 2024 tenure data for each of the submarkets in Chisago County by age cohort from the U.S. Census Bureau. This data is useful in determining demand for certain types of housing since housing preferences change throughout an individual's life cycle.

- In 2010, 85.4% of Chisago County households were owner occupied. This number decreased slightly in 2015 to 86.6%. The proportion of owner-occupied households in Chisago County exceed the state proportion, which was 70.5% in 2020. The Twin Cities has high home ownership rates as well and hovers around 73%.

- In 2020, the proportion of owner-occupied households generally peaked at the 55 to 64 age group, although it peaked in the 65 to 74 age group in the Rush City submarket and the 45 to 54 age group in the Wyoming submarket.



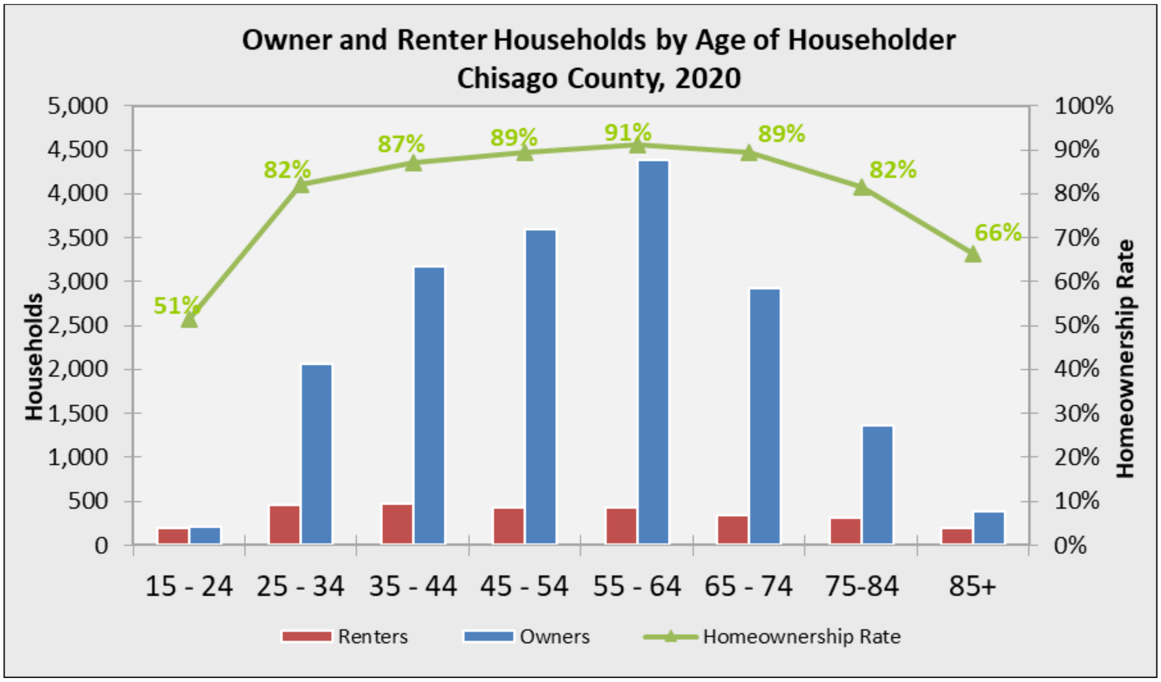

Owner and Renter Households by Age of Householder
Chisago County, 2020
Households
Homeownership Rate
5,000
4,500
4,000
3,500
3,000
2,500
2,000
1,500
1,000
500
0
100%
90%
80%
70%
60%
50%
40%
30%
20%
10%
0%
51%
82%
87%
89%
91%
89%
82%
66%
15 - 24
25 - 34
35 - 44
45 - 54
55 - 64
65 - 74
75-84
85+
Renters
Owners
Homeownership Rate

TABLE D-12
TENURE BY AGE OF HOUSEHOLDER
CHISAGO COUNTY
2010, 2020 and 2024

		CHISAGO LAKES SUBMARKET						NORTH BRANCH SUBMARKET						RUSH CITY SUBMARKET					
		2010		2020		2024		2010		2020		2024		2010		2020		2024	
Age		**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**
15-24	Own	32	33.7	36	47.4	76	57.3	101	63.1	77	56.2	85	68.3	21	32.3	36	49.3	50	56.0
	Rent	63	66.3	40	52.6	57	42.7	59	36.9	60	43.8	39	31.7	44	67.7	37	50.7	39	44.0
	Total	**95**	**100.0**	**76**	**100.0**	**133**	**100.0**	**160**	**100.0**	**137**	**100.0**	**124**	**100.0**	**65**	**100.0**	**73**	**100.0**	**90**	**100.0**
25-34	Own	469	76.0	534	79.3	708	80.1	785	80.9	743	84.6	719	79.4	165	66.8	178	71.2	181	67.6
	Rent	148	24.0	139	20.7	176	19.9	185	19.1	135	15.4	187	20.6	82	33.2	72	28.8	87	32.4
	Total	**617**	**100.0**	**673**	**100.0**	**883**	**100.0**	**970**	**100.0**	**878**	**100.0**	**905**	**100.0**	**247**	**100.0**	**250**	**100.0**	**268**	**100.0**
35-44	Own	903	85.3	915	87.1	980	95.3	1,455	90.4	994	88.3	1,096	91.9	265	79.8	233	77.7	197	75.2
	Rent	155	14.7	135	12.9	48	4.7	155	9.6	132	11.7	97	8.1	67	20.2	67	22.3	65	24.8
	Total	**1,058**	**100.0**	**1,050**	**100.0**	**1,028**	**100.0**	**1,610**	**100.0**	**1,126**	**100.0**	**1,193**	**100.0**	**332**	**100.0**	**300**	**100.0**	**262**	**100.0**
45-54	Own	1,222	89.1	966	87.7	1,161	94.5	1,636	92.4	1,142	90.4	1,128	92.8	386	86.4	268	79.1	268	58.6
	Rent	150	10.9	135	12.3	67	5.5	135	7.6	121	9.6	88	7.2	61	13.6	71	20.9	189	41.4
	Total	**1,372**	**100.0**	**1,101**	**100.0**	**1,228**	**100.0**	**1,771**	**100.0**	**1,263**	**100.0**	**1,216**	**100.0**	**447**	**100.0**	**339**	**100.0**	**456**	**100.0**
55-64	Own	955	90.4	1,215	89.5	1,138	95.1	1,083	93.9	1,202	92.2	1,356	93.5	313	86.9	388	84.3	485	92.0
	Rent	101	9.6	143	10.5	59	4.9	70	6.1	102	7.8	94	6.5	47	13.1	72	15.7	42	8.0
	Total	**1,056**	**100.0**	**1,358**	**100.0**	**1,197**	**100.0**	**1,153**	**100.0**	**1,304**	**100.0**	**1,450**	**100.0**	**360**	**100.0**	**460**	**100.0**	**527**	**100.0**
65-74	Own	648	88.5	975	88.2	906	82.0	585	88.9	805	89.6	773	86.0	201	86.6	286	89.1	244	94.3
	Rent	84	11.5	130	11.8	199	18.0	73	11.1	93	10.4	126	14.0	31	13.4	35	10.9	15	5.7
	Total	**732**	**100.0**	**1,105**	**100.0**	**1,105**	**100.0**	**658**	**100.0**	**898**	**100.0**	**899**	**100.0**	**232**	**100.0**	**321**	**100.0**	**259**	**100.0**
75-84	Own	379	76.3	451	79.4	336	58.4	292	75.3	386	83.9	444	71.7	124	79.0	143	84.6	95	77.6
	Rent	118	23.7	117	20.6	240	41.6	96	24.7	74	16.1	175	28.3	33	21.0	26	15.4	28	22.4
	Total	**497**	**100.0**	**568**	**100.0**	**576**	**100.0**	**388**	**100.0**	**460**	**100.0**	**620**	**100.0**	**157**	**100.0**	**169**	**100.0**	**123**	**100.0**
85+	Own	165	59.4	134	64.4	130	57.3	76	51.0	107	69.9	167	86.6	25	59.5	44	74.6	42	75.4
	Rent	113	40.6	74	35.6	96	42.7	73	49.0	46	30.1	26	13.4	17	40.5	15	25.4	14	24.6
	Total	**278**	**100.0**	**208**	**100.0**	**226**	**100.0**	**149**	**100.0**	**153**	**100.0**	**193**	**100.0**	**42**	**100.0**	**59**	**100.0**	**56**	**100.0**
TOTAL	Own	4,773	83.7	5,226	85.1	5,434	85.2	6,013	87.7	5,456	87.7	5,769	87.4	1,500	79.7	1,576	80.0	1,562	76.6
	Rent	932	16.3	913	14.9	942	14.8	846	12.3	763	12.3	831	12.6	382	20.3	395	20.0	478	23.4
	Total	**5,705**	**100.0**	**6,139**	**100.0**	**6,376**	**100.0**	**6,859**	**100.0**	**6,219**	**100.0**	**6,600**	**100.0**	**1,882**	**100.0**	**1,971**	**100.0**	**2,040**	**100.0**

Sources: U.S. Census Bureau; Maxfield Research and Consulting LLC

TABLE D-12
TENURE BY AGE OF HOUSEHOLDER
CHISAGO COUNTY
2010, 2020 and 2024

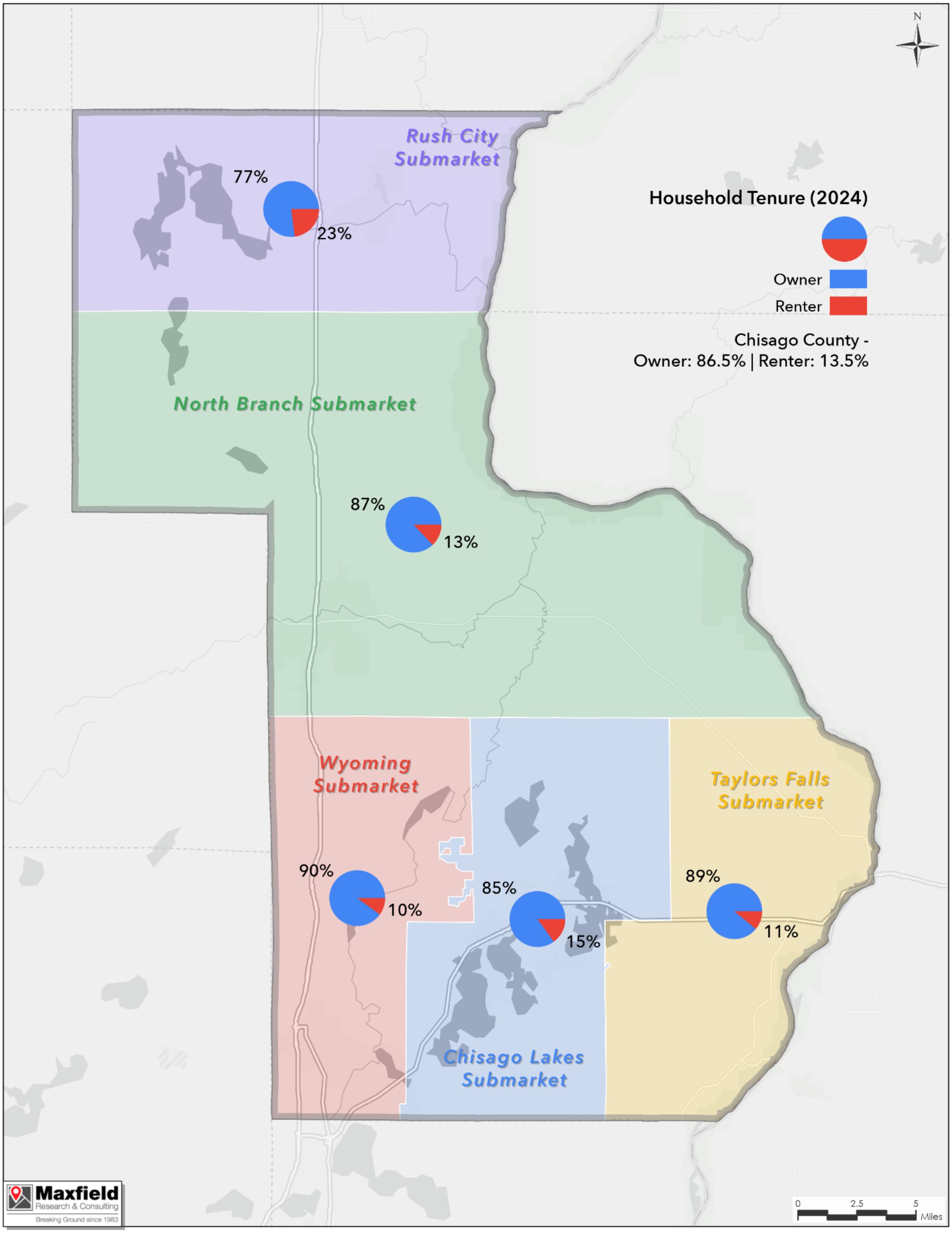
		TAYLORS FALLS SUBMARKET					
		2010		2020		2024	
Age		No.	Pct.	No.	Pct.	No.	Pct.
15-24	Own	17	58.6	26	57.8	26	72.7
	Rent	12	41.4	19	42.2	10	27.3
	Total	**29**	**100.0**	**45**	**100.0**	**36**	**100.0**
25-34	Own	225	80.6	197	83.1	202	80.5
	Rent	54	19.4	40	16.9	49	19.5
	Total	**279**	**100.0**	**237**	**100.0**	**251**	**100.0**
35-44	Own	294	87.5	291	85.6	345	84.4
	Rent	42	12.5	49	14.4	64	15.6
	Total	**336**	**100.0**	**340**	**100.0**	**409**	**100.0**
45-54	Own	444	92.7	322	90.7	360	93.3
	Rent	35	7.3	33	9.3	26	6.7
	Total	**479**	**100.0**	**355**	**100.0**	**386**	**100.0**
55-64	Own	296	91.1	435	91.8	413	93.8
	Rent	29	8.9	39	8.2	27	6.2
	Total	**325**	**100.0**	**474**	**100.0**	**441**	**100.0**
65-74	Own	147	90.7	261	90.3	283	91.3
	Rent	15	9.3	28	9.7	27	8.7
	Total	**162**	**100.0**	**289**	**100.0**	**310**	**100.0**
75-84	Own	88	90.7	114	88.4	101	89.4
	Rent	9	9.3	15	11.6	12	10.6
	Total	**97**	**100.0**	**129**	**100.0**	**113**	**100.0**
85+	Own	27	87.1	42	80.8	33	76.9
	Rent	4	12.9	10	19.2	10	23.1
	Total	**31**	**100.0**	**52**	**100.0**	**42**	**100.0**
TOTAL	Own	1,538	88.5	1,688	87.9	1,763	88.7
	Rent	200	11.5	233	12.1	225	11.3
	Total	**1,738**	**100.0**	**1,921**	**100.0**	**1,988**	**100.0**

		WYOMING SUBMARKET					
		2010		2020		2024	
Age		No.	Pct.	No.	Pct.	No.	Pct.
15-24	Own	33	56.9	27	43.5	93	74.4
	Rent	25	43.1	35	56.5	32	25.6
	Total	**58**	**100.0**	**62**	**100.0**	**125**	**100.0**
25-34	Own	364	80.2	418	86.5	481	79.7
	Rent	90	19.8	65	13.5	123	20.3
	Total	**454**	**100.0**	**483**	**100.0**	**604**	**100.0**
35-44	Own	641	90.0	740	89.8	712	92.3
	Rent	71	10.0	84	10.2	60	7.7
	Total	**712**	**100.0**	**824**	**100.0**	**772**	**100.0**
45-54	Own	867	93.4	903	93.5	783	94.3
	Rent	61	6.6	63	6.5	47	5.7
	Total	**928**	**100.0**	**966**	**100.0**	**831**	**100.0**
55-64	Own	515	91.0	1,140	94.1	1,258	97.6
	Rent	51	9.0	71	5.9	31	2.4
	Total	**566**	**100.0**	**1,211**	**100.0**	**1,288**	**100.0**
65-74	Own	254	79.4	591	91.1	734	91.0
	Rent	66	20.6	58	8.9	72	9.0
	Total	**320**	**100.0**	**649**	**100.0**	**806**	**100.0**
75-84	Own	109	63.4	270	77.8	205	84.7
	Rent	63	36.6	77	22.2	37	15.3
	Total	**172**	**100.0**	**347**	**100.0**	**242**	**100.0**
85+	Own	25	32.9	58	53.7	66	52.9
	Rent	51	67.1	50	46.3	59	47.1
	Total	**76**	**100.0**	**108**	**100.0**	**125**	**100.0**
TOTAL	Own	2,808	85.5	4,147	89.2	4,332	90.4
	Rent	478	14.5	503	10.8	461	9.6
	Total	**3,286**	**100.0**	**4,650**	**100.0**	**4,793**	**100.0**

		CHISAGO COUNTY					
		2010		2020		2024	
Age		No.	Pct.	No.	Pct.	No.	Pct.
15-24	Own	204	50.1	202	51.4	330	65.1
	Rent	203	49.9	191	48.6	177	34.9
	Total	**407**	**100.0**	**393**	**100.0**	**507**	**100.0**
25-34	Own	2,008	78.2	2,070	82.1	2,291	78.7
	Rent	559	21.8	451	17.9	620	21.3
	Total	**2,567**	**100.0**	**2,521**	**100.0**	**2,911**	**100.0**
35-44	Own	3,558	87.9	3,173	87.2	3,330	90.9
	Rent	490	12.1	467	12.8	334	9.1
	Total	**4,048**	**100.0**	**3,640**	**100.0**	**3,664**	**100.0**
45-54	Own	4,555	91.2	3,601	89.5	3,700	89.9
	Rent	442	8.8	423	10.5	417	10.1
	Total	**4,997**	**100.0**	**4,024**	**100.0**	**4,117**	**100.0**
55-64	Own	3,162	91.4	4,380	91.1	4,650	94.8
	Rent	298	8.6	427	8.9	253	5.2
	Total	**3,460**	**100.0**	**4,807**	**100.0**	**4,903**	**100.0**
65-74	Own	1,835	87.2	2,918	89.5	2,940	87.0
	Rent	269	12.8	344	10.5	439	13.0
	Total	**2,104**	**100.0**	**3,262**	**100.0**	**3,379**	**100.0**
75-84	Own	992	75.7	1,364	81.5	1,182	70.6
	Rent	319	24.3	309	18.5	492	29.4
	Total	**1,311**	**100.0**	**1,673**	**100.0**	**1,674**	**100.0**
85+	Own	318	55.2	385	66.4	437	68.2
	Rent	258	44.8	195	33.6	204	31.8
	Total	**576**	**100.0**	**580**	**100.0**	**642**	**100.0**
TOTAL	Own	16,632	85.4	18,093	86.6	18,860	86.5
	Rent	2,838	14.6	2,807	13.4	2,937	13.5
	Total	**19,470**	**100.0**	**20,900**	**100.0**	**21,797**	**100.0**

Sources: U.S. Census Bureau; Maxfield Research and Consulting LLC

Household Tenure by Submarket (2024)



Tenure by Household Size

Table D-13 shows the distribution of households by size and tenure in Chisago County in 2024. This data is useful in that it sheds insight into unit type that may be most needed in Chisago County.

- Household size for renters tends to be smaller than for owners. This trend is a result of the typical market segments for rental housing, including households that are younger and are less likely to be married with children, as well as, older adults and seniors who choose to downsize from their single-family homes. In 2024, 51% of renter households Chisago County were one-person households.

- Approximately 74% of renter households in Chisago County in 2024 have either one or two people. The one-person households would primarily seek one-bedroom units and two-person households that are a couple would primarily seek one-bedroom units. Two-person households that consist of a parent and child or roommate would primarily seek two-bedroom units. Larger households would seek units with multiple bedrooms.

- Owner households were most likely to contain two people in Chisago County, representing 41% of households.

- One-person households in Chisago County have the highest percentage of renters among all household types (51.2%). Seven-person plus households have the lowest renter percentage among all household types (0.4%).

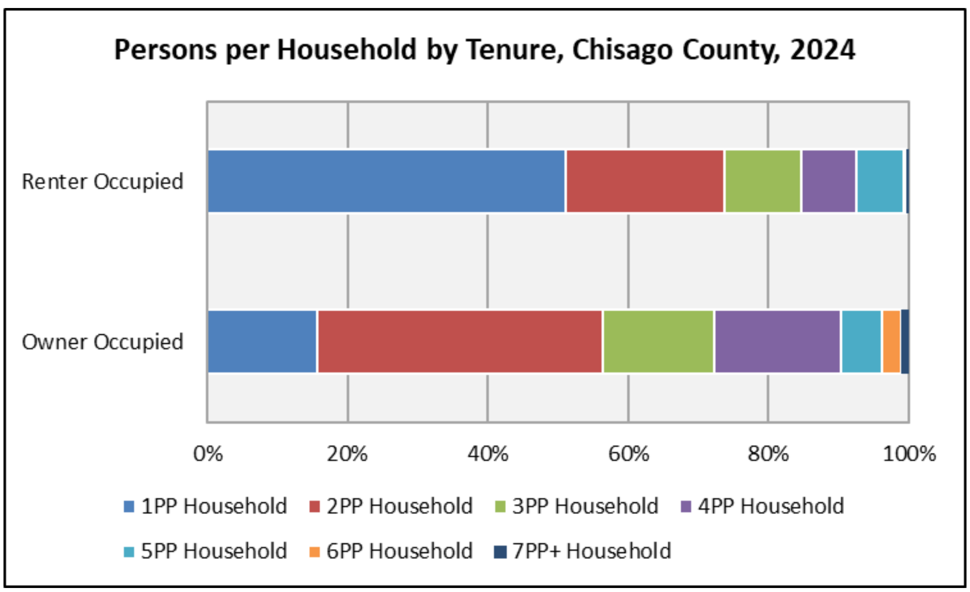


TABLE D-13
HOUSEHOLD SIZE BY TENURE
CHISAGO COUNTY
2024

Size	CHISAGO LAKES SUBMARKET				NORTH BRANCH SUBMARKET				RUSH CITY SUBMARKET			
	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.
1PP Household	747	13.8%	554	58.8%	1,047	18.1%	403	48.5%	245	15.7%	301	63.0%
2PP Household	2,162	39.8%	215	22.8%	2,241	38.8%	202	24.3%	741	47.4%	83	17.3%
3PP Household	924	17.0%	20	2.2%	934	16.2%	153	18.4%	222	14.2%	30	6.2%
4PP Household	1,003	18.5%	37	4.0%	1,008	17.5%	20	2.4%	202	12.9%	37	7.8%
5PP Household	322	5.9%	110	11.7%	381	6.6%	54	6.5%	61	3.9%	22	4.5%
6PP Household	233	4.3%	5	0.6%	85	1.5%	0	0.0%	52	3.3%	6	1.2%
7PP+ Household	42	0.8%	0	0.0%	74	1.3%	0	0.0%	39	2.5%	0	0.0%
Total	**5,434**	**100%**	**942**	**100%**	**5,769**	**100%**	**831**	**100%**	**1,562**	**100%**	**478**	**100%**

Size	TAYLORS FALLS SUBMARKET				WYOMING SUBMARKET				CHISAGO COUNTY			
	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.
1PP Household	306	17.4%	102	45.4%	602	13.9%	143	31.1%	2,947	15.6%	1,503	51.2%
2PP Household	727	41.2%	54	24.2%	1,828	42.2%	105	22.8%	7,698	40.8%	659	22.5%
3PP Household	237	13.4%	40	17.9%	666	15.4%	81	17.7%	2,983	15.8%	324	11.0%
4PP Household	309	17.5%	21	9.2%	883	20.4%	114	24.8%	3,405	18.1%	229	7.8%
5PP Household	113	6.4%	3	1.4%	217	5.0%	8	1.8%	1,094	5.8%	197	6.7%
6PP Household	50	2.8%	0	0.0%	106	2.5%	0	0.0%	526	2.8%	11	0.4%
7PP+ Household	22	1.2%	4	1.9%	30	0.7%	8	1.8%	207	1.1%	13	0.4%
Total	**1,763**	**100%**	**225**	**100%**	**4,332**	**100%**	**461**	**100%**	**18,860**	**100%**	**2,937**	**100%**

Sources: U.S. Census Bureau - American Community Survey; Maxfield Research and Consulting LLC

Household Type

Table D-14 shows a breakdown of the type of households present in Chisago County in 2010, 2020 and 2024. The data is useful in assessing housing demand since the household composition often dictates the type of housing needed and preferred. The following key points are summarized from Table D-14.

- Across all submarkets in the county, married couples with no children ("empty nesters or never nesters") represented the largest household type or about 37% of all households across Chisago County.

- Married couples with children accounted for 26.7% of all households in the county in 2010 and decreased to 21.5% in 2020. In contrast, the Twin Cities Metro Area is mainly comprised of non-family households with individuals living alone (28.8%), or family households who are married without children (27.5%) in 2020.

- Persons living alone account for 20% of households, much lower than 29% across the Twin Cities Metro Area.

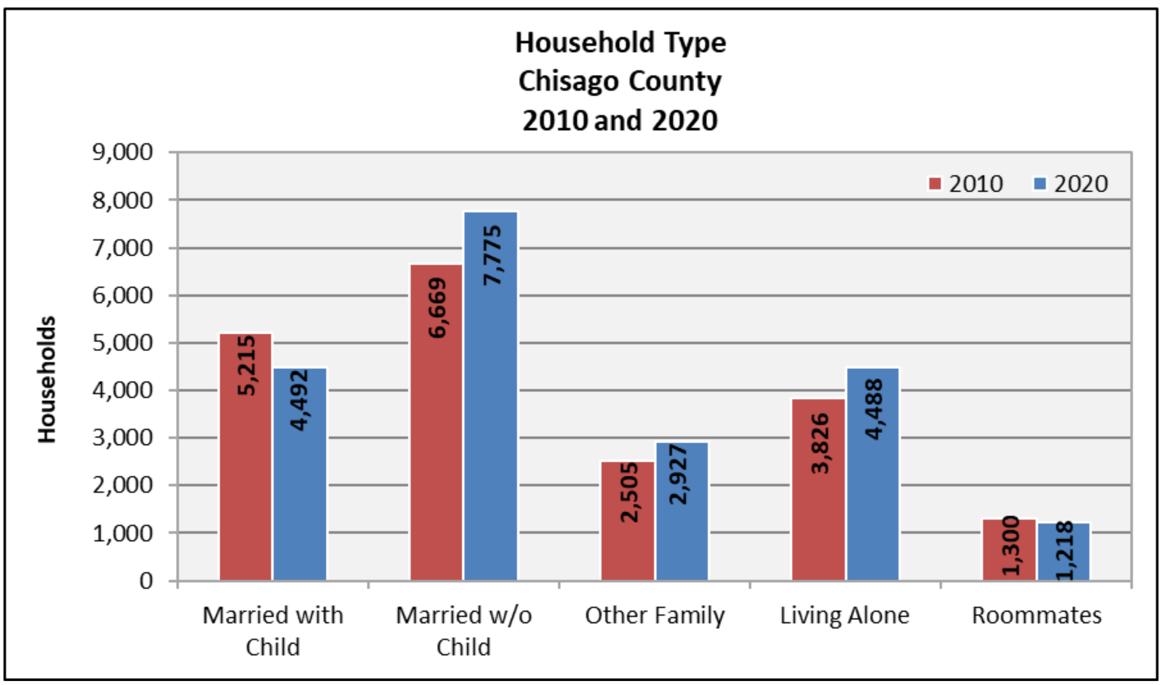


TABLE D-14
HOUSEHOLD TYPE
CHISAGO COUNTY
2010, 2020 & 2024

				Family Households									Non-Family Households					
	Select HH Count			Married w/o Child			Married w/ Child			Other *			Living Alone			Roommates		
Number of Households	2010	2020	2024	2010	2020	2024	2010	2020	2024	2010	2020	2024	2010	2020	2024	2010	2020	2024
Chisago Lakes Sub.	5,831	6,139	6,376	2,034	2,328	2,401	1,397	1,315	1,904	660	756	566	1,497	1,432	1,301	243	308	205
North Branch Sub.	4,938	6,219	6,600	1,878	2,271	2,348	1,640	1,368	1,512	751	896	779	549	1,254	1,450	120	430	512
Rush City Sub.	1,684	1,971	2,040	649	690	663	402	303	331	287	338	336	251	508	546	95	132	163
Taylors Falls Sub.	1,805	1,921	1,988	590	697	704	466	413	449	226	294	301	342	400	408	181	117	126
Wyoming Sub.	5,257	10,636	4,793	1,518	7,775	1,974	1,310	1,093	1,264	581	643	629	1,187	894	745	661	231	181
Chisago County	**19,515**	**26,886**	**21,797**	**6,669**	**13,761**	**8,090**	**5,215**	**4,492**	**5,460**	**2,505**	**2,927**	**2,611**	**3,826**	**4,488**	**4,450**	**1,300**	**1,218**	**1,187**
Twin Cities Metro Area	**1,117,749**	**1,150,154**	**1,273,545**	**298,723**	**316,180**	**348,531**	**244,687**	**247,506**	**274,385**	**164,086**	**167,069**	**176,192**	**319,030**	**331,010**	**368,759**	**91,223**	**88,389**	**105,678**
Percent of Total																		
Chisago Lakes Sub.	100%	100%	100%	34.9%	37.9%	37.6%	24.0%	21.4%	29.9%	11.3%	12.3%	8.9%	25.7%	23.3%	20.4%	4.2%	5.0%	3.2%
North Branch Sub.	100%	100%	100%	38.0%	36.5%	35.6%	33.2%	22.0%	22.9%	15.2%	14.4%	11.8%	11.1%	20.2%	22.0%	2.4%	6.9%	7.8%
Rush City Sub.	100%	100%	100%	38.5%	35.0%	32.5%	23.9%	15.4%	16.2%	17.0%	17.1%	16.5%	14.9%	25.8%	26.8%	5.6%	6.7%	8.0%
Taylors Falls Sub.	100%	100%	100%	32.7%	36.3%	35.4%	25.8%	21.5%	22.6%	12.5%	15.3%	15.1%	18.9%	20.8%	20.5%	10.0%	6.1%	6.3%
Wyoming Sub.	100%	100%	100%	28.9%	73.1%	41.2%	24.9%	10.3%	26.4%	11.1%	6.0%	13.1%	22.6%	8.4%	15.5%	12.6%	2.2%	3.8%
Chisago County Total	**100%**	**100%**	**100%**	**34.2%**	**51.2%**	**37.1%**	**26.7%**	**16.7%**	**25.0%**	**12.8%**	**10.9%**	**12.0%**	**19.6%**	**16.7%**	**20.4%**	**6.7%**	**4.5%**	**5.4%**
Twin Cities Metro Area Total	**100%**	**100%**	**100%**	**26.7%**	**27.5%**	**27.4%**	**21.9%**	**21.5%**	**21.5%**	**14.7%**	**14.5%**	**13.8%**	**28.5%**	**28.8%**	**29.0%**	**8.2%**	**7.7%**	**8.3%**

* Single-parent families, unmarried couples with children.

Sources: U.S. Census Bureau; Maxfield Research & Consulting

Household Tenure by Income

Table D-15 shows estimated household tenure by income in the Chisago County Submarkets as of 2024. As stated earlier, the Department of Housing and Urban Development determines affordable housing as not exceeding 30% of the household's income.

The higher the income, the lower percentage a household typically allocates to housing. Many lower income households, as well as many young and senior households, spend more than 30% of their income on housing, while middle-aged households in their prime earning years typically allocate 20% to 25% of their income to housing.

- Typically, as income increases, so does the rate of homeownership. This can be seen in Chisago County, where the homeownership rate increases for households as income levels increase.

- An estimated 41.4% renter households in the County had household incomes of less than $34,999 in 2024. A portion of renter households (43.9%), lifestyle renters (those who prefer to rent rather than own), have household incomes of $50,000 or more.

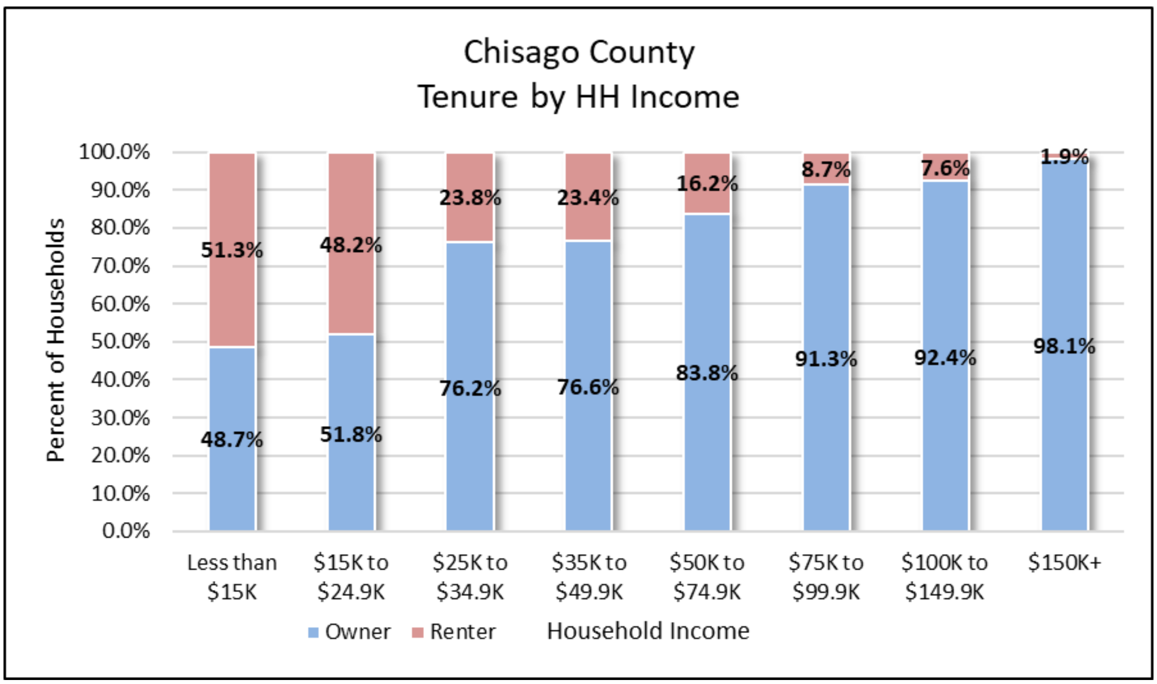


TABLE D-15
TENURE BY HOUSEHOLD INCOME
CHISAGO COUNTY ANALYSIS AREA
2024

	CHISAGO LAKES SUBMARKET				NORTH BRANCH SUBMARKET				RUSH CITY SUBMARKET			
Income	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.
Less than $15,000	99	38.5%	157	61.5%	205	63.3%	119	36.7%	74	32.4%	154	67.6%
$15,000 to $24,999	67	27.3%	180	72.7%	185	54.2%	156	45.8%	30	54.5%	25	45.5%
$25,000 to $34,999	169	74.9%	57	25.1%	376	75.6%	121	24.4%	81	55.6%	65	44.4%
$35,000 to $49,999	346	73.7%	123	26.3%	388	77.9%	110	22.1%	134	50.4%	132	49.6%
$50,000 to $74,999	656	79.3%	171	20.7%	834	83.4%	166	16.6%	334	81.6%	75	18.4%
$75,000 to $99,999	826	83.9%	158	16.1%	846	93.0%	63	7.0%	285	95.9%	12	4.1%
$100,000 to $149,999	1,517	95%	73	4.6%	1,675	92.9%	128	7.1%	438	97.3%	12	2.7%
$150,000+	1,754	98.7%	22	1.3%	1,599	99.0%	16	1.0%	234	93.1%	17	6.9%
Total	**5,434**	**85.2%**	**942**	**14.8%**	**6,107**	**87.4%**	**880**	**12.6%**	**1,610**	**76.6%**	**493**	**23.4%**
Median Household Income	**$119,304**		**$47,743**		**$106,399**		**$34,866**		**$86,996**		**$36,142**	

	TAYLORS FALLS SUBMARKET				WYOMING SUBMARKET				CHISAGO COUNTY			
Income	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.	Owner-Occupied	Pct.	Renter-Occupied	Pct.
Less than $15,000	54	62.0%	33	38.0%	75	51.8%	70	48.2%	508	48.7%	534	51.3%
$15,000 to $24,999	41	66.1%	21	33.9%	128	77.7%	37	22.3%	451	51.8%	419	48.2%
$25,000 to $34,999	41	53.6%	36	46.4%	272	94.9%	15	5.1%	939	76.2%	293	23.8%
$35,000 to $49,999	166	74.5%	57	25.5%	419	95.2%	21	4.8%	1,452	76.6%	443	23.4%
$50,000 to $74,999	259	91.7%	23	8.3%	597	88.0%	82	12.0%	2,680	83.8%	517	16.2%
$75,000 to $99,999	287	93.8%	19	6.2%	729	96.1%	29	3.9%	2,972	91.3%	282	8.7%
$100,000 to $149,999	517	95%	26	4.7%	998	84.2%	188	15.8%	5,145	92.4%	426	7.6%
$150,000+	441	96.6%	16	3.4%	1,184	97.8%	27	2.2%	5,212	98.1%	99	1.9%
Total	**1,805**	**88.7%**	**230**	**11.3%**	**4,403**	**90.4%**	**468**	**9.6%**	**19,359**	**86.5%**	**3,013**	**13.5%**
Median Household Income	**$102,814**		**$22,755**		**$100,889**		**$91,455**		**$106,751**		**$44,518**	

Sources: U.S. Census Bureau - American Community Survey; Maxfield Research and Consulting

Net Worth

Table D-16 shows household net worth in Chisago County in 2024. Simply stated, net worth is the difference between assets and liabilities, or the total value of assets after the debt is subtracted. The data was compiled and estimated by ESRI based on the Survey of Consumer Finances and Federal Reserve Board data. According to the Federal Reserve Boards Survey of Consumer Financing, the average homeowner's net housing worth is $35,800 compared to an average net worth of just over $10,000 for renters.

- Chisago County reported an average net worth of $1,585,483 and a median net worth of $437,115. Median net worth is generally a more accurate depiction of wealth than the average figure. A few households with very large net worth can significantly skew the average. Communities with high levels of farming equipment and land assets tend to also increase the average and median net worth in those areas.

- Median net worth rises with age, peaking between 55 and 74 when adults are in peak earning years. After age 75, median net worth begins to decline as more people leave the workforce and live on fixed incomes.

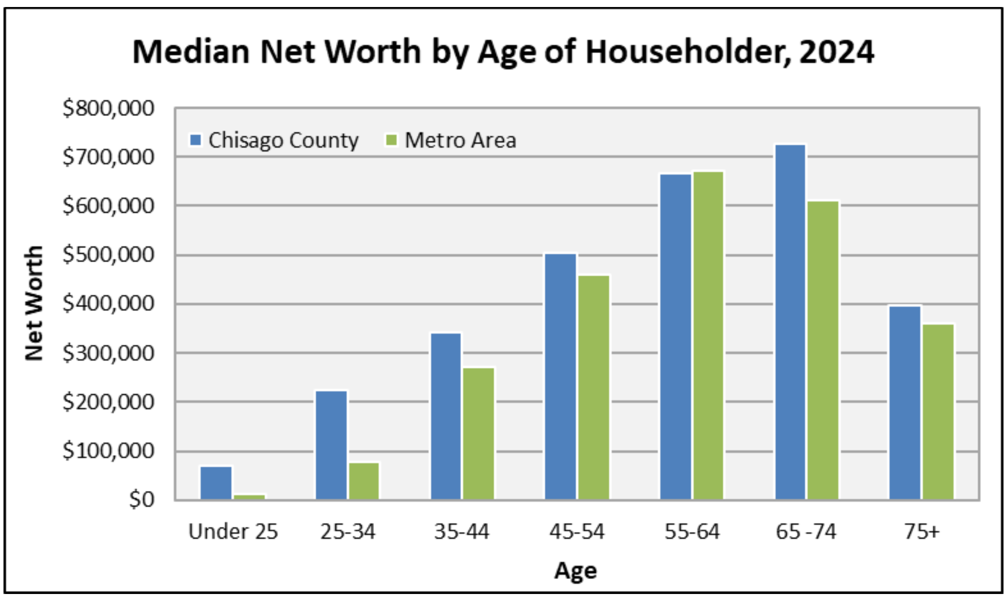


TABLE D-16
NET WORTH BY AGE OF HOUSEHOLDER
CHISAGO COUNTY
2024

		Age of Householder						
	Total	**Under 25**	**25-34**	**35-44**	**45-54**	**55-64**	**65 -74**	**75+**
Chisago County								
Less than $15,000	1,342	93	200	240	158	228	189	234
$15,000 to $34,999	515	71	57	135	83	64	53	52
$35,000 to $49,999	241	19	47	50	32	34	34	25
$50,000 to $99,999	560	22	127	104	72	66	72	97
$100,000 to $149,999	1,216	59	274	269	184	180	126	124
$150,000 to $249,999	2,349	64	460	496	406	324	278	321
$250,000 or more	14,904	47	1,150	2,655	2,754	3,678	2,895	1,725
Subtotal	**21,127**	**375**	**2,315**	**3,949**	**3,689**	**4,574**	**3,647**	**2,578**
Median Net Worth	*$437,115*	*$69,443*	*$223,113*	*$341,392*	*$504,645*	*$667,782*	*$726,842*	*$396,968*
Average Net Worth	*$1,585,483*	*$128,058*	*$298,932*	*$1,058,911*	*$1,421,264*	*$2,087,370*	*$2,305,070*	*$2,159,894*
Twin Cities Metro Area								
Less than $15,000	200,891	25,624	61,800	39,908	21,645	20,924	16,532	14,458
$15,000 to $34,999	68,058	7,428	19,900	16,815	8,692	6,276	4,881	4,066
$35,000 to $49,999	25,581	1,025	7,955	6,433	3,861	2,427	2,306	1,574
$50,000 to $99,999	48,549	930	15,065	10,502	7,505	4,765	4,551	5,231
$100,000 to $149,999	71,748	1,402	17,009	14,057	11,699	10,797	8,302	8,482
$150,000 to $249,999	108,432	3,110	22,249	22,785	18,511	14,515	13,125	14,137
$250,000 or more	704,685	4,202	58,205	132,232	138,415	156,730	132,111	82,790
Total	**1,227,944**	**43,721**	**202,183**	**242,732**	**210,328**	**216,434**	**181,808**	**130,738**
Median Net Worth	*$309,897*	*$13,084*	*$78,632*	*$270,404*	*$458,896*	*$672,612*	*$612,853*	*$360,893*
Average Net Worth	*$1,498,466*	*$72,538*	*$192,837*	*$855,398*	*$1,603,768*	*$2,447,625*	*$2,612,915*	*$1,957,616*

Sources: ESRI; Maxfield Research & Consulting

Introduction

The variety and condition of the housing stock in a community provides the basis for an attractive living environment. Housing functions as a building block for neighborhoods and goods and services. We examined the housing market in each Chisago County submarket by reviewing data on the age of the existing housing supply; examining residential building trends since 2018; and reviewing housing data from the American Community Survey.

Residential Construction Trends

Maxfield Research obtained data on the number of new construction housing units from Chisago County and Cities within Chisago County. Table HC-1 displays the number of building permits issued for new construction of residential units in Chisago County broken down by submarket. It should be noted that not all cities and townships participated in providing building permit data.

- Since 2018, Chisago County has permitted 935 single-family homes, 122 duplexes/townhomes, and 420 multifamily units, which includes apartment style buildings.
- The most active submarket is North Branch, which has accounted for 57% of all units permitted in the County since 2018.
- Multifamily developments comprised 45% of all units permitted during this period, accounting for 420 units. Again, North Branch had the most development activity, accounting for 280 of the 420 units, or 66.7% of multifamily units permitted.
- Townhomes accounted for 13% of units, with 110 of the 122 units being built in North Branch. The only other submarket with any townhome development was Rush City.
- On average, the County permitted 134 single family units per year, 17 townhomes per year, and 60 multifamily units per year. Single-family homes are consistently being built, while townhomes and multifamily developments are more sporadic.

HC-1
RESIDENTIAL BUILDING PERMITS
CHISAGO COUNTY SUBMARKETS
2024

Single family

Year	Chisago Lakes	North Branch	Rush City	Taylors Falls	Wyoming	Total
2018	40	n/a	16	0	40	96
2019	25	49	17	0	45	136
2020	33	113	23	0	17	186
2021	31	90	20	0	40	181
2022	21	52	12	1	43	129
2023	6	68	3	0	20	97
2024 July	2	92	2	0	14	110
Total	**158**	**464**	**93**	**1**	**219**	**935**

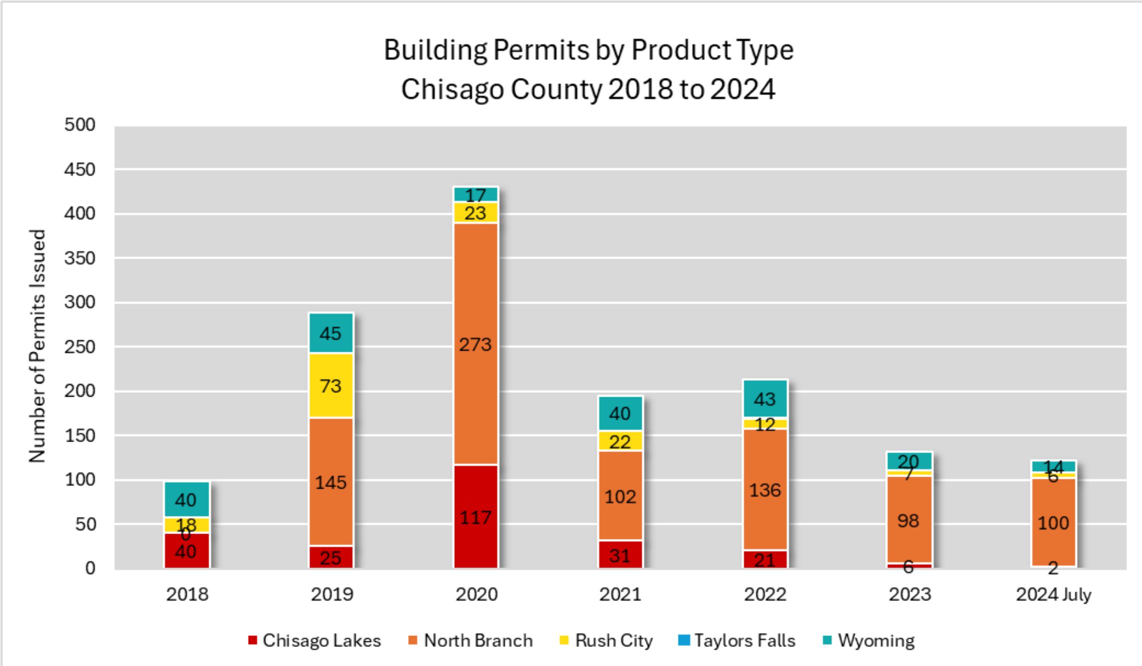
Townhomes and Duplexes

Year	Chisago Lakes	North Branch	Rush City	Taylors Falls	Wyoming	Total
2018	0	0	2	0	0	2
2019	0	48	0	0	0	48
2020	0	0	0	0	0	0
2021	0	12	2	0	0	14
2022	0	12	0	0	0	12
2023	0	30	4	0	0	34
2024 July	0	8	4	0	0	12
Total	**0**	**110**	**12**	**0**	**0**	**122**

Multifamily

Year	Chisago Lakes	North Branch	Rush City	Taylors Falls	Wyoming	Total
2018	0	0	0	0	0	0
2019	0	48	56	0	0	104
2020	84	160	0	0	0	244
2021	0	0	0	0	0	0
2022	0	72	0	0	0	72
2023	0	0	0	0	0	0
2024 July	0	0	0	0	0	0
Total	**84**	**280**	**56**	**0**	**0**	**420**

Sources: Chisago County; Chisago County Cities, Maxfield Research and Consulting


Building Permits by Product Type
Chisago County 2018 to 2024
Number of Permits Issued
500
450
400
350
300
250
200
150
100
50
0
2018
2019
2020
2021
2022
2023
2024 July
40
18
0
40
45
73
145
25
17
23
273
117
40
22
102
31
43
12
136
21
20
7
98
6
14
6
100
2
Chisago Lakes
North Branch
Rush City
Taylors Falls
Wyoming

American Community Survey

The American Community Survey ("ACS") is an ongoing statistical survey administered by the U.S. Census Bureau that is sent to approximately 3 million addresses annually. The survey gathers data previously contained only in the long form of the decennial census. As a result, the survey provides a more "up-to-date" portrait of demographic, economic, social, and household characteristics every year, not just every ten years. The most recent ACS highlights data collected between 2010 and 2024.

The following tables show key data from the American Community Survey for Chisago County. For a comparison, information for Chisago County is broken down by submarket.

Age of Housing Stock

The following graph shows the age distribution of the housing stock based on data from the U.S. Census Bureau and the American Community Survey (5-Year estimates). Table HC-2 includes the number of housing units built in Chisago County, prior to 1940 and during each decade since.

- In Chisago County, the largest proportion of the housing stock was built in the 1990s (27.2%), followed by the 2000s (21.8%) and the 1970s (16.9%).
- The 1990s were the most active decade in most submarkets, except Taylors Falls, which was the 2000s.
- About 30% of the total housing stock in the County has been built since the 2000s, and only 10% is older than the 1940s.

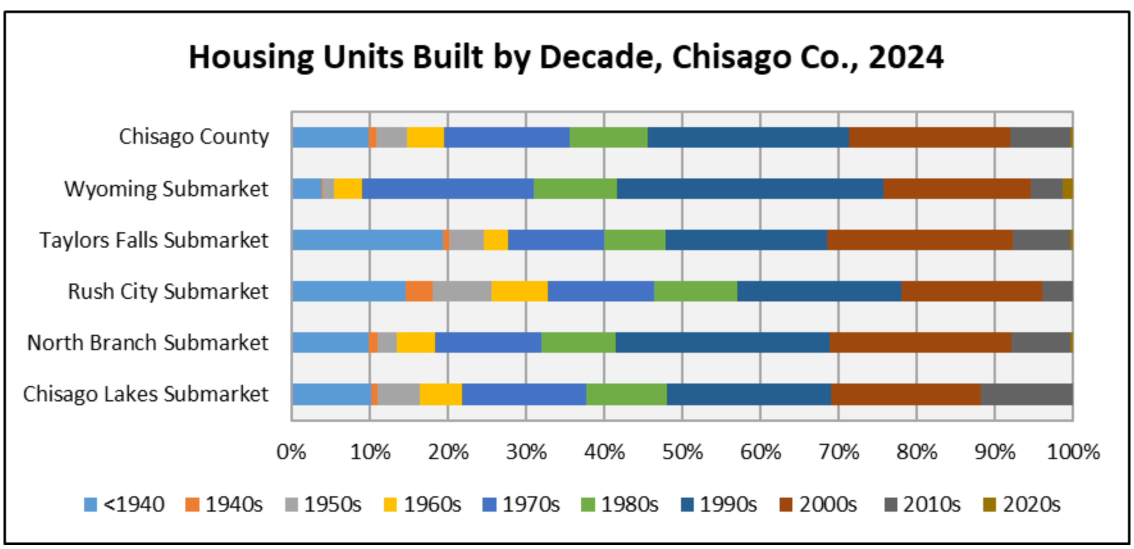


TABLE HC-2
AGE OF HOUSING STOCK
CHISAGO COUNTY
2024

	Total Units	Med. Yr. Built	Year Unit Built: <1940		1940s		1950s		1960s		1970s		1980s		1990s		2000s		2010s		2020s	
			No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.	No.	Pct.
CHISAGO LAKES SUBMARKET																						
Owner-Occupied	5,075	1991	476	9.4	33	0.7	293	5.8	260	5.1	564	11.1	517	10.2	1,159	22.8	1,066	21.0	707	13.9	0	0.0
Renter-Occupied	880	1993	133	15.1	9	1.0	36	4.1	58	6.6	382	43.4	102	11.6	82	9.3	78	8.9	0	0.0	0	0.0
Total	**5,955**	**1991**	**609**	**10.2**	**42**	**0.7**	**329**	**5.5**	**318**	**5.3**	**946**	**15.9**	**619**	**10.4**	**1,241**	**20.8**	**1,144**	**19.2**	**707**	**11.9**	**0**	**0.0**
NORTH BRANCH SUBMARKET																						
Owner-Occupied	5,580	1991	561	10.1	45	0.8	151	2.7	218	3.9	743	13.3	538	9.6	1,561	28.0	1,304	23.4	459	8.2	14	0.3
Renter-Occupied	794	1994	74	9.3	21	2.6	15	1.9	91	11.5	125	15.7	70	8.8	189	23.8	189	23.8	20	2.5	12	1.5
Total	**6,374**	**1991**	**635**	**10.0**	**66**	**1.0**	**166**	**2.6**	**309**	**4.8**	**868**	**13.6**	**608**	**9.5**	**1,750**	**27.5**	**1,493**	**23.4**	**479**	**7.5**	**26**	**0.4**
RUSH CITY SUBMARKET																						
Owner-Occupied	1,588	1985	271	17.1	46	2.9	89	5.6	103	6.5	204	12.8	101	6.4	385	24.2	313	19.7	76	4.8	0	0.0
Renter-Occupied	486	1991	31	6.4	27	5.6	67	13.8	46	9.5	79	16.3	120	24.7	48	9.9	60	12.3	8	1.6	0	0.0
Total	**2,074**	**1986**	**302**	**14.6**	**73**	**3.5**	**156**	**7.5**	**149**	**7.2**	**283**	**13.6**	**221**	**10.7**	**433**	**20.9**	**373**	**18.0**	**84**	**4.1**	**0**	**0.0**
TAYLORS FALLS SUBMARKET																						
Owner-Occupied	1,618	1989	297	18.4	13	0.8	62	3.8	45	2.8	197	12.2	137	8.5	361	22.3	387	23.9	119	7.4	7	0.4
Renter-Occupied	207	1983	59	28.5	2	1.0	17	8.2	12	5.8	30	14.5	6	2.9	18	8.7	46	22.2	17	8.2	0	0.0
Total	**1,825**	**1988**	**356**	**19.5**	**15**	**0.8**	**79**	**4.3**	**57**	**3.1**	**227**	**12.4**	**143**	**7.8**	**379**	**20.8**	**433**	**23.7**	**136**	**7.5**	**7**	**0.4**
WYOMING SUBMARKET																						
Owner-Occupied	4,141	1992	158	3.8	7	0.2	69	1.7	141	3.4	898	21.7	435	10.5	1,462	35.3	781	18.9	190	4.6	62	1.5
Renter-Occupied	447	1993	18	4.0	0	0.0	3	0.7	21	4.7	129	28.9	56	12.5	125	28.0	95	21.3	0	0.0	0	0.0
Total	**4,588**	**1992**	**176**	**3.8**	**7**	**0.2**	**72**	**1.6**	**162**	**3.5**	**1,027**	**22.4**	**491**	**10.7**	**1,587**	**34.6**	**876**	**19.1**	**190**	**4.1**	**62**	**1.4**
CHISAGO COUNTY																						
Owner-Occupied	18,002	1993	1,763	9.8	144	0.8	664	3.7	767	4.3	2,606	14.5	1,728	9.6	4,928	27.4	3,851	21.4	1,551	8.6	83	0.5
Renter-Occupied	2,814	1979	315	11.2	59	2.1	138	4.9	228	8.1	745	26.5	354	12.6	462	16.4	468	16.6	45	1.6	12	0.4
Total	**20,816**	**1992**	**2,078**	**10.0**	**203**	**1.0**	**802**	**3.9**	**995**	**4.8**	**3,351**	**16.1**	**2,082**	**10.0**	**5,390**	**25.9**	**4,319**	**20.7**	**1,596**	**7.7**	**95**	**0.5**

Sources: U.S. Census Bureau - American Community Survey; Maxfield Research & Consulting

Housing Units by Structure and Tenure

Table HC-3 shows the housing stock in Chisago County by type of structure and tenure based on the 2022 ACS estimates, updated to 2024 figures.

