



TOWN OF CHARLESTOWN

CHARLESTOWN

2019 Statistical Property Revaluation Project

**R.I. General Law
44-5-11.5 & 44-5-11.6**

VISION GOVERNMENT SOLUTIONS, INC., is the revaluation company contracted to assist the Charlestown Tax Assessor with this project





TOWN OF CHARLESTOWN

REVALUATION EXPLAINED

- A revaluation project is a property valuation and tax equalization program that involves the reappraisal of all taxable property within a municipality.
- Since all assessed valuations are based on sales as of a certain date, later changes in the market will gradually make assessments out of step with the real estate marketplace.
- The rise and fall of real estate values make certain properties more valuable or less valuable, in relation to each other.
- Revaluations are **required by Rhode Island law**, in order to assure that all property owners are paying only their fair share of the municipal tax burden.

SALES ANALYSIS and LAND PRICING

- Review all qualified sale properties that have occurred during the previous 12 months.
 - Make sure construction details are correct.
 - Make onsite inspections if there appear to be inaccuracies.
 - Verify lot sizes and pricing, for vacant land sales.
 - Compare previous year's sales prices to determine market value trends
 - Determine site values using allocation method, if necessary
 - Apply appropriate site index and /or neighborhood code (street index) in order to establish base acreage price.
 - Compare assessed value to sale price.
 - Determine median and average sale to assessment ratios.
 - Adjust values to surrounding/similar properties.
 - Analyze values.

THE REVALUATION PROCESS



1. DATA COLLECTION

- Inspection of recently sold properties
- Building Permit Inspections
- Data Entry into CAMA

2. PRIMARY ANALYSIS

- Building Costs
- Neighborhood Delineation
- Age/Depreciation Correlation
- Land Values
- Statistical Verification

3. FIELD REVIEW

- Drive by review of proposed values
- Observe economic influences
- Do individual values make sense?
- Additional discovery & adjustments

4. FINAL ANALYSIS

- Additional data collected in Field Review
- Latest sales data analyzed
- Final adjustments

5. INFORMAL HEARINGS

Property owners have an opportunity to offer information to the Reval company or Assessor, if they feel their value is not in line with the market, or if they feel the property information is incorrect. This is called an “Informal Hearing”

6. FORMAL APPEAL PROCESS

Property Owners have the right to appeal their value. First to the Assessor, then if needed, to a local Tax Board of Review, and finally to Superior Court.

HOW ARE VALUES ESTABLISHED?



TOWN OF CHARLESTOWN

MARKET VALUE

Finding the market value of your property involves discovering the price most people would pay for it in its present condition.

The market value of real estate is forever changing; from one year to the next and certainly during a 3-year Revaluation period.

Methods used to determine Property Value

Sales Comparison Approach

Analyze many sales to arrive at a fair valuation for your property. Size, quality, condition, location, time of sale, and mortgage rates are all important factors to consider.

Cost Approach

A second way to value your property is based on how much money it would take, at current material and labor costs, to replace your property with one similar.

When the only sales available for comparison are those with building improvements, measure of land value can be gained by allocating from the total selling price that portion reasonably attributable to the building; this is known as the allocation method of land pricing.

Income Approach

The third way is to evaluate how much income your property would produce if it were rented as an apartment, house, or store. Items considered are operating expenses, taxes, insurance, maintenance costs, and the return most people would expect on your kind of property.

REVALUATION STATISTICS



TOWN OF CHARLESTOWN



The Tax Assessor's office, with the assistance of Vision Government Solutions has developed new assessments for the 2019 State-mandated Statistical Revaluation Project. The new assessments will be used for the 2020 tax bills.

The 2019 Statistical Revaluation Project has determined the following general assessment changes:

(Some owners will see greater increases and some less.)

Single Family Homes:

Median Assessment Value

2016 was \$333,000 2019 is now \$391,000;

Range of Median increase in Assessment

16-20%

Vacant Land:

Median Assessment Value

2016 was \$150,000 2019 is now \$176,000;

Range of Median increase in Assessment

14-16%

Condominiums:

Median Assessment Value

2016 was \$110,000 2019 is now \$160,000;

Range of Median increase in Assessment

21-40%

Commercial / Industrial Properties:

Median Assessment Value

2016 was \$364,000 2019 is now \$410,000;

Range of Median increase in Assessment

16-18%

<http://gis.vgsi.com/CharlestownRI/>



**CURRENT
2019 REVALUATION SALES**

VERSUS

**PREVIOUS
2016 REVALUATION SALES**

**A VIEW OF PROPERTY
VALUATION CHANGES OVER TIME**

SALE-OVER-SALE



SINGLE FAMILY HOMES

VALUATION RANGE

Current Purchase Price

Value Range

\$200,000 to \$300,000

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

SCAPA FLOW ROAD



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
7/18/2016	\$189,000	2/24/2017	\$225,000	19%