- Single-family detached units are the dominate housing type for owner-occupied units in Chisago County, representing 83.1% of all units.

- Single-family detached units also make up a large share of the renter-occupied units across the county, particularly in the Wyoming submarket. Single-family detached homes accounted for between 25.9% to 43.6% of rental housing units across the five Chisago County submarkets.

- North Branch and Chisago Lakes have the highest proportion of high-density housing, with the most units in the 20 to 49 and 50+ units categories. Rental housing in the other submarkets tends to favor smaller rental housing development.

- Just over 40% of all rentals across the county are located in lower-density residential structures such as single-family homes or townhomes.

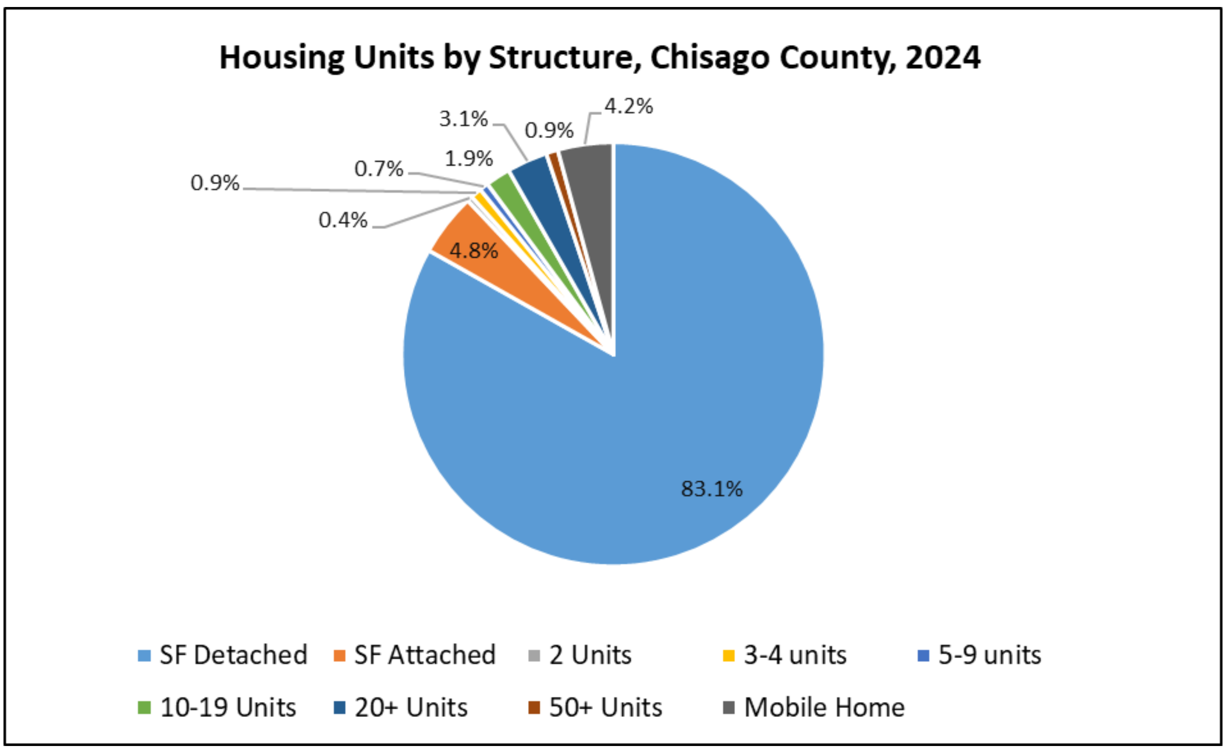


TABLE HC-3
HOUSING UNITS BY STRUCTURE & TENURE
CHISAGO COUNTY
2024

Units in Structure	CHISAGO LAKES SUBMARKET Owner-Occupied	Pct.	Renter-Occupied	Pct.	NORTH BRANCH SUBMARKET Owner-Occupied	Pct.	Renter-Occupied	Pct.	RUSH CITY SUBMARKET Owner-Occupied	Pct.	Renter-Occupied	Pct.
1, detached	4,947	91.0%	244	25.9%	5,414	93.9%	278	33.5%	1,465	93.8%	168	35.2%
1, attached	340	6.3%	113	12.0%	243	4.2%	44	5.3%	26	1.6%	78	16.3%
2	0	0.0%	47	5.0%	2	0.0%	0	0.0%	0	0.0%	24	4.9%
3 to 4	0	0.0%	43	4.5%	0	0.0%	92	11.0%	4	0.3%	14	2.9%
5 to 9	0	0.0%	20	2.2%	0	0.0%	42	5.1%	0	0.0%	27	5.6%
10 to 19	19	0.4%	147	15.6%	0	0.0%	63	7.6%	0	0.0%	112	23.5%
20 to 49	46	0.8%	240	25.5%	0	0.0%	285	34.2%	0	0.0%	47	9.9%
50 or more	0	0.0%	88	9.3%	0	0.0%	27	3.2%	0	0.0%	0	0.0%
Mobile home	81	1.5%	0	0.0%	109	1.9%	0	0.0%	65	4.2%	9	1.9%
Boat, RV, van, etc.	0	0.0%	0	0.0%	0	0.0%	0	0.0%	3	0.2%	0	0.0%
Total	**5,434**	**100%**	**942**	**100%**	**5,769**	**100%**	**831**	**100%**	**1,562**	**100%**	**478**	**100%**

Units in Structure	TAYLORS FALLS SUBMARKET Owner-Occupied	Pct.	Renter-Occupied	Pct.	WYOMING SUBMARKET Owner-Occupied	Pct.	Renter-Occupied	Pct.	CHISAGO COUNTY Owner-Occupied	Pct.	Renter-Occupied	Pct.
1, detached	1,595	90.5%	79	35.3%	3,731	86.1%	201	43.6%	17,152	90.9%	971	33.1%
1, attached	40	2.3%	36	15.9%	89	2.0%	30	6.5%	738	3.9%	301	10.3%
2	3	0.2%	13	5.8%	0	0.0%	0	0.0%	5	0.0%	84	2.9%
3 to 4	0	0.0%	28	12.6%	0	0.0%	5	1.1%	4	0.0%	182	6.2%
5 to 9	0	0.0%	25	11.1%	0	0.0%	33	7.2%	0	0.0%	147	5.0%
10 to 19	0	0.0%	14	6.3%	0	0.0%	58	12.5%	19	0.1%	394	13.4%
20 to 49	3	0.2%	18	8.2%	0	0.0%	36	7.8%	49	0.3%	626	21.3%
50 or more	0	0.0%	0	0.0%	0	0.0%	82	17.9%	0	0.0%	197	6.7%
Mobile home	122	6.9%	11	4.8%	512	11.8%	15	3.4%	889	4.7%	35	1.2%
Boat, RV, van, etc.	0	0.0%	0	0.0%	0	0.0%	0	0.0%	3	0.0%	0	0.0%
Total	**1,763**	**100%**	**225**	**100%**	**4,332**	**100%**	**461**	**100%**	**18,860**	**100%**	**2,937**	**100%**

Sources: U.S. Census Bureau - American Community Survey; Maxfield Research & Consulting

Owner-Occupied Housing Units by Mortgage Status

Table HC-4 shows mortgage status from the American Community Survey for 2024 (5-Year estimates). Mortgage status provides information on the cost of homeownership when analyzed in conjunction with mortgage payment data. A mortgage refers to all forms of debt where the property is pledged as security for repayment of debt. A first mortgage has priority claim over any other mortgage or if it is the only mortgage. A second (and sometimes third) mortgage is called a "junior mortgage," a home equity line of credit (HELOC) would also fall into this category. Finally, a housing unit without a mortgage is owned free and clear and is debt free.

- Within Chisago County, about 70% of homes have a mortgage. Across the U.S., about 62% of homes have a mortgage and roughly 38% are debt free.

- The Wyoming submarket had the highest proportion of homes without a mortgage at 35.2%.

- Most homes did not carry a second mortgage or home equity loan. Of the homes in Chisago County with a mortgage, 60.6% did not have a second mortgage or home equity loan.

- Where debt other than a mortgage was reported, it was most likely to be a second mortgage only, with 2.5% of homes with a mortgage in Chisago County carrying a second mortgage.

- Housing units with a mortgage reported a higher median value than those without a mortgage in four of the five submarkets. In the Rush City Submarket, homes with a mortgage had a median value of $267,732, compared to $278,737 for homes without a mortgage.

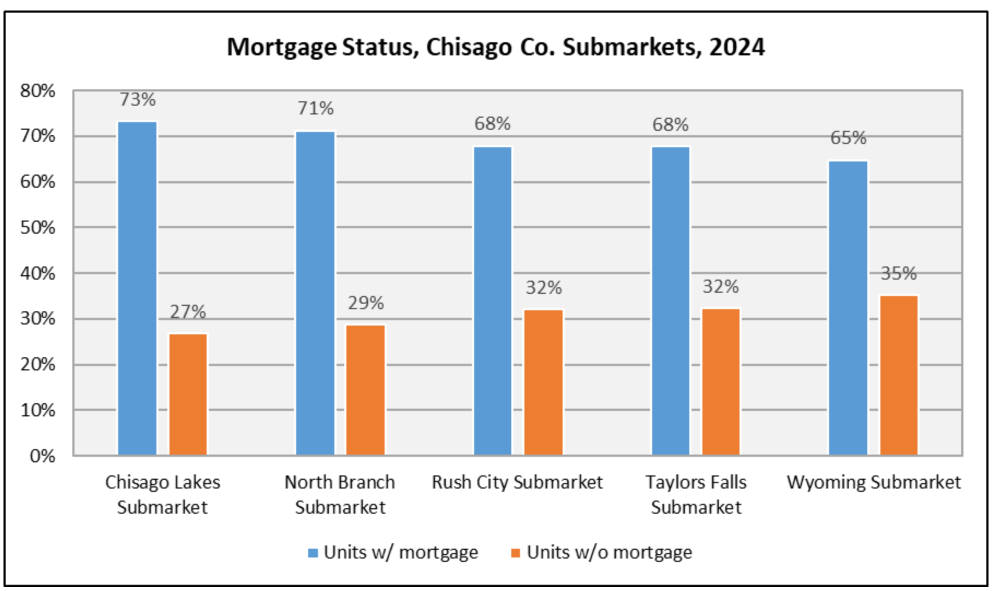


TABLE HC-4
OWNER-OCCUPIED HOUSING UNITS BY MORTGAGE STATUS
CHISAGO COUNTY ANALYSIS AREA
2024

	CHISAGO LAKES SUB.		NORTH BRANCH SUB.		RUSH CITY SUB.		TAYLORS FALLS SUB.		WYOMING SUB.		CHISAGO CO.	
Mortgage Status	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**
Housing units without a mortgage	1,706	26.8	1,897	28.7	655	32.1	641	32.2	1,689	35.2	6,588	30.2
Housing units with a mortgage/debt	4,670	73.2	4,703	71.3	1,385	67.9	1,347	67.8	3,104	64.8	15,209	69.8
Second mortgage only	102	*1.6*	250	*3.8*	66	*3.2*	69	*3.4*	67	*1.4*	553	*2.5*
Home equity loan only	62	*1.0*	98	*1.5*	15	*0.8*	2	*0.1*	3	*0.1*	181	*0.8*
Both second mortgage and equity loan	0	*0.0*	7	*0.1*	0	*0.0*	0	*0.0*	0	*0.0*	7	*0.0*
No second mortgage or equity loan	4,048	*63.5*	3,963	*60.0*	1,211	*59.4*	1,156	*58.2*	2,826	*59.0*	13,204	*60.6*
Total	**6,376**	**100.0**	**6,600**	**100.0**	**2,040**	**100.0**	**1,988**	**100.0**	**4,793**	**100.0**	**21,797**	**100.0**
Median Value by Mortgage Status												
Housing units with a mortgage	$349,677		$298,687		$267,732		$301,094		$302,952		$307,000	
Housing units without a mortgage	$308,534		$254,119		$278,737		$261,184		$255,256		$282,200	

Sources: U.S. Census Bureau - American Community Survey; Maxfield Research & Consuilting

Owner-Occupied Housing Units by Value

Table HC-5 presents data on housing values summarized by nine price ranges. Housing value refers to the estimated price point the property would sell if the property were for sale. For single-family and townhome properties, value includes both the land and the structure. For condominium units, value refers to only the unit.

- The highest median home value was reported in the Chisago Lakes submarket, $341,152, while the lowest was reported in the Rush City submarket at $273,023 in 2024.

- Within Chisago County, about 7% of homes were valued under $100,000. The highest proportion of homes valued under $100,000 is in the Wyoming submarket (12.3%), while the smallest share is within the Chisago Lakes submarket (2.8%).

- The Wyoming submarket reported 11.1% of homes valued under $50,000, the highest proportion in this bracket among all submarkets and higher than the Chisago County proportion of 4.8%.

- In Chisago County, 81.7% of homes were valued above $200,000. Due to the higher costs of new construction, new homes would likely be priced at $300,000 or higher.

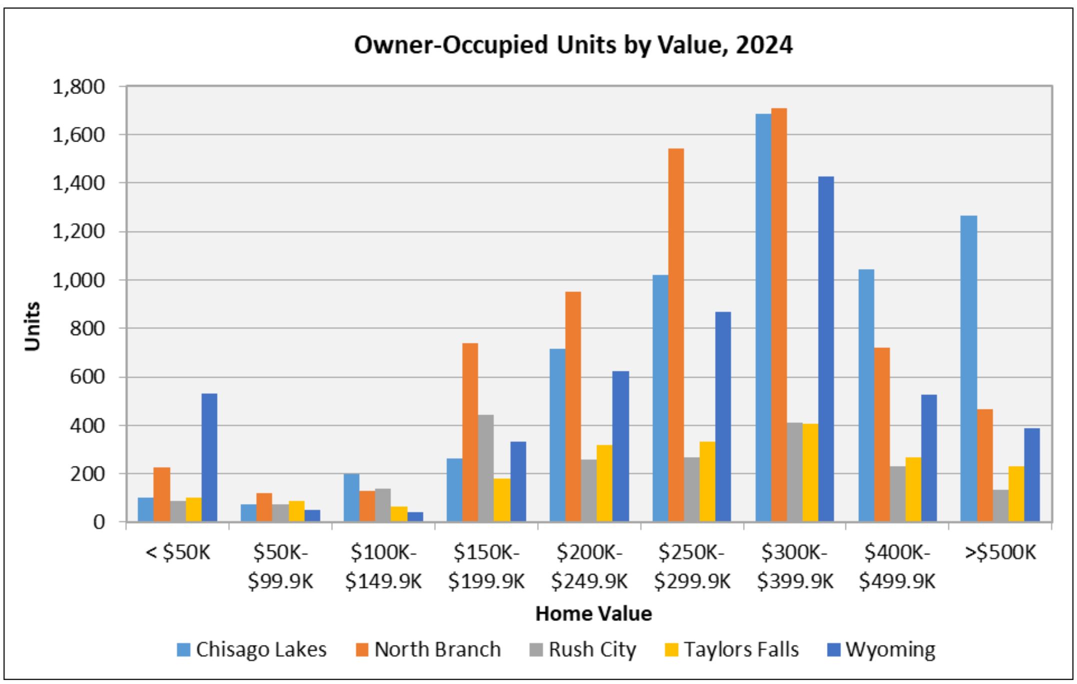


TABLE HC-5
OWNER-OCCUPIED UNITS BY VALUE
CHISAGO COUNTY
2024

	CHISAGO LAKES SUB.		NORTH BRANCH SUB.		RUSH CITY SUB.	
Home Value	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**
Less than $50,000	103	1.6	224	3.4	87	4.3
$50,000-$99,999	75	1.2	122	1.8	72	3.5
$100,000-$149,999	200	3.1	127	1.9	137	6.7
$150,000-$199,999	261	4.1	741	11.2	442	21.7
$200,000-$249,999	717	11.3	951	14.4	261	12.8
$250,000-$299,999	1,023	16.0	1,543	23.4	266	13.0
$300,000-$399,999	1,686	26.4	1,707	25.9	411	20.2
$400,000-$499,999	1,043	16.4	719	10.9	229	11.2
Greater than $500,000	1,268	19.9	466	7.1	135	6.6
Total	**6,376**	**100.0**	**6,600**	**100.0**	**2,040**	**100.0**
Median Home Value	$341,152		$292,162		$273,023	

	TAYLORS FALLS SUB.		WYOMING SUB.		CHISAGO CO.	
Home Value	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**
Less than $50,000	102	5.1	530	11.1	1,046	4.8
$50,000-$99,999	86	4.3	51	1.1	406	1.9
$100,000-$149,999	64	3.2	42	0.9	570	2.6
$150,000-$199,999	179	9.0	333	6.9	1,956	9.0
$200,000-$249,999	319	16.1	625	13.0	2,873	13.2
$250,000-$299,999	332	16.7	870	18.2	4,033	18.5
$300,000-$399,999	409	20.6	1,427	29.8	5,640	25.9
$400,000-$499,999	269	13.5	527	11.0	2,786	12.8
Greater than $500,000	230	11.6	388	8.1	2,486	11.4
Total	**1,988**	**100.0**	**4,793**	**100.0**	**21,797**	**100.0**
Median Home Value	$298,545		$292,983		$299,800	

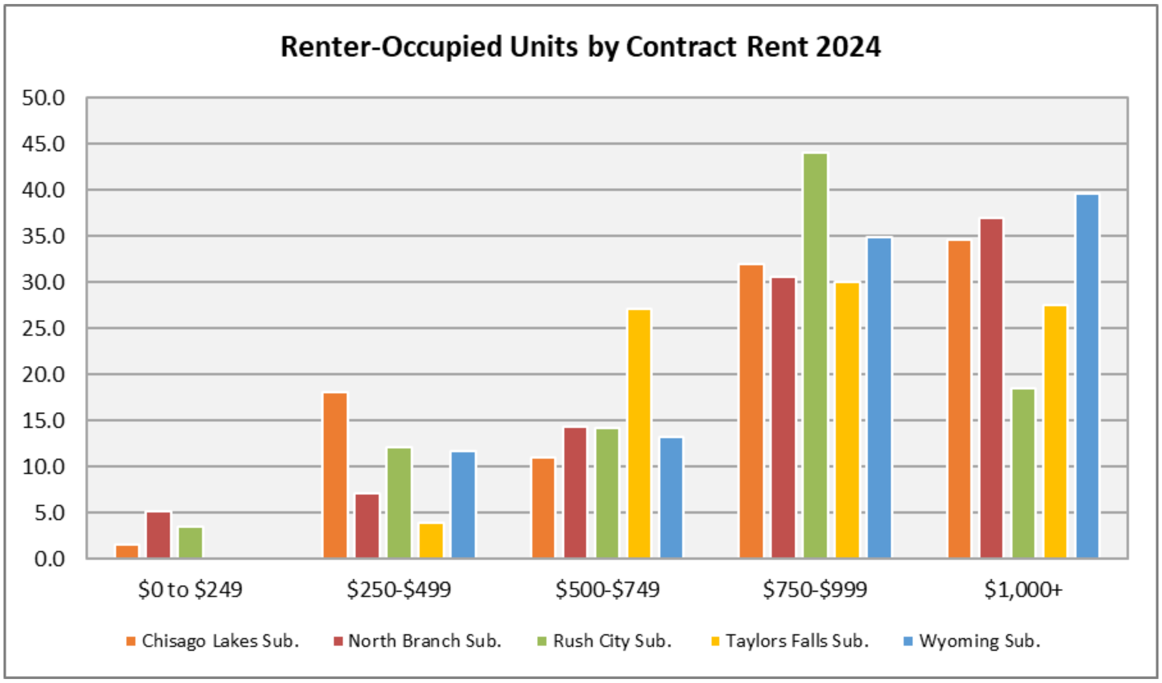
Sources: U.S. Census Bureau - American Community Survey; Maxfield Research & Consulting

Renter-Occupied Units by Contract Rent

Table HC-6 presents information on the monthly housing costs for renters called contract rent (also known as asking rent). Contract rent is the monthly rent agreed to regardless of any utilities, furnishings, fees, or services that may be included.

- Chisago County residents were most likely to pay between $749 and $999 in monthly rent, with 33.8% of renter occupied units reporting rents in this range.

- In every submarket, the largest rent categories are within the $750 to $999 and over $1,000.



- The most prevalent rent range in all submarkets was between $749 and $999, except for in the Wyoming submarket where rental units charging $1,000 or more was the largest share accounting for about 40% of all rental units with a cash rent.

- Housing units without payment of rent ("no cash rent") make up 4.8% of Chisago County renters. The proportion was significantly higher in Taylors Falls submarket (11.6%). Typically, units may be owned by a relative or friend who lives elsewhere whom allow occupancy without charge. Other sources may include caretakers or ministers who may occupy a residence without charge.

- The median contract rent in Chisago County is $929 a month. The highest median contract rents were in submarkets located in the southern part of Chisago County. The Wyoming submarket had the highest median contract rent at $960.

TABLE HC-6
RENTER-OCCUPIED UNITS BY CONTRACT RENT
CHISAGO COUNTY
2024

	Chisago Lakes Sub.		North Branch Sub.		Rush City Sub.	
Contract Rent	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**
No Cash Rent	26	2.7	51	6.1	36	7.6
Cash Rent	916	97.3	780	93.9	442	92.4
$0 to $249	*15*	*1.6*	*42*	*5.1*	*17*	*3.5*
$250-$499	*170*	*18.1*	*59*	*7.1*	*58*	*12.1*
$500-$749	*104*	*11.0*	*119*	*14.3*	*68*	*14.2*
$750-$999	*301*	*31.9*	*254*	*30.5*	*210*	*44.0*
$1,000+	*326*	*34.7*	*307*	*37.0*	*89*	*18.5*
Total	**942**	**100.0**	**831**	**100.0**	**478**	**100.0**
Median Contract Rent	$930		$955		$853	

	Taylors Falls Sub.		Wyoming Sub.		Chisago County	
Contract Rent	**No.**	**Pct.**	**No.**	**Pct.**	**No.**	**Pct.**
No Cash Rent	26	11.6	3	0.7	142	4.8
Cash Rent	199	88.4	458	99.3	2,795	95.2
$0 to $249	*0*	*0.0*	*0*	*0.0*	*74*	*2.5*
$250-$499	*9*	*3.9*	*54*	*11.6*	*349*	*11.9*
$500-$749	*61*	*27.1*	*61*	*13.2*	*412*	*14.0*
$750-$999	*67*	*30.0*	*161*	*34.9*	*993*	*33.8*
$1,000+	*62*	*27.5*	*183*	*39.6*	*967*	*32.9*
Total	**225**	**100.0**	**461**	**100.0**	**2,937**	**100.0**
Median Contract Rent	$910		$960		$929	

Sources: American Community Survey; Maxfield Research & Consulting

Employment Trends

Employment characteristics are an important component in assessing housing needs in any given market area. These trends are important to consider since job growth can generally fuel household and population growth as people generally desire to live near where they work. Long commute times have encouraged households to move closer to major employment centers. However, since the pandemic and hybrid work opportunities the proximity to employment isn't as important than prior to 2020 as growth continues to move outward from the core cities.

Employment Growth and Projections

Table E-1 shows projected employment growth for the Central Planning Region and the Seven County Twin Cities Planning Region. The Central Planning Region encompasses Benton, Chisago, Isanti, Kanabec, Kandiyohi, McLeod, Meeker, Mille Lacs, Pine, Renvillle, Chisago , Stearns, and Wright County. Table E-1 shows employment growth trends and projections for 2022 to 2032 based on the most recent Minnesota Department of Employment and Economic Development (DEED) employment outlook projections.

- There was an estimated total of 315,929 jobs in the Central Planning Region in 2022, which was 10.1% of the State of Minnesota total (3,135,681 jobs).

- The Central Planning Region's employment is anticipated to grow by 5.2% between 2022 and 2032, an increase of 16,302 jobs.

TABLE E-1
EMPLOYMENT GROWTH TRENDS AND PROJECTIONS
CHISAGO COUNTY
2022 - 2032

	Employment		Change	
	Estimate	Forecast	2022 - 2032	
	2022	2032	No.	Pct.
Central Planning Region	**315,929**	**332,231**	**16,302**	**5.2%**
Twin Cities Metro Area	1,927,280	2,022,157	94,877	4.9%
Minnesota	3,135,681	3,280,273	144,592	4.6%

Note: Twin Cities Metro represents the 7-County planning region
Sources: MN DEED; Maxfield Research & Consulting, LLC.

Resident Employment

Table E-2 presents resident employment data for Chisago County from 2000 through July 2024. Resident employment data is calculated as an annual average *and reveals the work force and number of employed persons living in the County*. It is important to note that not all of these individuals necessarily work in Chisago County. The data is obtained from MNDEED.

- Between 2020 and July 2024 the labor force in Chisago County experienced an overall decrease of 1.0%.
- The number of employed persons in Chisago County has also grown from 28,328 in 2020 to 28,864 in July 2024, an increase of about 1.9%.
- The effects of the Covid-19 Pandemic on the employment rate largely disappeared by 2022, and as the Federal Reserve began to fight inflation employment has increased slightly. As of July 2024, the unemployment rate is 4.1%.
- Between 2010 and 2020, the economy experienced a ten year run of uninterrupted employment gains, which was ended by the Covid-19 Pandemic in March of 2020.

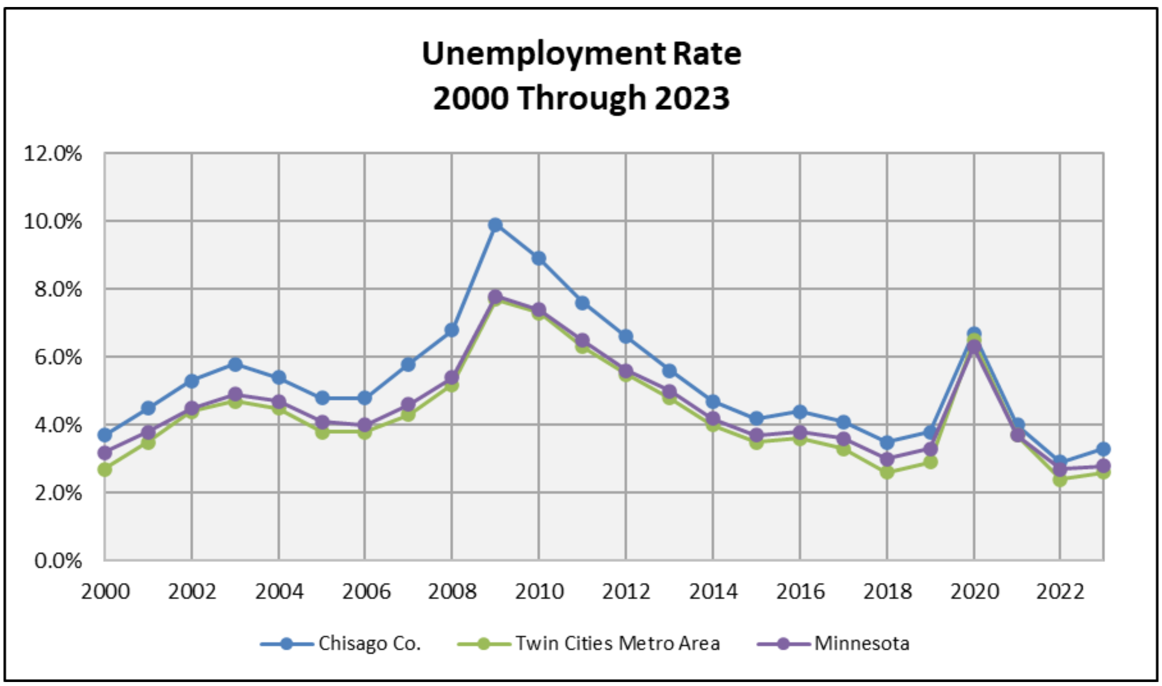


TABLE E-2
ANNUAL AVERAGE RESIDENT EMPLOYMENT
CHISAGO COUNTY
2000 to 2024 [1]

Year	Labor Force	Employed	Unemployed	Rate
CHISAGO COUNTY				
2000	23,250	22,394	856	3.7%
2005	27,047	25,756	1,291	4.8%
2010	29,314	26,707	2,607	8.9%
2015	28,517	27,320	1,197	4.2%
2020	30,362	28,328	2,034	6.7%
2024	30,107	28,864	1,243	4.1%
Change 2000-2024 [1]				
Number	6,857	6,470	387	--
Percent	29.5%	28.9%	45.2%	--
MINNESOTA				
2010	2,938,795	2,721,194	217,601	7.4%
2015	2,975,533	2,864,583	110,950	3.7%
2020	3,122,015	2,926,643	195,372	6.3%
2024	3,115,318	2,995,686	119,632	3.8%
U.S. [2]				
2010	153,889	139,878	14,011	9.6%
2015	157,130	148,833	8,297	5.3%
2020	160,742	147,794	12,948	8.1%
2024	167,723	162,038	5,685	3.4%

[1] Through July 2024
[2] Estimated in Thousands
Note: Data not seasonally adjusted

Sources: U.S. Department of Labor, MNDEED, Maxfield Research and Consulting

Covered Employment by Industry

Table E-3 presents covered employment workforce numbers for Chisago County from 2021 through the 1st Quarter 2024. Covered employment data is calculated as an annual average and *reveals the number of jobs in the designated area,* which are covered by unemployment insurance. Many temporary workforce positions, agricultural, self-employed persons, and some other types of jobs are not covered by unemployment insurance and are not included in the table. The following are key trends derived from the employment data:

- As of the 1st Quarter 2024, the Education and Health Services sector accounted for the largest share of employment in Chisago County, with 5,061 employees accounting for 32.4% of employment. Between 2021 and the 1st Quarter 2024, the Education and Health Services sector has grown by 99 employees, approximately 2.0%.

- The next two largest employment sectors were the Trade, Transportation and Utilities sector, which accounted for 16.7% of employment in the 1st Quarter of 2024 and the Manufacturing sector, which accounted for 15.2% of employment. Between 2021 and the 1st Quarter 2024, the Trade, Transportation and Utilities sector decreased by 2.9% (79 jobs), while the Manufacturing sector decreased by 2.1% (50 jobs).

- Between 2021 and the 1st Quarter 2024, the Leisure and Hospitality sector experienced the largest growth in the county, adding 101 employees, a 6.4% increase. The Construction sector experienced the largest decline in the county, decreasing by 13.4% (149 jobs).

TABLE E-3
CHISAGO COUNTY
2021 - 2024 (Q1)
North American Industrial Classification System (NAICS)

Chisago County Covered Employment					Change 2021 - 2024 Q1	
Industry	2021	2022	2023	2024 Q1	No.	Pct.
Natural Resources & Mining	33	27	24	14	-19	-57.6%
Construction	1,111	1,216	1,245	962	-149	-13.4%
Manufacturing	2,423	2,455	2,418	2,373	-50	-2.1%
Trade, Transportation & Utilities	2,680	2,625	2,667	2,601	-79	-2.9%
Information	38	50	43	38	0	0.0%
Financial Services	247	225	215	203	-44	-17.8%
Professional and Business Services	1,246	1,223	1,200	1,167	-79	-6.3%
Education and Health Services	4,962	4,809	4,911	5,061	99	2.0%
Leisure and Hospitality	1,590	1,688	1,820	1,691	101	6.4%
Other Services	430	487	494	490	60	14.0%
Public Administration	1,049	1,009	1,052	995	-54	-5.1%
Totals	**15,811**	**15,818**	**16,090**	**15,600**	**-211**	-1.3%

Source: MNDEED; Maxfield Research and Consulting

Employment and Wages

Table E-4 displays information on average weekly wages in Chisago County compared to the Twin Cities Metro Area. The Quarterly Census of Employment and Wages (QCEW) data is sourced from Minnesota Employment and Economic Development for the annual average of 2021 through the 1st Quarter 2024, the most recent annual data available. All establishments covered under the Unemployment Insurance (UI) Program are required to report wage and employment statistics quarterly to Minnesota Employment and Economic Development. Federal government establishments are also covered by the QCEW program.

It should be noted that certain industries in the table may not display any information which means that there is either no reported economic activity for that industry or the data has been suppressed to protect the confidentiality of cooperating employers. This generally occurs when there are too few employers or one employer comprises too much of the employment in that geography. Additionally, the Minnesota Employment and Economic Development combines any government workers into the Public Administration sector, rather than the descriptive sector. For instance, a county hospital worker is categorized under Public Administration rather than Educational and Health Services.

- Average weekly wages increased by 13.1% between the 2021 and 2024 Q1. Wages increased in every sector with the exception of the Natural Resources and Mining and Construction.

- Proportionally, the sectors with the largest increases in wages were Professional and Business Services 33.4% ($589), 30.5% in the Information sector ($355) and 29.9% in Public Administration ($334).

- Wages in Chisago County were lower in each industry category compared to the Twin Cities Metro Area.

TABLE E-4
WAGES
CHISAGO COUNTY
2021 - 2024 (Q1)
North American Industrial Classification System (NAICS)

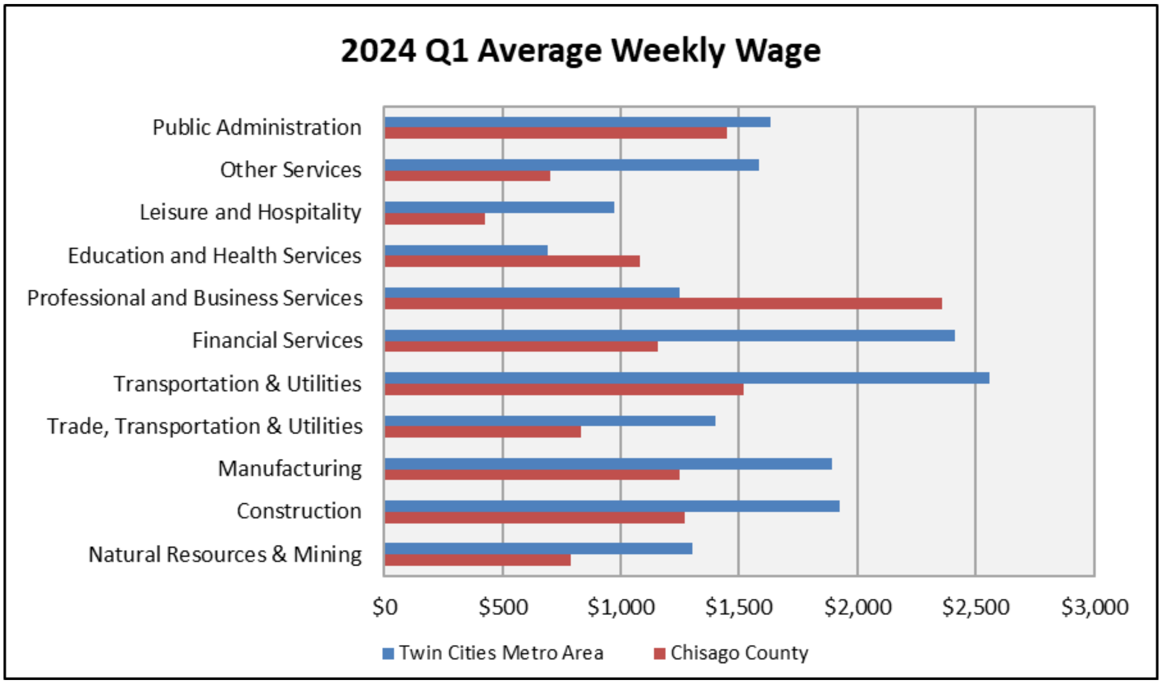
Chisago County					Change	
Average Weekly Wage					2021 - 2024 Q1	
Industry	2021	2022	2023	2024 Q1	No.	Pct.
Natural Resources and Mining	$889	$813	$770	$789	-$100	-11.2%
Construction	$1,347	$1,427	$1,520	$1,269	-$78	-5.8%
Manufacturing	$1,068	$1,123	$1,213	$1,247	$179	16.8%
Trade, Transportation and Utilities	$786	$835	$847	$835	$49	6.2%
Information	$1,163	$1,049	$1,378	$1,518	$355	30.5%
Financial Activities	$1,013	$1,109	$1,164	$1,158	$145	14.3%
Professional and Business Services	$1,771	$1,711	$1,812	$2,360	$589	33.3%
Education and Health Services	$969	$1,039	$1,069	$1,080	$111	11.5%
Leisure and Hospitality	$368	$392	$405	$425	$57	15.5%
Other Services	$600	$632	$694	$704	$104	17.3%
Public Administration	$1,116	$1,213	$1,290	$1,450	$334	29.9%
Totals	**$985**	**$1,032**	**$1,074**	**$1,114**	**$129**	**13.1%**

Source: MNDEED; Maxfield Research and Consulting

TABLE E-5
ESTABLISHMENTS
CHISAGO COUNTY
2021 - 2024 (Q1)
North American Industrial Classification System (NAICS)

Chisago County					Change	
Average Weekly Wage					2021 - 2024 Q1	
Industry	2021	2022	2023	2024 Q1	No.	Pct.
Natural Resources & Mining	11	13	13	13	2	18.2%
Construction	204	222	220	217	13	6.4%
Manufacturing	88	87	89	91	3	3.4%
Trade, Transportation & Utilities	240	245	252	254	14	5.8%
Information	16	17	14	13	-3	-18.8%
Financial Services	70	69	72	71	1	1.4%
Professional and Business Services	135	141	152	159	24	17.8%
Education and Health Services	214	228	242	257	43	20.1%
Leisure and Hospitality	118	122	125	127	9	7.6%
Other Services	135	145	153	147	12	8.9%
Public Administration	40	40	40	39	-1	-2.5%
Totals	**1,271**	**1,328**	**1,372**	**1,388**	**117**	**9.2%**

Source: MNDEED; Maxfield Research and Consulting



Commuting Patterns

Proximity to employment is often a primary consideration when choosing where to live, since transportation costs often account for a considerable proportion of households' budgets. Tables E-6 highlights the commuting patterns of workers in Chisago County in 2021 (the most recent data available), based on Employer-Household Dynamics data from the U.S. Census Bureau. Home destination is defined as where workers live who are employed in the selection area. Work destination is defined as where workers are employed who live in the selection area.

- As Table E-6 illustrates, 9.5% of workers who are employed in Chisago County live in the City of North Branch, and 4.2% live in the City of Wyoming. North Branch and Wyoming are also the two largest work destinations located within Chisago County. North Branch being the work destination for 5.3% of workers who have jobs in Chisago County, while Wyoming accounts for 4.5% of workers in Chisago County.

- The two largest work destinations are located outside Chisago County. Approximately 14.4% of Chisago County residents commute to either Minneapolis (7.9%) or St. Paul (6.5%) for work. Minneapolis and St. Paul account for 4,229 employees who live in Chisago County.

- The Cities of Forest Lake, Blaine, and Cambridge all combine to account for approximately 9.5% of workers employed in Chisago County.

- Approximately 21.2% of workers in Chisago County travel 21.2% of workers commute less than 10 miles, 23.7% travel 10 to 24 miles, 44.6% travel 25 to 44 miles, and 10.6% travel over 50 miles.

TABLE E-6
COMMUTING PATTERNS
CHISAGO COUNTY
2021

Home Destination			Work Destination		
Place of Residence	**Count**	**Share**	**Place of Employment**	**Count**	**Share**
North Branch city, MN	1,393	9.5%	Minneapolis city, MN	2,320	7.9%
Forest Lake city, MN	629	4.3%	St. Paul city, MN	1,909	6.5%
Wyoming city, MN	619	4.2%	North Branch city, MN	1,546	5.3%
Lindstrom city, MN	617	4.2%	Forest Lake city, MN	1,537	5.2%
Chisago City city, MN	549	3.7%	Wyoming city, MN	1,315	4.5%
Rush City city, MN	346	2.4%	Chisago City city, MN	795	2.7%
Cambridge city, MN	239	1.6%	Lindstrom city, MN	730	2.5%
Blaine city, MN	206	1.4%	Cambridge city, MN	676	2.3%
Pine City city, MN	194	1.3%	Rush City city, MN	587	2.0%
Lino Lakes city, MN	178	1.2%	Blaine city, MN	570	1.9%
All Other Locations	9,687	66.1%	All Other Locations	17,336	59.1%
Distance Travelled			Distance Travelled		
Total Primary Jobs	14,657	100.0%	Total Primary Jobs	29,321	100.0%
Less than 10 miles	5,985	40.8%	Less than 10 miles	6,213	21.2%
10 to 24 miles	4,887	33.3%	10 to 24 miles	6,958	23.7%
25 to 50 miles	2,523	17.2%	25 to 50 miles	13,037	44.5%
Greater than 50 miles	1,262	8.6%	Greater than 50 miles	3,113	10.6%

Work Destination: Where workers live who are employed in the selection area
Home Destination: Where workers are employed who live in the selection area

Sources: U.S. Census Bureau Local Employment Dynamics, Maxfield Research & Consulting

Inflow/Outflow

Table E-7 provides a summary of the inflow and outflow of workers of Chisago County. Outflow reflects the number of workers living in the County but employed outside of the County while inflow measures the number of workers that are employed in the County but live outside.

- Chisago County is a net exporter of workers, with 8,272 commuting into the county compared to 22,936 workers leaving the county. In addition, 6,385 workers live and work in the county.

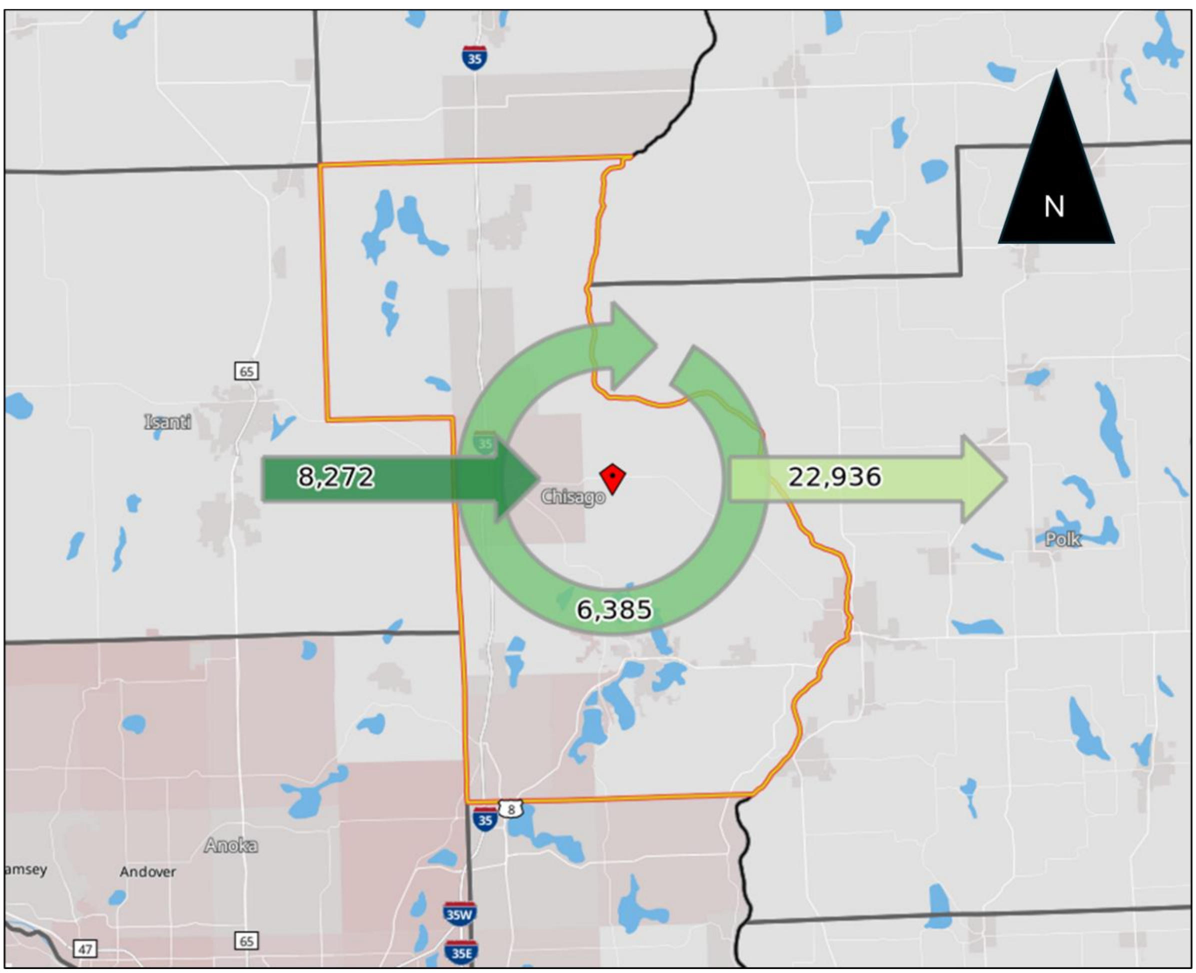
- Roughly 56% of workers in Chisago County live outside of the County and commute in, while 44% live within Chisago County.

TABLE E-7
COMMUTTING INFLOW/OUTFLOW CHARACTERISTICS
CHISAGO COUNTY
2021

	Outflow		Inflow		Interior Flow	
City Total	**22,936**	**100.0%**	**8,272**	**100.0%**	**6,385**	**100.0%**
By Age						
Workers Age 29 or younger	4,906	21.4%	2,125	25.7%	1,629	25.5%
Workers Age 30 to 54	12,553	54.7%	4,223	51.1%	3,101	48.6%
Workers Age 55 or older	5,477	23.9%	1,924	23.3%	1,655	25.9%
By Monthly Wage						
Workers Earning $1,250 per month or less	3,662	16.0%	1,830	22.1%	1,898	29.7%
Workers Earning $1,251 to $3,333 per month	4,754	20.7%	2,173	26.3%	2,007	31.4%
Workers Earning More than $3,333 per month	14,520	63.3%	4,269	51.6%	2,480	38.8%
By Industry						
Workers in the "Goods Producing" Industry Class	5,616	24.5%	2,338	28.3%	1,319	20.7%
Workers in the "Trade, Transportation, and Utilities" Industry Class	4,409	19.2%	1,522	18.4%	1,192	18.7%
Workers in the "All Other Services" Industry Class	12,911	56.3%	4,412	53.3%	3,874	60.7%

Sources: U.S. Census Bureau, Maxfield Research & Consulting

Inflow/Interior Flow/Outflow 2021



Major Employers

A portion of the employment growth in Chisago County will be generated by the largest employers in the County. Table E-8 lists some of the top employers in Chisago County along with a description of their primary industry and the approximate number of employees based on data provided by the individual cities in Chisago County.

The following are key points from Table E-8:

- The largest employer in the county was Fairview Lakes Health Services, with 948 jobs, followed by Polaris Industries (861 jobs) and ISD No. 2144 (Chisago Lakes) with 779 jobs, .
- Many of Chisago County's largest employers are in the manufacturing industry. Other large employers are school districts, and health care facilities.
- The major employers account for approximately 37% of employment in Chisago County.

TABLE E-8
MAJOR EMPLOYERS
CHISAGO COUNTY
2024

Employer	City	Employees
Andersen Windows	North Branch	248
Branch Manufacturing	North Branch	52
Chisago County	Center City	400
Dennis Kirk	Rush City	184
Fairview Lakes Health Services	Multiple	948
Hazelden Betty Ford Foundation	Center City	793
ISD No. 138 (North Branch)	North Branch	417
ISD No. 2144 (Chisago Lakes)	Chisago Lakes	779
Minnesota Correctional Facility	Rush City	335
Plastic Products/Smith Metal	Lindstrom/Center City	232
Promotion Management Center	Stacy	40
Rosenbauer Minnesota	Wyoming	502
Shafer Contracting	Shafer	268
Wyoming Elementary	Wyoming	80
Wyoming Machine	Stacy	41
Kendell Howard	Chisago City	79
Hallberg Marine	Wyoming	48
Zinpro	North Branch	55
Plastech Corporation	Rush City	302
Polaris Industries	Wyoming	861
Rinker Materials	Stacy	177
		5,803

Sources: Chisago County HRA-EDA, Maxfield Research and Consulting.

Introduction

Maxfield Research and Consulting identified and surveyed larger rental properties of eight or more units in Chisago County.

For this analysis, rental properties are classified into two groups, general occupancy and senior (age-restricted). All senior properties are included in the *Senior Housing Analysis* section of the report. The general occupancy rental properties are divided into three groups: market rate (those without income restrictions); affordable or shallow-subsidy housing (those receiving tax credits or another type of shallow-subsidy and where there is a quoted rent for the unit and a maximum income that cannot be exceeded by the tenant); and subsidized or deep-subsidy properties (those with income restrictions at 50% or less of AMI where rental rates are based on 30% of the household's gross adjusted income.).

General-Occupancy Rental Summary

Our research of Chisago County's general occupancy rental market included a survey of 28 total properties, spread across shallow-subsidy (affordable), deep-subsidy (subsidized) and market rate apartment properties (buildings with 8 units or more) as of September 2024. These properties represent a combined total of over 900 units, including 188 affordable, 56 subsidized and 659 market rate units.