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

SOUTH COUNTY TRAIL



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
8/24/2015	\$175,000	12/17/2018	\$230,000	31%

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

SKAGERRAK ROAD



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
12/28/2015	\$207,500	5/2/2019	\$246,000	19%

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

COLUMBIA HEIGHTS OVAL



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
11/7/2016	\$199,560	6/23/2017	\$265,000	33%

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

EAST CHARLES STREET



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
5/21/2014	\$195,000	9/14/2018	\$285,000	46%



SINGLE FAMILY HOMES

VALUATION RANGE

Current Purchase Price

Value Range

\$301,000 to \$450,000

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

OAK WOOD DRIVE



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
10/10/2014	\$223,000	8/12/2019	\$310,000	39%

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

RIVERVIEW DRIVE



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
9/25/2015	\$230,000	9/30/2019	\$348,000	51%

SALES COMPARISON OVER TIME



SANTUARY ROAD



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
9/23/2015	\$245,000	11/19/2018	\$355,000	45%

SALES COMPARISON OVER TIME



RIVERVIEW DRIVE



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
7/28/2015	\$240,000	9/30/2019	\$370,000	54%

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

PEQUOT DRIVE



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
10/31/2014	\$257,500	9/20/2018	\$388,500	51%

SINGLE FAMILY HOMES

VALUATION RANGE

Current Purchase Price

Value Range

\$451,000 to \$675,000

SALES COMPARISON OVER TIME



BLUE RIDGE DRIVE



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
10/16/2015	\$439,900	10/23/2017	\$480,000	9%

SALES COMPARISON OVER TIME



SENECA TRAIL



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
7/16/2014	\$386,000	7/14/2017	\$485,000	26%

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

PARTRIDGE RUN



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
6/26/2014	\$425,000	1/15/2019	\$485,000	14%

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

BLUE RIDGE DRIVE



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
6/5/2015	\$459,000	6/16/2017	\$524,000	14%

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

OVERLOOK AVENUE



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
4/8/2016	\$599,000	1/25/2019	\$685,000	14%



SINGLE FAMILY HOMES

VALUATION RANGE

Current Purchase Price

Value Range

\$1,000,000 +

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

HIGHLAND ROAD



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
8/18/2015	\$1,325,000	12/31/2019	\$1,700,000	28%

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

POWAGET AVENUE



2016 Reval Sale		2019 Reval Sale		% Inc / Dec
Sale Date	Sale Price	Sale Date	Sale Price	
9/23/2015	\$2,600,000	3/4/2019	\$2,125,000	-18%

SALES COMPARISON OVER TIME



TOWN OF CHARLESTOWN

CONDOMINIUMS

	2016 Reval Sale		2019 Reval Sale		% Inc /Dec
	Sale Date	Sale Price	Sale Date	Sale Price	
MARITIME PARK					
MARITIME DRIVE	09/11/2014	\$265,000	08/02/2017	\$290,000	9%
VILLAGE FARM					
JOSEPHINE DRIVE	12/11/2014	\$169,900	11/13/2018	\$215,000	27%
JOSEPHINE DRIVE	10/26/2015	\$145,900	11/28/2018	\$183,500	26%
NINIGRET INN					
PROSSER TRAIL	05/11/2016	\$58,000	10/24/2017	\$58,800	1%
PROSSER TRAIL	09/16/2015	\$85,000	03/15/2018	\$82,000	-4%
KINGSLAND					
KINGSLAND COURT	04/30/2014	\$102,000	05/29/2019	\$125,000	23%
KINGSLAND COURT	07/09/2014	\$115,000	01/08/2019	\$152,000	32%
CASTLEROCK					
NORTH CASTLE WAY	03/13/2016	\$110,000	03/27/2019	\$155,000	41%
WEST CASTLE WAY	09/03/2015	\$125,600	08/25/2017	\$140,000	11%
WEST CASTLE WAY	10/27/2017	\$146,000	06/28/2019	\$189,000	29%



MOBILE HOMES

	2016 Reval Sale		2019 Reval Sale		% Inc /Dec
	Sale Date	Sale Price	Sale Date	Sale Price	
BORDER HILL					
CATALPA COURT	07/01/2015	\$72,500	11/06/2018	\$88,000	21%
INDIAN CEDAR					
TURTLE TRAIL	07/15/2014	\$30,000	07/12/2018	\$35,000	17%



TOWN OF CHARLESTOWN

NEIGHBORHOOD SALES MAPS

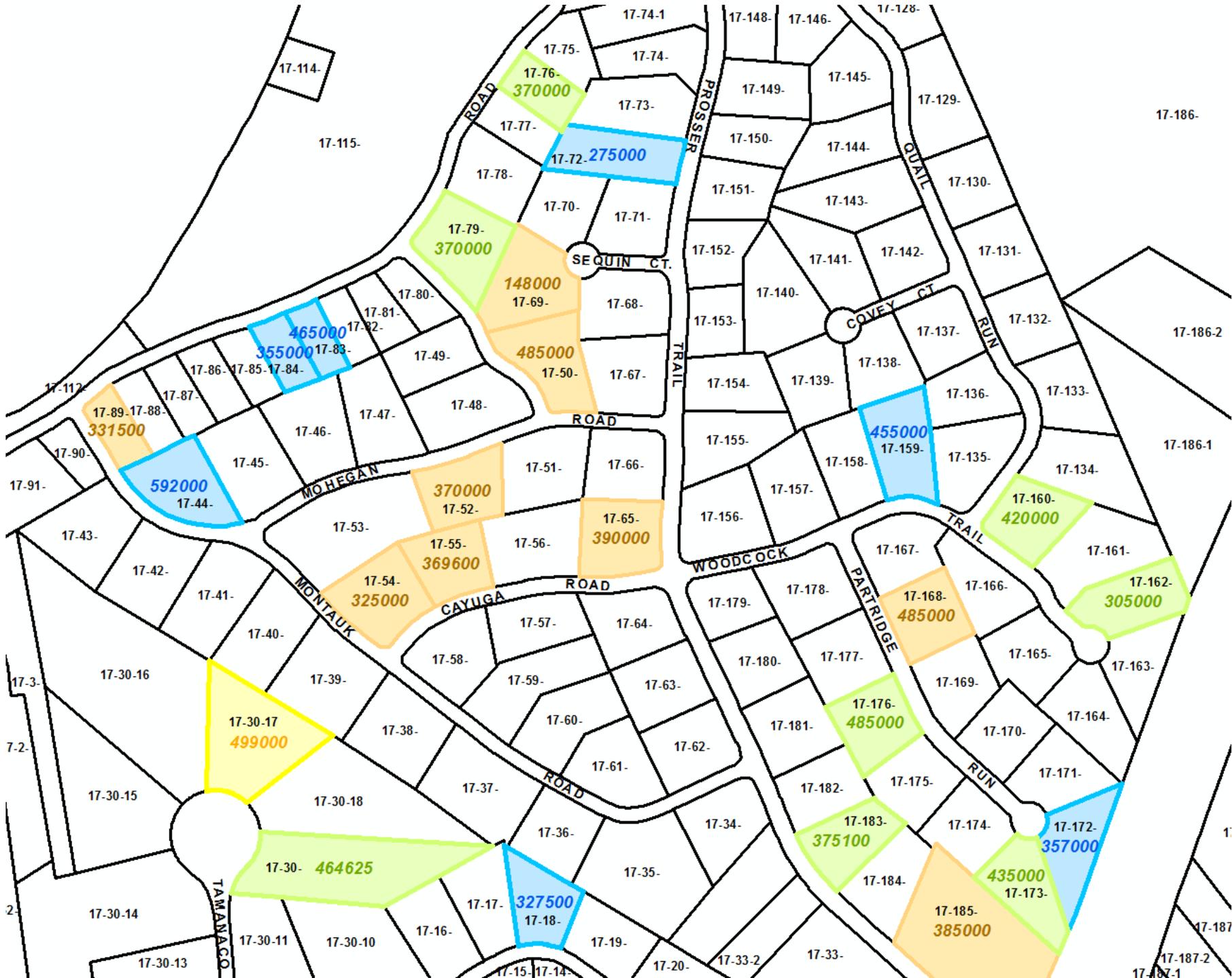
**Current Purchase Price
2017 through 2019**