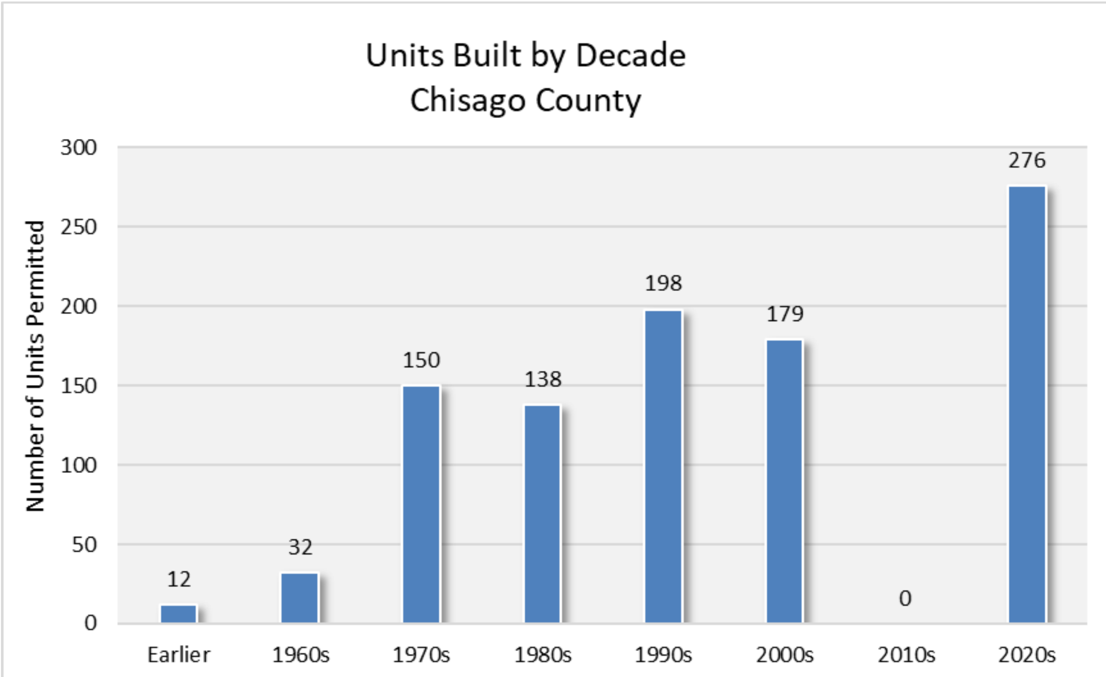
Although we were able to contact and obtain up-to-date information on most rental properties, there were some properties that chose not to participate in the survey or that we were unable to reach due to lack of contact information or no response to messages and had to rely on information from third party sources, if available.

At the time of our survey, 11 general occupancy units were vacant, resulting in an overall vacancy rate of 1.2% for all units. The combined overall vacancy rate is well below the industry standard of 5% vacancy for a stabilized rental market rate which promotes competitive rates, ensures adequate choice and allows for sufficient unit turnover.

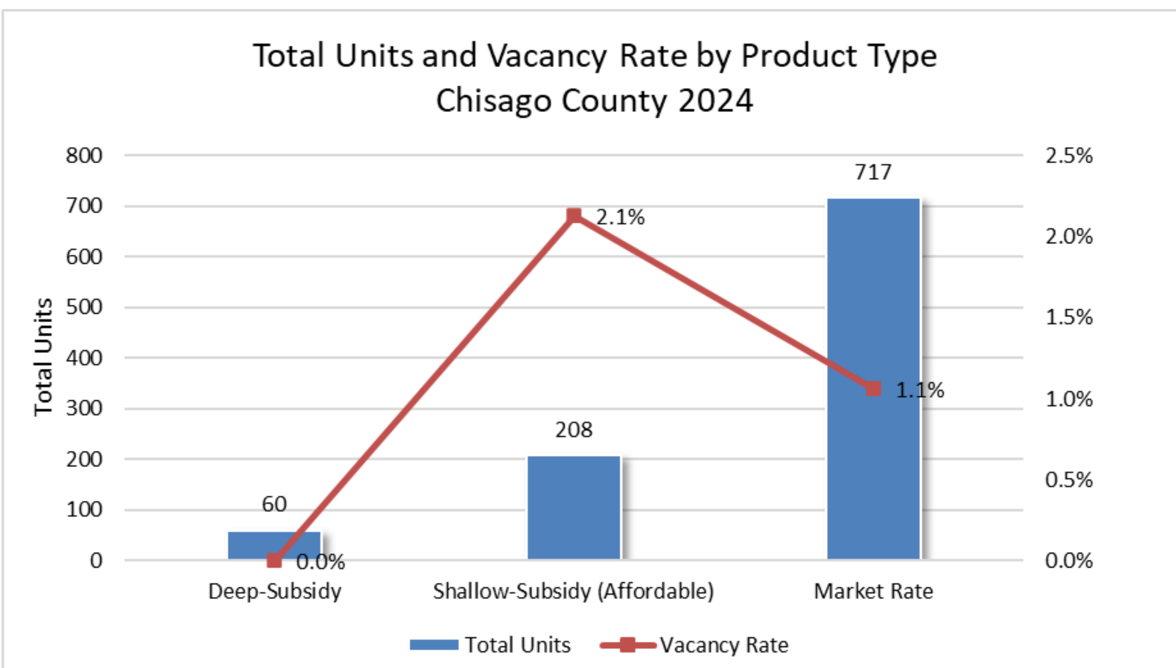
Table R-1 summarizes the inventory of general occupancy properties in Chisago County by income level and includes year built, city, submarket and unit totals. Tables R-2 through R-4 provide a summary by income level and unit type, which includes total units, average square foot, rent range, average rent, and average rent per square foot as well as the average age of the properties.

- The peak development period for multifamily units in Chisago County was previously in the 1990s as 198 of the units surveyed were built during that decade. Since 2020 however, 276 units have been built, which far surpasses the total units constructed in each prior decade.

- Chisago County has added an average of 139 general occupancy rental units per decade since the 1960s.



- Market rate units consist of the largest number of surveyed rental units in the county with a total of 570 units (70%) followed by shallow subsidy (affordable) units at 24% (182 units), and deep-subsidy units at only 8% (61 units).



- North Branch had the most units inventoried, but not necessarily surveyed, with 413 units or 41.9% of all units. The next largest submarket was Chisago Lakes, with 27.6% of units. The following list shows the proportion of rental units surveyed by submarket.

Chisago Lakes	28%
North Branch	42%
Rush City	14%
Taylors Falls	6%
Wyoming	11%

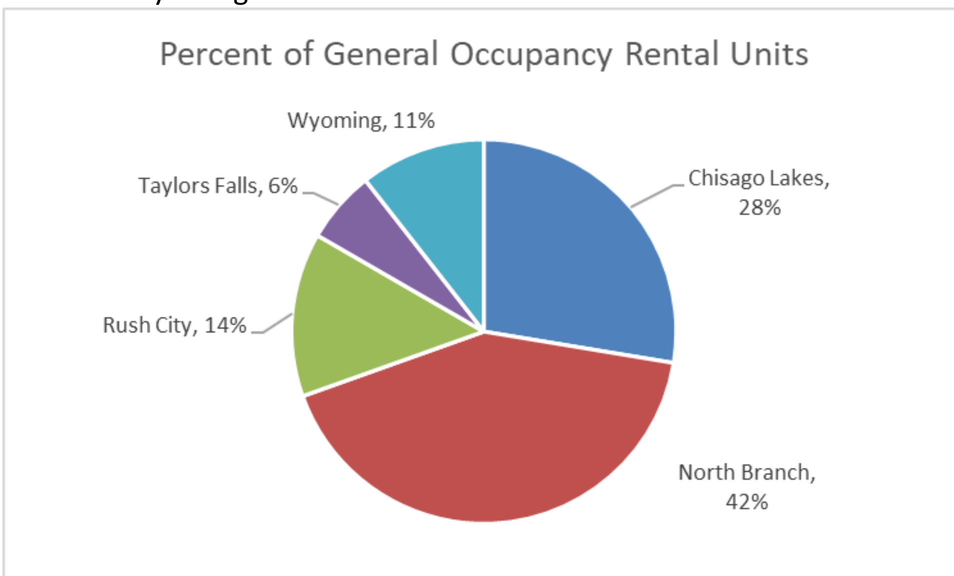


TABLE R-1
GENERAL OCCUPANCY RENTAL HOUSING DEVELOPMENTS
CHISAGO COUNTY
OCTOBER 2024

Project Name	Year Built	City	Submarket	Units
Deep-Subsidy				
Cherokee Place Townhomes	2020	North Branch	North Branch	4
Parkview Apt	1985	Lindstrom	Chisago Lakes	20
Oakhurst Apt	1985	North Branch	North Branch	12
Rush Riverview Apt	1983	Rush City	Rush City	24
Total				**60**
Shallow-Subsidy (Affordable)				
Cherokee Place Townhomes	2020	North Branch	North Branch	44
Oakview Terrace Townhomes	2003	North Branch	North Branch	24
Kestrel Meadows Townhomes	2003	North Branch	North Branch	30
Taylors Falls Villas	1998	Taylor's Falls	Taylor's Falls	20
Southfield Estates	1997	Rush City	Rush City	24
Wyoming Oakwood Townhomes	1997	Wyoming	Wyoming	48
Bridgeford Apt	1987	Rush City	Rush City	18
Total				**208**
Market Rate				
Falcon Apartments	2021	North Branch	North Branch	144
Olinda Trail	2021	Lindstrom	Chisago Lakes	84
Ashwood and Birchwood Apts	2004	North Branch	North Branch	125
The Woods Apt	1990	Chisago City	Chisago Lakes	36
Rush City Country Apt	1994	Rush City	Rush City	70
Bungalows of Chisago	1988	Chisago City	Chisago Lakes	64
Oakridge Apt	1979	Wyoming	Wyoming	32
Oak Manor Apt	1979	Wyoming	Wyoming	12
Angel Hill Apts	1979	Taylor's Falls	Taylor's Falls	8
Elmwood Terrace Apt	1978	North Branch	North Branch	14
North Oaks Apartments	1976	North Branch	North Branch	16
Riverfront Apt	1975	Taylor's Falls	Taylor's Falls	32
Lake Town Apt	1975	Chisago City	Chisago Lakes	14
Northgate Terrace Apt	1972	Lindstrom	Chisago Lakes	22
Dahl Place	1965	Chisago City	Chisago Lakes	21
Karl Oskar Apartments	1965	Lindstrom	Chisago Lakes	11
Shafer Apt	1921	Shafer	Wyoming	12
Total				**717**

Source: Maxfield Research and Consulting.

Market Rate Properties Surveyed

- Table R-2 on the following page provides a detailed summary of the market rate rental housing in Chisago County surveyed. In total, updated information was obtained for 538 market rate units.

- There have been three new developments built since 2020 with 276 units. The two market rate projects are Falcon Apartments located in North Branch (144 units, built in 2021) and Olinda Trail is in Lindstrom, with 84 units. Cherokee Place Townhomes is a 48-unit affordable/deep subsidy property in North Branch which opened in 2020.

- A total of seven vacancies were found among market rate rental properties, resulting in a vacancy rate of 1.1% as of September 2024. The market equilibrium rate for market rate properties is considered as 5% to allow for unit turnover and adequate property choice for renters. This indicates some pent-up demand for new market rate rental housing in the county.

- Average unit apartment sizes range from an average of 334 square feet for a studio unit to 980 for a three-bedroom townhome unit. The overall average size of the market rate units surveyed in Chisago County is 767 square feet.

- Rents range from $750 for a studio apartment to $1,700 for a three-bedroom. The average monthly rent of market rate apartments in Chisago County is $1,101. To afford the average monthly rent and not be cost burdened, a household would need an income of $44,036.

- The average rent per square foot for market rate rentals is $1.43, with studios being the highest at $2.31 and two-bedroom units being the lowest at $1.32 rent per square foot. One-bedroom units averaged $1.57 and two-bedroom units averaged $1.34.

- Newer properties have higher rent per square foot than older properties, with units at Falcon Apartments and Olinda Trail having rents per square foot ranging from $1.37 to $2.35. Older units, however, are not significantly less, with many older units able to capture above $1.50 per square foot. Based on interviews with multiple property managers, the market is softer for higher price point one-bedroom units.

- Older properties typically have lower rents because of limited amenities and a lack of updates and high-quality finishes. Even so, the lack of housing has allowed some older properties to charge much higher rents.

R-2
SUMMARY BY UNIT TYPE
MARKET RATE GENERAL OCCUPANCY RENTAL HOUSING
CHISAGO COUNTY
OCTOBER 2024

Unit Type	Unit Mix	Avg. Sq. Ft.	Monthly Rents Range Low - High	Monthly Rents Avg. Rent	Monthly Rents Avg. Rent/ Sq. Ft.
Studio	8%	334	$750 - $950	$769	$2.31
1BR	38%	661	$775 - $1,180	$1,039	$1.57
2BR	49%	898	$950 - $1,500	$1,182	$1.32
3BR	5%	980	$985 - $1,700	$1,309	$1.34
Total:*	**100%**	**767**	**$750 - $1,700**	**$1,101**	**$1.43**
Vacancies/Rate	**1.1%**				
Average Age	**1997**				

* Total units surveyed is 546 units. This total is from properties with identified units mix.

Note: This table includes data from rental properties that participated and provided complete survey information.

Source: Maxfield Research & Consulting

Shallow-subsidy (Affordable)

- Shallow-subsidy rental properties historically are funded via the Low Income Housing Tax Credit (LIHTC) program in which the federal government issues tax credits (9% & 4%), which are awarded by the state housing agency (MHFA – Minnesota Housing Finance Agency) for a 10-year reduction in tax liability with a stipulation that rents are kept affordable for 15 years. Recent developments in several communities across the State of Minnesota have shifted to offering affordable units based on TIF (Tax Increment Financing) funding through local communities. Affordable rents are kept low based on a timeframe stipulated by the local government that provide the TIF.

- Rents at affordable developments have income qualifications generally placed at 60% of the area median income (AMI) with rents sent between 30% and 60% of AMI. A small number of affordable developments may have income restrictions at 40%, 50%, or 80% of AMI. All the market rate rental developments surveyed have income restrictions at 60% of AMI.

- There are seven shallow-subsidy (affordable) properties in Chisago County with 184 total units. There were four vacant units in total as of September 2024 for an overall vacancy rate of 2.1%.

- Typically, affordable rental properties should be able to maintain vacancy rates of 3% or less in most housing markets. Many properties had no vacant units and waitlists indicating a need for additional housing of this type.

- Since 2018, one property has been built with 44 shallow subsidy units and four deep subsidy long term homeless units. Interestingly, most of the three-bedroom units for rent among the surveyed properties are in affordable properties (70% of three-bedroom units). Rents at affordable properties ranged from an average of $946 for a one-bedroom unit to $1,229 for two-bedroom units and $1,609 for three-bedroom units. Rents per square foot averaged $1.24.

R-3
SUMMARY BY UNIT TYPE
SHALLOW-SUBSIDY GENERAL OCCUPANCY RENTAL HOUSING
CHISAGO COUNTY
OCTOBER 2024

			Monthly Rents		
Unit Type	**Unit Mix**	**Avg. Sq. Ft.**	**Range Low - High**	**Avg. Rent**	**Avg. Rent/ Sq. Ft.**
1BR	10%	772	$689 - $1,300	$946	$1.23
2BR	48%	1,005	$729 - $1,507	$1,229	$1.22
3BR	42%	1,286	$1,015 - $1,799	$1,608	$1.25
Total:	**100%**	**1,101**	**$689 - $1,799**	**$1,361**	**$1.24**
Vacancies/Rate	**1.9%**				
Average Age	**2003**				

Note: This table includes data from rental properties that participated and provided complete survey information.

Source: Maxfield Research & Consulting

Deep-Subsidy (Subsidized)

- Maxfield Research identified and surveyed four properties with 60 total units that offer deep-subsidy (subsidized) rents in Chisago County. No units were vacant as of September 2024. Subsidies at county properties include USDA Rural Development and HUD Section 8 (project-based).

- Typically, deep-subsidy rental properties should be able to maintain vacancy rates of 3% or less in most housing markets. No vacancies for these units indicate a need for more of this housing.

- Funding for subsidized housing has been very limited for decades and is usually only granted for specialty housing such as those with disabilities and/or persons who are homeless. Aside from the four Long Term Homeless units at Cherokee Place Townhomes, the most recent deep-subsidy property was built in 1985 in Chisago County.

R-4
SUMMARY BY UNIT TYPE
DEEP-SUBSIDY GENERAL OCCUPANCY RENTAL HOUSING
CHISAGO COUNTY
OCTOBER 2024

			Monthly Rents		
Unit Type	Unit Mix	Avg. Sq. Ft.	Range Low - High	Avg. Rent	Avg. Rent/ Sq. Ft.
1BR	9%	594	30% of AGI		
2BR	24%	870	30% of AGI		
3BR	66%	1,058	30% of AGI		
Total:	**100%**	**843**			
Vacancies/Rate	**0.0%**				
Average Age	**1987**				

Note: This table includes data from rental properties that participated and provided complete survey information.

Source: Maxfield Research & Consulting

Unit Features and Amenities

- Most of the properties surveyed have wall air conditioners, refrigerator, stove and common area laundry. Older properties have limited amenities compared to newer developments that may include in-unit washer and dryers, walk-in closets, indoor bike-racks, clubhouse, fitness center, game room, party room with kitchen, package receiving, outdoor pool and patio with grilling area.

- A large number of properties have detached or attached garages. Newer developments often offer underground heated parking. Parking is included at some properties but is typically charged in addition to rent.

- Although utility packages differ from property to property, it is common for tenants to pay electricity, internet and cable. In most cases, heat/gas, water, sewer and trash are included in the monthly rent. Newer properties however, tenants are paying for nearly all utilities.

- Unit turnover is fairly rapid across the county when a unit becomes available. The issue many property managers stated was an issue was finding qualified tenants with clean history.

- Turnover at many apartments is primarily driven by residents purchasing homes or leaving the area for employment opportunities. Many tenants will stay in a unit for longer lease terms. Older properties typically have more long-term tenants due to lower rents.

Single-Family Home Rentals

- Single-family home rentals are a popular rental option in Chisago County. In the Housing Characteristics section on Table HC-4, data shows that an estimated 43% of all renter-occupied housing units in Chisago County are single-family detached/attached homes.

- As of 2024, there are an estimated 2,937 rental units in Chisago County. These units range from single-family structures to multifamily structures of up to 50 units. In Chisago County, there are an estimated 931 single-family detached rental homes.

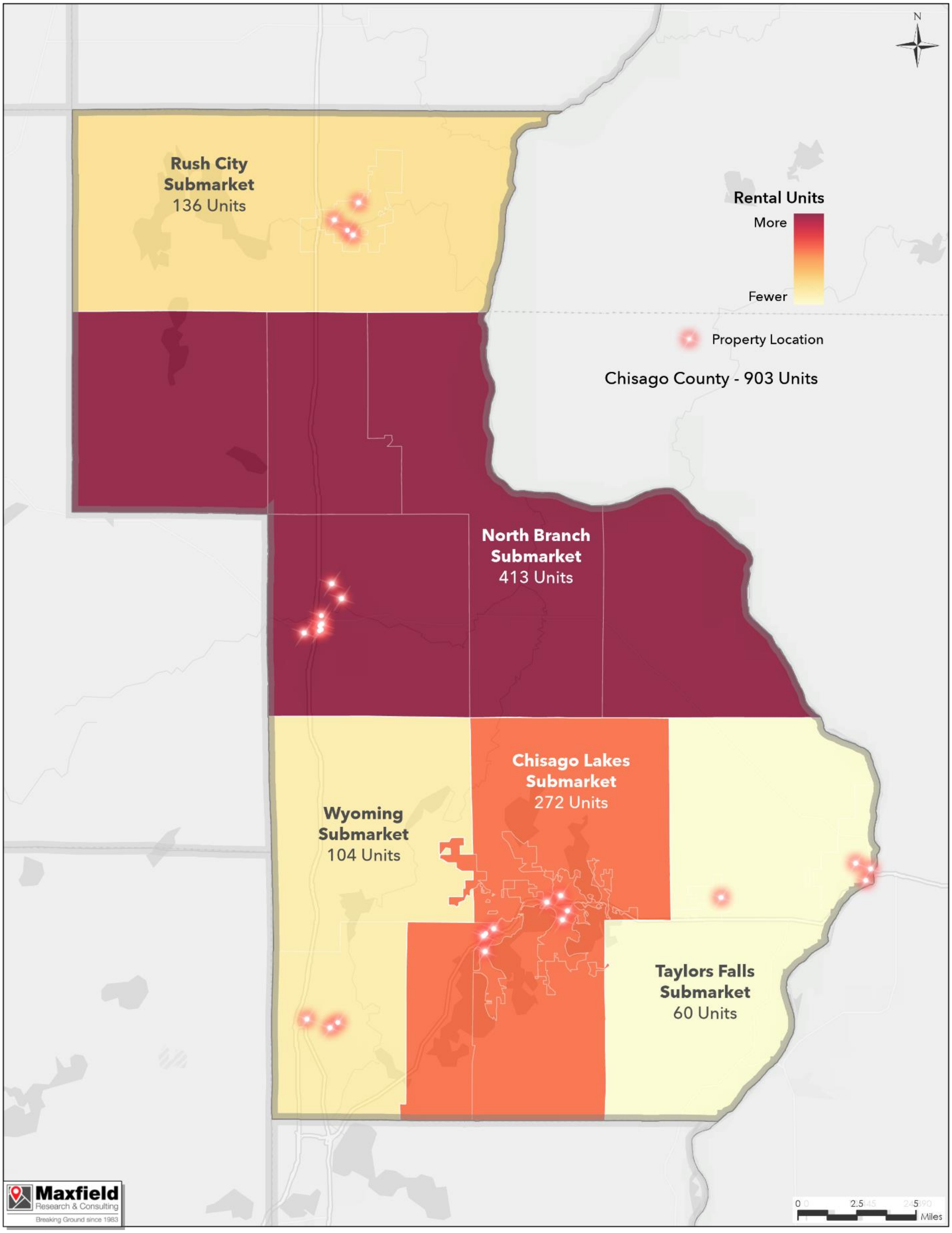
- Based on an online search of available single-family rentals in Chisago County, the average rental home consists of three-bedrooms, 2 baths, 1,400 square feet and a rent of $1,940 per month ($1.38 per square foot).

Planned and Pending General Occupancy Rental Projects

Maxfield Research interviewed city staff in Chisago County to identify any proposed, under review or under construction rental properties in Chisago County. As of July 2024, there was one project approved, with a construction start date in late 2024 or early 2025.

- Keupers, Inc. received approval to build Chisago Lakes Apartments at the intersection of Sportsman Drive and Highway 8 in Chisago City. The project will have three buildings with 121 units of market rate rental units. The first building will have 48 units, while the other two buildings will have the remaining units. This project will be included in demand calculations.

Chisago County – General Occupancy Rental Housing (2024)



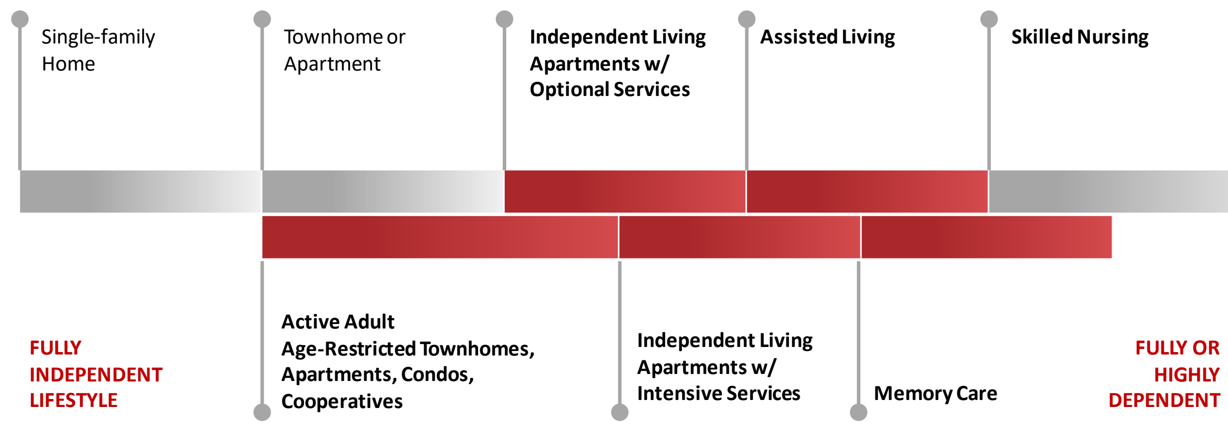
Senior Housing Defined

The term "senior housing" refers to any housing development that is restricted to people age 55 or older. Today, senior housing includes an entire spectrum of housing alternatives, which occasionally overlap, thus making the differences somewhat ambiguous. However, the level of support services offered best distinguishes them. Maxfield Research and Consulting classifies senior housing projects into five categories based on the level of support services offered:

Active Adult
Active Adult properties (or independent living without services available) are similar to a general-occupancy building, in that they offer virtually no services but have age-restrictions (typically 55 or 62 or older). Residents are generally age 70 or older if in an apartment-style building. Organized entertainment, activities and occasionally a transportation program represent the extent of services typically available at these properties. Because of the lack of services, active adult properties generally do not command the rent premiums of more service-enriched senior housing. Active adult properties can have a rental or owner-occupied (condominium or cooperative) format.
Independent Living
Independent Living properties offer support services such as meals and/or housekeeping, either on an optional basis or a limited amount included in the rents. These properties often dedicate a larger share of the building to common areas, because units are smaller than in active adult housing and to encourage socialization. Independent living properties attract a slightly older target market than adult housing (i.e. seniors age 75 or older). Rents are also above those of active adult buildings. Sponsorship by a nursing home, hospital or health care organization is common.
Assisted Living
Assisted Living properties come in a variety of forms, but the target market for most is generally the same: very frail seniors, typically age 80 or older (but can be much younger, depending on their health situation), who need extensive support services and personal care assistance. Absent an assisted living option, these seniors would otherwise need to move to a nursing facility. At a minimum, assisted living properties include two meals per day and weekly housekeeping in the monthly fee, with the availability of a third meal and personal care (either included in the monthly fee or for an additional cost). Assisted living properties also have staff on duty 24 hours per day or at least 24-hour emergency response.
Memory Care
Memory Care properties, designed specifically for persons suffering from Alzheimer's disease or other dementias, is one of the newest trends in senior housing. Properties consist mostly of suite-style or studio units or occasionally one-bedroom apartment-style units, and large amounts of communal areas for activities and programming. In addition, staff typically undergoes specialized training in the care of this population. Because of the greater amount of individualized personal care required by residents, staffing ratios are

much higher than traditional assisted living and thus, the costs of care are also higher. Unlike conventional assisted living, however, which addresses housing needs almost exclusively for widows or widowers, a higher proportion of persons afflicted with Alzheimer's disease are in two-person households. That means the decision to move a spouse into a memory care facility involves the caregiver's concern of incurring the costs of health care at a special facility while continuing to maintain their home.
Skilled Nursing Care
Skilled Nursing Care, or long-term care, provides a living arrangement that integrates shelter and food with medical, nursing, psychosocial and rehabilitation services for persons who require 24-hour nursing supervision. Residents in skilled nursing homes can be funded under Medicare, Medicaid, Veterans, HMOs, insurance as well as use of private funds.

FIGURE 1
CONTINUUM OF HOUSING AND SERVICES FOR SENIORS



The senior housing products available today, when combined with long-term care facilities form a full continuum of care, extending from virtually a purely residential model to a medically intensive one. Often the services available at these properties overlap with another making these definitions somewhat ambiguous. In general, active adult properties tend to attract younger active seniors, who merely wish to rid themselves of home maintenance; congregate properties serve independent seniors that desire support services (i.e., meals, housekeeping, transportation, etc.) while assisted living properties tend to attract older, frail seniors who need assistance with daily activities, but not the skilled medical care available only in a nursing facility.

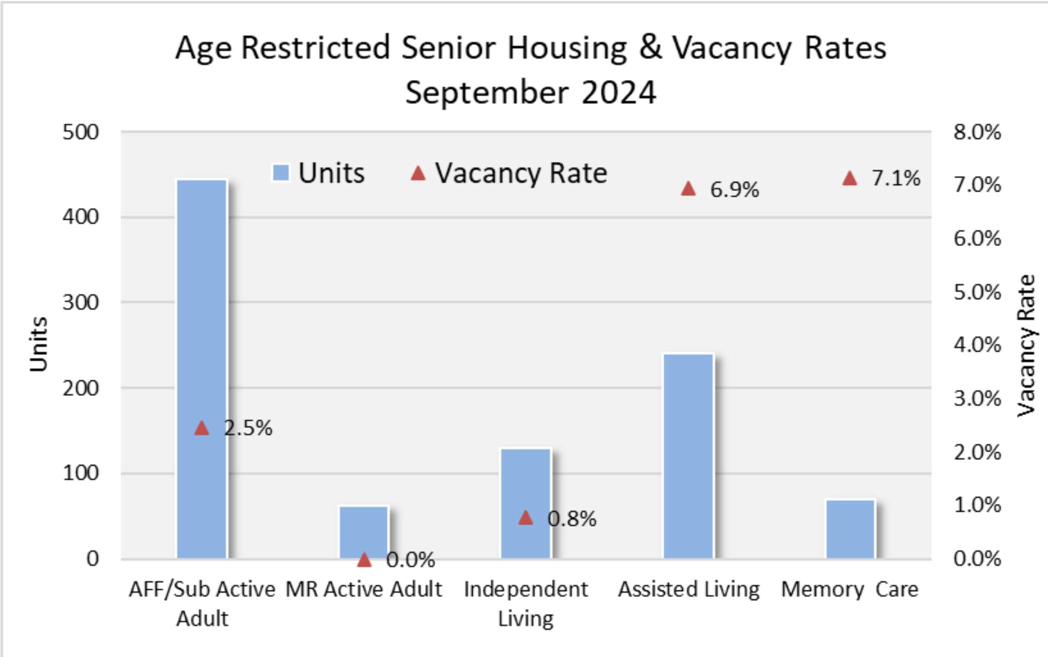
Age-Restricted Housing Summary

As of September 2024, Maxfield Research identified 26 senior housing properties in Chisago County. These properties have a total of 945 units. Among properties that provided complete survey data, there were 23 vacancies resulting in an overall vacancy rate of 2.5% for senior properties. The equilibrium vacancy rates for senior housing are between 5% and 7% (5% for independent living and 7% for assisted living and memory care).

Tables S-1 through S-8 provide summarized information on senior housing in the county including subsidized, affordable and market rate properties (active adult, independent living, assisted living and memory care) along with skilled nursing care. Information in the summary tables includes average year built, number of units, unit mix, vacant units, vacancy rate, rents/sale price, and price per square foot.

The following are key points from our survey of the senior housing supply by housing type.

- Chisago County has 945 age-restricted units. Affordable and Subsidized active adult units account for 47% of the total followed by Assisted Living (25.4%). The fewest units are in the market rate active adult category at 6.6%. Vacancy rates are extremely low in most age-restricted products while assisted living and memory care units have vacancy rates of 6.9% and 7.1%, respectively.



The following graph shows age-restricted housing by submarket. Chisago Lakes has the most senior housing with 298 units, followed by North Branch with 277 units.

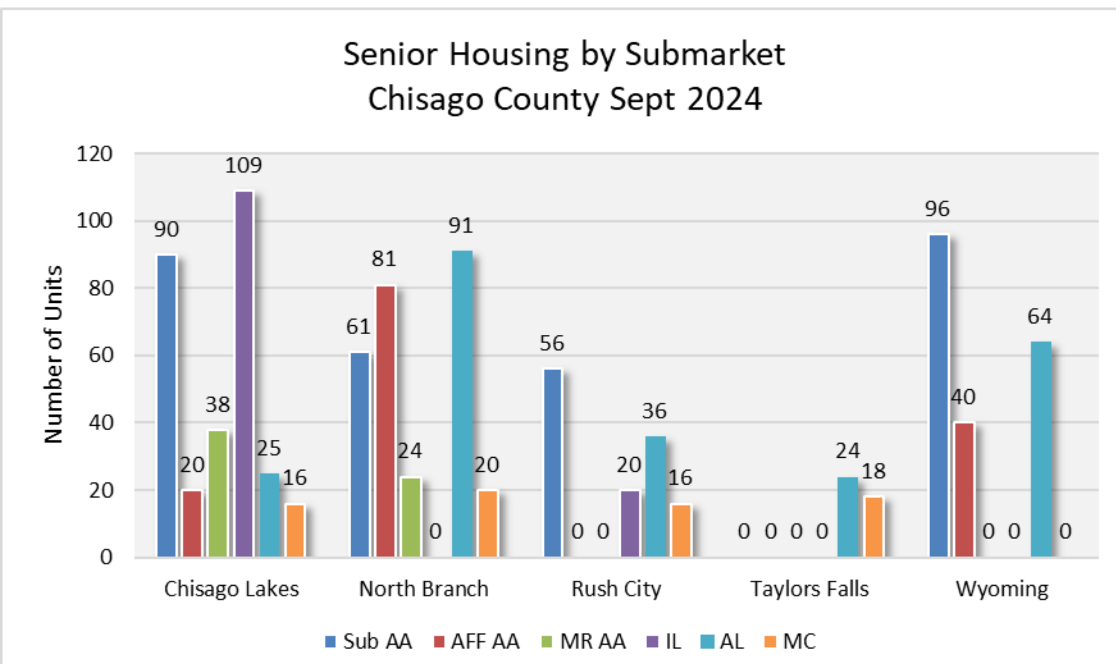
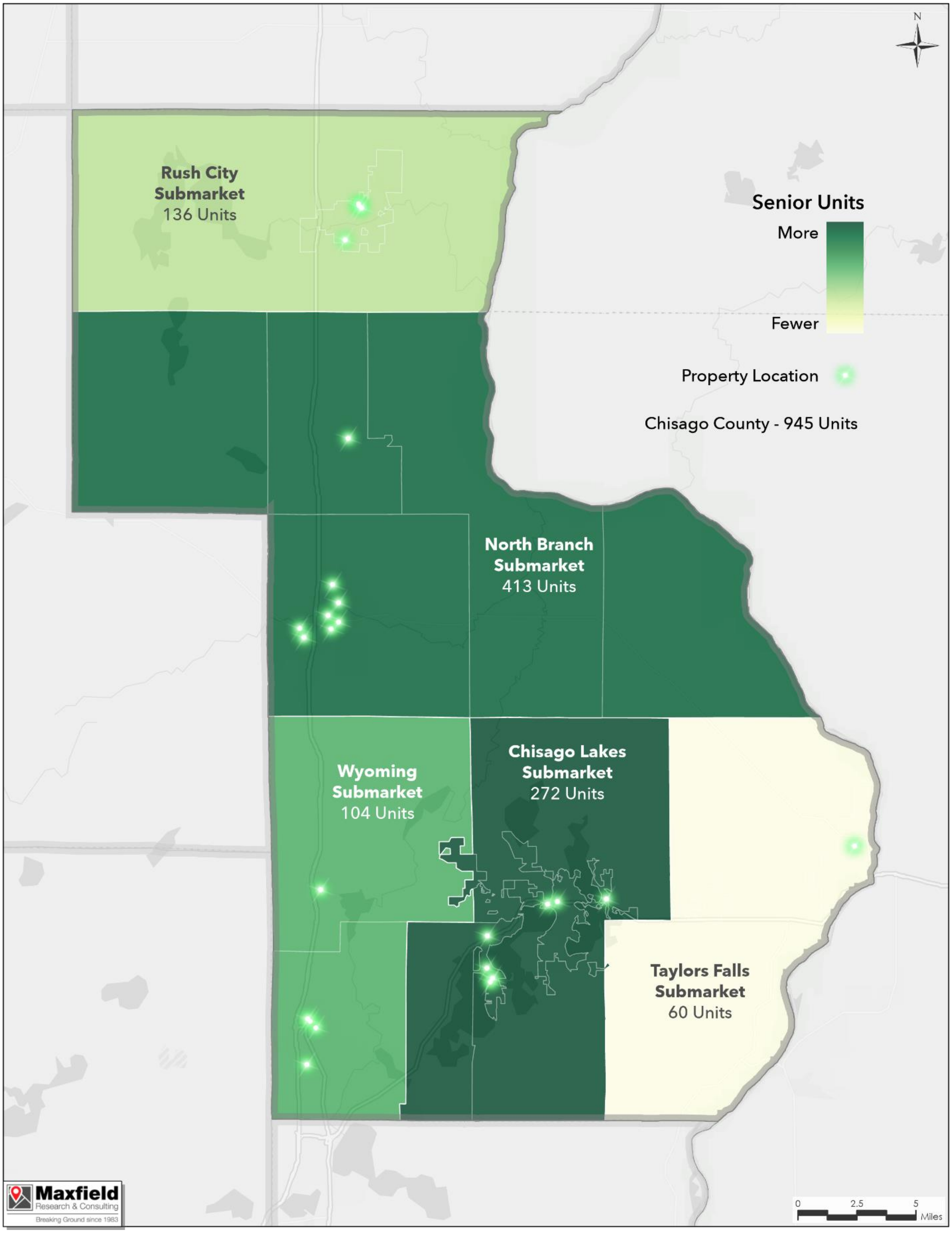


TABLE S-1
AGE-RESTRICTED HOUSING DEVELOPMENTS
CHISAGO COUNTY
September 2024

Project Name	Year Built	City	Submarket	Units
Active Adult				
Subsidized				
Meadows on Fairview	2003	Wyoming	Wyoming	32
Haven Estates I & II	1986	Stacy	Wyoming	20
Ecumen Lakeview Apt	1986	Chisago City	Chisago Lakes	60
Haven Estates - Middle Haven	1984	Wyoming	Wyoming	44
Northern Oaks Apt	1983	North Branch	North Branch	12
Valkommen Apt	1980	Lindstrom	Chisago Lakes	30
Rush Oaks	1980	Rush City	Rush City	36
Rush Estates I	1975	Rush City	Rush City	10
Rush Estates II	1994	Rush City	Rush City	10
Shield's Plaza Apartments	1978	North Branch	North Branch	49
Affordable				
Heritage Court	2022	North Branch	North Branch	32
Uptown Maple Commons	2001	North Branch	North Branch	32
Pinewood Apartments	1981	Harris	North Branch	17
Heather Creek Apartments	1978	Chisago City	Chisago Lakes	20
Sunrise River Apartments	1978	Wyoming	Wyoming	16
Heights Court	1966	Wyoming	Wyoming	24
Total				**444**
Market Rate Rental				
Bayview Apartments	2005	Center City	Chisago Lakes	24
Splittstoser Apartments	2000	North Branch	North Branch	24
Shogren Apartments	1975	Lindstrom	Chisago Lakes	14
Total				**62**
Independent Living (With Services)				
Point Pleasant Heights	1998	Chisago City	Chisago Lakes	109
Rusheba Landing	2020	Rush City	Rush City	20
Total				**129**
Assisted Living				
Boka Haven	2024	North Branch	North Branch	40
Rusheba Station	2020	Rush City	Rush City	36
The Lodge at Taylors Falls	2014	Taylors Fall	Taylors Fall	24
Ecumen North Branch	2005	North Branch	North Branch	51
Meadows on Fairview	2003	Wyoming	Wyoming	64
Parmly on the Lake	1998	Chisago City	Chisago Lakes	25
Total				**240**
Memory Care				
Rusheba Station	2020	Rush City	Rush City	16
Parmly on the Lake	2007	Chisago City	Chisago Lakes	16
Ecumen North Branch	2005	North Branch	North Branch	20
Meadows on Fairview	2003	Wyoming	Wyoming	18
Total				**70**

Sources: Maxfield Research and Consulting

Chisago County – Senior Housing Units (2024)



Deep-Subsidy Active Adult (Subsidized)

- Subsidized active adult senior housing offers low rents to very low-income seniors and handicapped/disabled persons. Incomes are restricted to 50% or less of the area median income adjusted for household size. For households that meet the age (62 and older or those under 62 with disability) and income qualifications, subsidized senior housing is usually the most affordable rental option available.

- There are ten deep-subsidy active adult properties in Chisago County with a combined 303 units. As of September 2024, all were fully-occupied for an overall vacancy rate of 0.0%. Equilibrium for senior subsidized properties is usually 3%, allowing for optimal housing availability for potential residents. Many of these properties indicated they have wait lists. Unit sizes at these senior properties are often smaller than many of the market rate and/or affordable senior rental properties at 613 square feet.

- Typically, subsidized senior housing units are all one-bedroom units as is the case in Chisago County. Tenants pay rent based on 30% of their adjusted gross income (AGI) and need to qualify at or below 50% of the county AMI for a one- ($34,800) or two-person ($39,760) household. Most residents of subsidized properties, however, have incomes below $25,000.

- Due to lack of funding, new deep-subsidy rental housing is rarely, if ever built. Most of the subsidized housing was developed during the 1980s in the United States. Subsidized housing in Chisago County has an average age of 1985 with one property built in the 2000s.

S-2
SUMMARY BY UNIT TYPE
DEEP-SUBSIDY SENIOR HOUSING
CHISAGO COUNTY
SEPTEMBER 2024

				Monthly Rents		
Unit Type	**Total Units**	**Unit Mix**	**Avg. Sq. Ft.**	**Range Low - High**	**Avg. Rent**	**Avg. Rent/ Sq. Ft.**
1BR	256	84%	590	30% of AGI		
2BR	47	16%	741			
Total:	**303**	**16%**	**613**			
Vacancies/Rate	**0**	**0.0%**				
Average Age	**1986**					

Note: This table includes data from properties that participated in providing survey information.

Source: Maxfield Research & Consulting

Shallow-Subsidy Active Adult (Affordable)

- There are six shallow-subsidy affordable active adult properties in Chisago County with a combined 81 units. As of September 2024, they had an overall vacancy rate of 2.5%. Equilibrium for senior affordable housing is usually around 3%, allowing for optimal housing availability for potential residents. Many of these properties indicated they have wait lists.

- Shallow-subsidy active adult senior housing offers affordable rents to qualified senior households (55 and older) generally ranging from 50% to 80% of AMI ($34,800 to $69,600) based on specific developments tax-credit allocation guidelines. Many shallow-subsidy senior properties, however, will accept age-qualified low-income households with a housing voucher. Most affordable properties have qualifying incomes set at 60% or less of AMI.

S-3
SUMMARY BY UNIT TYPE
SHALLOW-SUBSIDY SENIOR HOUSING
CHISAGO COUNTY
SEPTEMBER 2024

				Monthly Rents		
Unit Type	**Total Units**	**Unit Mix**	**Avg. Sq. Ft.**	**Range Low - High**	**Avg. Rent***	**Avg. Rent/ Sq. Ft.**
1BR	44	54%	631	$675 - $897	$853	$1.35
1BR+D	32	40%	958	$529 - $917	$723	$0.75
2BR	5	6%	840	$695 - $1,095	$1,083	$1.29
Total:	**81**	**100%**	**773**	**$529 - $1,095**	**$816**	**$1.06**
Vacancies/Rate*	**2**	**2.5%**				

Average Age	**1986**

Note: This table includes data from properties that participated in providing survey information.

Source: Maxfield Research & Consulting

Market Rate Active Adult

- There are three market rate active adult properties in Chisago County, with a combined 62 units. Property managers indicate that these properties are typically always full and release rapidly when there are openings. At the time of our survey, there were no vacancies.

- Similar to deep and shallow subsidy properties, the units at market rate active adult properties are comprised of one- and two-bedroom units.

- Rents ranged from $725 to $930 for one-bedroom units with an average size of 724 square feet, with a rent per square foot of $1.11 on average. Two bedrooms averaged 834 square feet and had an average rent of $942, for an average rent per square foot of $1.13.

- Despite the average age of properties being 1993, two properties were built in the 2000s and the other was built in 1975.

S-4
SUMMARY BY UNIT TYPE
MARKET RATE ACTIVE ADULT SENIOR HOUSING
CHISAGO COUNTY
SEPTEMBER 2024

				Monthly Rent/Sales Price		
Unit Type	**Total Units**	**Unit Mix**	**Avg. Sq. Ft.**	**Range Low - High**	**Avg. Rent/Sale**	**Avg. Rent/ Sq. Ft.**
1BR	25	40%	724	$725 - $930	$800	$1.11
2BR	37	60%	834	$825 - $1,045	$942	$1.13
Total:	**62**	**100%**	**790**	**$725 - $1,045**	**$885**	**$1.12**
Vacancies/Rate	**0**	**0.0%**				

Average Age	**1993**

Note: This table includes data from properties that participated in providing survey information.
Source: Maxfield Research & Consulting

Independent Living

- Two independent living facilities were surveyed in Chisago County with a combined 129 units. Only on vacancy were reported as of September 2024, for a vacancy rate of 0.8%, well below the market equilibrium of 5% to allow for adequate turnover and availability indicating pent-up demand for independent living.

- The properties were built in 1998 and 2020, respectively. Unit types offered are one-bedroom, two-bedroom units and one-bedroom and two-bedroom townhomes, with one-bedroom units being the most common. Monthly base rents range from $1,550 for a one-bedroom to $2,135 for a two-bedroom unit.

S-5
SUMMARY BY UNIT TYPE
INDEPENDENT LIVING SENIOR HOUSING
CHISAGO COUNTY
SEPTEMBER 2024

				Monthly Rents		
Unit Type	**Total Units**	**Unit Mix**	**Avg. Sq. Ft.**	**Range Low - High**	**Avg. Rent**	**Avg. Rent/ Sq. Ft.**
1BR	38	29%	645	$1,550 - $1,935	$1,666	$2.59
1BR+D	17	13%	828	$1,935 - $1,935	$1,935	$2.34
1BR TH	30	23%	986	$1,675 - $1,675	$1,675	$1.70
2BR	30	23%	856	$1,500 - $2,135	$1,839	$2.15
2BR TH	14	11%	1,170	$1,975 - $1,975	$1,975	$1.69
Total:	**129**	**100%**	**854**	**$1,935 - $1,975**	**$1,777**	**$2.08**
Vacancies/Rate	**1**	**0.8%**				

Average Age	**2009**

Note: This table includes data from properties that participated in providing survey information.

Source: Maxfield Research & Consulting

Assisted Living

- There are five facilities offering assisted living services in Chisago County with a total of 240 units. As of September 2024, the properties reported 15 vacancies, for a vacancy rate of 6.9%. This is near the market equilibrium rate of 7%, indicating a stable assisted living market.

- The COVID-19 pandemic in 2020 resulted in significantly increased vacancy rates in assisted living as some residents succumbed to the disease along with a lack of new tenants wary of moving into assisted living properties. The market has been slow to recover and has started to experience increased absorption of these vacant units generally within the past year.

- Base market rent of range from $1,700 for a studio unit to $4,580 for a two-bedroom unit. Additional cost is based on the level of services needed. Total assisted living costs with the addition of personal care services typically cost $1,200 per month for the lowest level of care. Utilities are included and common services include meal plans, activities, transportation, laundry service (weekly), and housekeeping (weekly/bi-weekly).

S-6
SUMMARY BY UNIT TYPE
ASSISTED LIVING SENIOR HOUSING
CHISAGO COUNTY
SEPTEMBER 2024

				Monthly Rents		
Unit Type	**Total Units**	**Unit Mix**	**Avg. Sq. Ft.**	**Range Low - High**	**Avg. Rent**	**Avg. Rent/ Sq. Ft.**
Studio	25	10%	372	$1,700 - $3,465	$2,429	$6.52
1BR	147	61%	453	$2,315 - $3,940	$2,586	$5.71
1BR+D	21	9%	562	$3,570 - $3,600	$2,217	$3.94
2BR	47	20%	888	$3,500 - $4,580	$4,132	$4.66
Total:	**240**	**100%**	**539**	**$2,315 - $4,580**	**$2,840**	**$5.27**
Vacancies/Rate	**15**	**6.9%**				

Average Age	**2011**

Note: This table includes data from properties that participated in providing survey information. Vacamcy rate is calculated from properties that provided vacancy rate data.

Source: Maxfield Research & Consulting

Memory Care

- A total of 70 units in four memory care facilities were identified in Chisago County. There were five vacancies reported as of September 2024, for a vacancy rate of 7.1%. This is just at market equilibrium of 7% indicating a balanced market for memory care housing. Memory care facilities however, have higher turnover due to the advanced care needed and overall progression of Alzheimer's and dementia for individual residents. All but one memory care facilities have at least one vacancy.

- Base market rate rents for memory care range from $565 to $5,690. Due to acute medical needs of memory care residents, care packages are required, and in some facilities they are a separate charge from the rent, and in others they are priced into the rent. The actual average cost of memory care with services is estimated at $3,421. Utilities are included and common services include meal plans, activities, transportation, laundry service (weekly), and housekeeping (weekly/bi-weekly).

S-7
SUMMARY BY UNIT TYPE
MEMORY CARE SENIOR HOUSING
CHISAGO COUNTY
SEPTEMBER 2024

Unit Type	Total Units	Unit Mix	Avg. Sq. Ft.	Monthly Rents: Range Low - High	Monthly Rents: Avg. Rent	Monthly Rents: Avg. Rent/ Sq. Ft.
Studio	58	83%	343	$565 - $5,690	$3,709	$10.82
Suite	6	9%	268	$1,145 - $1,700	$1,423	$5.32
1BR	6	9%	562	$2,315 - $2,960	$2,638	$4.69
Total:	**70**	**100%**	**355**	**$565 - $5,690**	**$3,421**	**$9.63**
Vacancies/Rate	**5**	**7.1%**				

Average Age	**2009**

Note: This table includes data from rental properties that participated and provided complete survey information.

Source: Maxfield Research & Consulting

Supply of Skilled Nursing Beds

Table S-8 shows the inventory of existing skilled nursing facilities in Chisago County per the Minnesota Department of Health.

- There are four facilities with 213 skilled nursing beds in Chisago County.

TABLE S-8
SKILLED NURSING FACILITIES
CHISAGO COUNTY
2024

Name	Location	No. of Beds
Ecumen North Branch	North Branch	67
Meadows on Fairview	Wyoming	14
Parmly on the Lake	Chisago City	91
The Estates at Rush City	Rush City	41
Total		**213**

Sources: MN Dept. of Health and Human Services, Maxfield Research and Consulting

Planned and Pending Senior Housing Projects

Maxfield Research interviewed city staff in Chisago County to identify any proposed, under review or under construction senior properties in Chisago County. As of July 2024, there was one project proposed.

- Community Living Solutions has proposed a 70-unit affordable independent living property in North Branch. As of this time, details are limited. The project will not be included in demand calculations.

Introduction

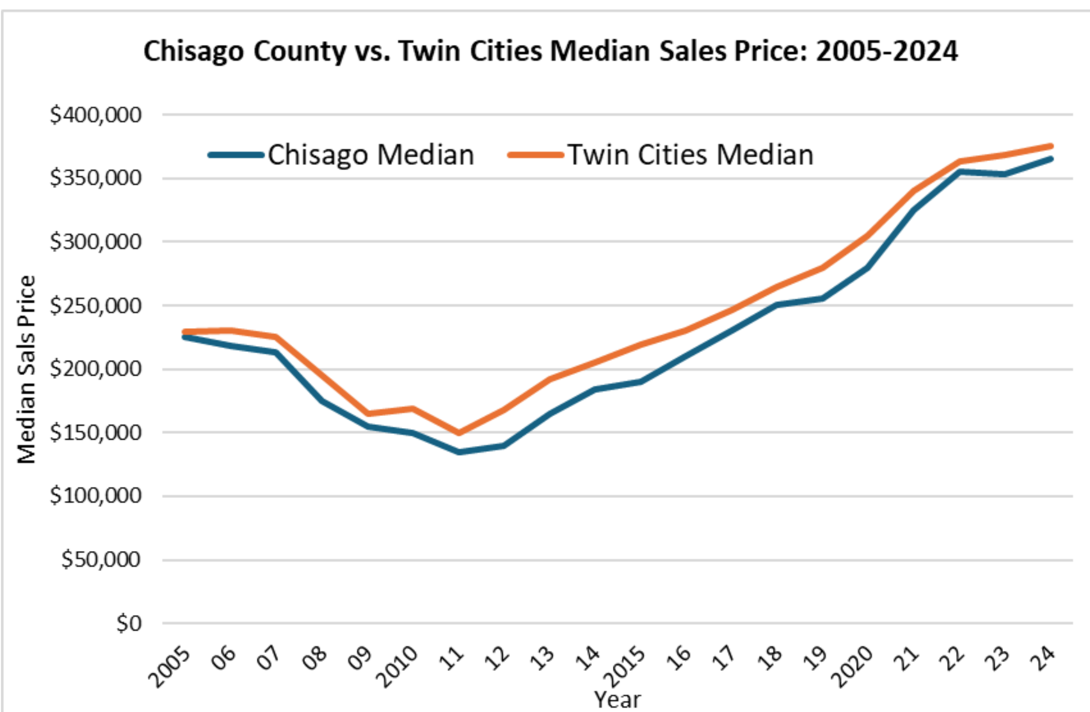
Maxfield Research and Consulting analyzed the for-sale housing market in Chisago County by analyzing data on single-family and multifamily home sales and active listings, identifying active subdivisions and pending for-sale developments and conducting interviews with local real estate professionals, developers, builders and planning officials.

County-wide Home Resale Comparison

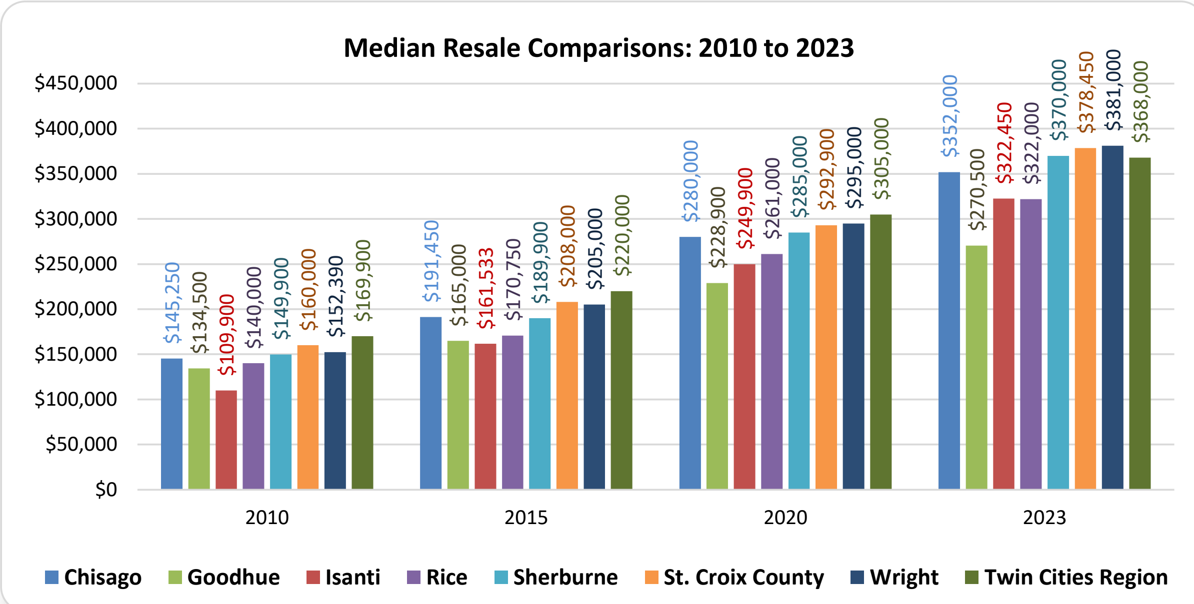
Table FS-1 (located in the appendix) compares Chisago County resale data against the Twin Cities Metro Area and other collar counties. The tables show summary-level resale data for single-family and multifamily housing units between 2010 and 2024 according to information supplied through the Greater Minneapolis Area Association of Realtors.

- Chisago County housing value trends mirror the Twin Cities Region. While traditionally slightly lower than the Twin Cities Region year-over-year, Chisago County housing values almost caught up with the Region in 2022 as home values have grown exponentially since the low in 2011, the Great Recession.

- Since 2011, Chisago County resale values have increased by 270% to $365,000 as of 2024. The Twin Cities Region, by comparison, grew by 250% over the period. Strong annual appreciation has resulted since 2011 as the average annual increase year-over-year has been 19%.



- Chisago County housing values are of similar affordability with the collar counties of Wright County in Minnesota and St. Croix County in Wisconsin. In Chisago County however, values are much higher than most other collar counties near the Metro Area.



Home Resale Comparison in Chisago County

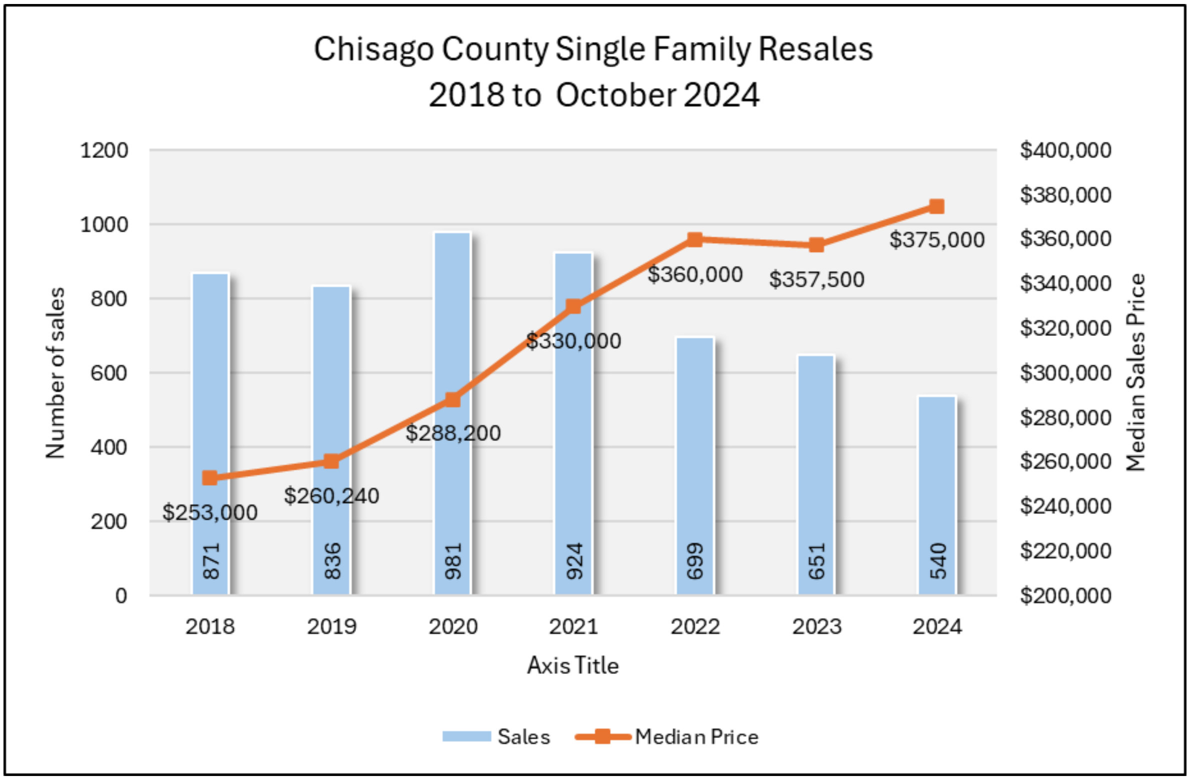
Tables FS-2 and FS-3 (both in the appendix) present summary data for resales of single-family and multifamily housing units for the Chisago County submarkets in 2010 through October 2024. Data is sourced from the Greater Minneapolis Area Association of Realtors.

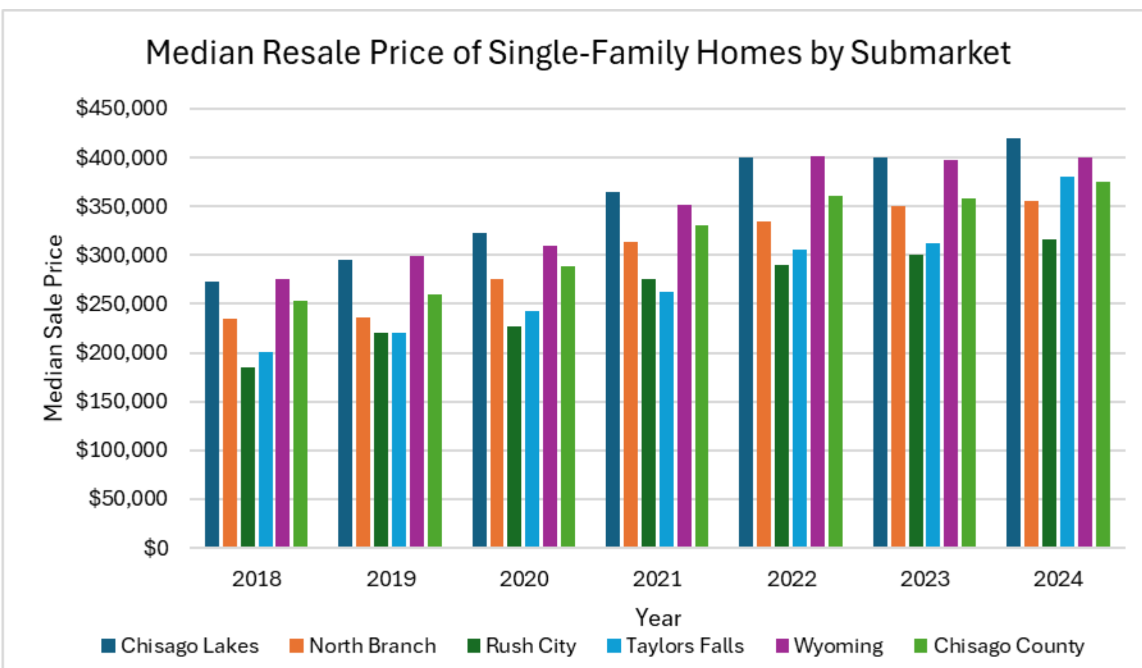
<u>Single-Family Resales</u>

- Single-family resale values have increased year-over-year since 2018 and are at a new all-time high of $375,000 as of October 2024 in Chisago County.

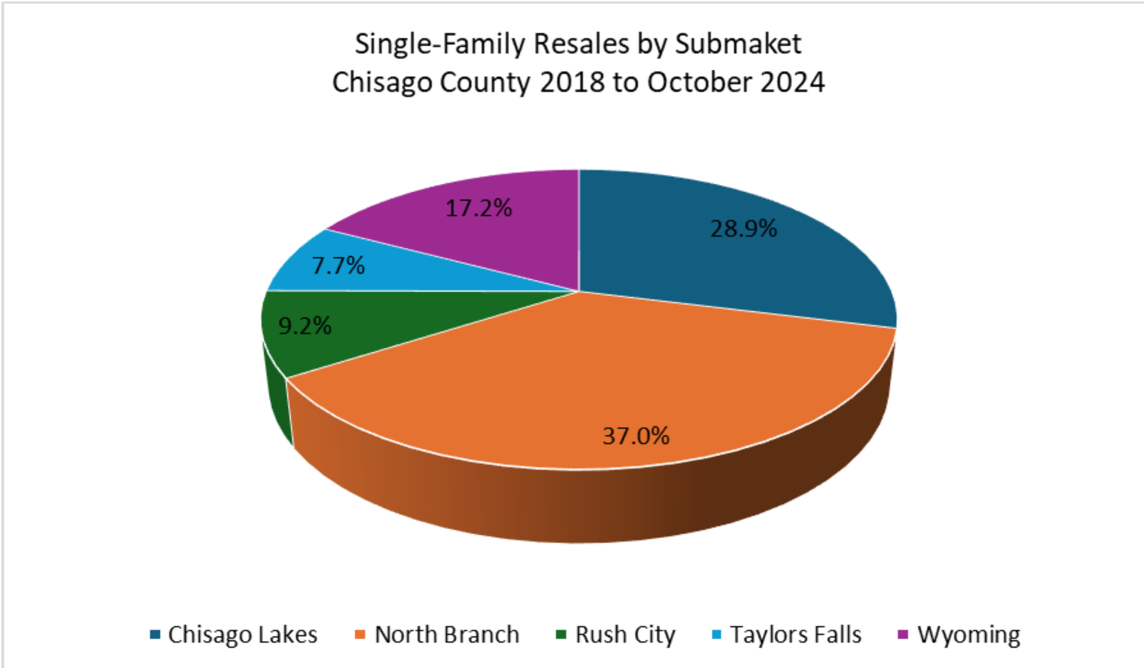
- From 2018 through 2024, the number of single-family resales in Chisago County peaked in 2020 with 981 transactions. As mortgage interest rates increased over the past few years along with increasing home prices, resales have declined with a low of 651 in 2023. Single-family resales are on a similar pace in 2024.

- Transaction volume had been relatively steady from 2018 through 2020 and then experienced a jump in 2020 and 2021. With rising interest rates in 2022 however, home sales declined significantly, falling since 2021.


Chisago County Single Family Resales
2018 to October 2024
Number of sales
Median Sales Price
Axis Title
$253,000
$260,240
$288,200
$330,000
$360,000
$357,500
$375,000
871
836
981
924
699
651
540
2018
2019
2020
2021
2022
2023
2024
Sales
Median Price


Median Resale Price of Single-Family Homes by Submarket
Median Sale Price
Year
2018
2019
2020
2021
2022
2023
2024
Chisago Lakes
North Branch
Rush City
Taylors Falls
Wyoming
Chisago County

- The North Branch and Chisago Lakes submarkets accounted for the greatest share of resale activity in the County with 37.0% of and 28.9%single-family resales from 2018 to October 2024.



- Single-family resale values have increased by 48.2% since 2018. Appreciation over this period has ranged from 46% in the Wyoming Submarket to 89% in the Taylors Falls Submarket.

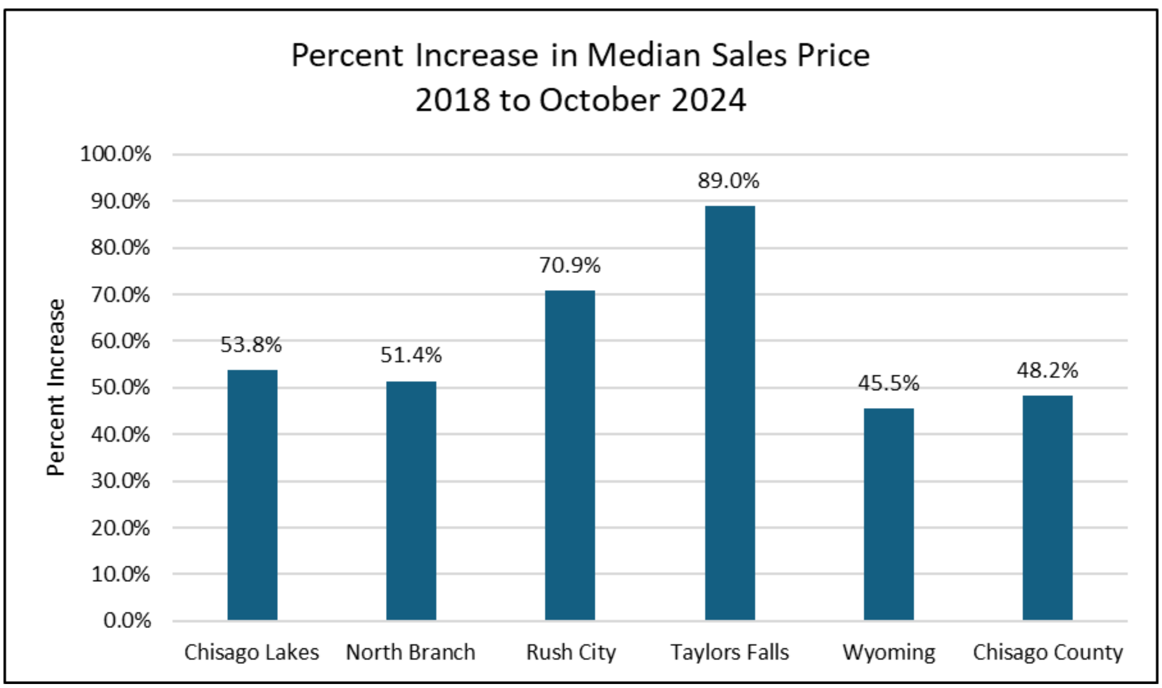


TABLE FS-1
SALE TRENDS OF SINGLE FAMILY HOMES
CHISAGO COUNTY SUBMARKETS
2018 to October 2024

	Chisago Lakes			North Branch			Rush City		
	No.of Sales	Average Price	Median Price	No.of Sales	Average Price	Median Price	No.of Sales	Average Price	Median Price
2018	275	$292,427	$273,000	276	$257,066	$235,000	83	$201,747	$184,900
2019	255	$313,732	$295,000	301	$255,322	$236,000	67	$250,662	$219,900
2020	276	$355,708	$322,450	373	$297,559	$275,000	83	$243,349	$226,500
2021	278	$391,440	$365,000	360	$334,952	$313,500	79	$305,284	$274,900
2022	204	$443,033	$400,000	225	$368,807	$335,000	84	$327,631	$290,000
2023	160	$454,904	$400,000	290	$377,725	$349,950	68	$339,431	$300,000
2024	143	$485,671	$420,000	211	$376,168	$355,900	40	$350,750	$316,000

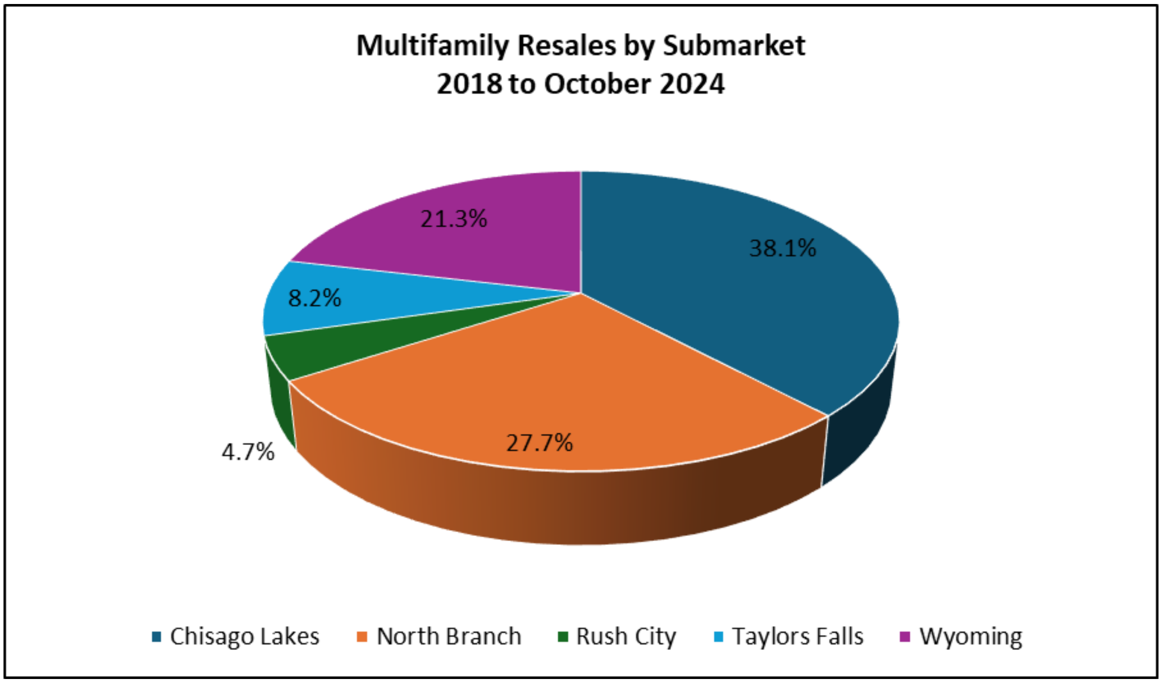
	Taylors Falls			Wyoming			Chisago County		
	No.of Sales	Average Price	Median Price	No.of Sales	Average Price	Median Price	No.of Sales	Average Price	Median Price
2018	79	$239,183	$201,000	158	$293,712	$275,000	871	$267,985	$253,000
2019	68	$252,064	$219,936	145	$305,231	$298,600	836	$281,156	$260,240
2020	71	$272,445	$242,500	178	$313,667	$309,950	981	$310,438	$288,200
2021	59	$307,412	$262,500	148	$387,456	$352,000	924	$356,062	$330,000
2022	65	$379,961	$305,000	121	$419,063	$401,000	699	$395,258	$360,000
2023	37	$387,338	$312,500	96	$423,529	$397,000	651	$399,994	$357,500
2024	44	$426,125	$379,950	102	$428,539	$400,000	540	$417,246	$375,000

Greater MSP Association of Realtors; Maxfield Research and Consulting

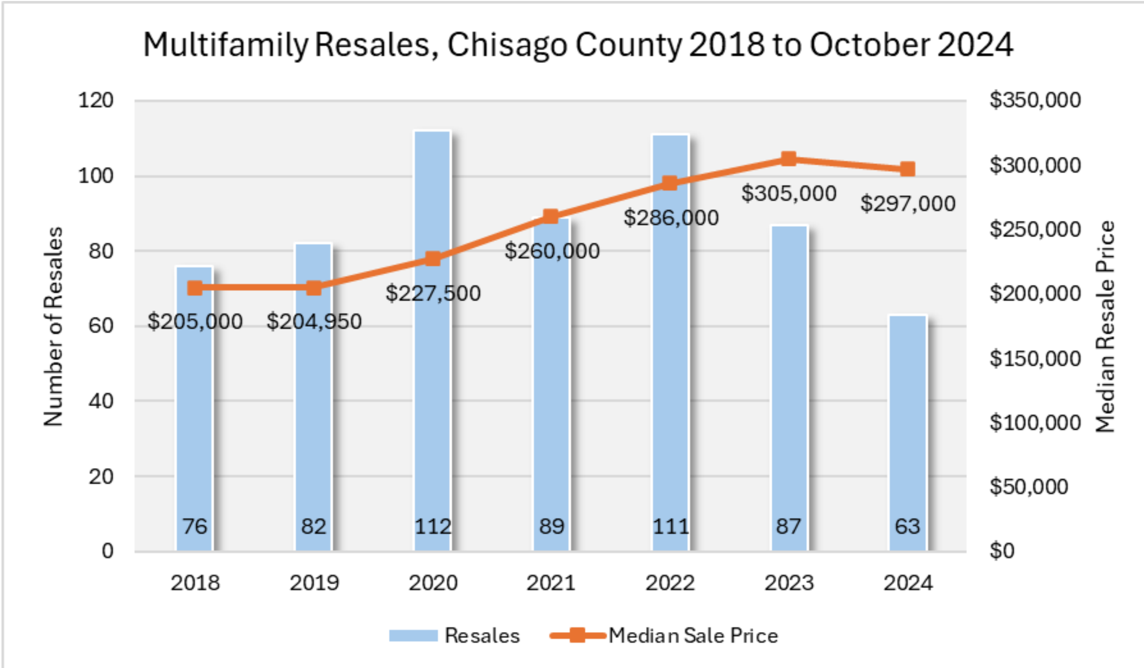
Multifamily Resales

- Multifamily resale transactions varied between 76 and 112 sales, averaging about 92 resales per year from 2018 to 2023. As of October 2024, there have been 63 multifamily sales in Chisago County.

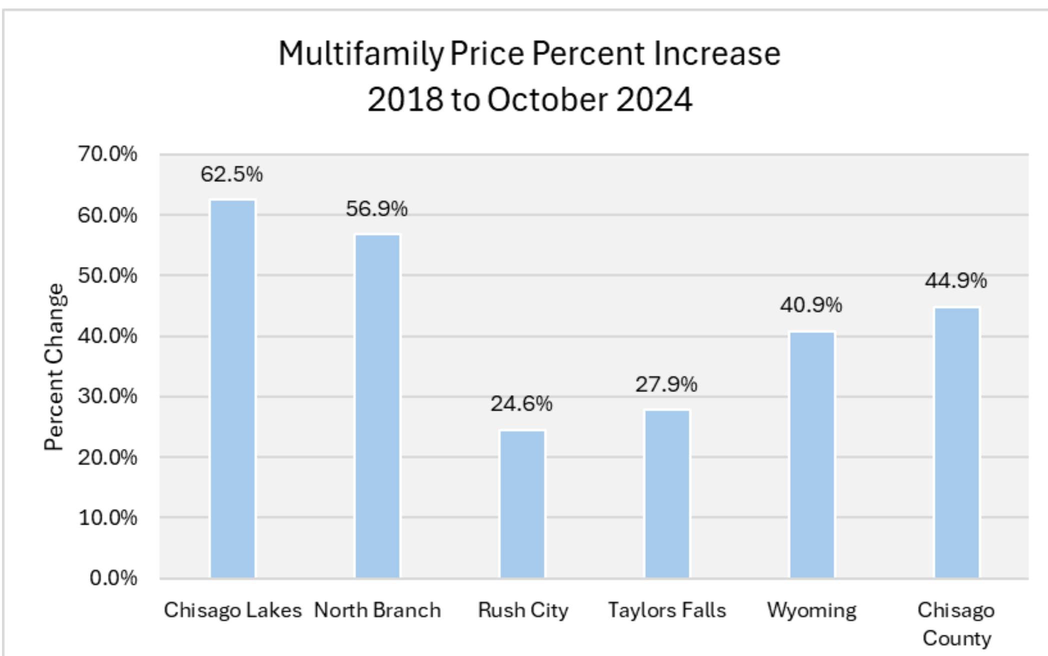
- Multifamily resales accounted for 8.0% to 13.7% of all Chisago County transactions from 2018 through October 2024. Multifamily sales peaked as a proportion of sales in 2022, accounting for 13.7% of sales, and have fallen to 10.4% of sales.



- The Chisago Lakes Submarket contains the most multifamily home resales over the period in Chisago County at 38.1%, followed by North Branch with 27.7% of multifamily resales and Wyoming had 21.3% of resales.



- Similar to single-family home prices, the multifamily median resale prices have been increasing steadily since 2018 by an average of 6.4% each year.



- As of October 2024, multifamily resales values ranged from $218,000 in the Rush City Submarket to $325,000 in the Chisago Lakes Submarket. The median value across the County was $297,000.

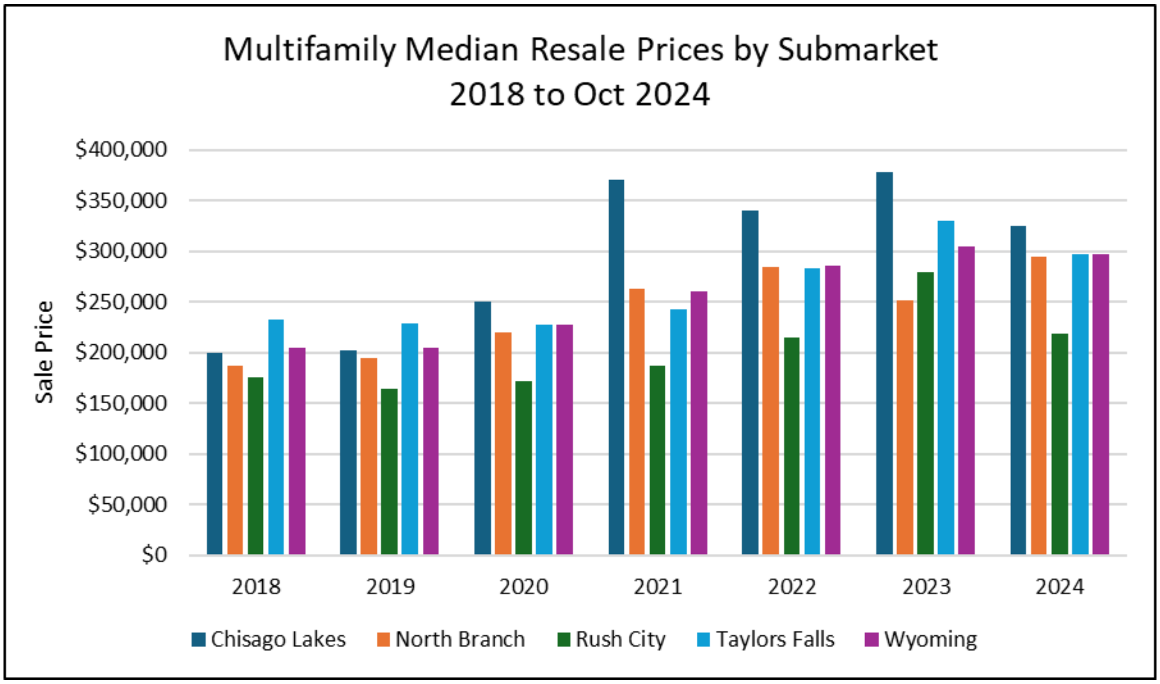

Multifamily Median Resale Prices by Submarket
2018 to Oct 2024
Sale Price
$400,000
$350,000
$300,000
$250,000
$200,000
$150,000
$100,000
$50,000
$0
2018
2019
2020
2021
2022
2023
2024
Chisago Lakes
North Branch
Rush City
Taylors Falls
Wyoming

TABLE FS-2
SALE TRENDS OF MULTIFAMILY SALES
CHISAGO COUNTY SUBMARKETS
2018 to 2024*

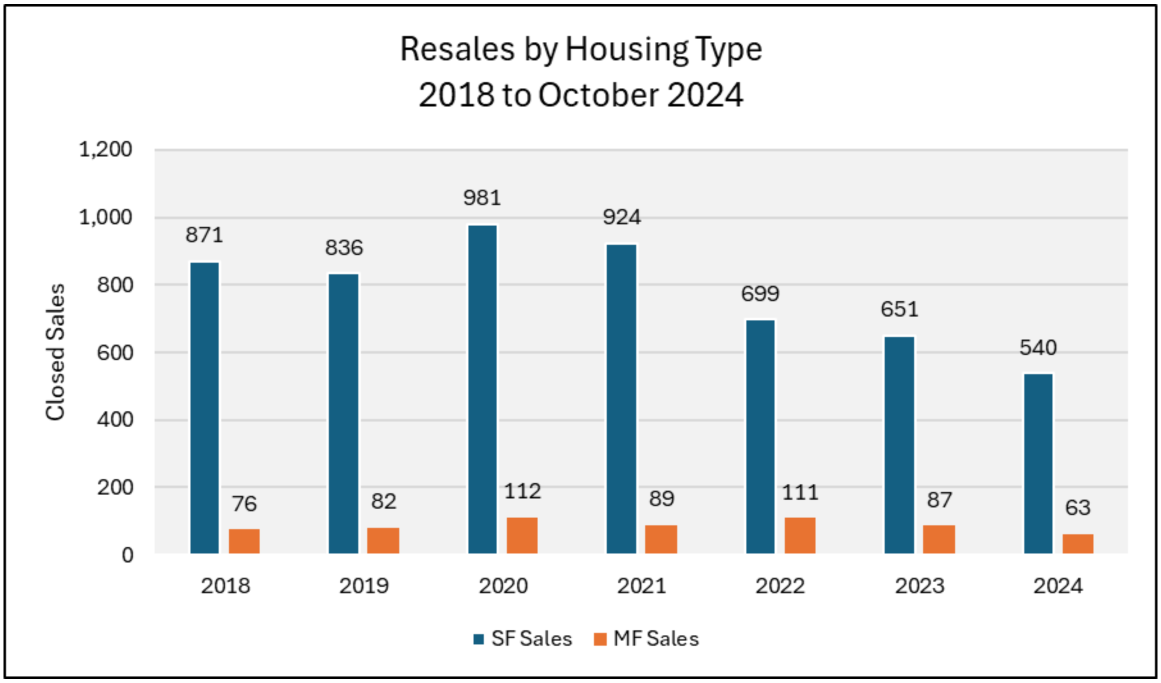
	Chisago Lakes			North Branch			Rush City		
	No.of Sales	Average Price	Median Price	No.of Sales	Average Price	Median Price	No.of Sales	Average Price	Median Price
2018	32	$205,608	$200,000	12	$205,642	$187,400	6	$173,696	$175,000
2019	26	$222,462	$202,250	27	$205,049	$193,900	3	$186,883	$163,750
2020	38	$254,665	$249,950	23	$225,685	$220,000	6	$180,689	$171,250
2021	34	$370,000	$370,000	25	$255,472	$262,500	4	$189,975	$187,500
2022	49	$452,331	$340,000	32	$275,921	$284,000	4	$201,191	$215,000
2023	38	$384,374	$377,500	27	$270,952	$251,000	3	$262,133	$279,500
2024	19	$353,436	$325,000	26	$286,330	$293,950	3	$214,000	$218,000

	Taylors Falls			Wyoming			Chisago County		
	No.of Sales	Average Price	Median Price	No.of Sales	Average Price	Median Price	No.of Sales	Average Price	Median Price
2018	5	$237,417	$232,419	21	$289,742	$221,500	76	$228,434	$205,000
2019	9	$213,067	$229,000	17	$245,829	$224,000	82	$219,240	$204,950
2020	15	$224,257	$228,000	30	$264,582	$225,450	112	$243,334	$227,500
2021	15	$244,681	$242,500	11	$263,700	$245,000	89	$298,930	$260,000
2022	2	$283,000	$283,000	24	$453,327	$509,725	111	$389,588	$286,000
2023	3	$327,333	$330,000	16	$403,550	$381,200	87	$346,519	$305,000
2024	2	$297,213	$297,213	13	$434,079	$312,000	63	$333,958	$297,000

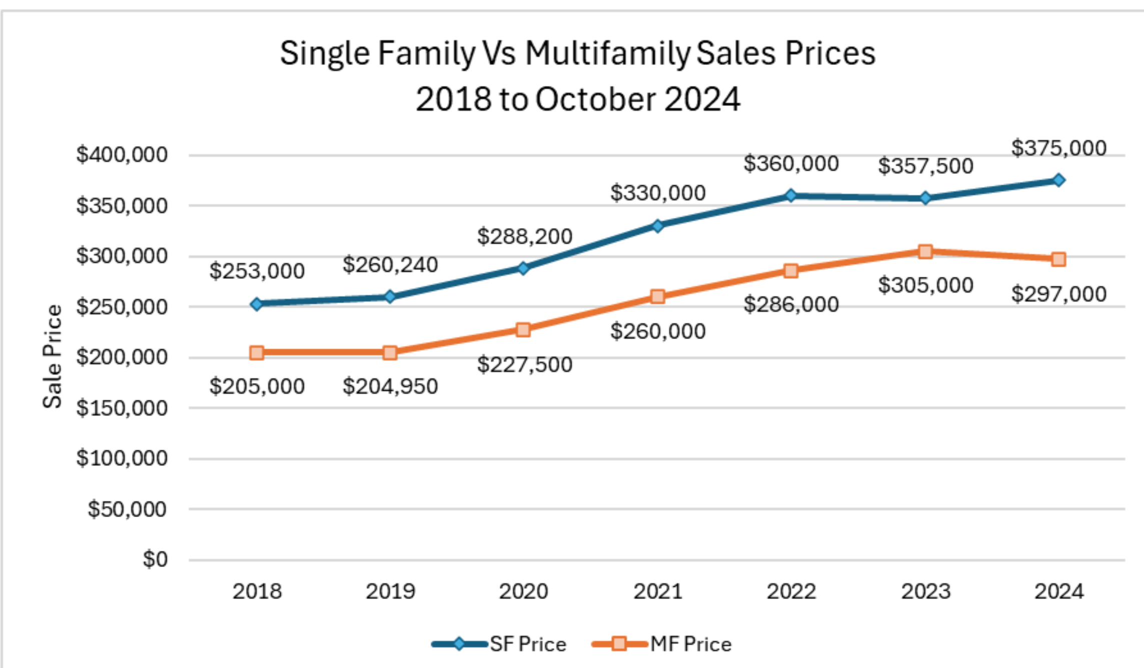
Sources: Greater MSP Association of Realtors, Maxfield Research and Consulting

Single-family vs. Multifamily Resales

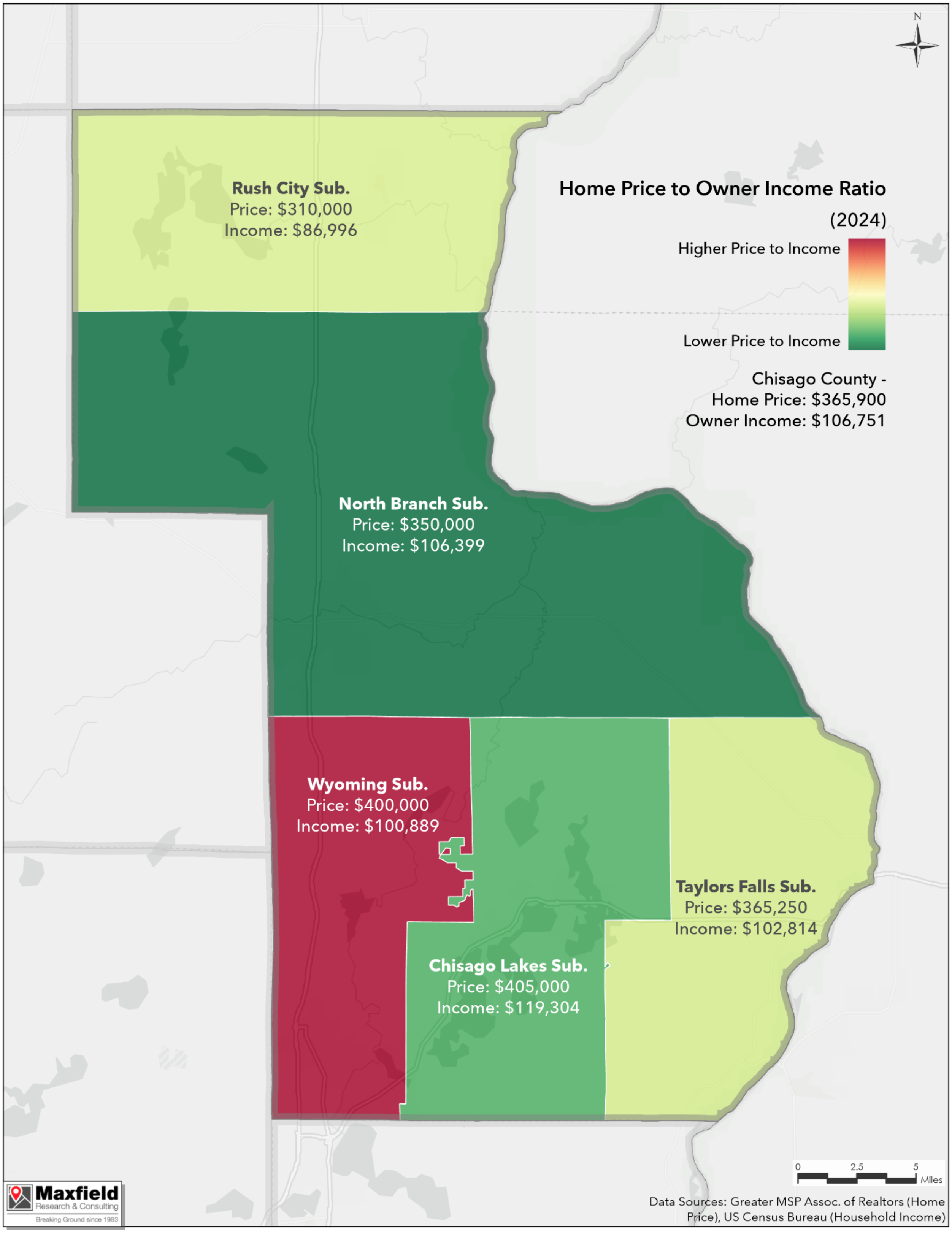
- Single-family housing accounts for 90% of all resales in the Chisago County Market Area from 2018 through October 2024.



- Single-family homes sold for an average of 25% more than owned multifamily homes from 2018 through October 2024 ranging from 17% to 27% higher over the period.



Home Price to Income Ratio by Submarket



Home price to income ratio was calculated by dividing median home price by the median annual income for owner households.

Resales by Price Point

Table FS-3 shows the distribution of sales within six price ranges from resales in 2018 to October 2024 in Chisago County. The graph on the following page visually displays the sales data.

- Single-family home prices have shifted upwards since the previous study conducted in 2018. The data shown below indicates that in just four years, home resale prices to the majority being at $300,000 or more when prior the majority were within $200,000 to $400,000.

	2018		2024 Oct.
Under $200k	22%	Under $200K	3%
$200K-400K	69%	$200K-400K	55%
$400K+	8%	$400K+	42%

- Multifamily product only accounted for about 8% to 14% of overall resales between 2018 and 2024. Similar to single-family sales in Chisago County, home prices have increased significantly during the period.

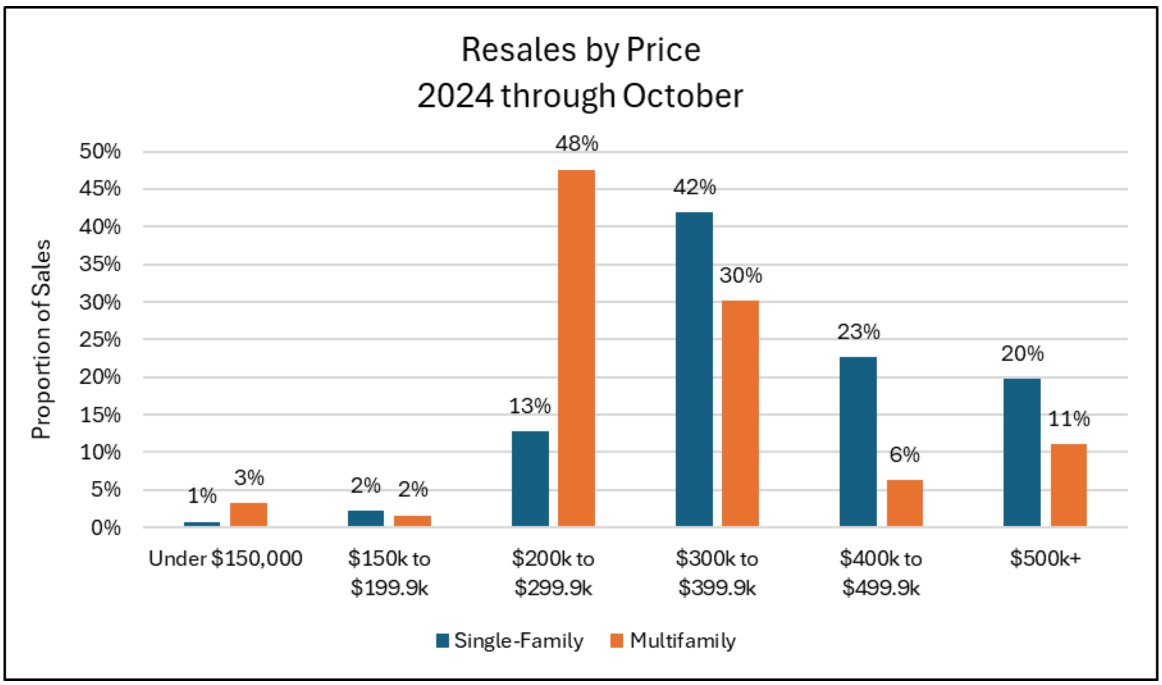


TABLE FS-3
PRICE DISTRIBUTION OF SINGLE-FAMILY & MULTIFAMILY SALES
CHISAGO COUNTY
2018 TO OCTOBER 2024

Single-Family Price Distribution Trends

	Under $150,000	$150k to $199.9k	$200k to $299.9k	$300k to $399.9k	$400k to $499.9k	$500k+	Median Sale Price
2018	55	139	422	183	48	24	$253,000
2019	40	87	404	217	63	25	$260,240
2020	24	55	465	282	98	57	$288,200
2021	9	34	316	314	154	97	$330,000
2022	16	18	142	245	144	134	$360,000
2023	4	7	145	254	124	117	$357,500
2024	4	12	69	226	122	107	$375,000

Multifamily Price Distribution Trends

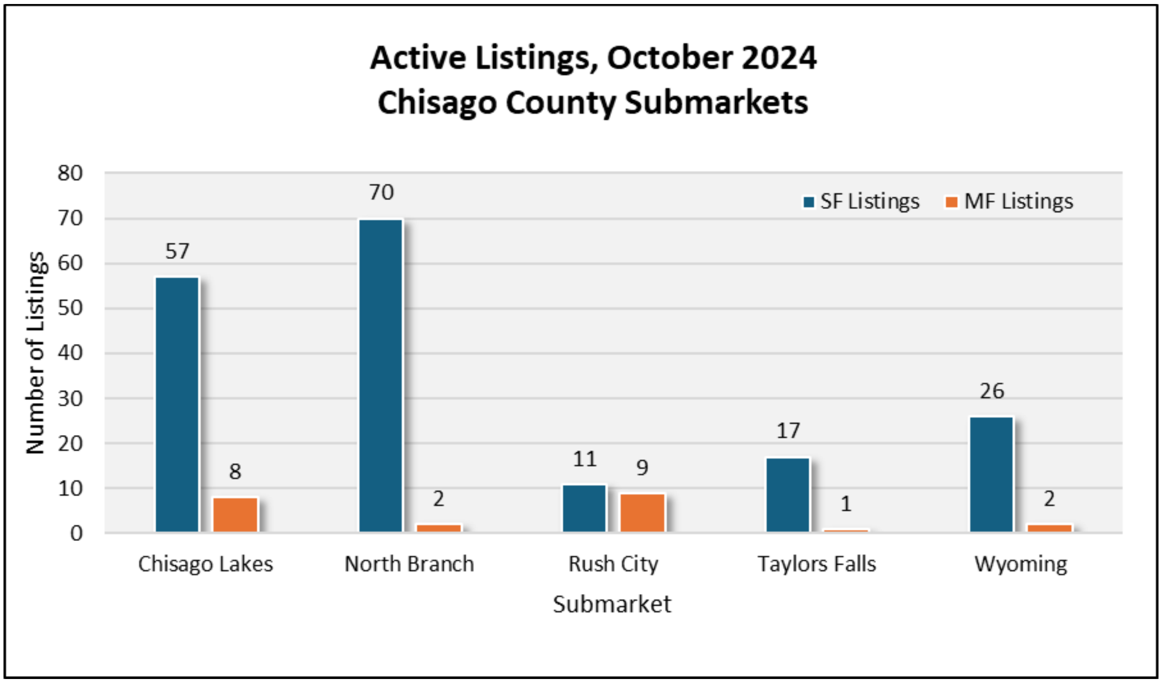
	Under $150,000	$150k to $199.9k	$200k to $299.9k	$300k to $399.9k	$400k to $499.9k	$500k+	Median Sale Price
2018	6	27	31	7	5	0	$205,000
2019	2	36	38	4	2	0	$204,950
2020	6	19	69	13	3	2	$227,500
2021	4	7	53	14	3	8	$260,000
2022	2	2	58	14	6	29	$286,000
2023	2	5	35	19	13	13	$305,000
2024	2	1	30	19	4	7	$297,000

Sources: Greater MSP Association of Realtors, Maxfield Research and Consulting

Current Supply of Homes on the Market

We reviewed the current supply of homes on the market (listed for sale) to examine the current market for available owner-occupied housing in Chisago County. Table FS-4 shows homes currently listed for sale in Chisago County. The data was provided through the Greater Minneapolis Area Association of Realtors and is based on active listings as of October 2024. Home listings recorded on the regional multiple listing service generally account for the vast majority of all residential sale listings in a given area.

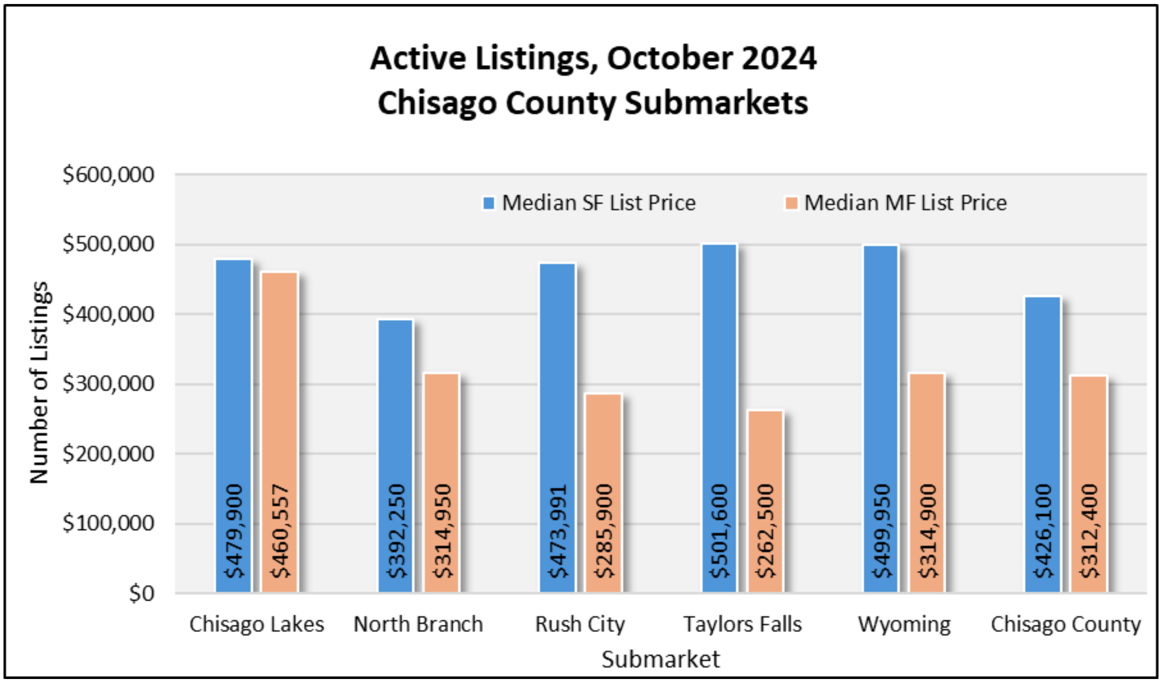
- As of October 2024, there were 203 homes listed for sale in Chisago County. Of which, single-family homes accounted for 89% of all listings, and multifamily homes were 11%.



- The median list price in Chisago County is $487,255 for single-family homes and $366,558 for multifamily homes. The median sale price is generally a more accurate indicator of housing values in a community than the average sale price. Average sale prices can be easily skewed by a few very high-priced or low-priced home sales in any given year, whereas the median sale price better represents the pricing of most homes in a given market.

- In the county, the lowest median price for a single-family home is $392,250 in the North Branch submarket while the highest is at $501,600 in the Taylors Falls submarket. Multifamily home median price listings range from a low of $262,500 in the Taylors Falls submarket to $460,557 in the Chisago Lakes submarket.

- The average age of homes listed for sale skews newer, with single-family listings averaging a year built of 2005, while multifamily listings have an average year built of 2023.


Active Listings, October 2024
Chisago County Submarkets
Median SF List Price
Median MF List Price
Number of Listings
$600,000
$500,000
$400,000
$300,000
$200,000
$100,000
$0
$479,900
$460,557
$392,250
$314,950
$473,991
$285,900
$501,600
$262,500
$499,950
$314,900
$426,100
$312,400
Chisago Lakes
North Branch
Rush City
Taylors Falls
Wyoming
Chisago County
Submarket

FS-4
ACTIVE LISTINGS
CHISAGO COUNTY
OCTOBER 2024

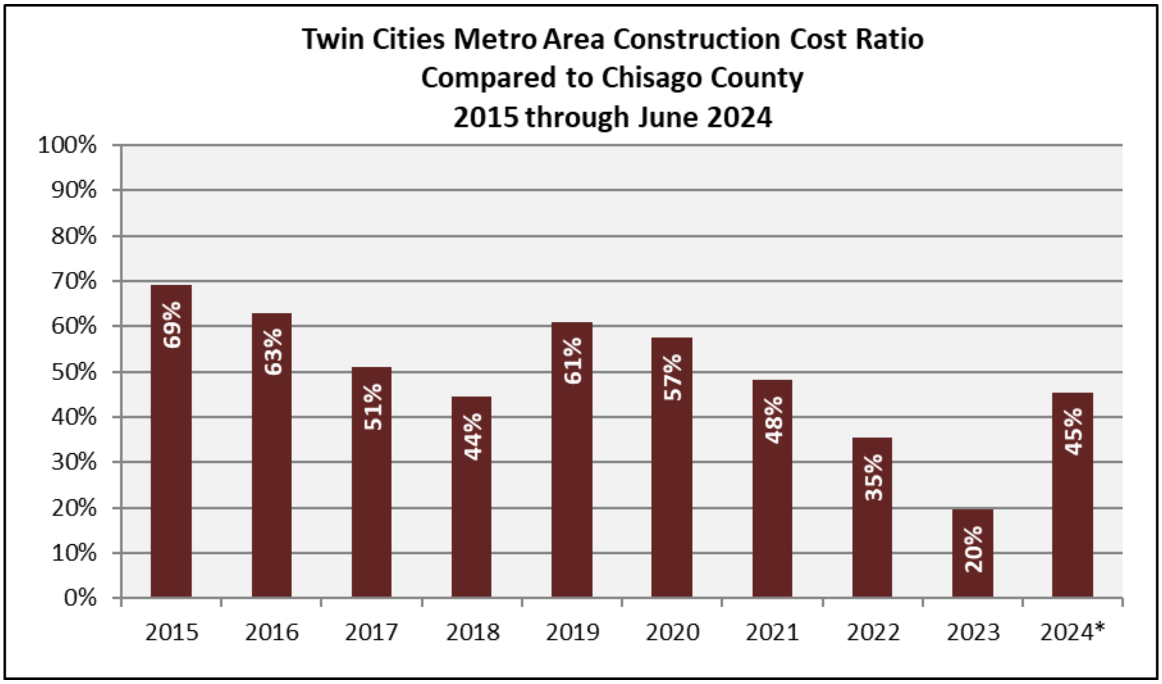
Submarket	No of Listings	Avg. List Price	Med. List Price	Days on Market	Median Year Built
Single-Family Active Listings					
Chisago Lakes	57	$539,639	$479,900	107	2002
North Branch	70	$411,335	$392,250	115	2023
Rush City	11	$473,991	$473,991	89	1997
Taylors Falls	17	$538,453	$501,600	165	2003
Wyoming	26	$548,950	$499,950	69	1995
Chisago County	**181**	**$487,255**	**$426,100**	**109**	**2005**
Multifamily Active Listings					
Chisago Lakes	8	$490,587	$460,557	209	2024
North Branch	2	$314,950	$314,950	42	1999
Rush City	9	$290,821	$285,900	111	2023
Taylors Falls	1	$262,500	$262,500	76	2004
Wyoming	2	$314,900	$314,900	214	2014
Chisago County	**22**	**$366,558**	**$312,400**	**148**	**2023**

Source: Greater MSP MLS; Maxfield Research and Consulting

New Construction Pricing

Table FS-5 compares new construction median sales prices in Chisago County versus the Twin Cities Metro Area counties and other collar counties to the Metro Area. The table compares new construction sales prices between 2015 through June 2024.