WATCHAUG HEIGHTS

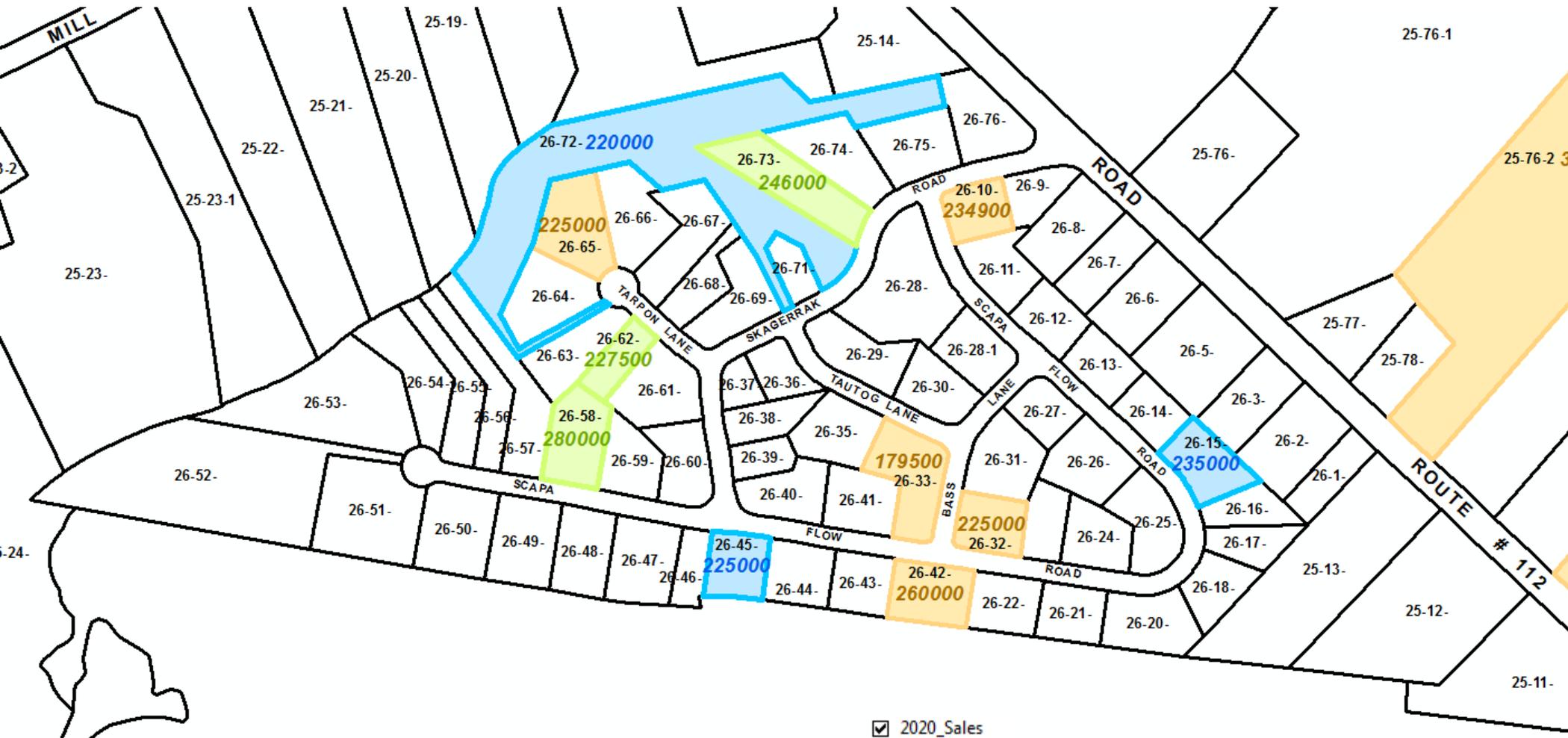


TOWN OF CHARLESTOWN

- 2020_Sales
- 2019_Sales
- 2018_Sales
- 2017_Sales



FIVE SEASONS

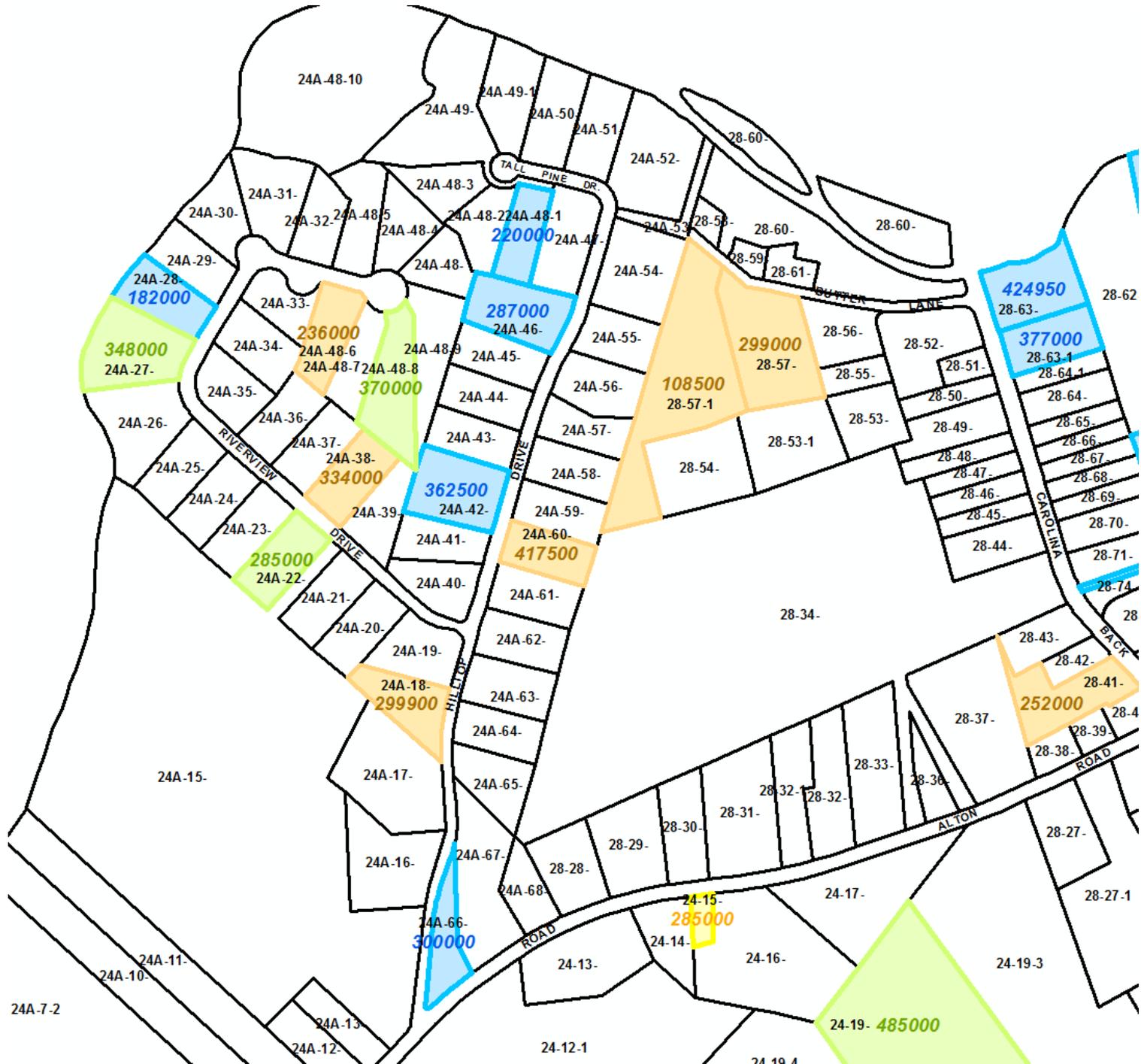