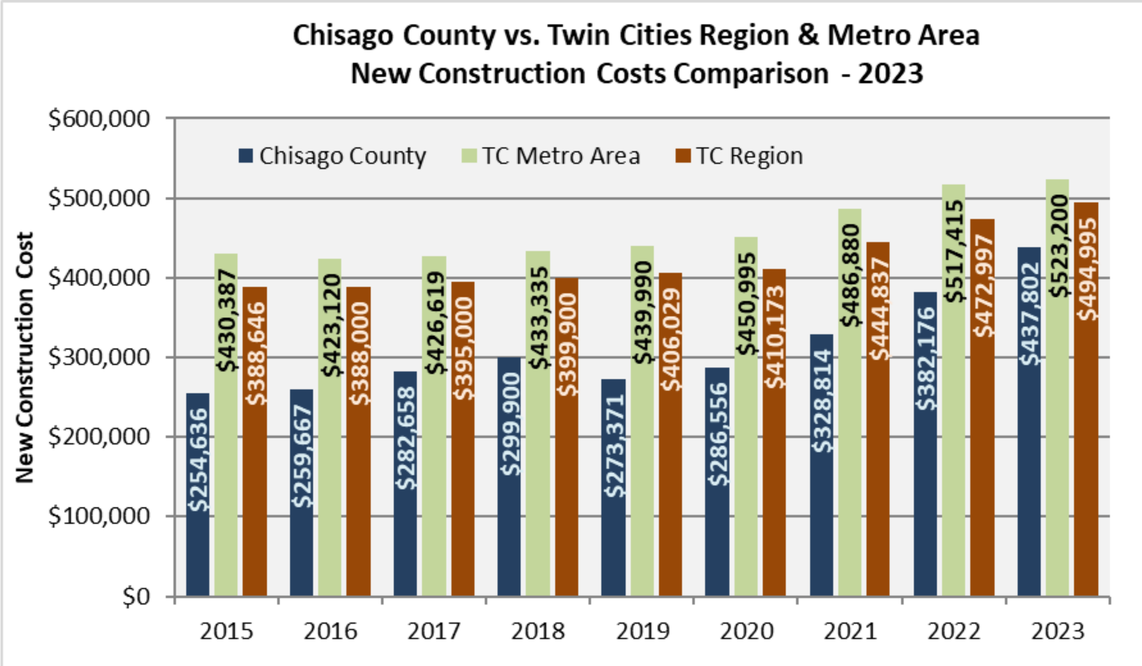
- By comparison, new construction in Chisago County was priced 49% lower than the Twin Cities Metro Area from 2015 through 2023. The spread between Chisago County and the Metro Area has shrunk over time from a high of 69% in 2015 to 20% as of 2023 as shown in the following chart. As of June 2024, Chisago County was 45% less.



- In 2023, Chisago County had the second highest median sales price among the collar counties ($437,802) while Wright County was the highest at $460,740 (5% higher than Chisago).

- New construction pricing in Chisago County has increased since 2015, increasing 38.6% from $254,636 to $437,802 in 2023. Between 2020 and 2021, construction costs increased 15%.

- As of June 2024, construction costs in Chisago County decreased slightly by 2%. Many other collar and Metro Area counties have experienced a decline in costs as well over the past year.


Chisago County vs. Twin Cities Region & Metro Area
New Construction Costs Comparison - 2023
Chisago County
TC Metro Area
TC Region
New Construction Cost
$600,000
$500,000
$400,000
$300,000
$200,000
$100,000
$0
2015
2016
2017
2018
2019
2020
2021
2022
2023
$254,636
$430,387
$388,646
$259,667
$423,120
$388,000
$282,658
$426,619
$395,000
$299,900
$433,335
$399,900
$273,371
$439,990
$406,029
$286,556
$450,995
$410,173
$328,814
$486,880
$444,837
$382,176
$517,415
$472,997
$437,802
$523,200
$494,995

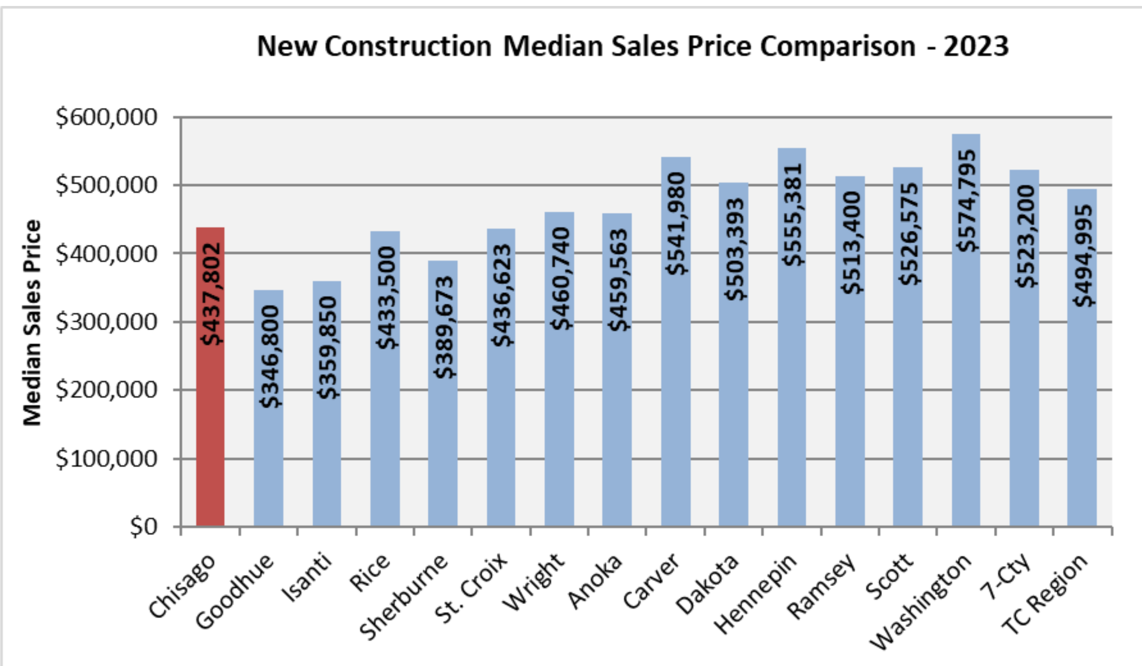

New Construction Median Sales Price Comparison - 2023
Median Sales Price
$600,000
$500,000
$400,000
$300,000
$200,000
$100,000
$0
$437,802
$346,800
$359,850
$433,500
$389,673
$436,623
$460,740
$459,563
$541,980
$503,393
$555,381
$513,400
$526,575
$574,795
$523,200
$494,995
Chisago
Goodhue
Isanti
Rice
Sherburne
St. Croix
Wright
Anoka
Carver
Dakota
Hennepin
Ramsey
Scott
Washington
7-Cty
TC Region

TABLE FS-5
NEW CONSTRUCTION MEDIAN SALES PRICE
CHISAGO COUNTY VS. METRO AREA COUNTIES & COLLAR COUNTIES
2015 to 2024*

	Collar Counties							7-County Metro Area								Twin Cities
Year	Chisago	Goodhue	Isanti	Rice	Sherburne	St. Croix	Wright	Anoka	Carver	Dakota	Hennepin	Ramsey	Scott	Washington	7-Cty	Region
2015	$254,636	$189,000	$192,986	$256,333	$230,550	$281,639	$282,000	$353,000	$398,000	$416,000	$526,613	$566,176	$413,250	$443,510	$430,387	$388,646
2016	$259,667	$235,575	$199,938	$258,861	$240,000	$247,441	$315,000	$366,078	$391,725	$399,900	$529,000	$436,195	$419,018	$422,651	$423,120	$388,000
2017	$282,658	$283,587	$220,140	$248,691	$258,676	$277,016	$339,407	$364,900	$416,788	$409,546	$513,181	$512,970	$415,000	$431,950	$426,619	$395,000
2018	$299,900	$252,450	$237,786	$304,000	$284,900	$283,500	$349,995	$377,195	$384,531	$435,500	$519,900	$468,230	$415,918	$437,125	$433,335	$399,900
2019	$273,371	$292,224	$254,730	$291,250	$305,900	$292,000	$350,000	$399,900	$412,130	$437,767	$520,725	$399,500	$402,130	$432,907	$439,990	$406,029
2020	$286,556	$272,200	$272,300	$327,910	$322,750	$310,000	$335,200	$407,661	$439,875	$438,505	$525,000	$363,667	$427,075	$457,500	$450,995	$410,173
2021	$328,814	$326,500	$315,000	$349,900	$369,950	$353,358	$392,651	$453,721	$475,113	$468,405	$559,358	$390,068	$491,785	$504,507	$486,880	$444,837
2022	$382,176	$355,000	$345,225	$376,932	$384,850	$379,640	$429,790	$458,000	$522,575	$506,055	$589,700	$401,680	$513,400	$536,165	$517,415	$472,997
2023	$437,802	$346,800	$359,850	$433,500	$389,673	$436,623	$460,740	$459,563	$541,980	$503,393	$555,381	$513,400	$526,575	$574,795	$523,200	$494,995
2024*	$352,900	$352,598	$357,266	$446,725	$380,900	$430,028	$440,275	$461,608	$561,780	$499,990	$544,495	$536,165	$574,795	$515,000	$513,173	$487,000
Annual Pct. Change																
2015-16	2.0%	24.6%	3.6%	1.0%	4.1%	-12.1%	11.7%	3.7%	-1.6%	-3.9%	0.5%	-23.0%	1.4%	-4.7%	-1.7%	
2016-17	8.9%	20.4%	10.1%	-3.9%	7.8%	12.0%	7.7%	-0.3%	6.4%	2.4%	-3.0%	17.6%	-1.0%	2.2%	0.8%	
2017-18	6.1%	-11.0%	8.0%	22.2%	10.1%	2.3%	3.1%	3.4%	-7.7%	6.3%	1.3%	-8.7%	0.2%	1.2%	1.6%	
2018-19	-8.8%	15.8%	7.1%	-4.2%	7.4%	3.0%	0.0%	6.0%	7.2%	0.5%	0.2%	-14.7%	-3.3%	-1.0%	1.5%	
2019-20	4.8%	-6.9%	6.9%	12.6%	5.5%	6.2%	-4.2%	1.9%	6.7%	0.2%	0.8%	-9.0%	6.2%	5.7%	2.5%	
2020-21	14.7%	19.9%	15.7%	6.7%	14.6%	14.0%	17.1%	11.3%	8.0%	6.8%	6.5%	7.3%	15.2%	10.3%	8.0%	
2021-22	16.2%	8.7%	9.6%	7.7%	4.0%	7.4%	9.5%	0.9%	10.0%	8.0%	5.4%	3.0%	4.4%	6.3%	6.3%	
2022-23	14.6%	-2.3%	4.2%	15.0%	1.3%	15.0%	7.2%	0.3%	3.7%	-0.5%	-5.8%	27.8%	2.6%	7.2%	1.1%	
2023-24	-19.4%	1.7%	-0.7%	3.1%	-2.3%	-1.5%	-4.4%	0.4%	3.7%	-0.7%	-2.0%	4.4%	9.2%	-10.4%	-1.9%	
	38.6%	86.6%	85.1%	74.3%	65.2%	52.7%	56.1%	30.8%	41.2%	20.2%	3.4%	-5.3%	39.1%	16.1%	19.2%	

* Though June 2024

Source: 10K Research and Marketing, Maxfield Research & Consulting

New Construction Housing Activity

Maxfield Research and Consulting obtained lot inventory and subdivision data from Zonda Marketing, a homebuilding consulting company that maintains a database of all subdivision activity in the Greater Twin Cities Metro Area. These tables provide a variety of information on the new construction market in Ramsey and various comparisons to the greater Twin Cities Metro Area.

The following terms are used in the lot inventory tables:

- Annual Starts and Closings: The sum of activity for the most recent four quarters.
- Closing: Defined as when a "move in" has occurred and the home is occupied.
- Future Lots Inventory: Future lots are recorded after a preliminary plat or site plan has been submitted for consideration by the city.
- Lot Front: Range of all lot sizes within the subdivision; based on the lot front foot width
- Occupied: A buyer has taken possession of the home that was previously under construction or a model home.
- Price: Range of all base home price offered within the subdivision
- Starts: The housing slab or foundation has been poured.
- Total Lots: A summation of all lots platted in a subdivision, including those closed, under construction, and vacant.
- Vacant Developed Lot (VDL): The subdivision is considered developed after subdivision streets are paved and vehicles can physically drive in front of the lot.

- In the 4th quarter of 2023, Chisago County the majority of detached new construction activity by price point was in the $300,000 to $399,999 range. This was also the entry point into the market, with only five homes priced below this point. Similarly, in the Twin Cities metro area, there were no new construction homes priced below $300,000.

TABLE FS-6
NEW CONSTRUCTION ACTIVITY BY PRICE POINT - DETACHED
GREATER TWIN CITIES METRO AREA
4th QUARTER 2023

Price Point (Base Pricing)	Quarterly Starts	Quarterly Closings	Annual Starts	Annual Closings	Fn. Vac. (FV)	Under Const. (UC)	Hsg. Invent.	Vac. Dev. Lots (VDL)
Chisago County								
$0 - $199,000	0	0	0	0	0	0	0	0
$200,000 - $299,000	0	0	2	5	0	0	0	1
$300,000 - $399,000	8	23	75	76	11	21	35	180
$400,000 - $499,000	0	5	13	22	8	2	10	93
$500,000 - $599,000	0	3	6	11	5	1	6	49
$600,000 - $749,000	0	3	2	6	2	1	3	27
$750,000 - $999,000	0	1	1	4	0	1	1	8
$1,000,000 & Over	0	0	0	0	0	0	0	0
Summary	**8**	**35**	**99**	**124**	**26**	**26**	**55**	**358**
7-County Metro Total								
$0 - $199,000	0	0	0	0	0	0	0	0
$200,000 - $299,000	0	0	0	0	0	0	0	3
$300,000 - $399,000	46	44	187	154	32	78	114	367
$400,000 - $499,000	319	300	1,251	1,202	188	524	780	2,429
$500,000 - $599,000	262	255	1,147	1,061	133	496	706	2,382
$600,000 - $749,000	128	150	614	623	127	253	429	1,430
$750,000 - $999,000	77	82	335	321	60	149	239	709
$1,000,000 & Over	36	47	150	168	25	80	120	462
Summary	**868**	**878**	**3,684**	**3,529**	**565**	**1,580**	**2,388**	**7,782**
Greater Metro Area Total								
$0 - $199,000	0	0	0	0	0	0	0	13
$200,000 - $299,000	0	0	3	6	0	0	0	28
$300,000 - $399,000	121	160	657	561	142	272	428	1,552
$400,000 - $499,000	419	431	1,796	1,714	319	745	1,152	3,953
$500,000 - $599,000	293	288	1,301	1,221	175	562	821	2,899
$600,000 - $749,000	145	170	680	693	142	287	485	1,691
$750,000 - $999,000	83	93	365	357	63	162	257	868
$1,000,000 & Over	36	47	150	170	25	80	120	472
Summary	**1,097**	**1,189**	**4,952**	**4,722**	**866**	**2,108**	**3,263**	**11,476**

Source: Metrostudy, Maxfield Research & Consulting

Actively Marketing Subdivisions

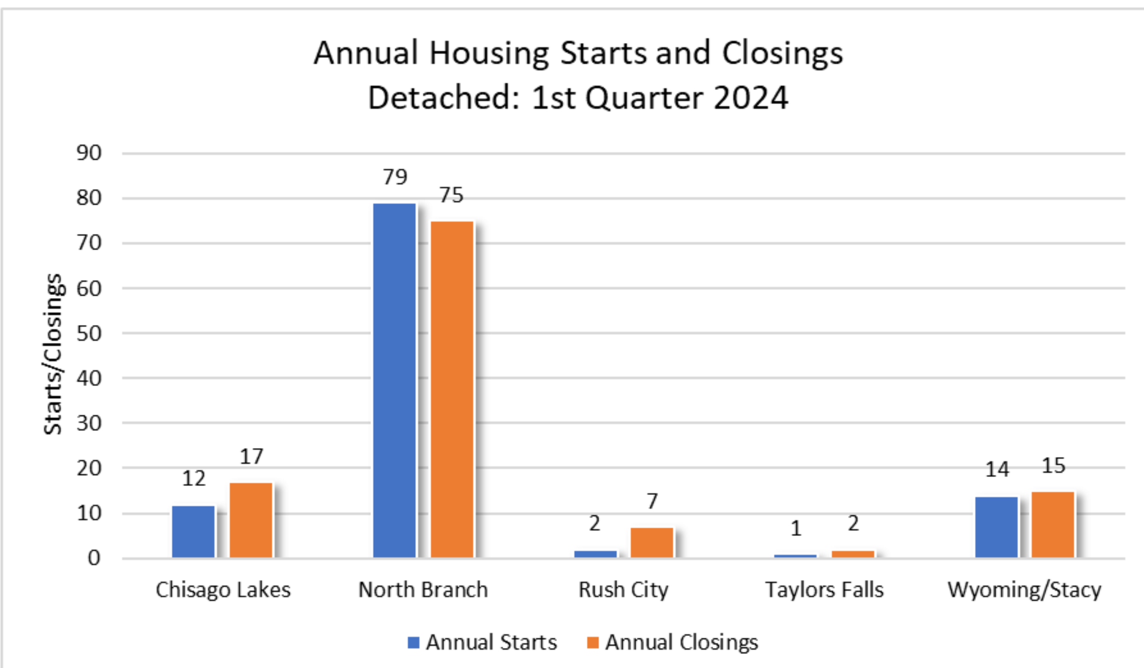
Tables FS-7 and FS-8 show an inventory of detached and attached lots in platted subdivisions in Chisago County. The tables provide information on the initial date the subdivision became active, product type, lot sizes, typical pricing, starts and closings, and the lot inventory. Please note that not all subdivisions may be actively marketing but may simply have lots available for future development.

Detached Housing Units

- There were 35 single-family subdivisions with available lots in Chisago County. Collectively, there are 336 vacant developed lots in Chisago County. There are another 616 future lots platted in these subdivisions.

- The North Branch submarket has the highest number of vacant developed lots with 36% of the county's inventory (122 lots). The Chisago Lakes submarket has the second most, with 96 vacant developed lots.

- Of the 35 subdivisions, most were platted during the 2000s and 2010s, and only 10 were platted in the 2020s. The recently platted subdivisions have 306 total lots.

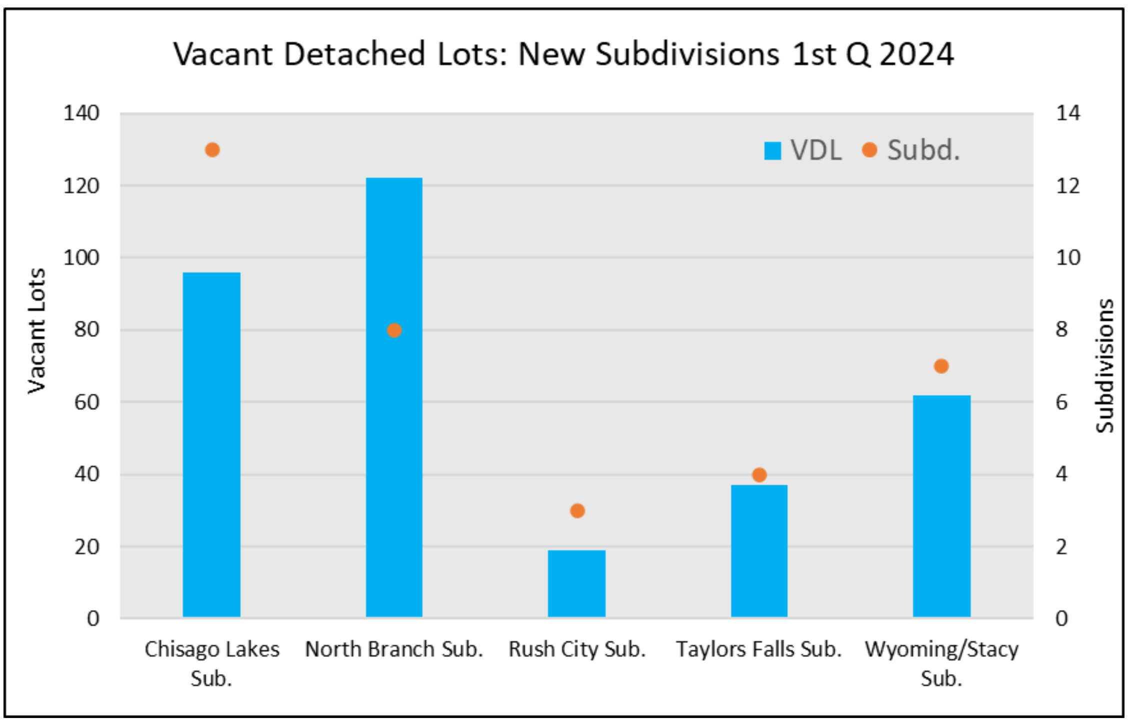


- There are a few active subdivisions where most new construction is occurring. The most active subdivisions are currently in North Branch at Luchts Crossing and Meadows North. Luchts Crossing was platted in 2006, and Meadows North was platted in 2019.

TABLE FS-7
DETACHED HOUSING VACANT LAND
CHISAGO COUNTY
1ST QUARTER 2024

Submarket	Annual Starts	Annual Closings	Currently Occupied	Vacant Developed Lot Inventory (VDL)	Future Units (Fut)	Total Units (Tot)
Detached Housing Units - Existing Subdivisions						
Chisago Lakes	12	17	463	96	229	801
North Branch	79	75	439	122	249	841
Rush City	2	7	121	19	66	207
Taylors Falls	1	2	32	37	0	14
Wyoming/Stacy	14	15	76	62	72	224
Subtotal	**108**	**116**	**1,131**	**336**	**616**	**2,087**
Detached Housing Units - Future Subdivisions						
Chisago Lakes			11		56	67
North Branch			26		912	938
Rush City						
Taylors Falls			26		92	118
Wyoming/Stacy			0		208	208
Subtotal	**0**	**0**	**63**	**0**	**1,268**	**1,331**

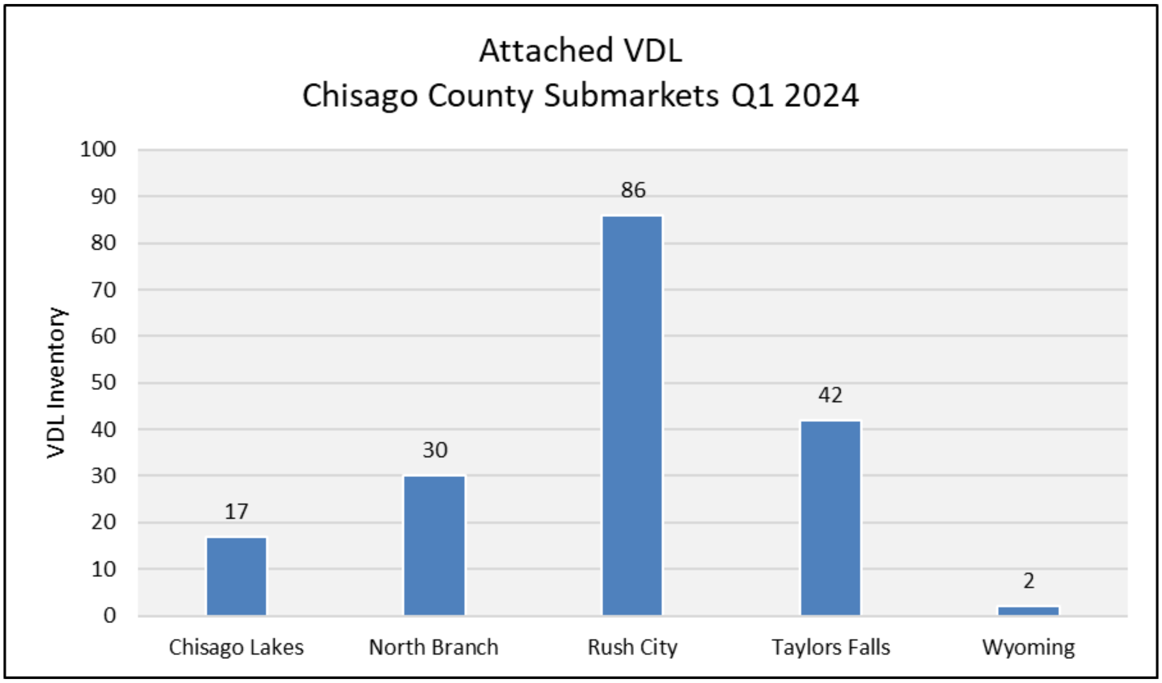
Source: Metrostudy, Maxfield Research & Consulting, LLC



- Chisago County boasts a wide range of lot sizes much larger than many areas due, in part, to the number of subdivisions in townships. Standard city lots of 65’ wide to 85’ wide are significantly smaller than the minimum lot size requirements in the surrounding townships.

Attached Housing Units

- There are ten new construction attached developments in Chisago County. While there are some vacant lots in each submarket, they are predominantly located in Rush City and Taylors Falls submarkets. Despite this, all of the recent starts have been located in North Branch.



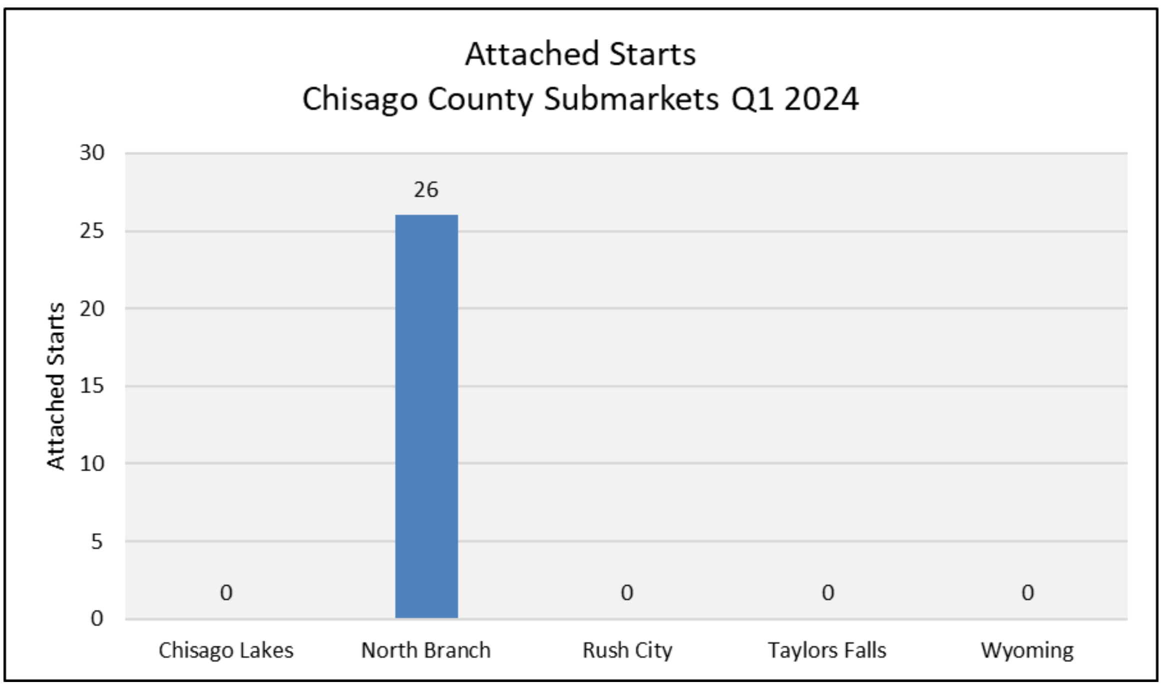


TABLE FS-8
ATTACHED HOUSING VACANT LAND
CHISAGO COUNTY
1ST QUARTER 2024

Submarket	Annual Starts	Annual Closings	Currently Occupied	Vacant Developed Lot Inventory (VDL)	Future Units (Fut)	Total Units (Tot)
Attached Housing Units - Existing Subdivisions						
Chisago Lakes	0	0	7	17	0	24
North Branch	26	7	48	30	16	116
Rush City	0	0	16	86	0	102
Taylors Falls	0	0	3	42	0	45
Wyoming/Stacy	0	0	0	2	0	2
Subtotal	**26**	**7**	**74**	**177**	**16**	**289**
Attached Housing Units - Future Subdivisions						
Chisago Lakes						
North Branch					142	142
Rush City						
Taylors Falls						
Wyoming/Stacy					80	80
Subtotal	**0**	**0**	**0**	**0**	**222**	**222**

Source: Metrostudy, Maxfield Research & Consulting, LLC

TABLE FS-7
SUBDIVISION & LOT INVENTORY - DETACHED HOUSING UNITS
CHISAGO COUNTY
1ST QUARTER 2024

Submarket	City/ Township	Subdivision Name	Initial Active Qtr.	Status	Product Type	Lot Range (Ft.)	Pricing ($1,000) Min	Pricing ($1,000) Max	Annual Starts	Annual Closings	Currently Occupied	Vacant Developed Lot Inventory (VDL)	Future Units (Fut)	Total Units (Tot)
Detached Housing Subdivisions														
Chisago Lakes Submarket														
Chisago Lakes	Chisago City	Wilderness Ridge	1Q06	Active 1Q06	Single Family	90'	$350	$450	0	0	88	4	0	92
Chisago Lakes	Chisago City	Hidden Forest in Chisago City/(DTH)	3Q06	Active 3Q06	Single Family	55'	$350	$450	0	1	30	3	0	34
Chisago Lakes	Chisago City	Green Lake Villas (DTH)	4Q20	Active 4Q20	Single Family	50'	$365	$550	2	4	32	1	0	35
Chisago Lakes	Chisago Lake	Raspberry Hill	1Q06	Active 1Q06	Single Family	85'	$400	$600	1	0	73	4	0	78
Chisago Lakes	Chisago Lake	Vibo Shores	1Q06	Active 1Q06	Single Family	215'	$300	$500	0	0	7	3	0	10
Chisago Lakes	Chisago Lake	Sunrise Trails	2Q01	Active 2Q01	Single Family	170'	$300	$500	0	0	30	2	0	32
Chisago Lakes	Chisago Lake	Trophy Lake Estates	2Q01	Active 2Q01	Single Family	300'	$325	$560	0	0	53	22	0	75
Chisago Lakes	Lindstrom	McCormick Place	1Q06	Active 1Q06	Single Family	120'	$400	$500	0	0	16	1	0	17
Chisago Lakes	Lindstrom	Morning Sun/SF	1Q06	Active 1Q06	Single Family	70'	$400	$600	1	1	67	1	229	297
Chisago Lakes	Lindstrom	Chisago Lakes Golf Estates (DTH)	1Q22	Active 1Q22	Single Family	50'	$450	$750	3	9	11	16	0	31
Chisago Lakes	Lindstrom	Morning Sun/DTH	3Q06	Active 3Q06	Single Family	50'	$380	$600	4	2	36	20	0	60
Chisago Lakes	Lindstrom	Twin Oak Estates/SF	3Q20	Active 3Q20	Single Family	75'	$300	$400	0	0	0	14	0	14
Chisago Lakes	Lindstrom	Ridges, The in Lindstrom (DTH)	4Q05	Active 4Q05	Single Family	50'	$300	$450	1	0	20	5	0	26
Subtotals									**12**	**17**	**463**	**96**	**229**	**801**
North Branch Submarket														
North Branch	North Branch	Sunrise Bluffs	1Q15	Active 1Q15	Single Family	110'	$300	$500	0	0	32	9	0	41
North Branch	North Branch	Wildridge/SF	2Q01	Active 2Q01	Single Family	100'	$300	$400	8	6	196	15	39	254
North Branch	North Branch	Happy Acres	2Q17	Active 2Q17	Single Family	150'	$350	$450	2	2	6	10	0	16
North Branch	North Branch	Luchts Crossing	3Q06	Active 3Q06	Single Family	80'	$300	$382	23	26	127	1	0	131
North Branch	North Branch	Riverside Villas	3Q22	Active 3Q22	Single Family	65'	$344	$384	5	5	6	5	0	12
North Branch	North Branch	Meadows North/SF	4Q19	Active 4Q19	Single Family	65'	$270	$383	32	34	70	43	198	324
North Branch	North Branch	Grand Point	4Q22	Active 4Q22	Single Family	60'	$325	$600	9	2	2	36	0	48
North Branch	Sunrise	Ryan Farms	1Q24	Active 1Q24	Single Family	330'	$400	$800	0	0	0	3	12	15
Subtotals									**79**	**75**	**439**	**122**	**249**	**841**
Rush City Submarket														
Rush City	Rush City	Brookside/SF	2Q02	Active 2Q02	Single Family	100'	$300	$400	0	0	12	3	0	15
Rush City	Rush City	Rush Creek Bluff/	2Q03	Active 2Q03	Single Family	80'	$350	$450	2	1	37	2	0	40
Rush City	Rush City	Rush Creek Estates	4Q06	Active 4Q06	Single Family	75'	$300	$400	0	6	72	14	66	152
Subtotals									**2**	**7**	**121**	**19**	**66**	**207**
Taylors Falls Submarket														
Taylors Falls	Franconia	St Croix River Bluffs	1Q06	Active 1Q06	Single Family	200'	$425	$625	0	0	17	5	0	22
Taylors Falls	Franconia	Dayspring Hills	3Q05	Active 3Q05	Single Family	220'	$400	$800	1	1	4	17	0	22
Taylors Falls	Shafer	Dry Creek Gulch	3Q07	Active 3Q07	Single Family	270'	$450	$750	0	1	6	6	0	14
Taylors Falls	Taylors Falls	Granite Ledge/SF	2Q13	Active 2Q13	Single Family	50'	$300	$500	0	0	5	9	0	14
Subtotals									**1**	**2**	**32**	**37**	**0**	**72**
Wyoming/Stacy Submarket														
Wyoming	Lent	Cliffs Falcon View	4Q21	Active 4Q21	Single Family	195'	$440	$560	2	2	7	5	0	12
Wyoming	Wyoming	Summer Field/SF	2Q21	Active 2Q21	Single Family	75'	$350	$450	0	3	16	1	51	70
Wyoming	Wyoming	Summer Field/Villa	2Q23	Active 2Q23	Single Family	50'	$300	$350	3	0	0	12	21	36
Wyoming	Wyoming	Kennedy Estates/SF	3Q17	Active 3Q17	Single Family	75'	$485	$485	3	4	18	20	0	39
Wyoming	Wyoming	Preserve at Comfort Lake, The	3Q19	Active 3Q19	Single Family	200'	$420	$850	0	0	6	14	0	20
Wyoming	Wyoming	Heims Lake Villas/North DTH	4Q21	Active 4Q21	Single Family	60'	$450	$550	2	3	21	7	0	33
Wyoming	Wyoming	Hunter Hill	4Q21	Active 4Q21	Single Family	200'	$600	$900	4	3	8	3	0	14
Subtotals									**14**	**15**	**76**	**62**	**72**	**224**
Chisago County Subtotal									**108**	**116**	**1,131**	**336**	**616**	**2,145**

CONTINUED

TABLE FS-7 (Con't)
SUBDIVISION & LOT INVENTORY - DETACHED HOUSING UNITS
CHISAGO COUNTY
1ST QUARTER 2024

Submarket	City/ Township	Subdivision Name	Initial Active Qtr.	Status	Product Type	Lot Range (Ft.)	Pricing ($1,000) Min	Max	Annual Starts	Annual Closings	Currently Occupied	Vacant Developed Lot Inventory (VDL)	Future Units (Fut)	Total Units (Tot)
Chisago Lakes Submarket - Future Lots														
Chisago Lakes	Chisago City	Lake Martha Overlook Villas	0	Future	Single Family	45'	$0	$0	0	0	0	0	25	25
Chisago Lakes	Chisago City	Old Towne Estates (DTH)	4Q18	Future	Single Family	60'	$350	$380	0	0	11	0	16	27
Chisago Lakes	Chisago City	Wallmark Lake Villas - Nature View	0	Future	Single Family	100'	$0	$0	0	0	0	0	15	15
Subtotals									**0**	**0**	**11**	**0**	**56**	**67**
North Branch Submarket - Future Lots														
North Branch	Harris	Concept - Pierce	0	Future	Single Family	0	$0	$0	0	0	0	0	16	16
North Branch	North Branch	Fox Run in North Branch	0	Future	Single Family	75'	$0	$0	0	0	0	0	84	84
North Branch	North Branch	Meadows North/DTH 50'	0	Future	Single Family	50'	$0	$0	0	0	0	0	83	83
North Branch	North Branch	Meadows North/Shoreland	0	Future	Single Family	85'	$0	$0	0	0	0	0	66	66
North Branch	North Branch	Preserve at Spring Hill	0	Future	Single Family	140'-145'	$0	$0	0	0	0	0	35	35
North Branch	North Branch	Sandstone Hills/	0	Future	Single Family	0	$0	$0	0	0	0	0	228	228
North Branch	North Branch	Sandstone Hills/Bayhome-Villa	0	Future	Single Family	0	$0	$0	0	0	0	0	34	34
North Branch	North Branch	Schoolside Village/SF	3Q19	Future	Single Family	70'	$230	$500	0	0	14	0	43	57
North Branch	North Branch	Towns Edge/DTH	0	Future	Single Family	0	$0	$0	0	0	0	0	50	50
North Branch	North Branch	Towns Edge/SF	3Q21	Future	Single Family	85'	$345	$390	0	0	12	0	253	265
North Branch	North Branch	Towns Edge/Transitional	0	Future	Single Family	0	$0	$0	0	0	0	0	20	20
Subtotals									**0**	**0**	**26**	**0**	**912**	**938**
Rush City Submarket - Future Lots														
None														
Subtotals									**0**	**0**	**0**	**0**	**0**	**0**
Taylors Falls Submarket - Future Lots														
Taylors Falls	Shafer	Shafer Meadows	1Q06	Future	Single Family	80'	$150	$235	0	0	26	0	92	118
Subtotals									**0**	**0**	**26**	**0**	**92**	**118**
Wyoming/Stacy Submarket - Future Lots														
Wyoming	Lent	Concept - 7435 Lent Trail	0	Future	Single Family	300'	$0	$0	0	0	0	0	10	10
Wyoming	Lent	Concept - 8778 Lent Trail	0	Future	Single Family	0	$0	$0	0	0	0	0	14	14
Wyoming	Stacy	Townsedge/DTH	0	Future	Single Family	0	$0	$0	0	0	0	0	26	26
Wyoming	Stacy	Townsedge/SF	0	Future	Single Family	0	$0	$0	0	0	0	0	29	29
Wyoming	Wyoming	Avery Place/SF	0	Future	Single Family	100'	$0	$0	0	0	0	0	49	49
Wyoming	Wyoming	Comfort Lake Overlook	0	Future	Single Family	0	$0	$0	0	0	0	0	19	19
Wyoming	Wyoming	Delmonico Park	0	Future	Single Family	0	$0	$0	0	0	0	0	22	22
Wyoming	Wyoming	Katies Glen	0	Future	Single Family	65'	$330	$400	0	0	0	0	39	39
Subtotals									**0**	**0**	**0**	**0**	**208**	**208**
Chisago County Subtotal									**0**	**0**	**63**	**0**	**1,268**	**1,331**

Source: Metrostudy, Maxfield Research & Consulting, LLC

Realtor/Builder/Developer Survey

Maxfield Research and Consulting conducted a survey of real estate agents, home builders, and other professionals familiar with Chisago County's owner-occupied market to solicit their impressions of the for-sale housing market in the county. Key points are summarized by topic as follows.

Market Overview

- Supply has been very tight since the pandemic; averaging about a one-month supply for most cities in the county (equilibrium is about five to six months). Since 2022, the supply has been steadily increasing but still remains slightly below two-months. Supply has been low across all price points; but especially for homes priced less than $300,000.

- The lack of supply has contributed to strong appreciation gains. Until rising inflation hit, and interest rate increased it was a seller's market, most sellers were able to command sales prices near or above the list price. Most responses indicate a balanced market with a few feeling it's a buyer's market. It has however shifted away from being a seller's market.

- While record low interest rates kept affordability at bay, prices have not subsided as of yet with higher interest rates and inflation. Thus, affordability remains out of reach for many, especially entry-level buyers.

- Days on market has been very low for the past several years. Days on market was extremely low in 2022 with most homes selling within two weeks. Homes priced right will sell in less than 30 days. Lower-priced homes sell the quickest and many properties will be off the market in days. Days on market are current typically under twenty days.

- With the high interest rates, investor speculation has stayed low and there have not been too many investors competing with traditional buyers for the purchase of most homes. Early to mid-2010s, investor purchases were very common with the high number of foreclosures and discounted homes.

- The consensus among surveyed realtors is that the biggest barrier to buying a home in Chisago County is the high interest rates. Other barriers include being able to qualify for a mortgage and lack of inventory as well as home prices, debt (Student), and the job market. Move-up buyers are holding onto their homes instead of moving-up because they have locked into low interest rates previously.

- Quality school districts continues to be one of the major drivers for growth in Chisago County. Buyers seek out "smaller or more rural schools" from either the Twin Cities or St. Cloud.

- Together with schools; housing affordability has always been a key driver for many of the communities in Chisago County. Buyers have generally gotten more house for the dollar compared to the Twin Cities. However, this gap has been shrinking with the skyrocketing house prices and limited inventory.

- Housing costs in Chisago County are generally higher the closer to the Twin Cities. Affordability generally increases the further the commute from the Metro Area.

- Over the 2nd half of 2024, the majority of Realtors surveyed speculate that the median sales price will continue to increase, the supply/inventory will grow as well as sales/transactions (if interest rates decline), mortgage rates will remain stable and/or decrease, and days on market will increase.

- Affordable entry-level single-family homes are in most need in Chisago County followed by villas/one-level living and move-up single-family homes.

- The most active home buyers in the county have been married and unmarried couples with children. Married and unmarried couples without children are also an active buyer.

Land/Lots

- Chisago County was hit hard during the recession in the late 2000s in which builders and developers were left with excess inventory. These excess lots have now been mostly absorbed but not necessarily replaced with enough new lots. Realtors state that there is a lack of lots in the county and more are needed to meet demand.

- Lot sizes have compressed somewhat; however, many new construction buyers generally desire larger lots sizes than found in the Metro Area. Many buyers within city limits still desire lot sizes with lot frontages of 80' or more.

- Many move-up and executive buyers locate outside city limits in adjacent townships on land with acreage, topography, or water frontage. Many of these homes are priced at or above $500,000.

- Affordability on land acquisition tends to increase from east to west across the county. Becker, Clear Lake, and Princeton tend to have lower lot costs, while Zimmerman and Elk River tend to trend higher.

New Construction

- Construction and labor costs increased during covid. Supply chain distribution has subsided for the most part. A lack of laborers and the rising wages is a challenge for builders.

- There is demand for one-level living homes with master bedrooms on the main as the demographics shift with age. Although age-targeted, many patio homes are also sought out by younger buyers who desire one-level living.

- There is demand for association-maintained housing products, whether detached villas, townhomes, twin homes, etc. Historically, Chisago County has had fewer options for maintenance-free living and development has continued to exclude this market.

- Although smaller, local and regional builder's make-up the majority of new construction across the county, national builders have gradually expanded into Chisago County. The most active builders by volume are LGI Homes, Lennar, and DR Horton. Many of the larger, production builders are squeezing lot sizes and averaging around 65' wide lots.

- Nearly all of the actively marketing subdivisions are "open builder" subdivisions that allow the lot buyer to select the builder of their choice within the subdivision. However, most subdivisions have covenants and architectural guidelines that are enforced.

Introduction

Affordable housing is a term that has various definitions according to different people and is a product of supply and demand. According to the U.S. Department of Housing and Urban Development (HUD), the definition of affordability is for a household to pay no more than 30% of its annual income on housing (including utilities). Families who pay more than 30% of their income for housing (either rent or mortgage) are considered cost burdened and may have difficulty affording necessities such as food, clothing, transportation and medical care.

Generally, housing that is income-restricted to households earning at or below 80% of Area Median Income (AMI) is considered affordable. However, many individual properties have income restrictions set anywhere from 30% to 80% of AMI. Rent is not based on income but instead is a contract amount that is affordable to households within the specific income restriction segment. Moderate-income housing, often referred to as "workforce housing," refers to both rental and ownership housing. Hence, the definition is broadly defined as housing that is income-restricted to households earning between 50% and 120% AMI. Figure 1 below summarizes income ranges by definition.

FIGURE 1
AREA MEDIAN INCOME (AMI) DEFINITIONS

Definition	AMI Range
Extremely Low Income	0% - 30%
Very Low Income	31% - 50%
Low Income	51% - 80%
Moderate Income | Workforce Housing	80% - 120%

Note: Chisago County 4-person AMI = $120,200 (2024)

Rent and Income Limits

Table HA-1 shows the maximum allowable incomes by household size to qualify for affordable housing and maximum gross rents that can be charged by bedroom size in Chisago County. These incomes are published and revised annually by the Department of Housing and Urban Development (HUD) and also published separately by the Minnesota Housing Finance Agency based on the date the project was placed into service. Fair market rent is the amount needed to pay gross monthly rent at modest rental housing in a given area. This table is used as a basis for determining the payment standard amounts used to calculate the maximum monthly subsidy for families at financially assisted housing.

TABLE HA-1
MHFA/HUD INCOME AND RENT LIMITS
CHISAGO COUNTY, MN
2024

	Income Limits by Household Size							
	1 pph	2 pph	3 pph	4 pph	5 pph	6 pph	7 pph	8 pph
30% of median	$26,100	$29,820	$33,540	$37,260	$40,260	$43,230	$46,230	$49,200
50% of median	$43,500	$49,700	$55,900	$62,100	$67,100	$72,050	$77,050	$82,000
60% of median	$52,200	$59,640	$67,080	$74,520	$80,520	$86,460	$92,460	$98,400
80% of median	$69,600	$79,520	$89,440	$99,360	$107,360	$115,280	$123,280	$131,200
100% of median	$87,000	$99,400	$111,800	$124,200	$134,200	$144,100	$154,100	$164,000
120% of median	$104,400	$119,280	$134,160	$149,040	$161,040	$172,920	$184,920	$196,800

	Maximum Gross Rent				
	EFF	1BR	2BR	3BR	4BR
30% of median	$652	$745	$838	$931	$1,006
50% of median	$1,087	$1,242	$1,397	$1,552	$1,677
60% of median	$1,305	$1,491	$1,677	$1,863	$2,013
80% of median	$1,740	$1,988	$2,236	$2,484	$2,684
100% of median	$2,175	$2,485	$2,795	$3,105	$3,355
120% of median	$2,610	$2,982	$3,354	$3,726	$4,026

	Fair Market Rent				
	EFF	1BR	2BR	3BR	4BR
Fair Market Rent	$1,174	$1,327	$1,622	$2,188	$2,478

Sources: MHFA, HUD, Novogradac, Maxfield Research & Consulting

Table HA-2 shows the maximum rents by household size and AMI based on income limits illustrated in Table HA-1. The rents on Table HA-2 are based on HUD's allocation that monthly rents should not exceed 30% of income. In addition, the table reflects maximum household size based on HUD guidelines of number of persons per unit. For each additional bedroom, the maximum household size increases by two people. Please Note, Chisago County income guidelines fall under the umbrella of the Greater Twin Cities Metro Area.

TABLE HA-2
MAXIMUM RENT BASED ON HOUSEHOLD SIZE AND AREA MEDIAN INCOME
CHISAGO COUNTY, MN

	HHD Size		Maximum Rent Based on Household Size (@30% of Income)											
			30%		50%		60%		80%		100%		120%	
Unit Type[1]	Min	Max	Min.	Max.	Min.	Max.	Min.	Max.	Min.	Max.	Min.	Max.	Min.	Max.
Studio	1	1	$653	- $653	$1,088	- $1,088	$1,305	- $1,305	$1,740	- $1,740	$2,175	- $2,175	$2,610	- $2,610
1BR	1	2	$653	- $746	$1,088	- $1,243	$1,305	- $1,491	$1,740	- $1,988	$2,175	- $2,485	$2,610	- $2,982
2BR	2	4	$746	- $932	$1,243	- $1,553	$1,491	- $1,863	$1,988	- $2,484	$2,485	- $3,105	$2,982	- $3,726
3BR	3	6	$839	- $1,081	$1,398	- $1,801	$1,677	- $2,162	$2,236	- $2,882	$2,795	- $3,603	$3,354	- $4,323
4BR	4	8	$932	- $1,230	$1,553	- $2,050	$1,863	- $2,460	$2,484	- $3,280	$3,105	- $4,100	$3,726	- $4,920

[1] One-bedroom plus den and two-bedroom plus den units are classified as 1BR and 2BR units, respectively. To be classified as a bedroom, a den must have a window and closet.

Note: Chisago County 4-person AMI = $120,200 (2024)

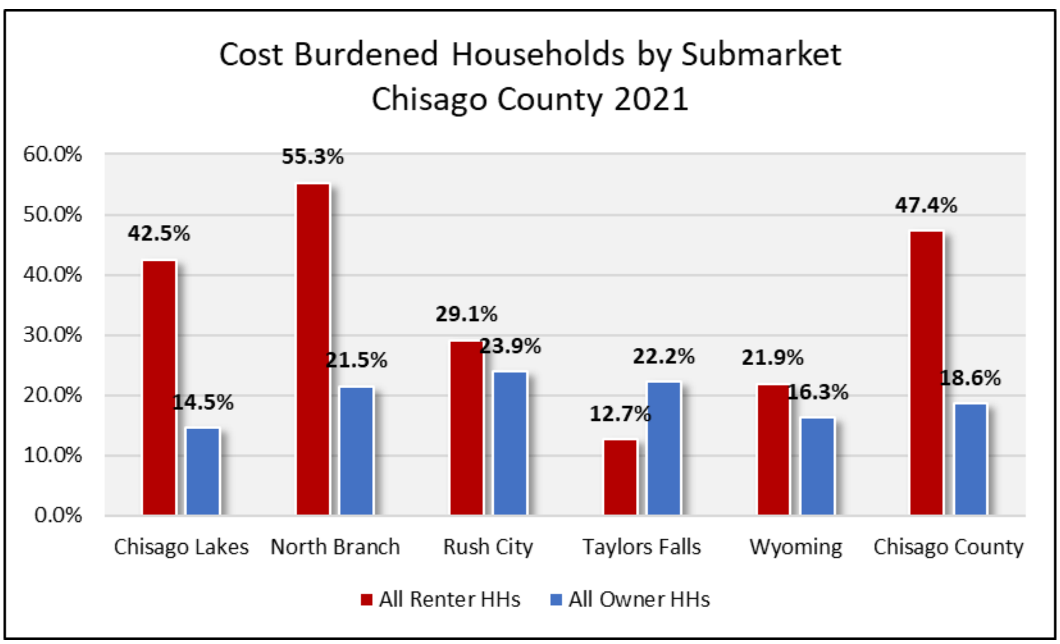
Sources: HUD, MHFA, Novogradac, Maxfield Research and Consulting LLC

Housing Cost Burden

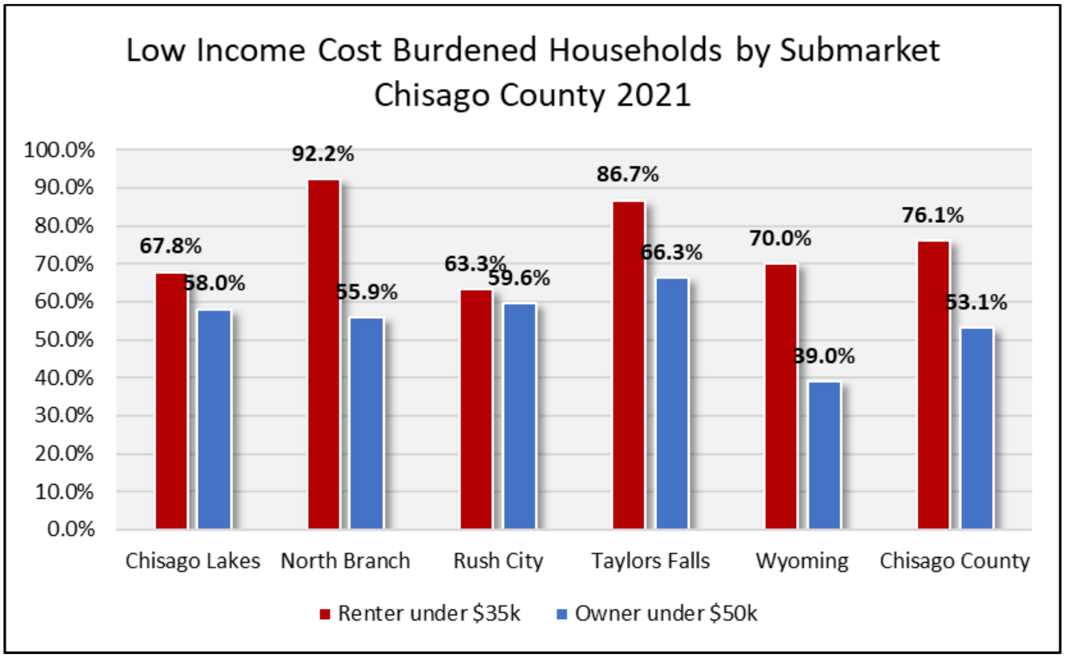
Table HA-3 (in the appendix) shows the number and percentage of owner and renter households in Chisago County and the six submarkets that pay 30% or more of their gross income for housing. This information was estimated to current year with data compiled from the American Community Survey 2021 estimates. This information is different than the 2020 Census which separated households that paid 35% or more in housing costs. As such, the information presented in the tables may be overstated in terms of households that may be "cost burdened." The Federal standard for affordability is 30% of income for housing costs. Without a separate break out for households that pay 35% or more, there are likely a number of households that elect to pay slightly more than 30% of their gross income for their desired housing. Moderately cost-burdened is defined as households paying from 30% up to 50% of their income for housing; while severely cost-burdened is defined as households paying 50% or more of their income for housing.

Higher-income households that are cost-burdened may have the option of moving to lower priced housing, but lower-income households often do not. The figures focus on owner households with incomes below $50,000 and renter households with incomes below $35,000. Key findings from Table HA-3 follow.

- In Chisago County, an estimated 18.6% of owner households and 47.4% of renter households are considered cost burdened. The Rush City submarket is estimated to have the highest proportion of cost burdened owner households at 23.9% while the North Branch submarket had the highest proportion of cost burdened renter households, 55.3%.



- Among owner households earning less than $50,000, 53.1% were estimated to be cost burdened in Chisago County. The Taylors Falls submarket has the highest estimated proportion of cost burdened owner households earning less than $50,000 at 66.3%.



- An estimated 76.1% of Chisago County renter households earning less than $35,000 are estimated to be cost burdened. The proportion in Taylors Falls and North Branch are higher than the County, at 92.2% and 86.7%, respectively.

TABLE HA-3
HOUSING COST BURDEN
CHISAGO COUNTY SUBMARKETS
2021

	Chisago Lakes		North Branch		Rush City		Taylors Falls		Wyoming		Chisago County	
Owner Households												
All Owner Households	4,965		5,452		1,549		1,616		4,165		17,747	
Cost Burden 30% or greater	722	14.5%	1,172	21.5%	370	23.9%	359	22.2%	680	16.3%	3,303	18.6%
Owner Households w/ incomes <$50,000	741	14.9%	1,164	21.3%	374	24.1%	285	17.6%	923	22.2%	3,487	19.6%
Cost Burden 30% or greater	430	58.0%	651	55.9%	223	59.6%	189	66.3%	360	39.0%	1,853	53.1%
Renter Households												
All Renter Households	978		772		459		194		415		2,818	
Cost Burden 30% to 34.9%	44	4.5%	103	13.3%	47	6.1%	27	3.5%	35	4.5%	256	9.1%
Cost Burden 35% to 49.9%	75	7.7%	153	19.8%	73	9.5%	6	0.8%	52	6.7%	359	12.7%
Cost Burden 50% or greater	297	30.4%	171	22.2%	105	13.6%	65	8.4%	82	10.6%	720	25.6%
Renter Households w/ incomes <$35,000	395	40.4%	408	52.8%	248	54.0%	75	38.7%	150	36.1%	1,276	45.3%
Cost Burden 30% or greater	268	67.8%	376	92.2%	157	63.3%	65	86.7%	105	70.0%	971	76.1%

Sources: American Community Survey, 2021 estimates; Maxfield Research and Consulting, LLC.

Housing Choice Vouchers

In addition to subsidized apartments, "tenant-based" subsidies like *Housing Choice Vouchers,* can help lower income households afford market-rate rental housing. The tenant-based subsidy is funded by the Department of Housing and Urban Development (HUD) and is managed by the Mora HRA. Under the Housing Choice Voucher program (also referred to as Section 8) qualified households are issued a voucher that the household can take to an apartment that has rent levels with Payment Standards. The household then pays an estimated 30% of their adjusted gross income for rent and utilities and the Federal government pays the remainder of the rent to the landlord. The maximum income limit to be eligible for a Housing Choice Voucher is 50% AMI based on household size, as shown in Table HA-1.

Housing Costs as Percentage of Household Income

Housing costs are generally considered affordable at 30% of a household adjusted gross income. Table HA-4 on the following page illustrates key housing metrics based on housing costs and household incomes in Chisago County. The table estimates the percentage of Chisago County householders that can afford rental and for-sale housing based on a 30% allocation of income to housing. Housing costs are based on the Chisago County average.

The housing affordability calculations assume the following:

For-Sale Housing

- 10% down payment with good credit score
- Closing costs rolled into mortgage
- 30-year mortgage at 6.625% interest rate
- Private mortgage insurance (equity of less than 20%)
- Homeowners insurance for single-family homes and association dues for townhomes
- Owner household income per 2022 ACS

Rental Housing

- Background check on tenant to ensure credit history
- 30% allocation of income
- Renter household income per 2022 ACS

- The median income of all Chisago County households in 2024 is an estimated $110,936. Median income, however, varies by tenure. According to the 2022 American Community Survey, the median income of a homeowner is $106,751 compared to $44,518 for renters.

- Table HA-4 below shows the comparison of affordability from existing construction and new construction housing. Due to the rising construction and labor costs along with the rapid inflation of existing for-sale homes prices since 2020, The percent of Chisago County households that can afford all types of for-sale housing has declined significantly.

- Entry-level single-family homes are priced starting at $350,000. In 2024, it is estimated that only 17.1% of all households can afford to purchase an entry level home. For a move-up home, the price increases to $450,000, and only 11.9% of households can afford a move-up home. Only 7.6% of households can afford an executive priced single-family home, priced at $700,000.

- Households who can afford existing rental in Chisago County, similar to ownership housing, rental housing is considerably more expensive, new housing being affordable to about 46% of households, while older housing is affordable to 59% of households.

TABLE HA-4
HOUSING AFFORDABILITY - BASED ON HOUSEHOLD INCOME
CHISAGO COUNTY
2024

For-Sale (Assumes 10% down payment and good credit)	Single-Family			Townhome/Twinhome		
	Entry-Level	**Move-Up**	**Executive**	**Entry-Level**	**Move-Up**	**Executive**
Price of House	$350,000	$450,000	$700,000	$250,000	$300,000	$400,000
Pct. Down Payment	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Total Down Payment Amt.	$35,000	$45,000	$70,000	$25,000	$30,000	$40,000
Estimated Closing Costs (rolled into mortgage)	$10,500	$13,500	$21,000	$7,500	$9,000	$12,000
Cost of Loan	$325,500	$418,500	$651,000	$232,500	$279,000	$372,000
Interest Rate	6.625%	6.625%	6.625%	6.625%	6.625%	6.625%
Number of Pmts.	360	360	360	360	360	360
Monthly Payment (P & I)	-$2,084	-$2,680	-$4,168	-$1,489	-$1,786	-$2,382
(plus) Prop. Tax	-$508	-$653	-$1,015	-$363	-$435	-$580
(plus) HO Insurance/Assoc. Fee for TH	-$117	-$150	-$233	-$100	-$100	-$100
(plus) PMI/MIP (less than 20%)	-$141	-$181	-$282	-$101	-$121	-$161
Subtotal monthly costs	-$2,849	-$3,664	-$5,699	-$2,052	-$2,442	-$3,223
Housing Costs as % of Income	30%	30%	30%	30%	30%	30%
Minimum Income Required	$113,977	$146,542	$227,954	$82,079	$97,695	$128,926
Pct. of ALL County HHDS who can afford[1]	**17.1%**	**14.9%**	**7.6%**	**59.1%**	**26.0%**	**10.0%**
No. of County HHDS who can afford[1]	**3,826**	**3,334**	**1,700**	**13,214**	**5,825**	**2,238**
Pct. of County owner HHDs who can afford[2]	**22.4%**	**11.9%**	**8.6%**	**64.5%**	**27.7%**	**17.6%**
No. of County owner HHDs who can afford[2]	**4,338**	**2,301**	**1,668**	**12,487**	**5,356**	**3,403**
No. of County owner HHDS who cannot afford[2]	**15,021**	**17,058**	**17,691**	**6,871**	**14,003**	**15,956**

Rental (Market Rate)	Existing Rental			New Construction Rental		
	1BR	**2BR**	**3BR**	**1BR**	**2BR**	**3BR**
Monthly Rent	$800	$1,200	$1,400	$1,200	$1,400	$1,600
Annual Rent	$9,600	$14,400	$16,800	$14,400	$16,800	$19,200
Housing Costs as % of Income	30%	30%	30%	30%	30%	30%
Minimum Income Required	$32,000	$48,000	$56,000	$48,000	$56,000	$64,000
Pct. of ALL County HHDS who can afford[1]	**91.4%**	**78.8%**	**74.1%**	**78.6%**	**74.0%**	**55.0%**
No. of County HHDS who can afford[1]	**20,452**	**17,626**	**16,575**	**17,586**	**16,566**	**12,313**
Pct. of County renter HHDs who can afford[2]	**59.0%**	**45.9%**	**26.4%**	**45.9%**	**26.8%**	**21.5%**
No. of County renter HHDs who can afford[2]	**1,777**	**1,383**	**795**	**1,383**	**807**	**649**
No. of County renter HHDS who cannot afford[2]	**1,236**	**1,630**	**2,218**	**1,630**	**2,206**	**2,364**

[1] Based on 2024 household income for ALL households

[2] Based on 2022 ACS household income by tenure (i.e. owner and renter incomes. Owner incomes = $106,751 vs. renter incomes = $44,518)

Source: Maxfield Research & Consulting

Introduction

Previous sections of this study analyzed the existing housing supply and the growth and demographic characteristics of the population and household base in Chisago County. This section of the report presents our estimates of housing demand in the County from 2024 to 2030.

Demographic Profile and Housing Demand

The demographic profile of a community affects housing demand and the types of housing that are needed. The housing life-cycle stages are:

1. *Entry-level householders*
   - Often prefer to rent basic, inexpensive apartments
   - Usually singles or couples in their early 20’s without children
   - Will often “double-up” with roommates in apartment setting

2. *First-time homebuyers and move-up renters*
   - Often prefer to purchase modestly priced single-family homes or rent more upscale apartments
   - Usually married or cohabiting couples, in their mid-20's or 30's, some with children, but most are without children

3. *Move-up homebuyers*
   - Typically prefer to purchase newer, larger, and therefore more expensive single-family homes
   - Typically, families with children where householders are in their late 30's to 40's

4. *Empty-nesters (persons whose children have grown and left home) and never-nesters (persons who never have children)*
   - Prefer owning but will consider renting their housing
   - Some will move to alternative lower-maintenance housing products
   - Generally, couples in their 50's or 60's

5. *Younger independent seniors*
   - Prefer owning but will consider renting their housing
   - Will often move (at least part of the year) to retirement havens in the Sunbelt and desire to reduce their responsibilities for upkeep and maintenance
   - Generally, in their late 60's or 70's

6. *Older seniors*
   - May need to move out of their single-family home due to physical and/or health constraints or a desire to reduce their responsibilities for upkeep and maintenance
   - Generally single females (widows) in their mid-70's or older

Demand for housing can come from several sources including household growth, changes in housing preferences, and replacement need. Household growth necessitates building new housing unless there is enough desirable vacant housing available to absorb the increase in households. Demand is also affected by shifting demographic factors such as the aging of the population, which dictates the type of housing preferred. New housing to meet replacement need is required, even in the absence of household growth, when existing units no longer meet the needs of the population and when renovation is not feasible because the structure is physically or functionally obsolete.

Housing Demand Overview

The previous sections of this assessment focused on demographic and economic factors driving demand for housing in Chisago County. In this section, we utilize findings from the economic and demographic analysis to calculate demand for new general occupancy housing units in the County. In addition, we present housing demand for each submarket in the County.

Housing markets are driven by a range of supply and demand factors that vary by location and submarket. The following bullet points outline several of the key variables driving housing demand.

<u>Demographics</u>

Demographics are major influences that drive housing demand. Household growth and formations are critical (natural growth, immigration, etc.), as well as household types, size, age of householders, incomes, etc.

<u>Economy & Job Growth</u>

The economy and housing market are intertwined; the health of the housing market affects the broader economy and vice versa. Housing market growth depends on job growth (or the prospect of); jobs generate income growth which results in the formation of more households. Historically low unemployment rates have driven both existing home purchases and new-home purchases. Lack of job growth leads to slow or diminishing household growth, which in-turn relates to reduced housing demand. Additionally, low-income growth results in fewer move-up buyers which results in diminished housing turnover across all income brackets.

Consumer Choice/Preferences

A variety of factors contribute to consumer choice and preferences. Many times, a change in family status is the primary factor for a change in housing type (i.e. growing families, empty-nest families, etc.). However, housing demand is also generated from the turnover of existing households who decide to move for a range of reasons. Some households may want to move-up, downsize, change their tenure status (i.e. owner to renter or vice versa), or simply move to a new location.

Supply (Existing Housing Stock)

The stock of existing housing plays a crucial component in the demand for new housing. There are a variety of unique household types and styles, not all of which are desirable to today's consumers. The age of the housing stock is an important component for housing demand, as communities with aging housing stocks have higher demand for remodeling services, replacement new construction, or new home construction as the current inventory does not provide the supply that consumers seek.

Pent-up demand may also exist if supply is unavailable as householders postpone a move until new housing product becomes available.

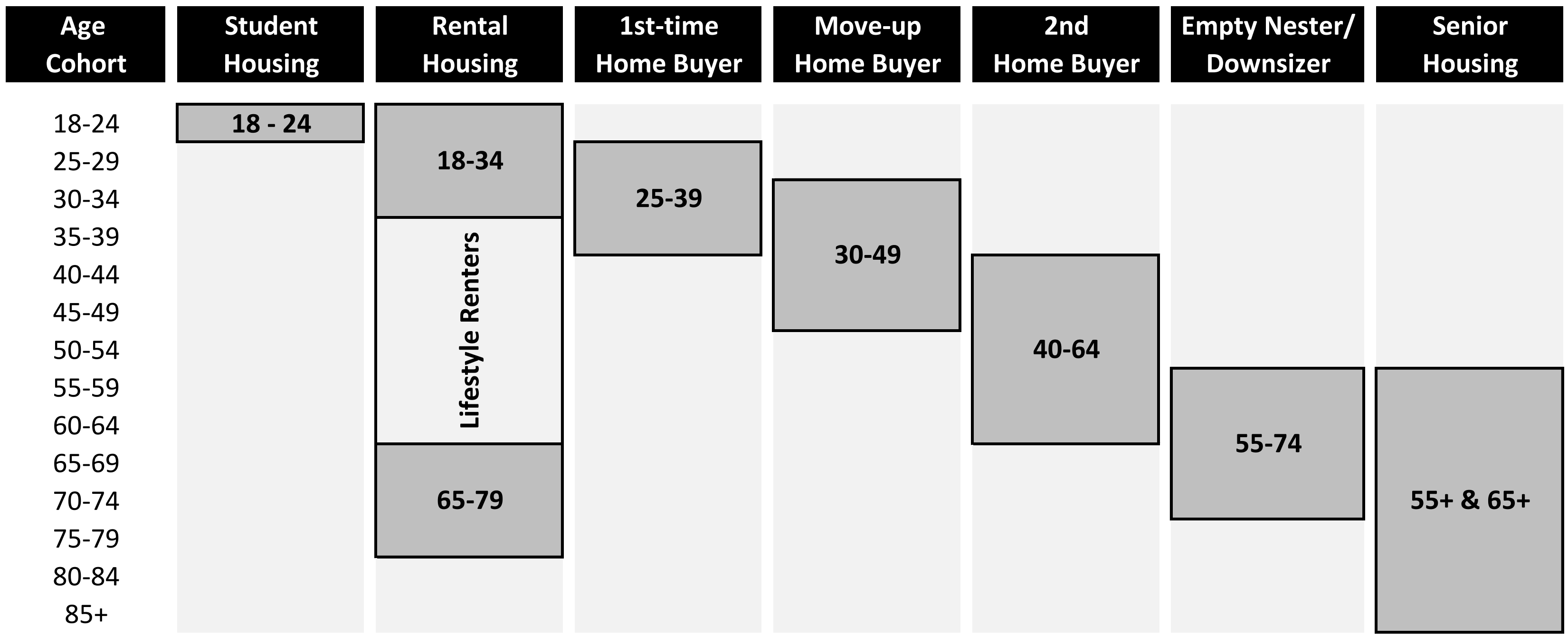
Housing Finance

Household income is the fundamental measure that dictates what a householder can afford to pay for housing costs. According to the U.S. Department of Housing and Urban Development (HUD), the definition of affordability is for a household to pay no more than 30% of its annual income on housing (including utilities). Families who pay more than 30% of their income for housing (either rent or mortgage) are considered cost burdened and may have difficulty affording necessities such as food, clothing, transportation and medical care.

Mobility

It is important to note that demand is somewhat fluid between submarkets and will be impacted by development activity in nearby areas, including other communities outside the market area or county boundary. Demand given for each submarket may be lower or higher if proposed and/or planned developments move forward.

DEMOGRAPHICS & HOUSING DEMAND



Source: Maxfield Research & Consulting

For-Sale Housing Market Demand Analysis

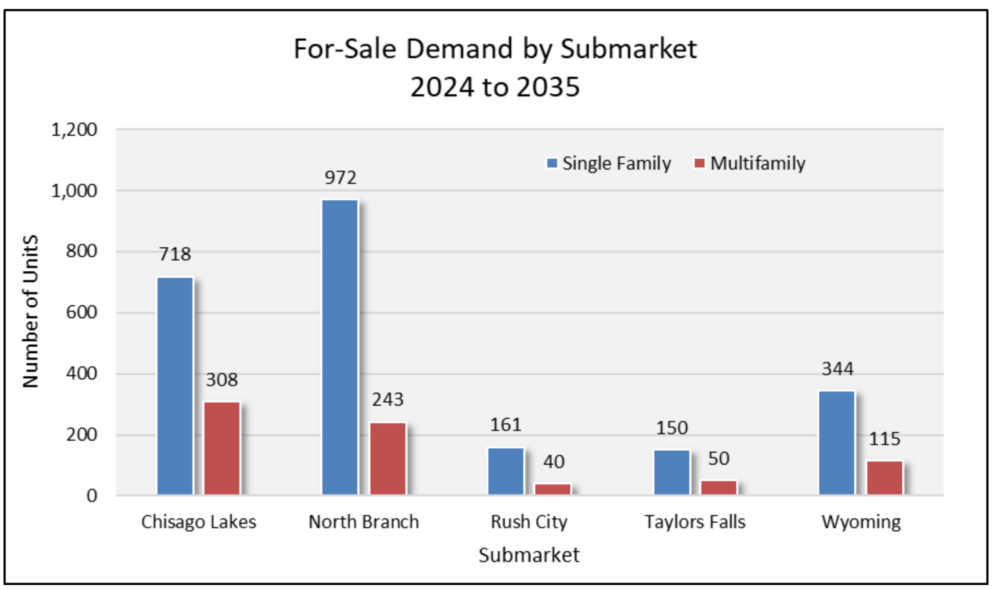
Table HD-1 (located in the appendix) presents our demand calculations for general occupancy for-sale housing in Chisago County between 2024 and 2030. This analysis identifies potential demand for general occupancy for-sale housing that is generated from both new households and turnover households. The following points summarize our findings.

- Because the 75 and older cohort is typically not a target market for new general occupancy for-sale housing, we limit demand from household growth to only those households under the age of 75. According to our projections, Chisago County is expected to increase by over 1,600 households under age 75 between 2024 and 2030.

- Based on household tenure data from the US Census, we expect that between 77% of the demand to 90% of the demand will be for owned housing units. Household growth is expected in all submarkets under the age of 75 with a total excess demand for about 1,400 new household growth from households under the age of 75 in Chisago County.

- As of 2024, there are an estimated 17,240 owner households under age 75 in the County. Based on household turnover data from the 2022 American Community Survey, we estimate that between 39% and 48% of these under-65 owner households will experience turnover between 2024 and 2030 (turnover rate varies by submarket).

- Considering the age of the County's housing stock and buyer preferences, we estimate that 15% of the households turning over will desire new housing. This estimate results in demand from existing households for 1,124 new residential units in the County between 2024 and 2030.



- Total demand from household growth and existing household turnover between 2024 and 2030 equates to 2,520 new for-sale housing units.

- Next, we estimate that a portion of the total demand for new for-sale units in Chisago County will come from people currently living outside of the five submarkets. Adding demand from outside Chisago County to the existing demand potential, results in a total estimated demand for 3,100 for-sale housing units by 2030.

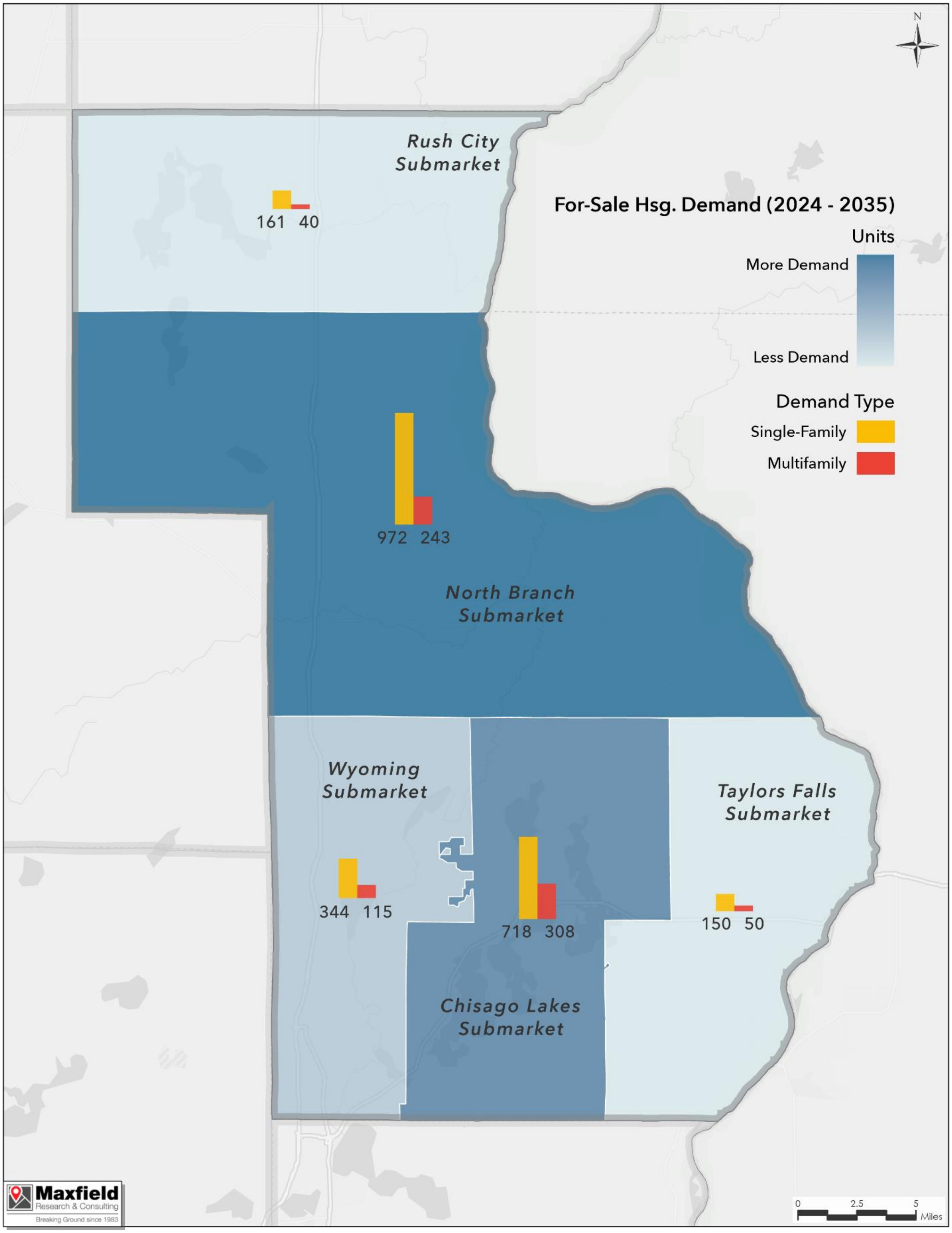
- Based on land available, building trends, the existing housing stock and demographic shifts (increasing older adult population), we project between 70% and 80% (based on submarket) of the for-sale owners in Chisago County will prefer traditional single-family product types while the remaining portion will prefer a maintenance-free multifamily product (i.e. twin homes, townhomes or condominiums). This results in demand for 2,345 single-family units and 756 multifamily units in Chisago County to 2030.

TABLE HD-1
GENERAL OCCUPANCY FOR-SALE HOUSING DEMAND
CHISAGO COUNTY BY SUBMARKET
2024 to 2035

		Chisago Lakes		North Branch		Rush City		Taylors Falls		Wyoming	
Demand from Projected HH Growth											
HH growth, 2024-2035[1]		545		727		116		87		144	
(times) Propensity to own[2]	x	85%		87%		77%		89%		90%	
(equals) Demand from HH growth	=	**464**		**635**		**89**		**77**		**130**	
Demand from Existing Owner HHs											
Existing owner HHs under age 75, 2024	=	4,968		5,157		1,424		1,630		4,061	
(times) Est. % HH turnover, 2024-2035[3]	x	48%		44%		43%		42%		39%	
(times) Est. % desiring new housing[4]	x	15%		15%		15%		15%		15%	
(equals) Demand from existing HHs	=	**357**		**337**		**92**		**103**		**236**	
Total demand from HH growth+turnover	=	**821**		**972**		**181**		**180**		**367**	
(plus) Demand from outside submarket	+	20%		20%		10%		10%		20%	
(equals) Demand Potential	=	**1,026**		**1,215**		**201**		**200**		**458**	
		SF	**MF**	**SF**	**MF**	**SF**	**MF**	**SF**	**MF**	**SF**	**MF**
(times) Pct. SF vs. MF*	x	70%	30%	80%	20%	80%	20%	75%	25%	75%	25%
(equals) Total Demand Potential	=	**718**	**308**	**972**	**243**	**161**	**40**	**150**	**50**	**344**	**115**

[1] Projected growth among households under age 75
[2] Pct. Owner households under age 75 from American Community Survey
[3] Based on owner household turnover and mobility data (American Community Survey)
[4] Based on new construction sales data, construction trends, and growth projections by age group
*Single-family (SF) includes detached single-family; Multifamily (MF) includes attached single-family (i.e. townhomes, twinhomes) and condominium units.
Note: Some totals may not add due to rounding
Source: Maxfield Research & Consulting

Chisago County – For-Sale Housing Demand by Submarket (2024 – 2035)



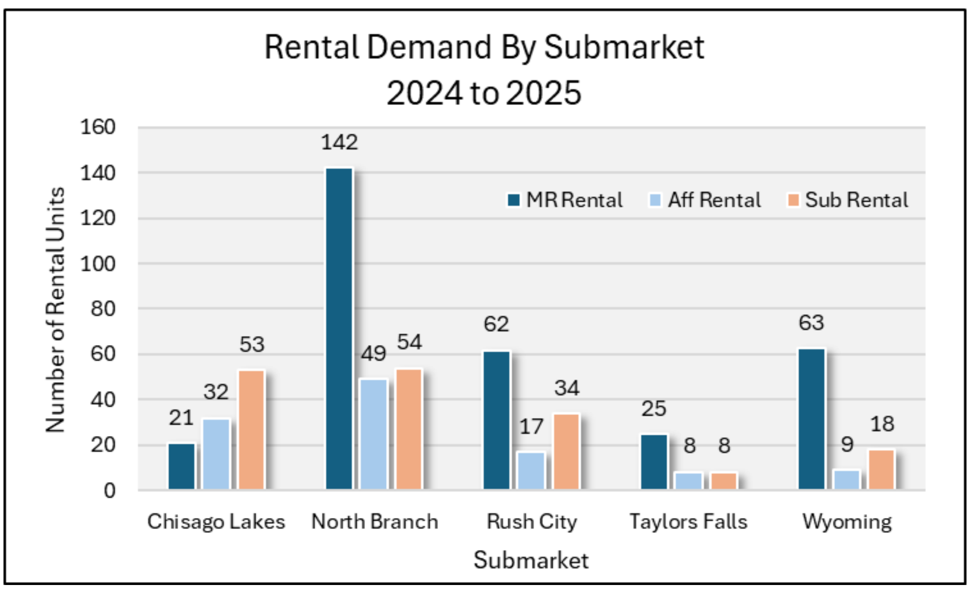
Rental Housing Demand Analysis

Table HD-2 presents our calculation of market rate, affordable, and subsidized general-occupancy rental housing demand for Chisago County. This analysis identifies potential demand for rental housing that is generated from new and turnover households.

- According to projections, Chisago County is expected to increase by 1,619 under age 75 households between 2024 and 2030. Because the 75 and older cohort is typically not a target market for new general-occupancy market rate rental housing, we limit demand from senior household growth to only 20% of those households over the age of 75.

- We identify the percentage of households that are likely to rent their housing based on 2020 tenure data. The propensity to rent ranges from 9.6% to 23.4% based on the submarket. After adjusting household growth by renters, there is growth of 223 renters to 2030 for renter households in Chisago County from new households.

- Secondly, we calculate demand from existing households in Chisago County that could be expected to turnover between 2024 and 2030. As of 2024, there are an estimated 2,241 under 75 renter households in the County. Based on household turnover data from the 2022 American Community Survey, we estimate that between 68% and 85% of under 75 households will experience turnover between 2024 and 2030 (turnover rate varies by submarket).



- We then estimate the percent of existing renter households turning over that would prefer to rent in a new rental development. Considering the age of the County's housing stock, demographics, and household preferences, we estimate that 20% of the households turning over in Chisago County will desire new rental housing. This estimate results in demand from existing households for 354 new rental units between 2024 and 2030. Combining demand from household growth plus turnover results in total demand in the County for 577 rental units between 2024 and 2030.

- Like for-sale housing, we estimate that 10% to 20% of the total demand for new rental housing units in Chisago County will come from people currently living outside of one of the submarkets giving us a total demand potential for 702 rental units in Chisago County.

- Based on a review of renter household incomes and sizes and monthly rents at existing properties, we estimate that 55% to 60% of the total demand will be for market rate housing based on submarket. To 2030, demand exists for 313 market rate rental units in Chisago County.

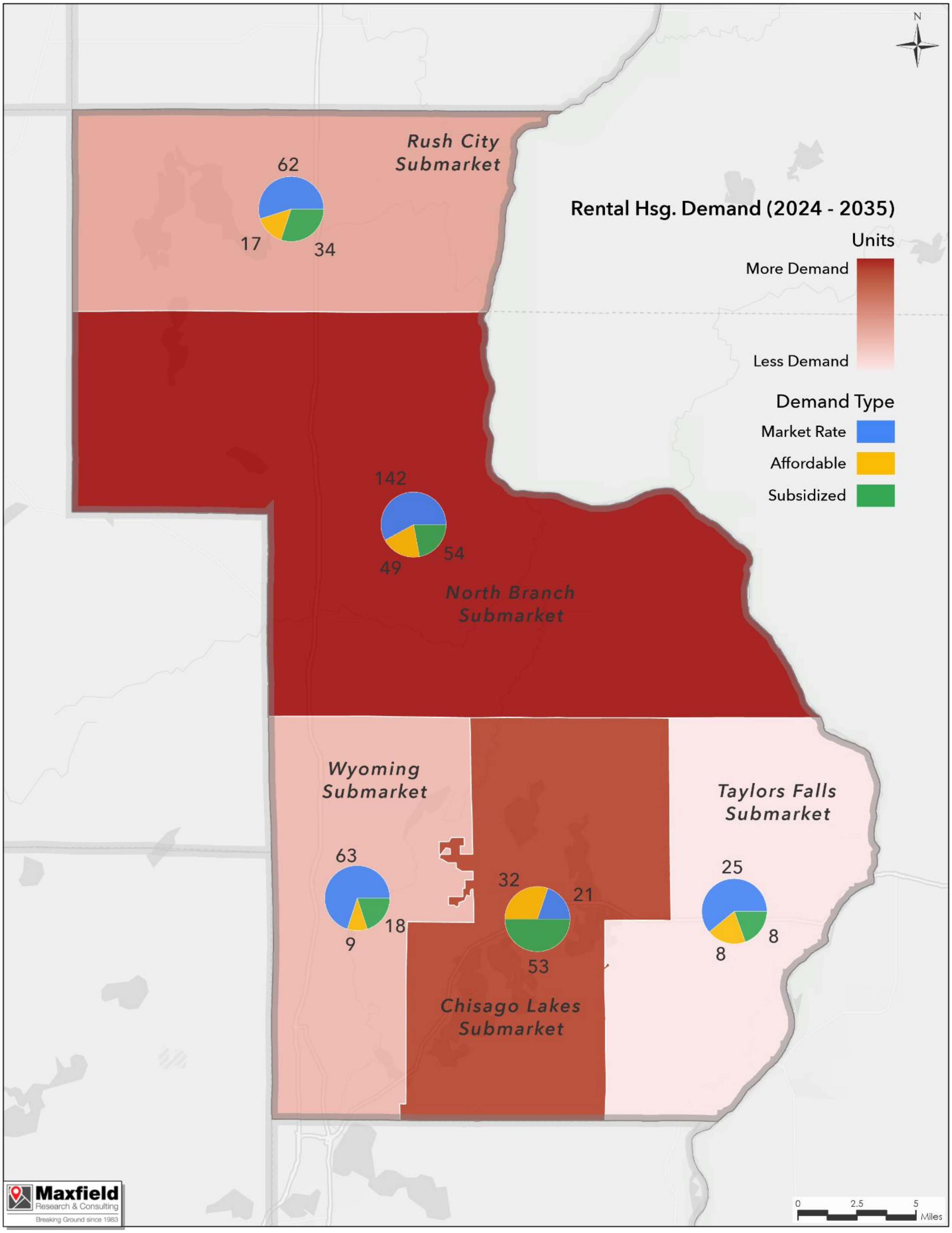
- We estimate that 10% to 20% of the total demand in Chisago County will be for affordable housing and 20% to 30% will be for subsidized housing. The percentage breakdown varies by submarket. To 2030, demand exists for 115 affordable rental units and about 170 subsidized rental units in Chisago County.

TABLE HD-2
GENERAL OCCUPANCY RENTAL HOUSING DEMAND
CHISAGO COUNTY BY SUBMARKET
2024 to 2035

		Chisago Lakes	North Branch	Rush City	Taylors Falls	Wyoming
Demand from Projected Household Growth						
HH growth, 2024-2035[1]		545	727	116	87	144
(times) Propensity to rent[2]	x	14.8%	12.6%	23.4%	11.3%	9.6%
(equals) Demand from HH growth	=	81	92	27	10	14
Demand from Existing Renter Households						
Existing renter HHs, 2024	=	606	630	437	203	365
(times) Est. % HH turnover, 2024-2035[3]	x	74%	83%	85%	68%	79%
(times) Est. % desiring new housing[4]	x	20%	20%	20%	20%	20%
(equals) Demand from existing HHs	=	90	105	74	27	58
Total demand from HH growth+turnover		**171**	**196**	**101**	**37**	**72**
(plus) Demand from outside submarket	+	20%	20%	10%	10%	20%
(equals) Total Demand Potential	**=**	**213**	**245**	**112**	**41**	**90**
(times) % for Market Rate units[5]	x	60%	58%	55%	60%	70%
(minus) Pending Market Rate units[6]	-	115	0	0	0	0
(equals) Excess Market Rate Demand	**=**	**21**	**142**	**62**	**25**	**63**
(times) % for Affordable units[5]	x	15%	20%	15%	20%	10%
(minus) Pending Affordable units[6]	-	0	0	0	0	0
(equals) Excess Affordable Demand	**=**	**32**	**49**	**17**	**8**	**9**
(times) % for Subsidized units[5]	x	25%	22%	30%	20%	20%
(minus) Pending Subsidized units[6]	-	0	0	0	0	0
(equals) Excess Subsidized Demand	**=**	**53**	**54**	**34**	**8**	**18**

[1] Projected growth among households under age 75.
[2] Pct. renter households from American Community Survey
[3] Based on renter household turnover and mobility data (American Community Survey)
[4] Based on leasing trends, occupancy rates among existing product, and renter household incomes
[5] Based on income limits and renter household incomes
[6] Pending product includes units under construction or approved at equilibrium (93% occupancy)
Note: Some totals may not add due to rounding
Source: Maxfield Research & Consulting

Chisago County – Rental Housing Demand by Submarket (2024 – 2035)



Senior Housing Demand Analysis

Tables HD-3 through HD-7 shows demand calculations for senior housing in Chisago County Analysis Area by submarket from 2024 to 2030. Demand methodology employed by Maxfield Research utilizes capture and penetration rates that blend national senior housing trends with local market characteristics, preferences, and patterns. Our demand calculations consider the following target market segments for each product types:

Deep-Subsidy (Subsidized) Active Adult Housing: Target market based includes age 55+ older adult and senior households that income qualify based on HUD very low-income $59,640 or less for two-person households at 50% of the county AMI.

Shallow-Subsidy (Affordable) Active Adult Housing: Target market base includes age 62+ older adult and senior households that income qualify for LIHTC based on income limits at or below $59,640 for a two-person household at 60% of the county AMI and who can afford rents set at 50% of county AMI of $1,087 for efficiency units.

Market Rate Active Adult Rental and Ownership Housing: Target market base includes age 55+ older adult and senior households with incomes of $35,000 or more and senior homeowners with incomes between $25,000 and $34,999.

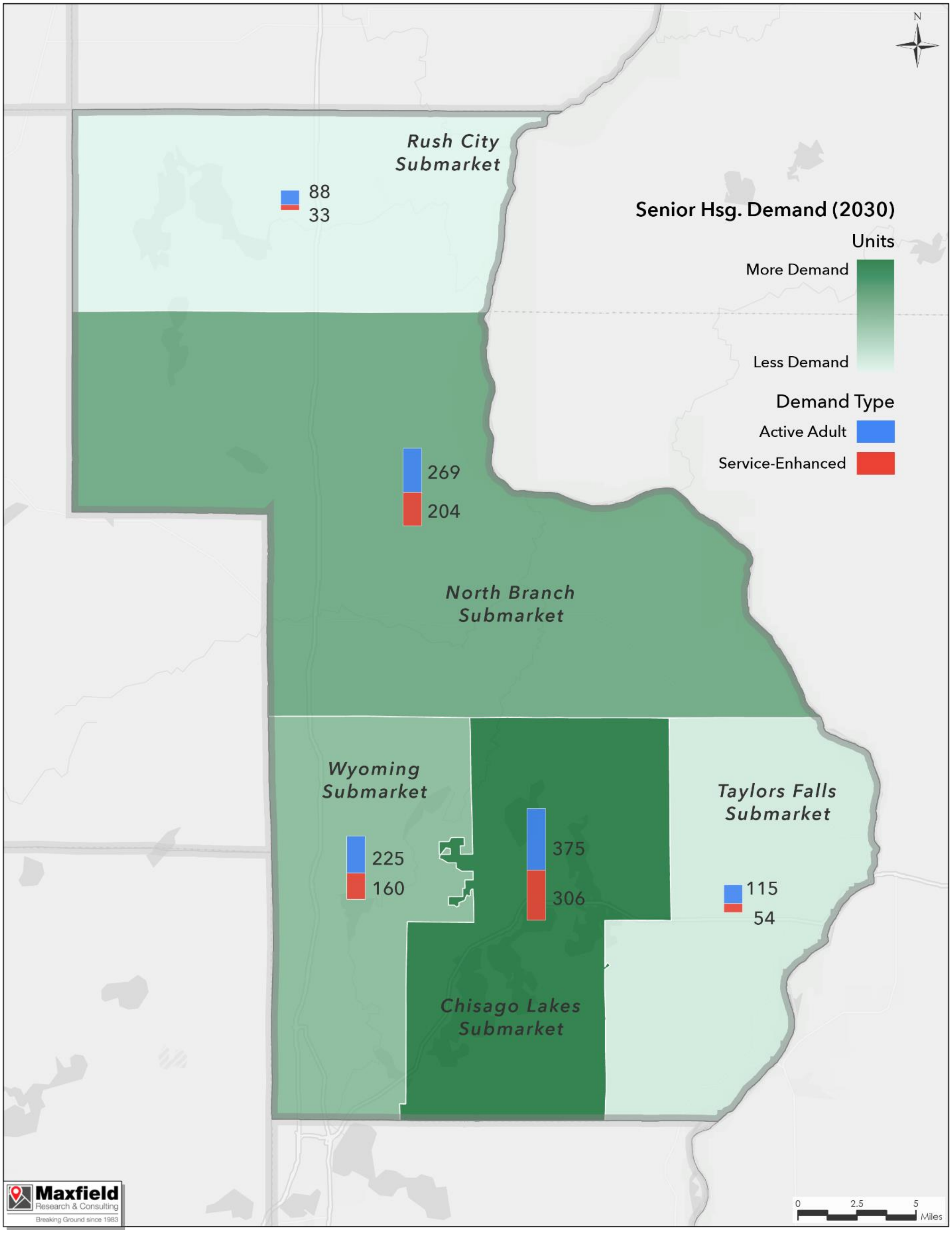
Independent Living Housing: Target market base includes age 65+ seniors who would be financially able to pay for housing and service costs associated with independent living housing. Income-ranges considered capable of paying for congregate housing are the same as for active adult housing.

Assisted Living Housing: Target market base includes older seniors (age 75+) who would be financially able to pay for private pay assisted living housing (incomes of $40,000 or more and a portion of homeowners with incomes below $40,000).

Memory Care Housing: Target market base includes age 65+ seniors who would be financially able to pay for housing and service costs associated with memory care housing. Income ranges considered capable of paying for memory care housing ($60,000 or more) are higher than other service levels due to the increased cost of care.

Existing senior housing units are subtracted from overall demand for each product type.

Chisago County – Senior Housing Demand by Submarket (2030)



HD-3
AFFORDABLE/SUBSIDIZED SENIOR RENTAL HOUSING DEMAND
CHISAGO COUNTY BY SUBMARKET
2024 & 2030

2024 Demand Analysis										
Submarket		**Chisago Lakes**			**North Branch**			**Rush City**		
Age of Householder		**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**
# of Households w/ Incomes of <$59,640[1]		268	385	509	366	439	495	179	172	168
Less Households w/ Incomes of $25,000 to $39,420	-	0	0	0	0	0	0	0	0	0
(times) Homeownership Rate	x	73%	100%	100%	73%	100%	100%	73%	100%	100%
(equals) Total Potential Market Base by Age	=	268	385	509	366	439	495	179	172	168
Total Potential Market Base			1,162			1,300			519	
(times) Ptc. Needing/Desiring Affordable Hsg	x		10%			10%			10%	
(equals) Demand Potential	=		**116**			**130**			**52**	
(plus) Demand from Outside Submarket[2]	+		25%			25%			15%	
(equals) Total Demand Potential	=		**155**			**173**			**61**	
		% Sub		**% Aff**	**% Sub**		**% Aff**	**% Sub**		**% Aff**
(times) % Affordable or Subsidized	x	44%		56%	40%		60%	41%		59%
(equals) Demand Potential	=	68		87	69		104	25		36
(minus) Existing & Pending Units[3]	-	90		20	61		81	56		0
(equals) Excess Demand for Units	=	**0**		**67**	**8**		**23**	**0**		**36**

2024 Demand Analysis continued										
Submarket		**Taylors Falls**			**Wyoming**			**Chisago County Total**		
Age of Householder		**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**
# of Households w/ Incomes of <$59,640[1]		119	115	131	301	289	333			
Total Potential Market Base			365			923				
(times) Ptc. Needing/Desiring Affordable Hsg	x		10%			10%				
(equals) Demand Potential	=		**37**			**92**				
(plus) Demand from Outside Submarket[2]	+		15%			20%				
(equals) Total Demand Potential	=		**43**			**115**				
		% Sub		**% Aff**	**% Sub**		**% Aff**			
(times) % Affordable or Subsidized	x	36%		64%	30%		70%			
(equals) Demand Potential	=	15		27	35		81	213		335
(minus) Existing & Pending Units[3]	-	0		0	96		40	303		141
(equals) Excess Demand for Units	=	**15**		**27**	**0**		**41**	**24**		**194**

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TABLE HD-3
AFFORDABLE/SUBSIDIZED SENIOR RENTAL HOUSING DEMAND
CHISAGO COUNTY BY SUBMARKET
2024 & 2030

2030 Demand Analysis

Submarket		Chisago Lakes			North Branch			Rush City		
Age of Householder		**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**
# of Households w/ Incomes of <$53,673[1]		153	289	510	229	389	507	128	150	169
Total Potential Market Base			952			1,125			447	
(times) Ptc. Needing/Desiring Affordable Hsg	x		10%			10%			10%	
(equals) Demand Potential	=		**95**			**113**			**45**	
(plus) Demand from Outside Submarket[2]	+		25%			25%			15%	
(equals) Total Demand Potential	=		**127**			**150**			**53**	
		% Sub		**% Aff**	**% Sub**		**% Aff**	**% Sub**		**% Aff**
(times) % Affordable or Subsidized	x	32%		68%	33%		67%	39%		61%
(equals) Demand Potential	=	41		86	50		101	21		32
(minus) Existing & Pending Units[3]	-	90		20	61		81	56		0
(equals) Excess Demand for Units	=	**0**		**66**	**-12**		**20**	**0**		**32**

2030 Demand Analysis continued

Submarket		Taylors Falls			Wyoming			Chisago County Total		
Age of Householder		**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**
# of Households w/ Incomes of <$53,673[1]		69	96	127	162	225	326			
Total Potential Market Base			292			713			0	
(times) Ptc. Needing/Desiring Affordable Hsg	x		10%			10%			10%	
(equals) Demand Potential	=		**29**			**71**			**0**	
(plus) Demand from Outside Submarket[2]	+		15%			20%			30%	
(equals) Total Demand Potential	=		**34**			**89**			**0**	
		% Sub		**% Aff**	**% Sub**		**% Aff**	**% Sub**		**% Aff**
(times) % Affordable or Subsidized	x	34%		66%	29%		71%			
(equals) Demand Potential	=	12		23	26		63	148		305
(minus) Existing & Pending Units[3]	-	0		0	96		40	303		141
(equals) Excess Demand for Units	=	**12**		**23**	**0**		**23**	**0**		**164**

[1] Based on 2-person HH at 60% AMI; 2030 calculations adjusted for inflation (2.0% annually).
[2] We estimate that a portion of demand will come from outside each submarket (ranging from 20% to 30%)
[3] Existing and pending units are deducted at market equilibrium (95% occupancy).
Source: Maxfield Research & Consulting

TABLE HD-4
MARKET RATE ACTIVE ADULT HOUSING DEMAND
CHISAGO COUNTY BY SUBMARKET
2024 & 2030

2024 DEMAND		Chisago Lakes			North Branch			Rush City		
Age of Householder		**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**
HHs w/ Incomes of >$40,000		1,172	1,009	600	1,121	752	360	358	260	137
HHs w/ Incomes of $30,000 to $39,999	+	26	36	46	25	39	30	16	15	11
(times) Homeownership Rate	x	95%	82%	58%	94%	86%	75%	92%	94%	77%
(equals) Total Potential Market Base	=	**1,197**	**1,039**	**627**	**1,144**	**786**	**383**	**373**	**274**	**145**
(times) Potential Capture Rate	x	1.5%	8.0%	18.0%	1.5%	8.0%	18.0%	1.5%	8.0%	18.0%
(equals) Demand Potential	=	**18**	**83**	**113**	**17**	**63**	**69**	**6**	**22**	**26**
Potential Demand from Submarket	=		**214**			**149**			**54**	
(plus) Demand from Outside Submarket[1]	+		25%			25%			15%	
(equals) Total Demand Potential	=		**285**			**199**			**63**	
		% Own		**% Rent**	**% Own**		**% Rent**	**% Own**		**% Rent**
(times) % for Owner/Rental Housing	x	40%		60%	30%		70%	25%		75%
(equals) Demand Potential	=	114		171	60		139	16		47
(minus) Existing & Pending MR Units[2]	-	38		0	24		0	0		0
(equals) Excess Demand	=	**76**		**171**	**36**		**139**	**16**		**47**

2024 DEMAND continued		Taylors Falls			Wyoming			Chisago County		
Age of Householder		**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**
HHs w/ Incomes of >$40,000		374	288	137	1,026	659	301			
HHs w/ Incomes of $30,000 to $39,999	+	13	13	15	28	32	28			
(times) Homeownership Rate	x	94%	91%	86%	98%	91%	74%			
(equals) Total Potential Market Base	=	**386**	**300**	**150**	**1,053**	**688**	**322**			
(times) Potential Capture Rate	x	1.5%	8.0%	18.0%	1.5%	8.0%	18.0%			
(equals) Demand Potential	=	**6**	**24**	**27**	**16**	**55**	**58**			
Potential Demand from Submarket	=		**57**			**129**				
(plus) Demand from Outside Submarket[1]	+		15%			20%				
(equals) Total Demand Potential	=		**67**			**161**			**775**	
		% Own		**% Rent**	**% Own**		**% Rent**	**% Own**		**% Rent**
(times) % for Owner/Rental Housing	x	25%		75%	30%		70%			
(equals) Demand Potential	=	17		50	48		113	254		520
(minus) Existing & Pending MR Units[2]	-	0		0	0		0	62		0
(equals) Excess Demand	=	**17**		**50**	**48**		**113**	**192**		**520**

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TABLE HD-4 CONTINUED
MARKET RATE ACTIVE ADULT HOUSING DEMAND
CHISAGO COUNTY BY SUBMARKET
2024 & 2030

2030 DEMAND		Chisago Lakes			North Branch			Rush City		
Age of Householder		**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**
HHs w/ Incomes of >$45,000		1,067	1,118	777	1,083	935	469	325	288	171
HHs w/ Incomes of $35,000 to $44,999	+	33	54	100	31	70	65	27	29	23
(times) Homeownership Rate	x	95%	82%	58%	94%	86%	75%	92%	94%	77%
(equals) Total Potential Market Base	=	**1,098**	**1,162**	**835**	**1,112**	**995**	**518**	**350**	**315**	**189**
(times) Potential Capture Rate	x	1.5%	8.0%	18.0%	1.5%	8.0%	18.0%	1.5%	8.0%	18.0%
(equals) Demand Potential	=	**16**	**93**	**150**	**17**	**80**	**93**	**5**	**25**	**34**
Potential Demand from Submarket	=		**260**			**190**			**64**	
(plus) Demand from Outside Submarket[1]	+		25%			25%			15%	
(equals) Total Demand Potential	=		**346**			**253**			**76**	
		% Own		**% Rent**	**% Own**		**% Rent**	**% Own**		**% Rent**
(times) % for Owner/Rental Housing	x	40%		60%	30%		70%	25%		75%
(equals) Demand Potential	=	139		208	76		177	19		57
(minus) Existing & Pending MR Units[2]	-	38		0	24		0	0		0
(equals) Excess Demand	=	**101**		**208**	**52**		**177**	**19**		**57**

2030 DEMAND continued		Taylors Falls			Wyoming			Chisago County		
Age of Householder		**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**	**55-64**	**65-74**	**75+**
HHs w/ Incomes of >$45,000		302	346	166	873	804	401			
HHs w/ Incomes of $35,000 to $44,999	+	15	23	31	33	50	56			
(times) Homeownership Rate	x	94%	91%	86%	98%	91%	74%			
(equals) Total Potential Market Base	=	**316**	**367**	**193**	**905**	**850**	**442**			
(times) Potential Capture Rate	x	1.5%	8.0%	18.0%	1.5%	8.0%	18.0%			
(equals) Demand Potential	=	**5**	**29**	**35**	**14**	**68**	**80**			
Potential Demand from Submarket	=		**69**			**161**				
(plus) Demand from Outside Submarket[1]	+		15%			20%				
(equals) Total Demand Potential	=		**81**			**201**			**796**	
(minus) Existing and Pending MR Units[3]										
(equals) Excess Demand for MR Units			**81**			**201**				
(times) Percent capturable on a Site			25%			25%				
(equals) # of units supportable on a Site			**20**			**50**			**0**	
		% Own		**% Rent**	**% Own**		**% Rent**	**% Own**		**% Rent**
(times) % for Owner/Rental Housing	x	25%		75%	30%		70%			
(equals) Demand Potential	=	20		61	60		141	314		643
(minus) Existing & Pending MR Units[2]	-	0		0	0		0	62		0
(equals) Excess Demand	=	**20**		**61**	**60**		**141**	**252**		**643**

[1] We estimate that 20% to 30% of the demand will come from outside each submarket

[2] Existing and pending units are deducted at market equilibrium (95% occupancy).