- 2020_Sales
- 2019_Sales
- 2018_Sales
- 2017_Sales

RIVERCREST ESTATES



- 2020_Sales
- 2019_Sales
- 2018_Sales
- 2017_Sales



WHISPERING PINES



TOWN OF CHARLESTOWN

- 2020_Sales
- 2019_Sales
- 2018_Sales
- 2017_Sales

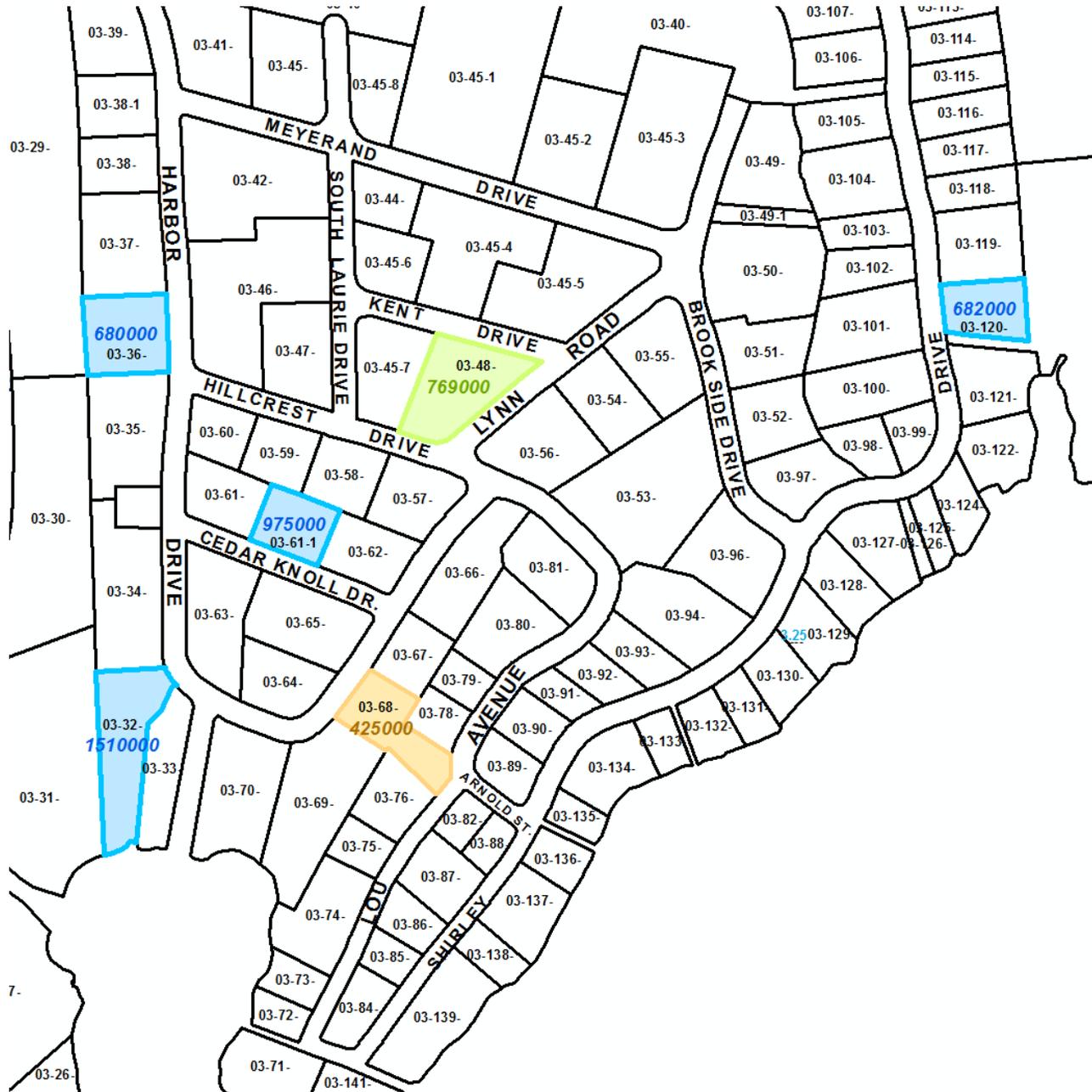


SHADY HARBOR



TOWN OF CHARLESTOWN

- 2020_Sales
- 2019_Sales
- 2018_Sales
- 2017_Sales

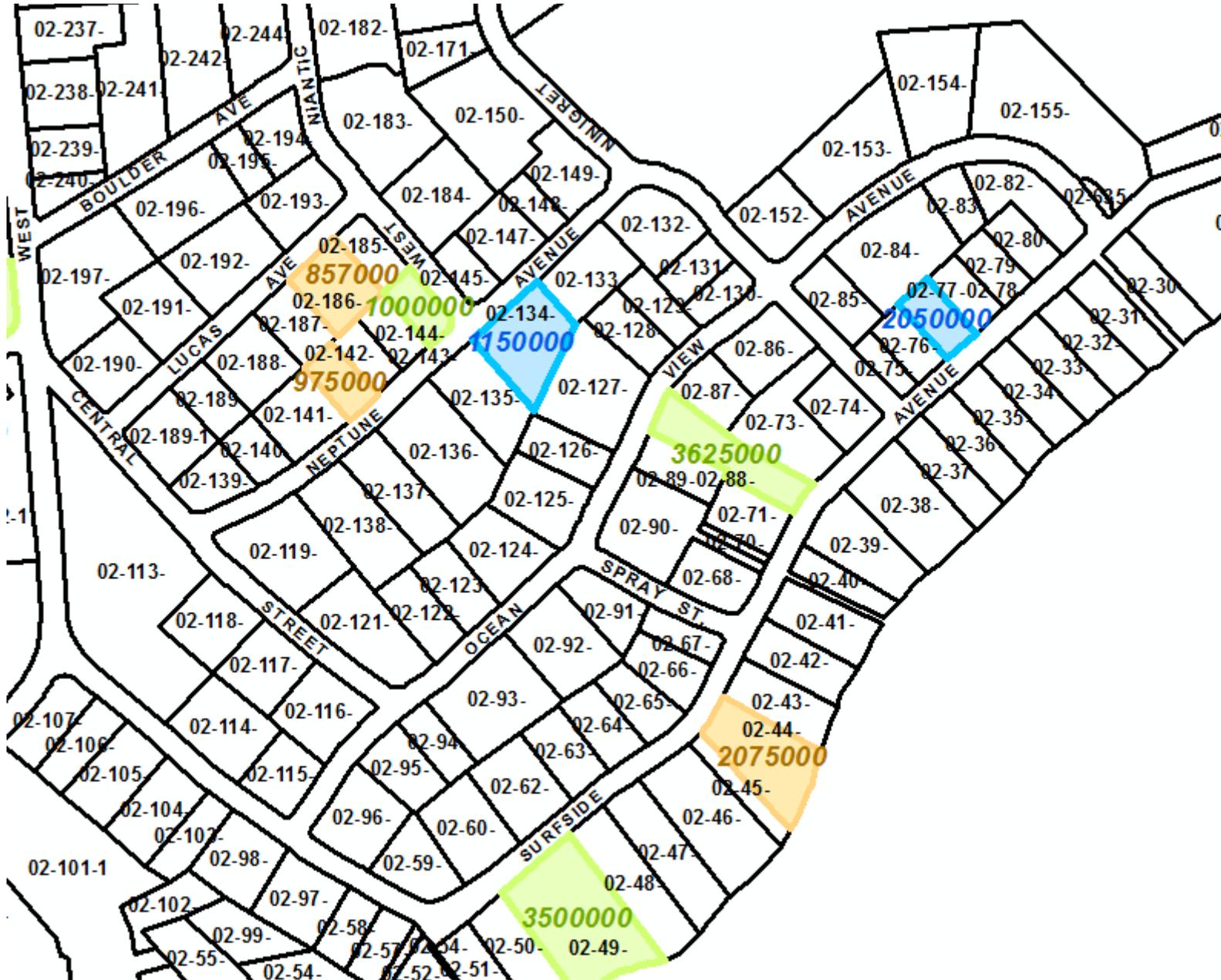


CENTRAL BEACH (Southern area)



TOWN OF CHARLESTOWN

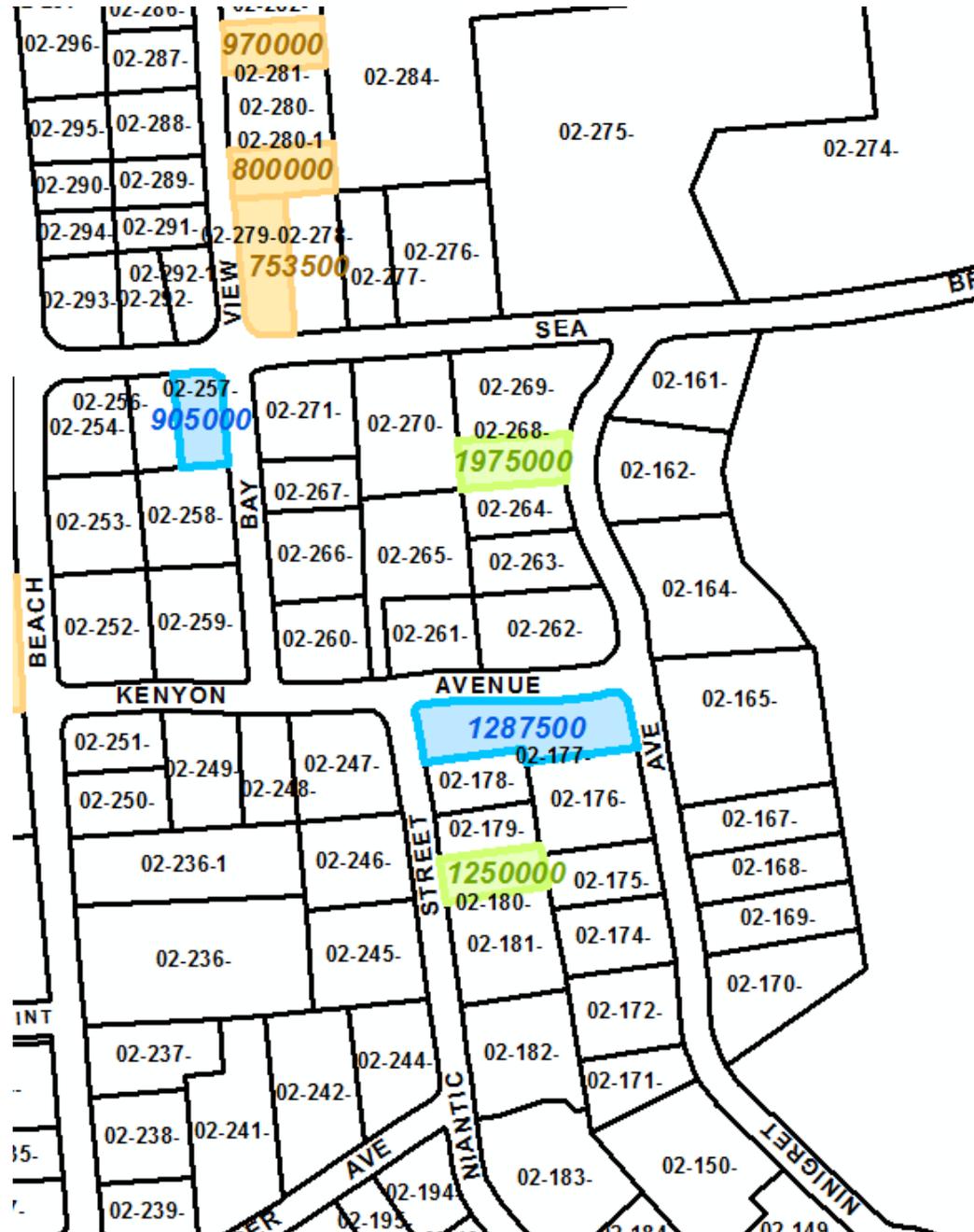
- 2020_Sales
- 2019_Sales
- 2018_Sales
- 2017_Sales