Source: Maxfield Research & Consulting

TABLE HD-5
INDEPENDENT LIVING DEMAND
CHISAGO COUNTY BY SUBMARKET
2024 & 2030

2024 Demand Analysis

Submarket		**Chisago Lakes**		**North Branch**		**Rush City**	
Age of Householder		**65-74**	**75+**	**65-74**	**75+**	**65-74**	**75+**
HHs w/ Incomes of >$40,000		1,009	600	752	360	260	137
(plus) HHs w/ Incomes of $30,000 to $39,999	+	61	88	84	99	28	33
(times) Homeownership Rate	x	82%	58%	86%	75%	94%	77%
(equals) Total Potential Market Base	=	1,059	651	824	434	286	162
(times) Potential Capture Rate	x	1.5%	16.5%	1.5%	16.5%	1.5%	16.5%
(equals) Demand Potential	=	16	107	12	72	4	27
Potential Demand from Submarket Residents	=	**123**		**84**		**31**	
(plus) Demand from Outside Submarket[1]	+	25%		25%		15%	
(equals) Total Demand Potential	=	**164**		**112**		**37**	
(minus) Existing and Pending Units[3]	-	109		0		20	
(equals) Excess Demand for Independent Living Units	=	**55**		**112**		**17**	

2024 Demand Analysis continued

Submarket		**Taylors Falls**		**Wyoming**		**Chisago County**	
Age of Householder		**65-74**	**75+**	**65-74**	**75+**	**65-74**	**75+**
HHs w/ Incomes of >$40,000		288	137	659	301		
(plus) HHs w/ Incomes of $30,000 to $39,999	+	23	31	54	84		
(times) Homeownership Rate	x	91%	86%	91%	74%		
(equals) Total Potential Market Base	=	309	164	708	363		
(times) Potential Capture Rate	x	1.5%	16.5%	1.5%	16.5%		
(equals) Demand Potential	=	5	27	11	60		
Potential Demand from Submarket Residents	=	**32**		**71**			
(plus) Demand from Outside Submarket[1]	+	15%		20%			
(equals) Total Demand Potential	=	**37**		**88**		**438**	
(minus) Existing and Pending Units[2]	-	0		0		129	
(equals) Excess Demand for Independent Living Units	=	**37**		**88**		**309**	

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TABLE HD-5 CONTINUED
INDEPENDENT LIVING DEMAND
CHISAGO COUNTY BY SUBMARKET
2024 & 2030

2030 Demand Analysis							
Submarket		**Chisago Lakes**		**North Branch**		**Rush City**	
Age of Householder		**65-74**	**75+**	**65-74**	**75+**	**65-74**	**75+**
HHs w/ Incomes of >$45,000		1,118	777	935	469	288	171
(plus) HHs w/ Incomes of $35,000 to $44,999	+	54	100	70	65	29	33
(times) Homeownership Rate	x	82%	58%	86%	75%	94%	77%
(equals) Total Potential Market Base	=	1,162	835	995	518	315	196
(times) Potential Capture Rate	x	1.5%	16.5%	1.5%	16.5%	1.5%	16.5%
(equals) Demand Potential	=	17	138	15	85	5	32
Potential Demand from Submarket Residents	=	**155**		**100**		**37**	
(plus) Demand from Outside Submarket[1]	+	25%		25%		15%	
(equals) Total Demand Potential	=	**207**		**134**		**44**	
(minus) Existing and Pending Units[2]	-	109		0		20	
(equals) Excess Demand for Independent Living Units	=	**98**		**134**		**24**	

2030 Demand Analysis continued							
Submarket		**Taylors Falls**		**Wyoming**		**Chisago County**	
Age of Householder		**65-74**	**75+**	**65-74**	**75+**	**65-74**	**75+**
HHs w/ Incomes of >$45,000		346	166	804	401		
(plus) HHs w/ Incomes of $35,000 to $44,999	+	23	31	50	56		
(times) Homeownership Rate	x	91%	86%	91%	74%		
(equals) Total Potential Market Base	=	367	193	850	442		
(times) Potential Capture Rate	x	1.5%	16.5%	1.5%	16.5%		
(equals) Demand Potential	=	6	32	13	73		
Potential Demand from Submarket Residents	=	**37**		**86**			
(plus) Demand from Outside Submarket[1]	+	15%		20%			
(equals) Total Demand Potential	=	**44**		**107**		**535**	
(minus) Existing and Pending Units[2]	-	0		0		129	
(equals) Excess Demand for Independent Living Units	=	**44**		**107**		**406**	

[1] We estimate that a portion of demand will come from outside each Submarket (ranging from 20% to 30%, depending

[2] Existing and pending units are deducted at market equilibrium (95% occupancy).

Source: Maxfield Research & Consulting

TABLE HD-6
MARKET RATE ASSISTED LIVING DEMAND
CHISAGO COUNTY BY SUBMARKET
2024 & 2030

2024 AL DEMAND		Chisago Lakes			North Branch			Rush City		
Age Group		**75-79**	**80-84**	**85+**	**75-79**	**80-84**	**85+**	**75-79**	**80-84**	**85+**
People		710	436	395	572	320	309	204	112	101
(times) Percent Needing Assistance[1]	x	25.5%	33.6%	51.6%	25.5%	33.6%	51.6%	25.5%	33.6%	51.6%
Number Needing Assitance	=	181	147	204	146	108	159	52	38	52
Total People Needing Assistance			**532**			**413**			**142**	
(times) Percent Income-Qualified[2]			55%			41%			44%	
Total potential market	=		**293**			**169**			**62**	
(times) Percent living alone	x		62%			62%			38%	
Age/income-qualified singles	=		**182**			**106**			**24**	
(plus) Demand from couples (12%)[3]	+		25			14			3	
Age/income-qualified market	=		**207**			**120**			**27**	
(times) Potential penetration rate[4]	x		35%			35%			35%	
Potential demand	=		**72**			**42**			**9**	
(plus) Proportion from outside area	+		25%			25%			15%	
Total potential AL demand	=		**96**			**56**			**11**	
(minus) Existing & pending AL units[5]	-		20			72			28	
Excess market rate AL demand	=		**77**			**0**			**0**	

2024 AL DEMAND		Taylors Falls			Wyoming			Chisago County		
Age Group		**75-79**	**80-84**	**85+**	**75-79**	**80-84**	**85+**	**75-79**	**80-84**	**85+**
People		185	103	78	371	222	177			
(times) Percent Needing Assistance[1]	x	25.5%	33.6%	51.6%	25.5%	33.6%	51.6%	25.5%	33.6%	51.6%
Number Needing Assitance	=	47	35	40	95	75	91	0	0	0
Total People Needing Assistance			**122**			**261**			**0**	
(times) Percent Income-Qualified[2]			49%			46%				
Total potential market	=		**59**			**119**				
(times) Percent living alone	x		50%			32%				
Age/income-qualified singles	=		**29**			**38**				
(plus) Demand from couples (12%)[3]	+		4			5				
Age/income-qualified market	=		**33**			**44**				
(times) Potential penetration rate[4]	x		35%			35%				
Potential demand	=		**12**			**15**				
(plus) Proportion from outside area	+		15%			20%				
Total potential AL demand	=		**14**			**19**				
(minus) Existing & pending AL units[5]	-		19			51				
Excess market rate AL demand	=		**0**			**0**			**77**	

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TABLE HD-6 CONTINUED
MARKET RATE ASSISTED LIVING DEMAND
CHISAGO COUNTY BY SUBMARKET
2024 & 2030

2030 AL DEMAND		Chisago Lakes			North Branch			Rush City		
Age Group		**75-79**	**80-84**	**85+**	**75-79**	**80-84**	**85+**	**75-79**	**80-84**	**85+**
People		882	609	518	684	487	382	232	155	130
(times) Percent Needing Assistance[1]	x	25.5%	33.6%	51.6%	25.5%	33.6%	51.6%	25.5%	33.6%	51.6%
Number Needing Assitance	=	225	205	267	174	164	197	59	52	67
Total People Needing Assistance			**697**			**535**			**178**	
(times) Percent Income-Qualified[2]			60%			46%			49%	
Total potential market	=		**415**			**248**			**87**	
(times) Percent living alone	x		62%			62%			38%	
Age/income-qualified singles	=		**258**			**155**			**33**	
(plus) Demand from couples (12%)[3]	+		35			21			5	
Age/income-qualified market	=		**293**			**176**			**38**	
(times) Potential penetration rate[4]	x		35%			35%			35%	
Potential demand	=		**103**			**62**			**13**	
(plus) Proportion from outside area	+		25%			25%			15%	
Total potential AL demand	=		**137**			**82**			**16**	
(minus) Existing & pending AL units[5]	-		20			72			28	
Excess market rate AL demand	=		**117**			**10**			**0**	

2030 AL DEMAND		Taylors Falls			Wyoming			Chisago County		
Age Group		**75-79**	**80-84**	**85+**	**75-79**	**80-84**	**85+**	**75-79**	**80-84**	**85+**
People		210	154	105	500	290	210			
(times) Percent Needing Assistance[1]	x	25.5%	33.6%	51.6%	25.5%	33.6%	51.6%			
Number Needing Assitance	=	54	52	54	128	98	108			
Total People Needing Assistance			**160**			**333**				
(times) Percent Income-Qualified[2]			55%			54%				
Total potential market	=		**87**			**179**				
(times) Percent living alone	x		50%			32%				
Age/income-qualified singles	=		**43**			**58**				
(plus) Demand from couples (12%)[3]	+		6			8				
Age/income-qualified market	=		**49**			**66**				
(times) Potential penetration rate[4]	x		35%			35%				
Potential demand	=		**17**			**23**				
(plus) Proportion from outside area	+		15%			20%				
Total potential AL demand	=		**20**			**29**				
(minus) Existing & pending AL units[5]	-		19			51				
Excess market rate AL demand	=		**1**			**0**			**128**	

Notes:

[1] The percentage of seniors unable to perform or having difficulting with ADLs, based on the publication Health, United States, 2018 Health and Aging Chartbook, conducted by the Centers for Disease Control and Prevention and the National

[2] Includes households with incomes of $40,000 or more (who could afford monthly rents of $3,000+ per month) plus 40% of the estimated owner households with incomes below $40,000 (who will spend down assets, including home-equity, in order

[3] The Overview of Assisted Living (a collaborative project of AAHSA, ASHA, ALFA, NCAL & NIC) found that 12% of assisted

[4] We estimate that 65% of the qualified market needing assistance with ADLs could either remain in their homes or reside at less advanced senior housing with the assistance of a family member or home health care, or would need greater care

[5] Existing and pending units at 93% occupancy, minus units estimated to be occupied by Elderly Waiver residents.

Source: Maxfield Research & Consulting

TABLE HD-7
MEMORY CARE DEMAND
CHISAGO COUNTY BY SUBMARKET
2024 & 2030

2024 Memory Care Demand

		Chisago Lakes	North Branch	Rush City	Taylors Falls	Wyoming
65 to 74 Population		2,029	1,727	632	577	1,414
(times) Dementia Incidence Rate[1]	x	5%	5%	5%	5%	5%
(equals) Est. Senior Pop. with Dementia	=	101	86	32	29	71
75 to 84 Population		1,146	892	316	288	593
(times) Dementia Incidence Rate[1]	x	14%	14%	14%	14%	14%
(equals) Est. Senior Pop. with Dementia	=	160	125	44	40	83
85+ Population		395	309	101	78	177
(times) Dementia Incidence Rate[1]	x	35%	35%	35%	35%	35%
(equals) Est. Senior Pop. with Dementia	=	138	108	35	27	62
(equals) Total Population with Dementia		**400**	**319**	**111**	**96**	**216**
(times) Pct. Needing Memory Care Assistance	x	25%	25%	25%	25%	25%
(equals) Total Need for Dementia Care	=	100	80	28	24	54
(times) Percent Income/Asset-Qualified[2]	x	56%	50%	49%	58%	54%
(equals) Total Income-Qualified Market Base	=	56	40	14	14	29
(plus) Demand from Outside the Submarket[3]	+	25%	25%	15%	15%	20%
(equals) Total Demand for Memory Care Units	**=**	**75**	**53**	**16**	**17**	**37**
(minus) Existing and Pending Units[4]	-	13	16	13	14	0
(equals) Excess Memory Care Demand Potential	**=**	**62**	**37**	**4**	**2**	**37**

2030 Memory Care Demand

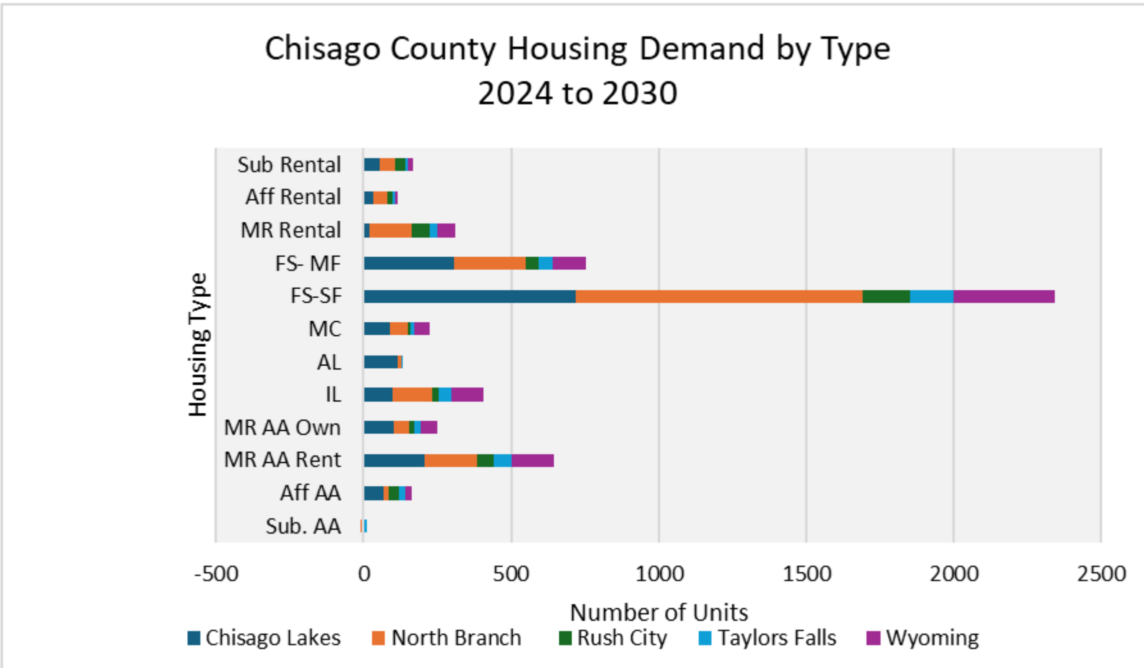
		Chisago Lakes	North Branch	Rush City	Taylors Falls	Wyoming
65 to 74 Population		2,268	2,173	696	715	1,760
(times) Dementia Incidence Rate[1]	x	5%	5%	5%	5%	5%
(equals) Est. Senior Pop. with Dementia	=	113	109	35	36	88
75 to 84 Population		1,491	1,170	387	364	790
(times) Dementia Incidence Rate[1]	x	14%	14%	14%	14%	14%
(equals) Est. Senior Pop. with Dementia	=	209	164	54	51	111
85+ Population		518	382	130	105	210
(times) Dementia Incidence Rate[1]	x	35%	35%	35%	35%	35%
(equals) Est. Senior Pop. with Dementia	=	181	134	46	37	74
(equals) Total Population with Dementia		**503**	**406**	**134**	**123**	**272**
(times) Pct. Needing Memory Care Assistance	x	25%	25%	25%	25%	25%
(equals) Total Need for Dementia Care	=	126	102	34	31	68
(times) Percent Income/Asset-Qualified[2]	x	62%	56%	55%	65%	62%
(equals) Total Income-Qualified Market Base	=	78	57	18	20	42
(plus) Demand from Outside the Submarket[3]	+	25%	25%	15%	15%	20%
(equals) Total Demand for Memory Care Units	**=**	**104**	**76**	**22**	**24**	**53**
(minus) Existing and Pending Units[4]	-	13	16	13	14	0
(equals) Excess Memory Care Demand Potential	**=**	**91**	**61**	**9**	**9**	**53**

[1] Alzheimer's Association: Alzheimer's Disease Facts & Figures (2021)
[2] Income greater than $60,000 in 2024 and greater than $65,000 in 2030, plus some lower-income homeowners.
[3] We estimate that a portion of demand will come from outside each Submarket (ranging from 20% to 30%, depending on Submarket)
[4] Existing and pending units at 93% occupancy, minus units estimated to be occupied by Elderly Waiver residents.

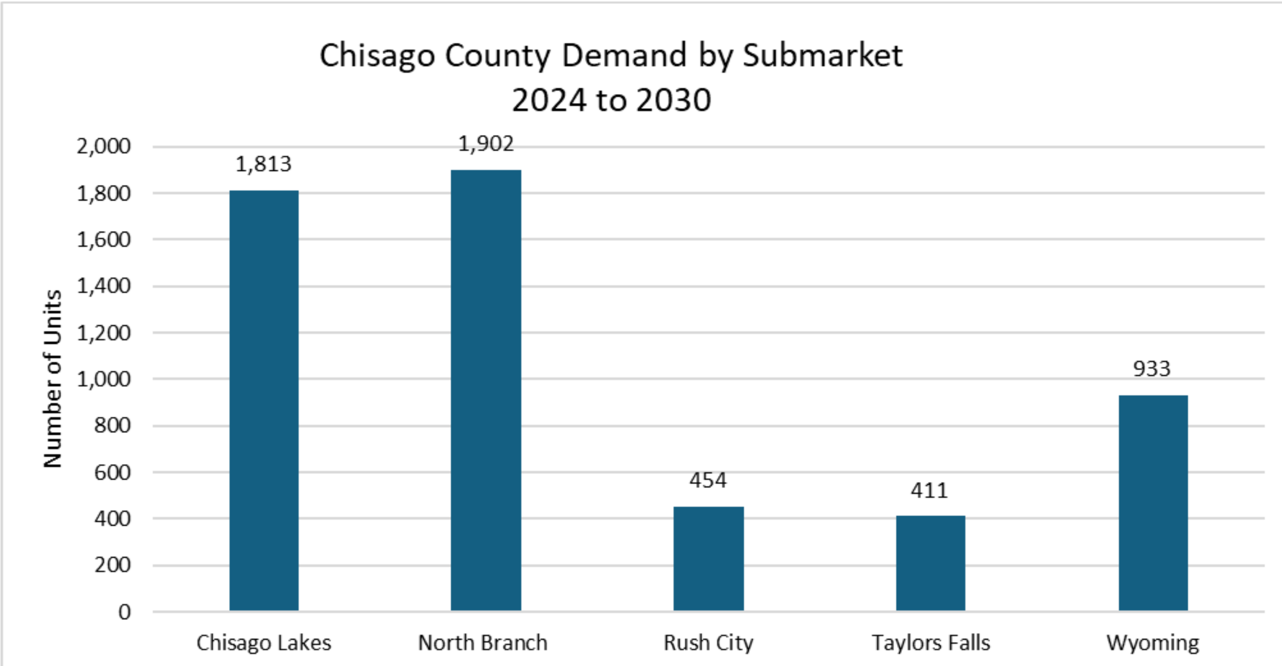
Source: Maxfield Research & Consulting

Chisago County Demand Summary

The housing demand calculations in Tables HD-1 through HD-7 indicate that between 2024 and 2030, 3,100 for-sale housing units, 595 general occupancy rental units and 1,817 total senior units will be needed in Chisago County to satisfy the housing demand for current and future residents. Summary demand tables for general occupancy and senior housing are broken down by submarket in Tables HD-8 and HD-9.



Data presented earlier in the report shows a 1.1% vacancy rate in the general occupancy rental market. With a strong rental market, we find that new rental units should be added in the short-term to satisfy potential household growth and accommodate employees working at local businesses. We found demand for 595 general-occupancy rental units in Chisago County to 2030, of which 53% would be market rate units.


Chisago County Demand by Submarket
2024 to 2030
Number of Units
2,000
1,800
1,600
1,400
1,200
1,000
800
600
400
200
0
1,813
1,902
454
411
933
Chisago Lakes
North Branch
Rush City
Taylors Falls
Wyoming

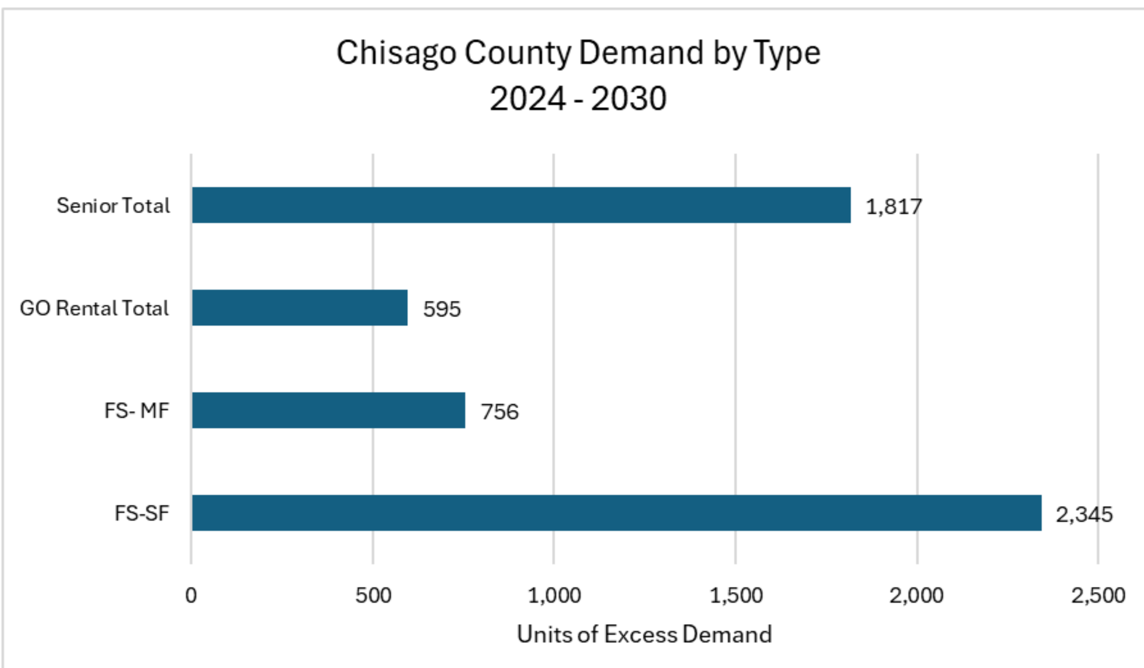

Chisago County Demand by Type
2024 - 2030
Senior Total
GO Rental Total
FS- MF
FS-SF
1,817
595
756
2,345
0
500
1,000
1,500
2,000
2,500
Units of Excess Demand

TABLE HD-8
GENERAL OCCUPANCY EXCESS DEMAND SUMMARY
CHISAGO COUNTY
2024 to 2030

	2024 to 2030						
	FOR-SALE			RENTAL			
Submarket	**Single-family**	**Multifamily**	**Total**	**Market Rate**	**Affordable**	**Subsidized**	**Total**
Chisago Lakes	718	308	1,026	21	32	53	106
North Branch	972	243	1,215	142	49	54	245
Rush City	161	40	201	62	17	34	112
Taylors Falls	150	50	200	25	8	8	41
Wyoming	344	115	458	63	9	18	90
Chisago County	**2,345**	**756**	**3,100**	**313**	**115**	**167**	**595**

Sources: Maxfield Research & Consulting

TABLE HD-9
SENIOR HOUSING EXCESS DEMAND SUMMARY
CHISAGO COUNTY
2024 to 2030

2024

Submarket	ACTIVE ADULT					SERVICE-ENHANCED**			
	Subsidized Rental	Affordable Rental	MR Rental	MR Owner	Total	Independent Living	Assisted Living	Memory Care	Total
Chisago Lakes	0	67	171	76	314	55	77	62	194
North Branch	8	23	139	36	206	112	0	37	149
Rush City	0	36	47	16	99	17	0	4	20
Taylors Falls	15	27	50	17	110	37	0	2	39
Wyoming	0	41	113	48	202	88	0	37	125
Chisago County	**24**	**194**	**520**	**192**	**930**	**309**	**77**	**142**	**528**

2030

Submarket	ACTIVE ADULT					SERVICE-ENHANCED**			
	Subsidized Rental	Affordable Rental	MR Rental	MR Owner	Total	Independent Living	Assisted Living	Memory Care	Total
Chisago Lakes	0	66	208	101	375	98	117	91	306
North Branch	-12	20	177	52	237	134	10	61	204
Rush City	0	32	57	19	108	24	0	9	33
Taylors Falls	12	23	61	20	115	44	1	9	54
Wyoming	0	23	141	60	225	107	0	53	160
Chisago County	**0**	**164**	**643**	**252**	**1,059**	**406**	**128**	**223**	**758**

** Service-enhanced demand is calculated for private pay seniors only; additional demand could be captured if Elderly Waiver and other sources of non-private payment sources are permitted.

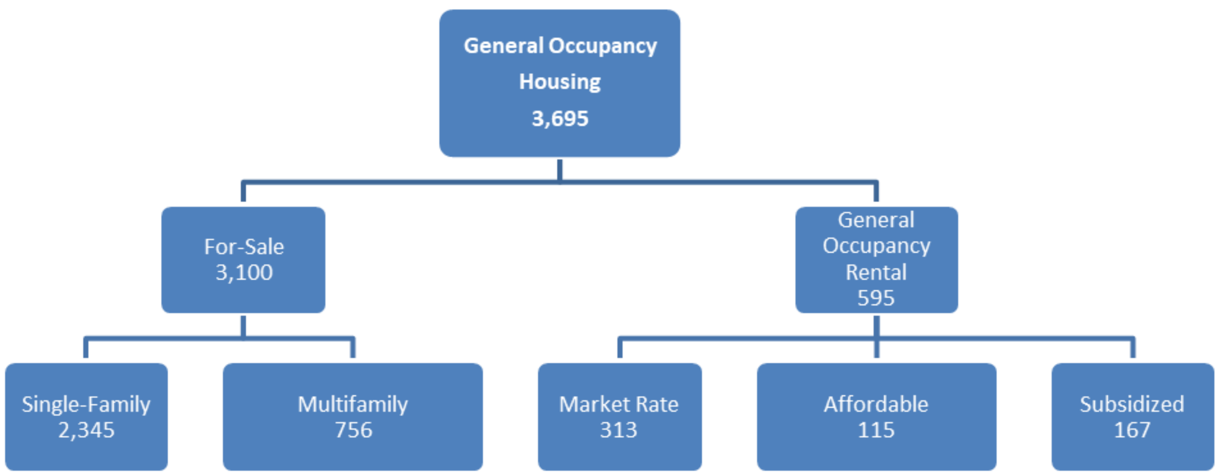
Sources: Maxfield Research & Consulting

Introduction

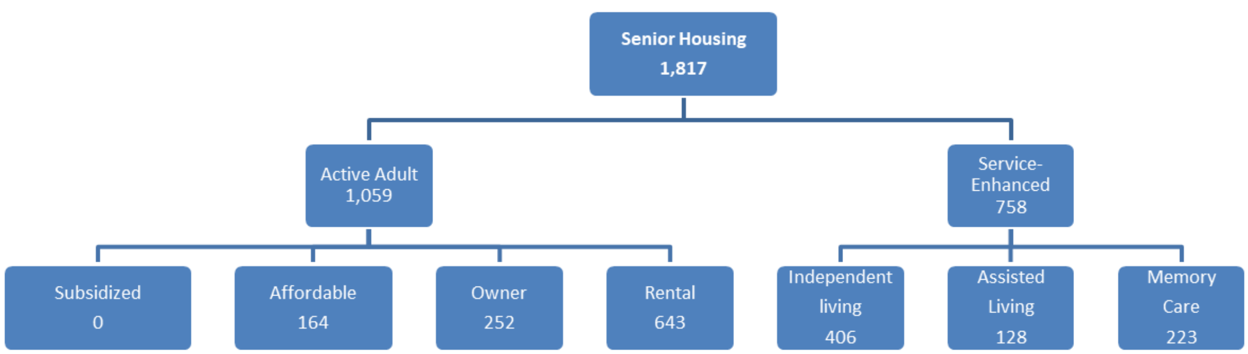
Based on the finding of our analysis and demand calculations, Tables HD-8 and HD-9 provides a summary of housing demand county and submarket to 2030. Demand exists in Chisago County for a variety of product types. The following section summarizes housing concepts and housing types in demand from various target markets. Not all housing types will be supportable in all communities; the demand illustrated in Tables HD-8 and HD-9 may not directly coincide with housing development due to a variety of factors (i.e. economies of scale, infrastructure capacity, land availability, etc.).

Based on the findings of the analysis and demand calculations, Table CR-1 provides a summary of the recommended development concepts by product type for Chisago County. It is important to note that these proposed concepts are intended to act as a development guide to most effectively meet the housing needs of existing and future households in Chisago County. The recommended development types do not directly coincide with total demand as illustrated in Tables HD-8 and HD-9.

Chisago County Projected General Occupancy Demand, 2024 – 2030



Chisago County Projected Senior Demand, 2024 – 2030



Recommended Housing Product Types

Owner Occupied

Single-Family Housing

Demand was projected for over 2,300 single-family housing units in Chisago County through 2030. Table FS-7 summarizes the vacant lot supply and indicates there are an insufficient number of vacant developed lots to meet long-term demand.

The lot supply benchmark for growing communities is a three- to five-year lot supply, which ensures adequate consumer choice without excessively prolonging developer-carrying costs. Given the number of existing platted lots in Chisago County and the number of homes constructed annually, the current lot supply is inadequate in the next few years for all communities as well as the longer-term lot supply will not meet the expected demand for many communities past 2025. Therefore, new platted lots will be needed to accommodate demand over this decade. Several submarkets have lower than a two-year lot supply based on the historic and projected building activity. Thus, nearly every submarket will require newly platted lots in the near-term. Buyers are attracted to Chisago County for the larger-sized lots and acreage need for a wide-variety of lot sizes across the county and for more affordable new construction homes that may be located on smaller lots in a new subdivision.

New construction in Chisago County from 2018 to 2024 is averaging 134 new single-family homes annually. The supply of existing homes has remained tight through the pandemic as buyers had continually outpaced the number of homes for sale. In the past couple years as mortgage rates rose, buyers have declined, and the supply has remained low as many households are remaining in their homes with lower locked in interest rates. As a result, many communities have seen new construction account for a higher market share as builders are delivering housing whereas the resale market supply is low. Given high construction costs, infrastructure costs, inflation, and higher mortgage rates, it is financially difficult today to build most new construction for much less than $400,000. Hence, the development of entry-level homes may require a private-public partnership or other incentives (and smaller lots sizes) to stimulate lower priced new home construction in Chisago County.

New single-family home construction in Chisago County has largely catered to buyers that receive more home for their dollar than in the Twin Cities Metro Area. As a result, new home prices in Chisago County on average range from $300,000 to $500,000 pending submarket. These new construction homes target all buyers; from entry-level and move-up.

Much of the existing housing stock will appeal to entry-level or first-time home buyers. Entry-level homes, which we generally classify now as homes priced under $300,000 will be mainly satisfied by existing single-family homes as residents of existing homes move into newer housing products built in Chisago County communities, such as move-up single-family homes, twin homes, rental housing and senior housing.

For-Sale Multifamily Housing

A growing number of households desire alternative housing types such as townhouses, detached townhomes, villas, and twinhomes. Typically, the target market of for-sale multifamily housing is empty-nesters and retirees seeking to downsize from their single-family homes. In addition, professionals, particularly singles and couples without children, also will seek townhomes if they prefer not to have the maintenance responsibilities of a single-family home. In many housing markets, younger households also find purchasing multifamily units to be generally more affordable than purchasing new single-family homes.

Our review of the Chisago County for-sale housing stock found very few maintenance-free products as historically buyers have preferred the single-family house, or there simply has been a lack of for-sale housing production. However, given the changing demographics of the aging population and the high growth rate in the 55+ population as well as demand from other demographic cohorts, Chisago County would benefit from a more diversified housing stock. Based on the changing demographics, demand was calculated for over 750 new multifamily for-sale units in Chisago County through 2030. These attached units could be developed as twin homes, detached townhomes, cottages, villas, townhomes/row homes, or any combination. Because one of the main target markets is empty-nesters and young seniors, the majority of townhomes should be one-level, or at least have a master suite on the main level if a unit is two-stories. The following provides greater detail into townhome and twin home style housing.

- Twinhomes– By definition, a twin home is basically two units with a shared wall with each owner owning half of the lot the home is on (also referred to as a duplex). Some one-level living units are designed in three-, four-, or even six-unit buildings in a variety of configurations. The swell of support for twin home and one-level living units is generated by the aging baby boomer generation, which is increasing the numbers of older adults and seniors who desire low-maintenance housing alternatives to their single-family homes but are not ready to move to service-enhanced rental housing (i.e., downsizing or right sizing). Housing products designed to meet the needs of these aging Chisago County residents, many of whom desire to stay in their current community if housing is available to meet their needs, will be needed into the future. Based on available data, there are very few twin home units in the current housing stock.

  Traditionally most twin home developments have been designed with the garage being the prominent feature of the home; however, today's newer twin homes have much more architectural detail. Many higher-end twin home developments feature designs where one garage faces the street and the other to the side yard. This design helps reduce the prominence of the garage domination with two separate entrances.

  Demand for these units will be spread across all submarkets of Chisago County. Because townhomes bring higher density and economies of scale to the construction process, the price point can be lower than stand-alone single-family housing.

Many older adults and seniors will move to this housing product with substantial equity in their existing single-family home and will be willing to purchase a maintenance-free home that is priced similar to their existing single-family home. The twin homes should be association-maintained with 40'- to 50'-wide lots on average.

- *Detached Townhomes/Villas* – An alternative to the twin home is the one-level villa product and/or rambler. This product also appeals mainly to baby boomers and empty nesters seeking a product similar to a single-family living on a smaller scale while receiving the benefits of maintenance-free living. Many of these units are designed with a walk-out or look-out lower level if the topography warrants. We recommend lot widths ranging from 45 to 55 feet with main level living areas between 1,600 and 1,800 square feet. The main level living area usually features a master bedroom, great room, dining room, kitchen, and laundry room while offering a "flex room" that could be another bedroom, office, media room, or exercise room. However, owners should also be able to purchase the home with the option to finish the lower level (i.e. additional bedrooms, game room, storage, den/study, workshop, etc.) and some owners may want a slab-on-grade product for affordability reasons. Finally, builders could also provide the option to build a two-story detached product that could be mixed with the villa product.

- *Side-by-Side and Back-to-Back Townhomes* – This housing product is designed with three or four or more separate living units in one building and can be built in a variety of configurations. With the relative affordability of these units and multi-level living, side-by-side and back-to-back townhomes have the greatest appeal among entry-level households without children, young families and singles and/or roommates across the age span. However, two-story townhomes would also be attractive to middle-market, move-up, and empty-nester buyers. Many of these buyers want to downsize from a single-family home into maintenance-free housing, many of which will have equity from the sale of their single-family home.

  We recommend side-by-side units, which tend to appeal to a slightly broader market, including older adults and retirees as well as younger families with children. Side-by-side units (or rowhomes) have increased density and could provide higher returns on investment to builders/developers that would spread out the costs of infrastructure. Association-maintained townhomes and/or rowhomes can have lot widths ranging from 22' to 35'.

General Occupancy Rental Housing

Maxfield Research and Consulting calculated demand for over 595 general-occupancy rental units in Chisago County through 2030 (313 market rate, 115 affordable, and 167 subsidized units). About 40% of demand in the county was in the North Branch submarket (245 units) followed by Rush City (19%, 112 units), Chisago Lakes (18%, 106 units) and Wyoming (15%, 90 units).

Our competitive inventory survey identified a sub 5% vacancy rates among the general occupancy rental product types as of October 2024 which is below market equilibrium of 5%. Vacancy rates ranged from zero among subsidized product to 2.2% for affordable product to 1.1% among market rate units. Due to the age and positioning of the existing rental supply, a portion of units are priced at or below guidelines for affordable housing (Naturally Occurring Affordable Housing – NOAH), which indirectly satisfies some demand from households that income-qualify for financially assisted housing. It is important to note that many renters are seeking newer rental properties with additional and updated amenities that are typically not offered in older developments. Since the previous study in 2018, an influx of new market rate rental developments has been added to the county with strong success.

Because of the economies of scale when constructing multifamily rental housing, new construction requires density that will be difficult to achieve in some of the smaller Chisago County communities. New rental housing can be developed immediately and will continue to be in demand through this decade especially if new job growth is achieved in Chisago County. The following rental product types are recommended through 2030:

- *Market Rate Rental* – As illustrated in Table R-2, the market rate vacancy from the 538 apartments inventoried across the county was only 1.1%; suggesting pent-up demand for additional market rate units. Demand was found for about 313 market rate units over the course of this decade. Townhome rentals are about 10% of the entire rental housing stock while single-family rentals comprise 33% of all rental housing units. About 41% of the rental housing stock is located within larger multifamily-style buildings of over 10 units.

  There has been a modest amount of market rate rental housing developed in the past five years, and additional units are needed to satisfy demand in the current market and to catch up with the lack of rental supply. Thus, we recommend new market rate rental products in most submarkets. We recommend new market rental project(s) similar to those that have been developed recently that will attract a diverse resident profile, including young to mid-age professionals as well as singles and couples across all ages (including seniors). To appeal to a wide target market, we suggest a market rate apartment project(s) with a unit mix consisting of one-bedroom units to two-bedroom plus den or three-bedroom units.

  Based on current market conditions, a new development will draw monthly rents (in 2024 dollars) from $1,200 for a one-bedroom unit to $1,800 for a three-bedroom unit. Average rents in Chisago County are approximately $1.41 per square foot, however monthly rents for recently developed properties are more than $1.50 per square foot. Because of construction and development costs, it may be difficult for a market rate apartment to be financially feasible with rents lower than the current per square foot price. Thus, for this type of project to become a reality in the smaller submarkets there may need to be a public – private partnership to reduce development costs and bring down the rents or the developer will need to provide smaller unit sizes.

New market rate rental units should consider contemporary design and amenities that include open floor plans, higher ceilings, in-unit washer and dryer, full appliance package, central air-conditioning, and garage parking.

- *Market Rate General Occupancy Rental Townhomes* – Some of the projected demand for market rate rental housing could be satisfied with larger townhome units in addition to the traditional multifamily structures. These would attract families and couples – including those who are new to the community and want to rent until they find a home for purchase. Units should feature contemporary amenities (i.e. in-unit washer/dryer, high ceilings, etc.) and an attached 1 or 2 stall garage. Again, like traditional multifamily development, these rents are higher than the existing rental product.

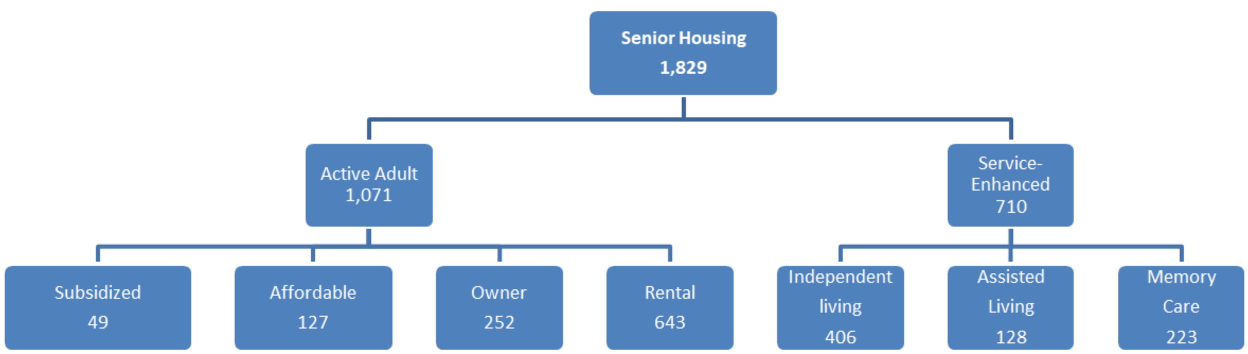
- *Affordable and Subsidized Rental Housing* – Affordable and subsidized housing receives financial assistance (i.e. operating subsidies, tax credits, TIF, rent payments, etc.) from governmental agencies in order to make the rent affordable to low-to-moderate income households. We find demand for 115 affordable and 167 subsidized units through 2030; however, because subsidized is nearly impossible to finance today the vast majority of demand will be for affordable housing projects. Although demand is stronger in a few markets, due to the growing need and limited availability of affordable housing, most market could develop affordable products successfully. Affordable housing could be designed in either traditional apartment-style affordable housing, townhome-style affordable housing, or a small percentage of affordable units incorporated into a market rate building.

Senior Housing

As illustrated in Table HD-9, demand exists for all service levels of senior housing in Chisago County this decade. In fact, senior housing demand accounts for 33% of all housing units in the county through 2030, or 1,829 units. This is due to the aging population of Baby Boomers in the county. The highest demand in the short-term for more active adult and independent living products (both market rate and affordable). Demand is lower for assisted living and memory care due in-part to the existing senior developments that are serving these markets already and higher vacancy rates.

Development of additional senior housing is recommended in order to provide housing opportunity to these aging residents in their stages of later life. The development of additional senior housing serves a two-fold purpose in meeting the housing needs in Chisago County: older adult and senior residents are able to relocate to new age-restricted housing in Chisago County, and existing homes and rental units that were occupied by seniors become available to other new households. Hence, development of additional senior housing does not mean the housing needs of younger households are neglected; it simply means that a greater percentage of housing need is satisfied by housing unit turnover. The types of housing products needed to accommodate the aging population base are discussed individually in the following section.

2030 Senior Demand



- *Active Adult Senior Cooperative* – Maxfield Research projected demand for about 300 active adult ownership units through 2030. Because demand is spread across all of the submarkets, a new for-sale senior development could likely only be constructed in those submarkets with the highest demand as the project would attract residents from other neighboring communities. The cooperative model, in particular, appeals to a larger base of potential residents in that it has characteristics of both rental and ownership housing. Cooperative developments allow prospective residents an ownership option and homestead tax benefits without a substantial upfront investment as would be true in a condominium development or life care option.

- *Active Adult Rental* – There are a total of three market rate active adult projects in Chisago County with a total of 62 units and no vacancies. Because of the limited number of active adult product in Chisago County and strong senior demographics, demand was calculated for 643 market rate active adult rentals in Chisago County through 2030. Demand was highest in the Chisago Lakes, North Branch and Wyoming submarkets.

  Because active adult senior housing is not need-driven, the demand for this product type competes to some degree with general-occupancy rental housing projects. Maxfield Research finds many of the existing rental buildings have an older demographic that may be attracted to an age-restricted building if more product was available. Monthly rents should be like other newer market rate general-occupancy apartment buildings.

- *Shallow-subsidy (Affordable) Rental* – Chisago County demand for affordable senior housing is about 127 units through 2030. Affordable senior housing products can also be incorporated into a mixed income building which may increase the projects financial feasibility. Affordable senior housing will likely be a low-income tax credit project through the Minnesota Housing Finance Agency. Affordable housing demand is strongest in Chisago Lakes, Taylors Falls and Wyoming submarkets. However, affordable developments in any of Chisago Counties communities will draw from all submarkets as households typically will travel for affordable housing due to lack of available options.

- *Deep-subsidy (Subsidized) Rental* – Chisago County demand for subsidized senior housing is 49 units to 2030. Financing subsidized senior housing is difficult as federal funds have been shrinking. Therefore, a new subsidized development would likely rely on a number of funding sources; from low-income tax credits (LIHTC), tax-exempt bonds, Section 202 program, USDA 515 program, among others.

- *Independent Living* – Demand was calculated for about 400 independent living units through 2030 in Chisago County. There are two independent living properties in Chisago County with a total of 129 units and a vacancy rate of 0.8%; well below market equilibrium of 5%. Demand is strongest in the North Branch, Wyoming and Chisago Lakes submarkets; We recommend new independent living projects be pursued to target the growing senior population.

  Due to economies of scale needed for congregate housing, other service levels may have to be combined to the project to increase density to be financially feasible. Alternatively, the concept called "Catered Living" may be viable as it combines independent and assisted living residents and allows them to age in place in their unit versus moving to a separate assisted living facility. (See the following for definition of Catered Living).

- *Assisted Living Senior Housing* – Based on our analysis, we project demand for about 128 assisted living units in Chisago County through 2030. There are a total of six existing assisted living projects with a total of 240 units in the county. Because there is an ample supply of assisted living in the county as well as stable vacancy rates (6.9%, equilibrium is 7%), most submarkets have enough supply to meet the growing demand. If vacancy rates were to decline significant over the next few years and through the remainder of the decade, a reassessment of the assisted living market may indicate the addition of new units.

- *Memory Care Senior Housing* – Demand was projected for 223 memory care units in Chisago County through 2030. There are a total of four memory care facilities with 70 existing memory care units in the county. Vacancy rates are currently right at market equilibrium around 7%. Memory care projects can have high turnover however due to the advanced care and health at these facilities. Thus, vacancy rates can fluctuate rapidly. At this time, the supply is meeting the demand for memory care services. If the market were to remain consistently below 7%, a reassessment of the memory care market may indicate the addition of new units.

  Given the service-intensive nature of memory care housing and staffing ratios, typically most memory care facilities are attached to either an assisted living development or are a component of a skilled nursing facility. Therefore, new memory care units would be best suited if they were attached to an assisted living complex as demand is not high enough for a stand-alone memory complex. Alternatively, memory care could also be associated with a skilled nursing facility; however, we stress the residential approach to memory care versus the institutional feel from a nursing home.

- Service-Enhanced Senior Housing or "Catered Living" –Due to economies of scale, it may be difficult to develop stand-alone facilities in the smallest Chisago communities for service enhanced senior housing products that are financially feasible. Therefore, we recommend senior facilities that allow seniors to "age in place" and remain in the same facility in the stages of later life. Catered living is a "hybrid" senior housing concept where demand will come from independent seniors interested in congregate housing as well as seniors in need of a higher level of care (assisted living). In essence, catered living provides a permeable boundary between congregate and assisted living care. The units and spatial allocations are undistinguishable between the two senior housing products, but residents will be able to select an appropriate service level upon entry to the facility and subsequently increase service levels over time. Additionally, catered living not only appeals to single seniors but also to couples; each resident is able to select a service level appropriate for his or her level of need, while still continuing to reside together.

  The catered living concept trend is a fairly newer concept over the last 10 year but tends to be developed in more rural communities that cannot support stand-alone facilities for each product type.

Summary by Submarket

Although there is demand for a variety of housing product types in each of the submarkets, it will be difficult to develop certain housing products due to the density and economies of scale needed to be financially viable. Therefore, the lesser populated communities will experience additional challenges due to density requirements. In addition, there is likely to be cross-over demand and mobility between submarkets as new housing products are developed. Table CR-1 outlines the submarkets most likely to experience new housing based on housing demand and the number of units needed to be supportable.

TABLE CR-1
HOUSING RECOMMENDATIONS BY SUBMARKET
2024 to 2030

Housing Type/Program	Purchase Price/ Monthly Rent Range[1]	Chisago Lakes '24-'30	North Branch '24-'30	Rush City '24-'30	Taylors Falls '24-'30	Wyoming '24-'30
For-Sale Housing (New Construction)						
Single-family - (New lots needed)		x	x	x		x
Single-family by Price						
Entry-Level	<$350,000	x	x	x	x	x
Move-up	$450,000 - $700,000	x	x	x	x	x
Executive	$700,000+	x	x		x	x
Twinhomes/Townhomes/Villas						
Entry-level	<$250,000	x	x	x	x	x
Move-up	$300,000+	x	x	x	x	x
General Occupancy Rental Housing						
Market Rate Traditional Multi-story[2]	$1,200/1BR - $1,800/3BR	x	x	x	x	x
Market Rate Townhomes[2]	$1,500/2BR - $2,000/3BR	x	x	x	x	x
Affordable/Subsidized	Per Income Guidelines	x	x	x		
Senior Housing						
Market Rate						
Active Adult - For-Sale Coop	$125,000+ (plus monthly fee)	x	x		x	x
Active Adult - Rental	$1,400 - $1,900	x	x	x	x	x
Independent Living	$2,000 - $3,300	x	x			x
Assisted Living	$3,500 - $5,000	x				
Memory Care	$4,500 - $7,000	x	x			
Affordable Senior Housing						
Active Adult	Per Income Guidelines	x	x	x	x	x

Note: Although many of the smaller communites show housing demand for a variety of housing types; it will not be feasible due to the economies of scale needed. Therefore, recommedations are based on the need and density needed to be feasible.

[1] Blended average across Chisago County. Pricing will vary from submarket to submarket across the county. Base pricing, senior housing will very considerably based on personal care services packages and number of occupants.

[2] Market rate multifamily housing could be developed in either apartment-style or townhome style design

Source: Maxfield Research & Consulting

TABLE CR-2
Demographic and Housing Characteristics Summary

	Chisago Lakes	North Branch	Rush City	Taylors Falls	Wyoming	Chisago County
Demographics						
Population (2020 & 2030)	15,893 | 17,258	17,040 | 18,895	5,950 | 6,203	5,041 | 5,247	12,697 | 13,110	56,621 | 60,714
Pct. Population Under 18 (2020 & 2030)	23.3% | 20.7%	24.5% | 22.6%	18.2% | 16.4%	24.0% | 22.3%	23.9% | 22.4%	23.3% | 21.3%
Pct. Population 65+ (2020 & 2030)	19.8% | 25.0%	15.0% | 19.9%	15.6% | 19.7%	15.8% | 22.8%	14.3% | 21.3%	16.3% | 21.9%
Median Age (2020 & 2030)	43 | 45	39 | 41	39 | 40	41 | 42	41 | 42	41 | 42
Households (2020 & 2030)	6,139 | 6,667	6,219 | 6,987	1,971 | 2,103	1,921 | 2,035	4,650 | 4,871	20,900 | 22,663
Household Growth (2020 & 2030)	528	768	132	114	221	1,763
Avg. HH Size (2020 & 2030)	2.59 | 2.59	2.74 | 2.70	3.02 | 2.95	2.62 | 2.58	2.73 | 2.69	2.71 | 2.68
Median Household Income (2024)	$107,394	$102,783	$76,818	$102,655	$102,855	$102,724
Homeownership Rate (2024)	85.2%	87.4%	76.6%	88.7%	90.4%	86.5%
Housing Characteristics						
Number of single-family units permitted (2018-2024 July)	158	464	93	1	219	935
Number of multifamily units permitted (2018-2024 July)	84	390	68	0	0	542
Median age of housing stock (2024 estimate)	1991	1991	1986	1988	1992	1992
Housing stock built before 1960	980 | 16%	867 | 14%	531 | 26%	450 | 25%	255 | 5%	3,083 | 15%
Housing stock built between 1960 and 2000	3,124 | 52%	3,535 | 55%	1,086 | 52%	806 | 44%	3,267 | 70%	11,818 | 57%
Housing stock built after 2000	1,851 | 31%	1,998 | 31%	457 | 22%	576 | 31%	1,128 | 24%	6,010 | 29%
Employment						
Labor Force (2023)	N/A	N/A	N/A	N/A	N/A	30,107
Employed (2023)	N/A	N/A	N/A	N/A	N/A	28,864
Unemployment Rate (2023)	N/A	N/A	N/A	N/A	N/A	4.1%
Average Annual Wage (2023)	N/A	N/A	N/A	N/A	N/A	$57,928
For-Sale Housing						
Median resale price of existing single family homes (2023)	$400,000	$349,950	$300,000	$312,500	$397,000	$357,500
Median resale price of existing multifamily homes (2023)	$377,500	$251,000	$279,500	$330,000	$381,200	$305,000
Median list price of actively marketing SF homes (October 2024)	$479,900	$392,250	$473,991	$501,600	$499,950	$426,100
Median list price of actively marketing MF homes (October 2024)	$460,557	$314,950	$285,900	$262,500	$314,900	$312,400
Owner-occupied one-unit structures (2024)	4,947 | 91.0%	5,414 | 93.9%	1,465 | 93.8%	1,595 | 90.5%	3,731 | 86.1%	17,152 | 90.9%
Median home value of owner-occupied units (2024)	$341,152	$292,162	$273,023	$298,545	$292,983	$299,800
General Occupancy Rental Housing						
Renter-occupied one-unit structures (2024)	244 | 25.9%	278 | 33.5%	168 | 35.2%	79 | 35.3%	201 | 43.6%	971 | 33.1%
Renter-occupied 10+ unit structures (2024)	474 | 50.3%	374 | 45.0%	159 | 33.3%	33 | 14.5%	176 | 38.3%	1,214 | 41.4%
Median contract rent for renter-occupied units (2024)	$930	$955	$853	$910	$960	$929
Distribution of G.O. housing by type						
Deep-subsidy (Subsidized)	20 / 7%	16 / 4%	24 / 18%	0 / 0%	0 / 0%	60 / 6%
Shallow-subsidy (Affordable)	0 / 0%	98 / 24%	18 / 13%	20 / 33%	48 / 0%	184 / 19%
Market Rate	252 / 93%	299 / 72%	94 / 69%	40 / 67%	56 / 0%	741 / 75%
Senior Housing						
Distribution of senior housing by type						
Deep-subsidy (Subsidized) Active Adult	90 / 30.2%	12 / 4.3%	36 / 100.0%	0 / 0.0%	96 / 0.0%	234 / 24.8%
Shallow-subsidy (Affordable) Active Adult	20 / 6.7%	130 / 46.9%	20 / 0.0%	0 / 0.0%	40 / 0.0%	210 / 22.2%
Market Rate Active Adult (Rental)	38 / 12.8%	24 / 8.7%	0 / 0.0%	0 / 0.0%	0 / 0.0%	62 / 6.6%
Market Rate Active Adult (Owner)	0 / 0.0%	0 / 0.0%	0 / 0.0%	0 / 0.0%	0 / 0.0%	0 / 0.0%
Independent Living	109 / 36.6%	0 / 0.0%	20 / 0.0%	0 / 0.0%	0 / 0.0%	129 / 13.7%
Assisted Living	25 / 8.4%	91 / 32.9%	36 / 0.0%	24 / 57.1%	64 / 0.0%	240 / 25.4%
Memory Care	16 / 5.4%	20 / 7.2%	16 / 0.0%	18 / 42.9%	0 / 0.0%	70 / 7.4%

Sources: US Census Bureau; Property Managers, City staff, ACS, Maxfield Research and Consulting

Challenges and Opportunities

The following were identified as the greatest challenges and opportunities for developing the recommended housing types (in no particular order – sorted alphabetically).

- **Accessory Dwelling Units ("ADU"):** Accessory dwelling units ("ADUs") go by several different names such as: In-law suites, garage apartments, backyard cottages, granny flats, guest houses, etc. An ADU is simply a small, stand-alone residential dwelling unit located on the same property as a detached single-family home. However, in some cases an ADU could include an addition on an existing home, apartment over a garage, or be located within an attic or basement in the home. Legally, however, an ADU is still a part of the original parcels PID number and title is with the property owner. The most common reason for building an ADU is generating rental income for the homeowner or housing a family member (often for free).

  Because of increased density on the property and smaller sized units, ADUs have the potential to increase housing affordability and create a wider range of housing options. Many communities that permit ADUs in their zoning code limit the number of accessory structures to just one; however, some cities have recently revised their zoning code to allow up to two accessory structures. Some communities monitor ADU construction by limiting new construction to only owner-occupied housing units (main structure is owned), minimum lot size, setbacks, and number of occupants or bedrooms in the accessory structure.

  Since the pandemic, there has been increased demand for ADU units and more and more cities are permitting these housing units. Maxfield Research recommends that local planning departments review their existing zoning code and if not already permitted, revise zoning codes to ensure ADUs can be a permitted use. Since the pandemic, the demand for ADUs has continued to increase as many homeowners have sought to move family members together in a multi-generational environment. Also, some homeowners design the ADU as a multifunctional space as a home office and living space.

- **Affordable Housing/Naturally Occurring Affordable Housing**. Tables HA-1 and HA-2 identified Chisago County Area Median Incomes ("AMI") and the fair market rents by bedroom type. The average market rate rent in Chisago County is about $1,100/month ($1.41 PSF) and the established rents for affordable housing are higher than many market rate rental developments in Chisago County. For example, at a 60% AMI the maximum gross rent for a one-bedroom unit is $1,491 while a two-bedroom maximum rent is $1,677 per month. As a result, many older existing rental properties in the county are considered "naturally occurring affordable" and are mostly fulfilled by existing, older rental product in the marketplace. According to the Harvard's Joint Center for Housing Studies (JCHS) unsubsidized rentals account for more than 75% of the affordable housing stock in the United States. It is estimated that over one-third of the naturally occurring affordable housing stock is composed of smaller multifamily buildings under 50 units.

Alhtough these housing units are considered affordable, they are unregulated and are at risk of being lost due to value-add upgrades and market speculation. Therefore, an effort should be made to ensure these units are preserved as they provide exceptionally more affordable housing than income-restricted projects under the LIHTC program.

- **Aging Population/Aging Boomers.** As illustrated in Table D-4, there was strong growth between 2010 and 2020 in in the younger senior population (65 to 74) in Chisago County (60%) and the older senior population (+75) was up about 43%. Over the next five years senior growth remains relatively strong with households 65 and older increasing by 23.2% in the county. In addition, Table D-12 shows homeownership rates among seniors 65+ is 84% in 2020. High homeownership rates among seniors indicate there could be lack of senior housing options, or simply that many seniors prefer to live in their home and age in place. Aging in place tends to be higher in rural vs. urban settings as many rural seniors do not view senior housing as an alternative retirement destination but a supportive living option only when they can no longer live independently. Rural areas also tend to have healthier seniors and are also more resistant to change. Because of these demographic and social dimensions, new senior housing or age targeted housing is needed in communities that can offer one-level living options or association-maintenance communities.

- **Builders.** The Chisago County new construction market has historically been dominated by smaller, local or regional builders vs. production builders located in the Metro Area. Across the Metro Area, over 75% of all new homes constructed this past year were by the top ten production builders. The following chart summarizes the differences between production, custom, and spec builders. Production builders have increased their market share since the Great Recession in the Twin Cities and across the country, in part because competitors defaulted on lots and homes and smaller builders have gone out of business, while production builders were able to acquire land holdings for a fraction of the original cost to develop. The production builders have also driven new home activity from the development side as land developers are unable to absorb lot development costs for open builder developments.

  Although builders such as LGI homes, Graphic Home, Elevate Builders, Guidance Homes, etc. have increase their market share; they do not have the volume, economies of scale, and pricing incentives that the national builders are bringing to the table in the current new construction market. Given Chisago County's proximity to the Metro Area and a movement to more regional and production builders; we estimate this market share will increase over the course of this decade and could increase affordability through economies of scale.

BUILDER TYPES & CHARACTERISTICS

	Production Builder	Custom Builder	Spec Builder
Land	Typically built on land owned by the builder/developer. Most production builders develop all of the homes within the subdivisions they plat and develop.	Built on land purchased by the home buyer or builder. Most custom buiders do not develop the land/lots.	Built on land purchased by the builder. Builder "speculates" they will build and sell a home prior to finding a buyer.
Home Plans	Stock floor plans; however buyers have home style and upgrade options that have been pre-selected by builder.	One-of-a-kind house. Site specific and customized for a specific client.	Home plan per builder. If home sells early during construction phase; buyers have some ability to customize the home.
Volume	Varies based on builder. There are national and regional production builders.	Typically less than 20 or 25 per year.	Varies.
Pricing	Generally build for a variety of price points from entry-level, move-up, and executive.	Tend to cater to move-up or exective-level buyers.	Varies. Most spec homes are entry-level or modest homes. However, spec homes can range across all price points.
Advantages	Lower costs per square foot, homes can be built quicker, fewer decisions for home owners.	Personal service, more creative control, customizable, more flexible, buyer may have more land options.	Lower cost floor plans provides economies of scale. Homes can also be completed relatively fast.
Disadvantages	Few modifications or change orders, fewer options, lot selection based on availability of builder.	Price per square foot is higher, more time to build, signficantly more decision time needed from buyers.	Most of the decisions have already been made and buyer may have fewer options.

Source: Maxfield Research and Consulting, LLC

- **COVID-19.** The global COVID-19 pandemic had both direct and indirect effects on the housing industry. The senior housing industry was directly impacted. Senior properties experienced high vacancy rates as many seniors chose to avoid senior living shared spaces and shifted to aging-in-place. Although slowly, assisted living and memory care facilities are starting to see declining vacancy rates but are still at or above equilibrium. Rental development was slowed only briefly but continued on with favorable financing terms and the strong demand for rental housing units coming out of the pandemic. Economically, the unemployment rate reached an annual average of 8.1% nationally and 6.7% in Chisago County in 2020. This was up from 3.7% and 3.8%, respectively in 2019. Since 2020, the unemployment rate fell rapidly to 2.9% in 2022 but has rose again to 3.3% in 2023 and has hovered between 3% and 4% in 2024. The tight unemployment rate together with the lack of housing options in Chisago County has resulted in a challenging job recruitment scenario for area employers who have job openings.

- **Housing Resources & Programs.** Many communities and local Housing and Redevelopment Authorities (HRA's) offer programs to promote and preserve the existing housing stock. In addition, there are various regional and state organizations that assist local communities enhance their housing stock. Maxfield Research & Consulting finds there are few cities that offer any housing programs across the county. We recommend expanding the toolbox and considering other programs that will aid and improve the housing stock. The following is a sampling of potential programs that could be explored.

- 4d Affordable Housing Tax Incentive - Offers rental property owners a 40% tax rate reduction and limited grant assistance for units that remain affordable for ten years. Property owners can invest the savings into updating and maintaining their naturally occurring affordable housing units.

- Architectural Design Services - The local government authority (City, HRA, etc.) partners with local architects to provide design consultation with homeowners. Homeowner pays a small fee for service, while the City/public entity absorbs the majority of the cost. No income restrictions.

- Construction Management Services – Assist homeowners regarding local building codes, reviewing contractor bids, etc. Typically provided as a service by the building department. This type of service could also be rolled into various remodeling related programs.

- Density Bonuses – Since the cost of land is a significant barrier to housing affordability, increasing densities can result in lower housing costs by reducing the land costs per unit. The local government can offer density bonuses as a way to encourage higher-density residential development while also promoting an affordable housing component.

- Fast Track Permitting – Program designed to reduce delays during the development process that ultimately add to the total costs of housing development. By expediting the permitting process costs can be reduced to developers while providing certainty into the development process. Typically, no-cost to the local government jurisdiction.

- Heritage/Historic Preservation – Encourage residents to preserve historic housing stock in neighborhoods with homes with character through restoring and preserving architectural and building characteristics. Typically funded with low interest rates on loans for preservation construction costs.

- Home Fair – Free seminars and advice for homeowners related to remodeling and home improvements. Most housing fairs offer educational seminars and "ask the expert" consulting services. Exhibitors include architects, landscapers, building contractors, home products, city inspectors, financial services, among others.

- Home Improvement Area (HIA) – HIA's allow a townhome or condo association low interest loans to finance improvements to common areas. Unit owners repay the loan through fees imposed on the property, usually through property taxes. Typically, a "last resort" financing tool when associations are unable to obtain traditional financing due to the loss of equity from the real estate market or deferred maintenance on older properties.

- Home-Building Trades Partnerships – Partnership between local Technical Colleges or High Schools that offer building trades programs. Affordability is gained through reduced labor costs provided by the school. New housing production serves as the "classroom" for future trades people to gain experience in the construction industry.

- Home Sale Point of Sale - City ordinance requiring an inspection prior to the sale or transfer of residential real estate. The inspection is intended to prevent adverse conditions and meet minimum building codes. Sellers are responsible for incurring any costs for the inspection. Depending on the community, evaluations are completed by either city inspectors or third-party licensed inspectors.

- Home Energy Loans – Offer low interest home energy loans to make energy improvements in their homes.

- Household and Outside Maintenance for the Elderly (H.O.M.E.) – Persons 60 and over receive homemaker and maintenance services. Typical services include house cleaning, grocery shopping, yard work/lawn care, and other miscellaneous maintenance requests.

- Inclusionary Housing – Inclusionary housing policies and programs rely on private sector housing developers to create affordable housing as they develop market rate projects. Inclusionary zoning encourages or mandates the inclusion of a set proportion of affordable housing units in each new market rate housing development above a certain size. These programs are popular approaches for local and state governments, in high cost urban areas to encourage the development of affordable housing.

- Infill Lots – The City or HRA purchase blighted or substandard housing units from willing sellers. After the home has been removed, the vacant land is placed into the program for future housing redevelopment. Future purchasers can be builders or the future owner-occupant who has a contract with a builder. Typically, all construction must be completed within an allocated timeframe (one year in most cases).

- Land Banking – Land Banking is a program of acquiring land with the purpose of developing at a later date. After a holding period, the land can be sold to a developer (often at a price lower than market) with the purpose of developing affordable housing.

- Land Trust - Utilizing a long-term 99-year ground lease, housing is affordable as the land is owned by a non-profit organization. Subject to income limits and targeted to workforce families with low-to-moderate incomes. If the family chooses to sell their home, the selling price is lower as land is excluded.

- Live Where You Work - Program designed to promote homeownership in the same community where employees work. City provides a grant to eligible employees to purchase a home near their workplace. Employers can also contribute or match the city's contribution. Participants must obtain a first mortgage through participating lenders. The grant can be allocated towards down payment assistance, closing costs, and gap financing. Some restrictions apply (i.e. length of employment, income, home buyer education, etc.)

- Realtor Forum - Typically administered by City with partnership by local school board. Inform local Realtors about school district news, current development projects, and other marketing factors related to real estate in the community. In addition, Realtors usually receive CE credits.

- Remodeling Tours - City-driven home remodeling tour intended to promote the enhancement of the housing stock through home renovations/additions. Homeowners open their homes to the public to showcase home improvements.

- Rental Collaboration – Local government organizes regular meetings with owners, property managers, and other stakeholders operating in the rental housing industry. Collaborative, informational meetings that includes city staff, updates on economic development and real estate development, and updates from the local police, fire department, and building inspection departments.

- Rental License – Licensing rental properties in the communities. Designed to ensure all rental properties meet local building and safety codes. Typically enforced by the fire marshal or building inspection department. Should require annual license renewal.

- Rent to Own - Income-eligible families rent for a specified length of time with the end-goal of buying a home. The public agency saves a portion of the monthly rent that will be allocated for a down payment on a future house.

- Shallow Rent Subsidy: The public agency funds a shallow rent subsidy program to provide program participants living in market rate rentals a rent subsidy (typically about $100 to $300 per month).

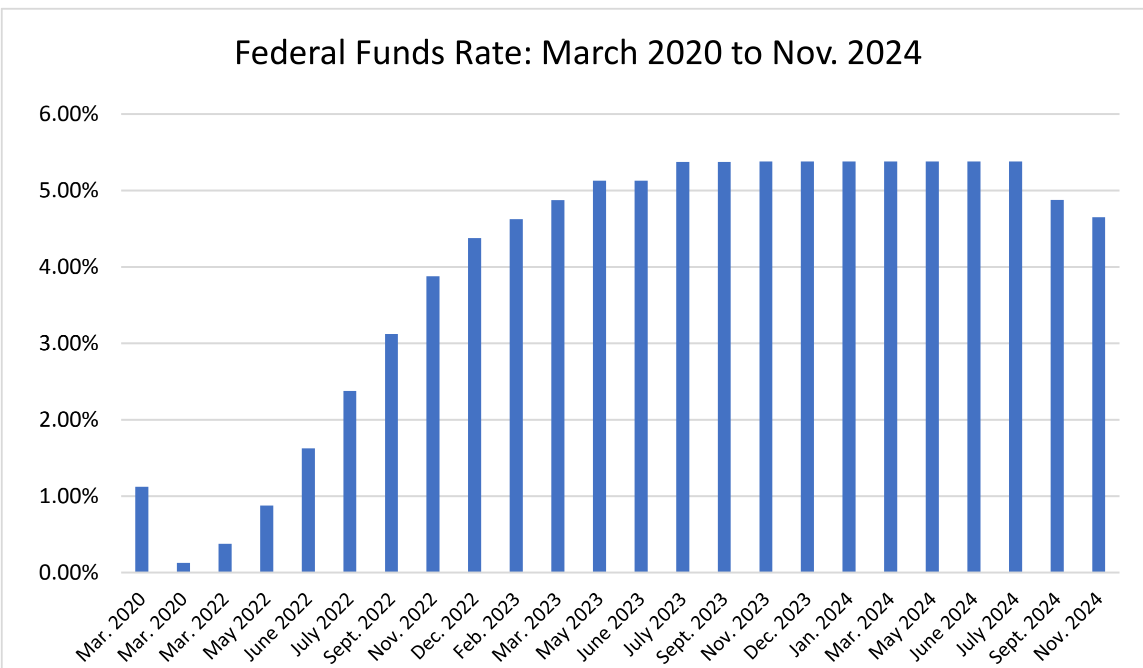
- Tax Abatement: A temporary reduction in property taxes over a specific time period on new construction homes or home remodeling projects. Encourages new construction or rehabilitation through property tax incentives.

- Tax Increment Financing (TIF): Program that offers communities a flexible financing tool to assist housing projects and related infrastructure. TIF enables communities to dedicate the incremental tax revenues from new housing development to help make the housing more affordable or pay for related costs. TIF funds can be used to provide a direct subsidy to a particular housing project or they can also be used to promote affordable housing by setting aside a portion of TIF proceeds into a dedicated fund from other developments receiving TIF.

- Transfer of Development Rights – Transfer of Development Rights (TDR) is a program that shifts the development potential of one site to another site or different location, even a different community. TDR programs allow landowners to sever development rights from properties in government-designated low-density areas and sell them to purchasers who want to increase the density of development in areas that local governments have selected as higher density areas.

- Waiver or Reduction of Development Fees – There are several fees developers must pay including impact fees, utility and connection fees, park land dedication fees, etc. To help facilitate affordable housing, some fees could be waived or reduced to pass the cost savings onto the housing consumer.

- **Inflation**. U.S. inflation rates hit a new 40-year high of nearly 9% in 2022, the biggest yearly increase since December 1981. Rampant price increased for nearly every good and service and specifically energy and food costs are having an impact on American consumers and will eventually affect housing affordability. As a result, the Federal Reserve had been implementing interest rate hikes and increasing borrowing costs to hopefully offset a recession. The Federal Reserve increased rates 11x between March 2022 and July 2023, before cutting rates in September 2024. As interest rates have increased for-sale housing demand has slowed and demand for rental housing has increased. This has resulted in higher housing costs for both buyers and renters. Housing assets are in higher demand during inflationary times as real estate values tend to hedge inflation and investors seek out rental housing assets as equity continues to grow. In the short term, household balance sheets will continue to be stretched as rising costs affect Chisago County residents. This could hinder housing production in the near term as new construction has been more difficult to pencil as developers/investors wait for more interest rate relief. However, the recent rate cut the Federal Reserve and future rate cuts should slowly start to rebalance high housing costs. Finally, the high inflation of homeowners insurance is having a major impact on housing affordability as many homeowners are facing premium increases of 20% or more.



- **Job Growth/Employment.** Historically, low unemployment rates have driven both existing home purchases and new-home purchases and stimulated demand for rental housing. Lack of job growth leads to slow or diminishing household growth, which in-turn relates to reduced housing demand. The Covid-19 pandemic created a number of new challenges for businesses, workers, and government. These unprecedented challenges had an economic ripple effect across the country as thousands of Americans found themselves out of work with increases in unemployment. As depicted earlier, the unemployment rate in Chisago County has historically been slightly higher than the State of Minnesota and lower than U.S. averages. Unemployment peaked at 6.7% during the pandemic shutdowns but fell quickly down to 2.9% by 2022 and is holding at just over 3% in Fall 2024.

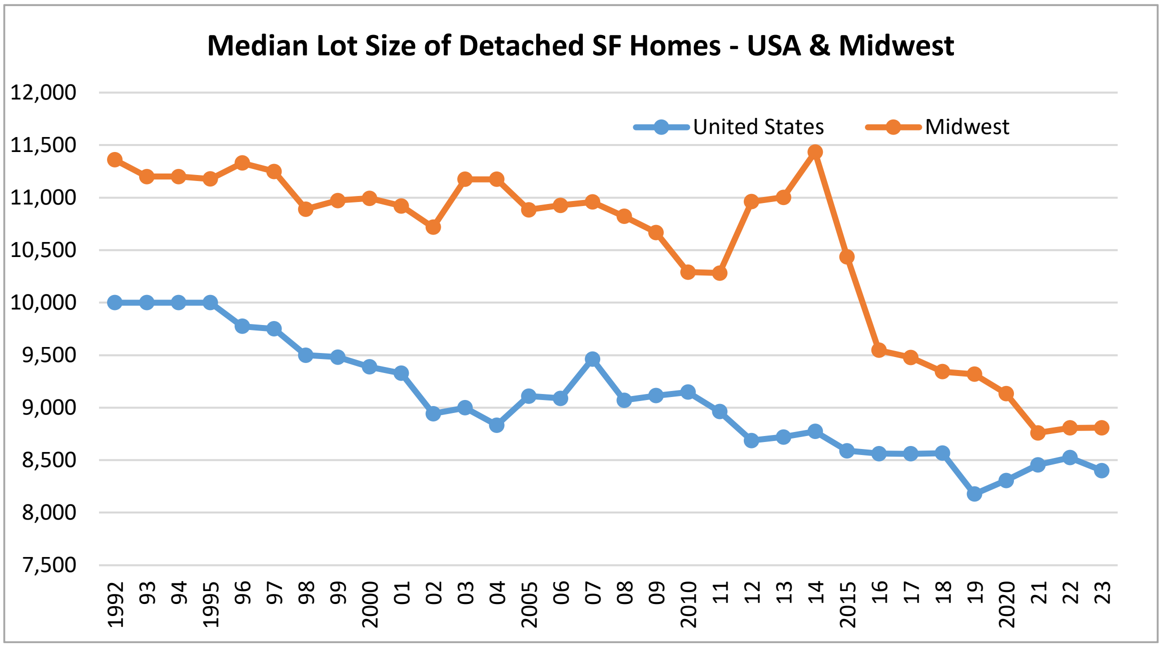
  Although a low unemployment rate is generally considered positive news, a very low unemployment rate can be challenging for employers looking to add additional staff. Wages in Chisago County are about 35% lower than the Twin Cities Metro Area; hence the high percentage of Chisago County residents that commute to jobs outside the county. The addition of more jobs, specifically jobs with higher wages, will keep residents working in the county and attract more people to Chisago County. Strong job creation in Chisago County will result in household growth rates that could exceed projections outlined in Table D-3.

  Employers noted there has been a growing movement to relocate to Chisago County since 2020, but that has not necessarily benefited local employers from a staffing perspective as many of the new residents are still working in the Metro Area but in a hybrid or remote basis. The rise of WFH and remote work means that employees can opt to live further away from their workplace as commuting becomes less of a factor.

  Finding permanent employees and housing are a challenge as employers expand their workforce. Additional rental units, for both permanent and short-term housing, would likely ease the burden on the employer and provide a more attractive option for potential employees to relocate to the county.

- **Lifestyle Renters.** Historically, householders rented because they couldn't afford to buy or didn't have the credit to qualify for a mortgage. Today that is no longer the case, and many householders are renting by choice. High-income renters represent the fastest growing market segment of the rental market today; having grown 48% over the past decade. Demand is being driven by the Millennials, would-be buyers on the side-lines (due to high sales prices and mortgage rates), and empty nesters. As a result, rental housing is one of the preferred real estate asset classes today across country. Lifestyle renters are attracted to developments offering excellent finishing quality, extensive common area facilities, and typically focus on an environment providing a more social experience. In addition, many households want to rent before they buy in a community so it's important to have ample rental housing stock to meet their needs as they first come to town.

- **Lot Size.** Across the Midwest, and the U.S. there has been a growing trend of lot size compression for decades and especially since the Great Recession of last decade. As illustrated in the chart below, the median lot size of a new single-family detached home in the United States sold in 2019 dropped to its smallest size since the Census Bureau has been tracking lot sizes. Nationwide median lot sizes have dropped below 8,200 square feet (0.19 acres) before increasing in 2021 and 2022 from the pandemic. At the same time, lot sizes decreased in the Midwest to the lowest levels recorded in 2021, down about 15% from 2010.



Lot sizes have decreased in part due to increasing raw land prices, lot prices, and rising regulatory and infrastructure costs (i.e. curb and gutter, streets, etc.). As a result, builders and developers have reduced lot sizes to increase density and absorb higher land development costs across more units. Many newer single-family subdivisions across Chisago County have lot widths of about 60 to 70 feet, down from the standard width of 80 to 90 feet prior to the Great Recession. Lot size compression is evident as many newer subdivisions are combatting affordability by increasing density. Because some local governments have larger minimum lot size requirements, the cost of housing continues to rise as developers and buyers may be required to purchase a lot this is larger than they prefer. In an effort to curb rising costs, we recommend compressing lot sizes for new construction to help alleviate costs and maintain affordability. At the same time, larger lot sizes and acreages should still be available for buyers who seek out larger lots and acreage properties.

Even though lot size compression continues in some of the communities in Chisago County, feedback from Realtors and other professionals also state a continued desire for larger lot sizes and buyers move to Chisago County for more land and “elbow room” than the Metro Area. At the same time there is also demand for buyers seeking acreage lots in surrounding townships who desire the rural feeling of living in Chisago County.

- **Lot Supply.** Table FS-7 shows the inventory of vacant developed detached lots in newer subdivisions throughout Chisago County. Based on this lot supply and the recent construction activity over the past few years, the current finished lot inventory is inadequate for many communities in the short-term. Although North Branch has the most vacant lots, they are also absorbing lots at a fast pace and the current vacant lot supply is less than two years. The Rush City Submarket has the fewest vacant lots, but only a 1.3 year supply of current lots.

  Realtors and builders commented on a dwindling lot supply and the need for new lots to be platted. However, new lots will be more expensive given today's development costs and higher financing costs for land development.

  Maxfield Research recommends lot supplies of at least three to five years to meet demand. In addition, there should be a wide variety of lots available, including walkouts, look-outs, flat lots, mature lots, etc. that will appeal to a variety of buyers and price points.

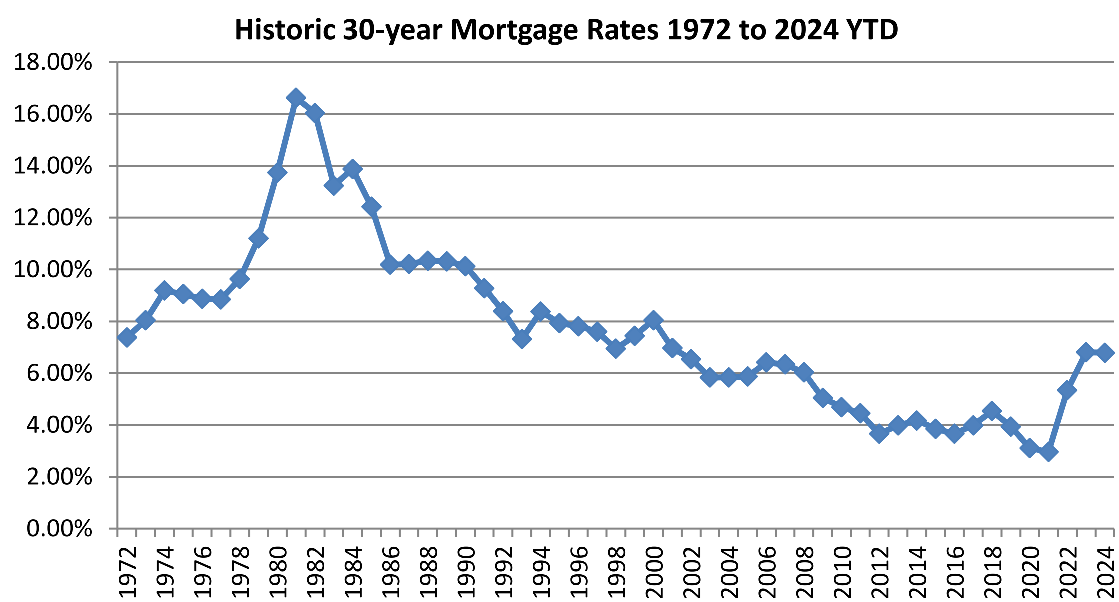
- **Mobility/Outstate Minnesota Lifestyle and Image:** The COVID-19 pandemic fundamentally changed the housing industry and mobility has been at all-time highs since the pandemic. According to Pew Research, 20% of American's moved during the pandemic. Housing suddenly became more than a place to sleep, but the home office, school, gym, and place of entertainment. Generally, households used the pandemic and the work-from-home movement to flee high-cost housing markets and relocated to more affordable housing markets. Mobility trends showed the movement away from urban core neighborhoods or Metro Areas to the suburbs, exurbs, and rural areas. Households moved to lesser denser populated areas, lower tax states, sought larger homes and yards, and traded-up due to the lower cost of housing.

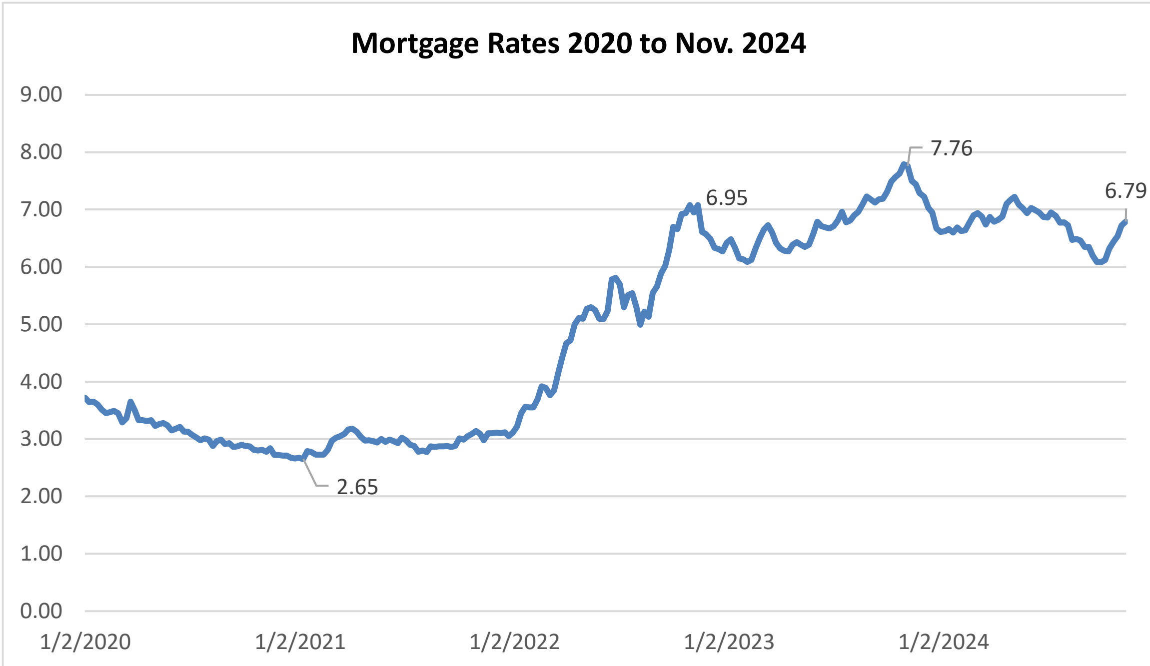
  Many communities outside of the Twin Cities experienced strong growth as remote work made the movement to small towns and the "country" viable which was once led by proximity to the office. Outstate Minnesota returnees are often motivated to live closer to family and friends, smaller schools to raises children, slower pace of life, outdoor activities, and finally more affordable housing stock compared to their previous place of residence. It is estimated that families with children accounted for the highest percentage of household types that have moved to smaller cities.

  A recent study released in March 2024 shows that across the U.S. the average distance between the employer and the employer increased by 2.7x driven by hybrid and work from home employment options. The movement away from the place of employment is often led by Millennials and often targeting higher-paying professionals that have the option to work remotely or hybrid. Given Chisago County's proximity to the Metro Area gateway to northern Minnesota recreational amenities, Chisago County is well-positioned to capture household growth that traditionally may have located closer into the Twin Cities core. We recommend marketing strategies on branding the county's lifestyle, amenities, schools, and more affordable housing stock.

- **Mortgage Rates.** Mortgage rates play a crucial part in housing affordability. Lower mortgage rates result in a lower monthly mortgage payment and buyers receiving more home for their dollar. Rising interest rates often require homebuyers to raise their down payment to maintain the same housing costs. Mortgage rates have stayed at historic lows for most of the past decade trending under 4.5% (30-year fixed) since around 2010. At the on-set of the COVID-19 pandemic, rates plummeted to at or near an all-time low under 3% for part of 2020 and most of 2021. However, due to a 40-year high inflation the Federal Reserve began hiking rates in 2022 to slow the economy and curtail inflation. The Federal Reserve has implemented 11 rate hikes over the past two plus years. As a result, the cost of for-sale housing has increased significantly, and many would-be-buyers are on the sidelines and have been priced out of the market. Compared to early in 2022, mortgage payments in Summer of 2024 are on average about 50%+ higher than the beginning of 2022 (3.25% vs. 6.5% - down from 7% from the first half of 2024). As a result, affordability has been crushed and a housing market reset is in play. However, mortgage rates started to fall in summer 2024 but have since trended upwards again in Fall 2024. Mortgage rates are expected to fall in 2025 but likely will be in the 6% range.

  The following chart illustrates historical mortgage rate averages as compiled by Freddie Mac. The Freddie Mac Market Survey (PMMS) has been tracking mortgage rates since 1972 and is the most relied upon benchmark for evaluating mortgage interest market conditions. The Freddie Mac survey is based on 30-year mortgages with a loan-to-value of 80%.





- **Private/Public Partnerships ("PPP").** Private/public partnerships are a creative alliance formed to achieve a mutual purpose and goal. Partnerships between local jurisdictions, the private sector, and nonprofit groups can help communities develop housing products through collaboration that otherwise may not materialize. Private sector developers can benefit through greater access to sites, financial support, and relaxed regulatory processes. Public sectors have increased control over the development process, maximize public benefits, and can benefit from an increased tax base.

  A number of communities have solved housing challenges through creative partnerships in a variety of formats. Many of these partnerships involve numerous funding sources and stakeholders. Because of the difficulty financing infrastructure and housing costs, it will likely require innovative partnerships to stimulate housing development.

- **Rental Housing Stock & Single-Family Rentals.** As illustrated in the *Demographic* portion of the report, Chisago has an exceptionally higher home ownership rate as less than 15% of the housing stock is for rental housing. The Rush City Submarket has the highest percentage of renters at 23%, whereas in the Wyoming Submarket has the lowest rental rate with less than 10% renters.

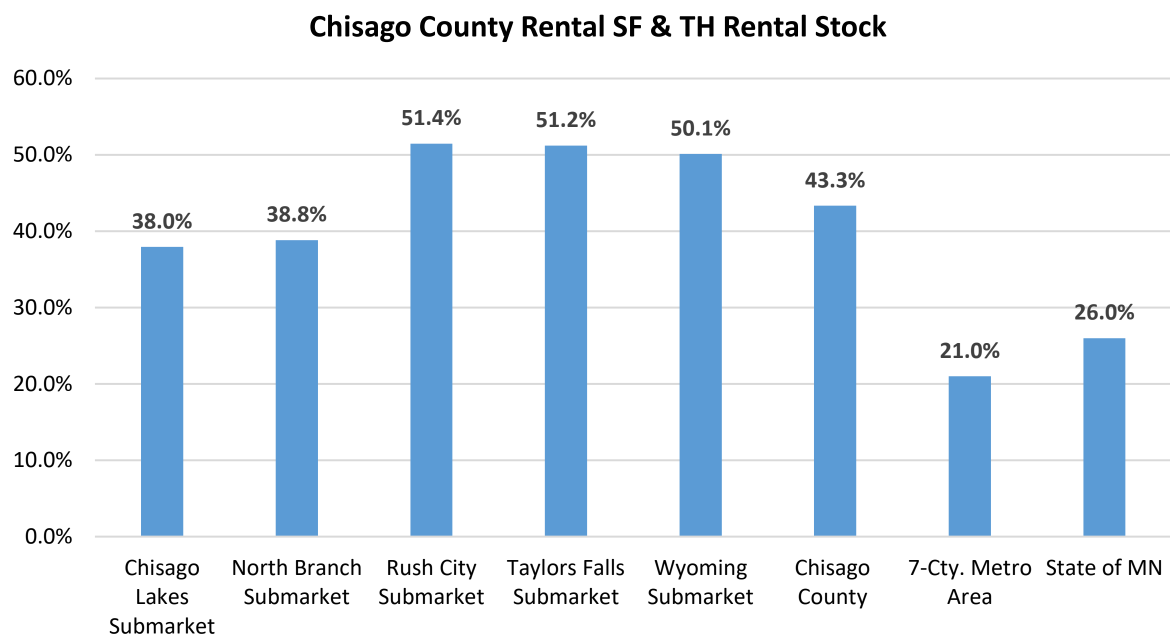
  Tables R-2 to R-4 found significantly low vacancies rates: 1.1% for market rate housing, 0.0% for deep subsidized housing, and 2.2% for affordable rental housing. Given the low supply and exceptionally tight rental housing market, there is strong demand for rental housing production all across the county.

  Table HC-4 showed that an estimated 33% of the rental housing inventory in Chisago County in 2024 is within single-unit housing structures. Another 10% of rental units were located within an attached structure such as townhome or twin home while about 6% are in duplexes, triplexes, or quads. Nationwide, it is estimated that 25 of the 43 million rental households in the United States (58%) reside in both single-family rentals, townhomes, duplexes, triplexes, and quads. Single-family units, townhomes, and condos make-up about 34% of all rental units in the country and about 43% of Chisago County rentals.

  A recent study by Freddie Mac identified the market share of single-family rentals ("SFR") by ownership type across the country. The study found that 88% of SFR are owned by investors with between 1 and 10 homes. Institutional investors make-up only 1% of the market share today; even though they have the financial backing and are able to acquire larger portfolios.

  Demand is strong for SFR by providing renter lifestyle choice and the ability to reside in a detached unit without having to obtain the funds for a down payment on a mortgage. Many single-family renters may consider purchasing; however, the rising costs of real estate and the down payment requirements hinder some renters from making the leap to home ownership. The COVID-19 pandemic increased demand for SFR as renters desire more square footage, green space/yards, separate entrances, and more privacy than traditional multifamily structures.

  Single-family rental communities have been one of the hottest real estate products to come out of the pandemic over the past few years. Although this has been slow to develop in the Midwest, some builders incorporate rentals into their single-family subdivisions given the strong demand for detached rental housing products. We recommend exploring purpose-built single-family rental communities or townhomes in the Chisago County communities and zoning codes that permit the project concept.


Chisago County Rental SF & TH Rental Stock
60.0%
50.0%
40.0%
30.0%
20.0%
10.0%
0.0%
38.0%
38.8%
51.4%
51.2%
50.1%
43.3%
21.0%
26.0%
Chisago Lakes Submarket
North Branch Submarket
Rush City Submarket
Taylors Falls Submarket
Wyoming Submarket
Chisago County
7-Cty. Metro Area
State of MN

APPENDIX

Definitions

Absorption Period – The period necessary for newly constructed or renovated properties to achieve the stabilized level of occupancy. The absorption period begins when the first certificate of occupancy is issued and ends when the last unit to reach the stabilized level of occupancy has signed a lease.

Absorption Rate – The average number of units rented each month during the absorption period.

Active Adult (or independent living without services available) – Active Adult properties are similar to a general-occupancy apartment building, in that they offer virtually no services but have age-restrictions (typically 55 or 62 or older). Organized activities and occasionally a transportation program are usually all that are available at these properties. Because of the lack of services, active adult properties typically do not command the rent premiums of more service-enriched senior housing.

Adjusted Gross Income "AGI" – Income from taxable sources (including wages, interest, capital gains, income from retirement accounts, etc.) adjusted to account for specific deductions (i.e. contributions to retirement accounts, unreimbursed business and medical expenses, alimony, etc.).

Affordable Housing – The general definition of affordability is for a household to pay no more than 30% of their income for housing. For this study, we define affordable housing that is income-restricted to households earning at or below 80% AMI, though individual properties can have income-restrictions set at 30%, 40%, 50%, 60% or 80% AMI. Rent is not based on income but instead is a contract amount that is affordable to households within the specific income restriction segment. It is essentially housing affordable to low or very low-income tenants.

Amenity – Tangible or intangible benefits offered to a tenant in the form of common area amenities or in-unit amenities. Typical in-unit amenities include dishwashers, washer/dryers, walk-in showers and closets and upgraded kitchen finishes. Typical common area amenities include detached or attached garage parking, community room, fitness center and an outdoor patio or grill/picnic area.

Area Median Income "AMI" – AMI is the midpoint in the income distribution within a specific geographic area. By definition, 50% of households earn less than the median income and 50% earn more. The U.S. Department of Housing and Urban Development (HUD) calculates AMI annually and adjustments are made for family size.

Assisted Living – Assisted Living properties come in a variety of forms, but the target market for most is generally the same: very frail seniors, typically age 80 or older (but can be much younger, depending on their particular health situation), who are in need of extensive support services and personal care assistance. Absent an assisted living option, these seniors would otherwise need to move to a nursing facility. At a minimum, assisted living properties include two meals per day and weekly housekeeping in the monthly fee, with the availability of a third meal and personal care (either included in the monthly fee or for an additional cost). Assisted living properties also have either staff on duty 24 hours per day or at least 24-hour emergency response.

Building Permit – Building permits track housing starts, and the number of housing units authorized to be built by the local governing authority. Most jurisdictions require building permits for new construction, major renovations, as well as other building improvements. Building permits ensure that all the work meets applicable building and safety rules and is typically required to be completed by a licensed professional. Once the building is complete and meets the inspector's satisfaction, the jurisdiction will issue a "CO" or "Certificate of Occupancy." Building permits are a key barometer for the health of the housing market and are often a leading indicator in the rest of the economy as it has a major impact on consumer spending.

Capture Rate – The percentage of age, size, and income-qualified renter households in a given area or "Market Area" that the property must capture to fill the units. The capture rate is calculated by dividing the total number of units at the property by the total number of age, size and income-qualified renter households in the designated area.

Comparable Property – A property that is representative of the rental housing choices of the designated area or "Market Area" that is similar in construction, size, amenities, location and/or age.

Concession – Discount or incentives given to a prospective tenant to induce signature of a lease. Concessions typically are in the form of reduced rent or free rent for a specific lease term, or free amenities, which are normally charged separately, such as parking.

Congregate (or independent living with services available) – Congregate properties offer support services such as meals and/or housekeeping, either on an optional basis or a limited amount included in the rents. These properties typically dedicate a larger share of the overall building area to common areas, in part, because the units are smaller than in adult housing and in part to encourage socialization among residents. These properties attract a slightly older target market than adult housing, typically seniors age 75 or older. Rents are also above those of the active adult buildings, even excluding the services. Currently, the term "congregate" has been replaced with "independent living" in the marketplace.

Contract Rent – The actual monthly rent payable by the tenant, including any rent subsidy paid on behalf of the tenant, to the owner, inclusive of all terms of the lease.

Demand – The total number of households that would potentially move into a proposed new or renovated housing project. These households must be of appropriate age, income, tenure and size for a specific proposed development. Components vary and can include, but are not limited to turnover, people living in substandard conditions, rent over-burdened households, income-qualified households and age of householder. Demand is project specific.

Density – Number of units in a given area. Density is typically measured in dwelling units (DU) per acre – the larger the number of units permitted per acre the higher the density; the fewer units permitted results in lower density. Density is often presented in a gross and net format:

> Gross Density – The number of dwelling units per acre based on the gross site acreage.
> *Gross Density = Total residential units/total development area*
> Net Density – The number of dwelling units per acre located on the site, but excludes public right-of-ways (ROW) such as streets, alleys, easements, open spaces, etc. *Net Density = Total residential units/total residential land area (excluding ROWs)*

Detached Housing – a freestanding dwelling unit, most often single-family homes, situated on its own lot.

Effective Rents – Contract rent less applicable concessions.

Elderly or Senior Housing – Housing where all the units in the property are restricted for occupancy by persons age 62 years or better, or at least 80% of the units in each building are restricted for occupancy by households where at least one household member is 55 years of age or better and the housing is designed with amenities, facilities and services to meet the needs of senior citizens.

Extremely Low-Income – Person or household with incomes below 30% of Area Median Income, adjusted for respective household size.

Fair Market Rent – Estimates established by HUD of the Gross Rents needed to obtain modest rental units in acceptable conditions in a specific geographic area. The amount of rental income a given property would command if it were open for leasing at any given moment and/or the amount derived based on market conditions that is needed to pay gross monthly rent at modest rental housing in a given area. This figure is used as a basis for determining the payment standard amount used to calculate the maximum monthly subsidy for families at financially assisted housing.

Fair Market Rent
Chisago County - 2024

	Fair Market Rent				
	EFF	1BR	2BR	3BR	4BR
Fair Market Rent	$1,174	$1,327	$1,622	$2,188	$2,478

Floor Area Ratio (FAR) Ratio of the floor area of a building to area of the lot on which the building is located.

Foreclosure – A legal process in which a lender or financial institute attempts to recover the balance of a loan from a borrower who has stopped making payments to the lender by using the sale of the house as collateral for the loan.

Gross Rent – The monthly housing cost to a tenant which equals the Contract Rent provided for in the lease, plus the estimated cost of all utilities paid by tenants. Maximum Gross Rents for Chisago County are shown in the figure below.

Gross Rent
Chisago County – 2024

	Maximum Gross Rent				
	EFF	1BR	2BR	3BR	4BR
30% of median	$652	$745	$838	$931	$1,006
50% of median	$1,087	$1,242	$1,397	$1,552	$1,677
60% of median	$1,305	$1,491	$1,677	$1,863	$2,013
80% of median	$1,740	$1,988	$2,236	$2,484	$2,684
100% of median	$2,175	$2,485	$2,795	$3,105	$3,355
120% of median	$2,610	$2,982	$3,354	$3,726	$4,026

Household – All persons who occupy a housing unit, including occupants of a single-family, one person living alone, two or more families living together, or any other group of related or unrelated persons who share living arrangements.

Household Trends – Changes in the number of households for any particular areas over a measurable period of time, which is a function of new household formations, changes in average household size, and net migration.

Housing Choice Voucher Program – The federal government's major program for assisting very low-income families, the elderly, and the disabled to afford decent, safe, and sanitary housing in the private market. A family that is issued a housing voucher is responsible for finding a suitable housing unit of the family's choice where the owner agrees to rent under the program. Housing choice vouchers are administered locally by public housing agencies. They receive federal funds from the U.S. Department of Housing and Urban Development (HUD) to administer the voucher program. A housing subsidy is paid to the landlord directly by the public housing agency on behalf of the participating family. The family then pays the difference between the actual rent charged by the landlord and the amount subsidized by the program.

Housing Unit – House, apartment, mobile home, or group of rooms used as a separate living quarters by a single household.

HUD Project-Based Section 8 – A federal government program that provides rental housing for very low-income families, the elderly, and the disabled in privately owned and managed rental units. The owner reserves some or all of the units in a building in return for a Federal government guarantee to make up the difference between the tenant's contribution and the rent. A tenant who leaves a subsidized project will lose access to the project-based subsidy.

HUD Section 202 Program – Federal program that provides direct capital assistance and operating or rental assistance to finance housing designed for occupancy by elder household who have incomes not exceeding 50% of Area Median Income.

HUD Section 811 Program – Federal program that provides direct capital assistance and operating or rental assistance to finance housing designed for occupancy of persons with disabilities who have incomes not exceeding 50% Area Median Income.

HUD Section 236 Program – Federal program that provides interest reduction payments for loans which finance housing targeted to households with income not exceeding 80% Area Median Income who pay rent equal to the greater or market rate or 30% of their adjusted income.

Income Limits – Maximum household income by a designed geographic area, adjusted for household size and expressed as a percentage of the Area Median Income, for the purpose of establishing an upper limit for eligibility for a specific housing program. See income-qualifications.

Inflow/Outflow – The Inflow/Outflow Analysis generates results showing the count and characteristics of worker flows in to, out of, and within the defined geographic area.

Low-Income – Person or household with gross household incomes below 80% of Area Median Income, adjusted for household size.

Low-Income Housing Tax Credit – A program aimed to generate equity for investment in affordable rental housing authorized pursuant to Section 42 of the Internal Revenue Code. The program requires that a certain percentage of units built be restricted for occupancy to households earning 60% or less of Area Median Income, and rents on these units be restricted accordingly.

Market Analysis – The study of real estate market conditions for a specific type of property, geographic area or proposed (re)development.

Market Rent – The rent that an apartment, without rent or income restrictions or rent subsidies, would command in a given area or "Market Area" considering its location, features and amenities.

<u>Market Study</u> – A comprehensive study of a specific proposal including a review of the housing market in a defined market or geography. Project specific market studies are often used by developers, property managers or government entities to determine the appropriateness of a proposed development, whereas market specific market studies are used to determine what housing needs, if any, existing within a specific geography.

<u>Market Rate Rental Housing</u> – Housing that does not have any income-restrictions. Some properties will have income guidelines, which are minimum annual incomes required in order to reside at the property.

<u>Memory Care</u> – Memory Care properties, designed specifically for persons suffering from Alzheimer's disease or other dementias, is one of the newest trends in senior housing. Properties consist mostly of suite-style or studio units or occasionally one-bedroom apartment-style units, and large amounts of communal areas for activities and programming. In addition, staff typically undergoes specialized training in the care of this population. Because of the greater amount of individualized personal care required by residents, staffing ratios are much higher than traditional assisted living and thus, the costs of care are also higher. Unlike conventional assisted living, however, which deals almost exclusively with widows or widowers, a higher proportion of persons afflicted with Alzheimer's disease are in two-person households. That means the decision to move a spouse into a memory care facility involves the caregiver's concern of incurring the costs of health care at a special facility while continuing to maintain their home.

<u>Migration</u> – The movement of households and/or people into or out of an area.

<u>Mixed-Income Property</u> – An apartment property contained either both income-restricted and unrestricted units or units restricted at two or more income limits.

<u>Mobility</u> – The ease at which people move from one location to another. Mobility rate is often illustrated over a one-year time frame.

<u>Moderate Income</u> – Person or household with gross household income between 80% and 120% of the Area Median Income, adjusted for household size.

<u>Multifamily</u> – Properties and structures that contain more than two housing units.

<u>Naturally Occurring Affordable Housing</u> – Although affordable housing is typically associated with an income-restricted property, there are other housing units in communities that indirectly provide affordable housing. Housing units that were not developed or designated with income guidelines (i.e. assisted) yet are more affordable than other units in a community are considered "naturally-occurring" or "unsubsidized affordable" units. This rental supply is available through the private market, versus assisted housing programs through various governmental agencies. Property values on these units are lower based on a combination of factors, such as: age of structure/housing stock, location, condition, size, functionally obsolete, school district, etc.

Net Income – Income earned after payroll withholdings such as state and federal income taxes, social security, as well as retirement savings and health insurance.

Net Worth – The difference between assets and liabilities, or the total value of assets after the debt is subtracted.

Pent-Up Demand – A market in which there is a scarcity of supply and as such, vacancy rates are very low or non-existent.

Population – All people living in a geographic area.

Population Density – The population of an area divided by the number of square miles of land area.

Population Trends – Changes in population levels for a particular geographic area over a specific period of time – a function of the level of births, deaths, and in/out migration.

Project-Based Rent Assistance – Rental assistance from any source that is allocated to the property or a specific number of units in the property and is available to each income eligible tenant of the property or an assisted unit.

Redevelopment – The redesign, rehabilitation or expansion of existing properties.

Rent Burden – Gross rent divided by adjusted monthly household income.

Restricted Rent – The rent charged under the restriction of a specific housing program or subsidy.

Saturation – The point at which there is no longer demand to support additional market rate, affordable/subsidized, rental, for-sale, or senior housing units. Saturation usually refers to a particular segment of a specific market.

Senior Housing – The term “senior housing” refers to any housing development that is restricted to people age 55 or older. Today, senior housing includes an entire spectrum of housing alternatives. Maxfield Research Consulting classifies senior housing into four categories based on the level of support services. The four categories are: Active Adult, Congregate, Assisted Living and Memory Care.

Short Sale – A sale of real estate in which the net proceeds from selling the property do not cover the sellers’ mortgage obligations. The difference is forgiven by the lender, or other arrangements are made with the lender to settle the remainder of the debt.

Single-Family Home – A dwelling unit, either attached or detached, designed for use by one household and with direct street access. It does not share heating facilities or other essential electrical, mechanical or building facilities with another dwelling.

Stabilized Level of Occupancy – The underwritten or actual number of occupied units that a property is expected to maintain after the initial lease-up period.

Subsidized Housing – Housing that is income-restricted to households earning at or below 30% AMI. Rent is generally based on income, with the household contributing 30% of their adjusted gross income toward rent. Also referred to as extremely low-income housing.

Subsidy – Monthly income received by a tenant or by an owner on behalf of a tenant to pay the difference between the apartment's contract/market rate rent and the amount paid by the tenant toward rent.

Substandard Conditions – Housing conditions that are conventionally considered unacceptable and can be defined in terms of lacking plumbing facilities, one or more major mechanical or electrical system malfunctions, or overcrowded conditions.

Target Population – The market segment or segments of the given population a development would appeal or cater to.

Tenant – One who rents real property from another individual or rental company.

Tenant-Paid Utilities – The cost of utilities, excluding cable, telephone, or internet necessary for the habitation of a dwelling unit, which are paid by said tenant.

Tenure – The distinction between owner-occupied and renter-occupied housing units.

Turnover – A measure of movement of residents into and out of a geographic location.

Turnover Period – An estimate of the number of housing units in a geographic location as a percentage of the total house units that will likely change occupants in any one year.

Unrestricted Units – Units that are not subject to any income or rent restrictions.

Vacancy Period – The amount of time an apartment remains vacant and is available on the market for rent.

Workforce Housing – Housing that is income-restricted to households earning between 80% and 120% AMI. Also referred to as moderate-income housing.

Zoning – Classification and regulation of land use by local governments according to use categories (zones); often also includes density designations and limitations.