CENTRAL BEACH (Northern area)



TOWN OF CHARLESTOWN

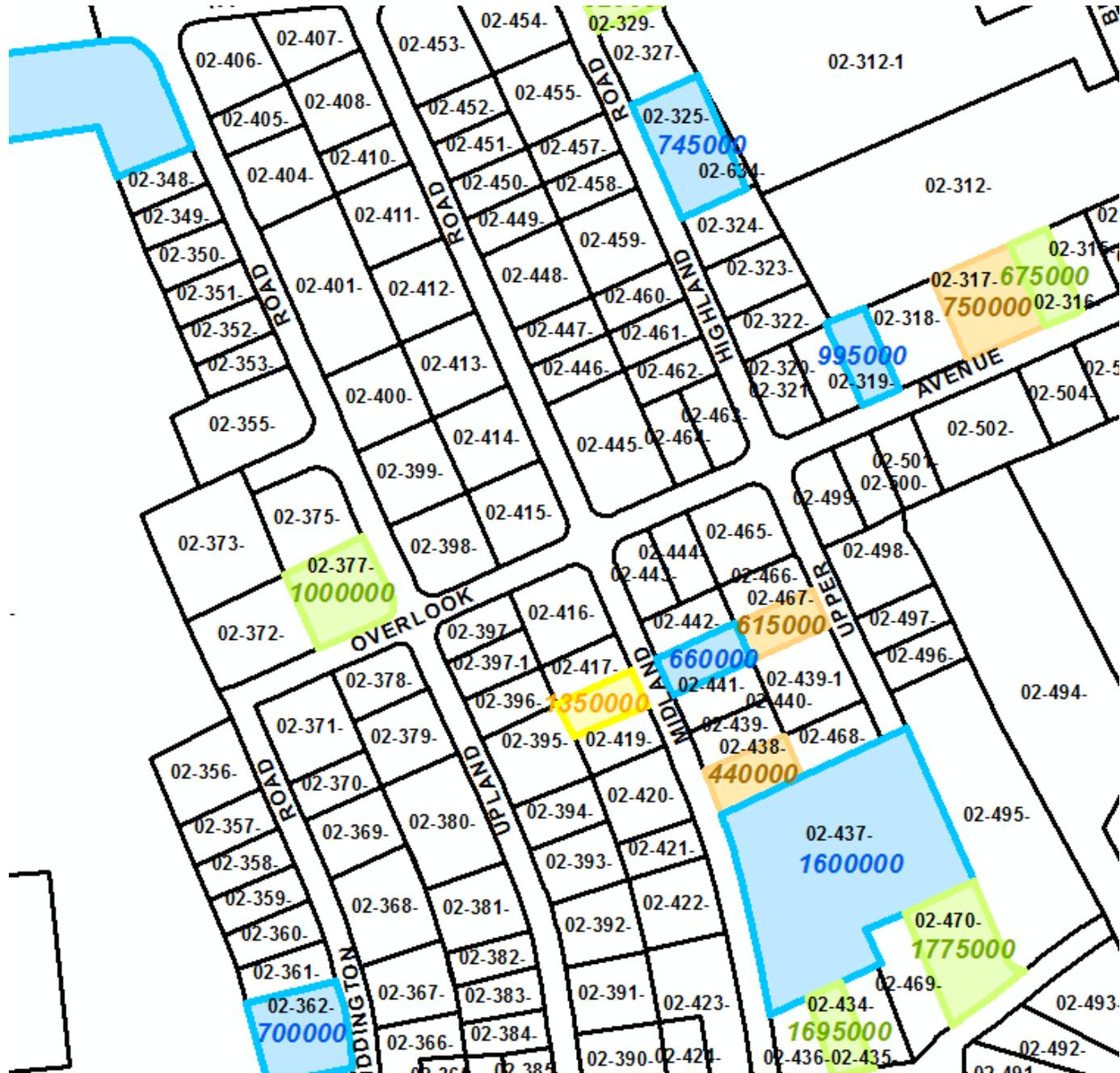


QEBA (Northern area)



TOWN OF CHARLOTTOWN

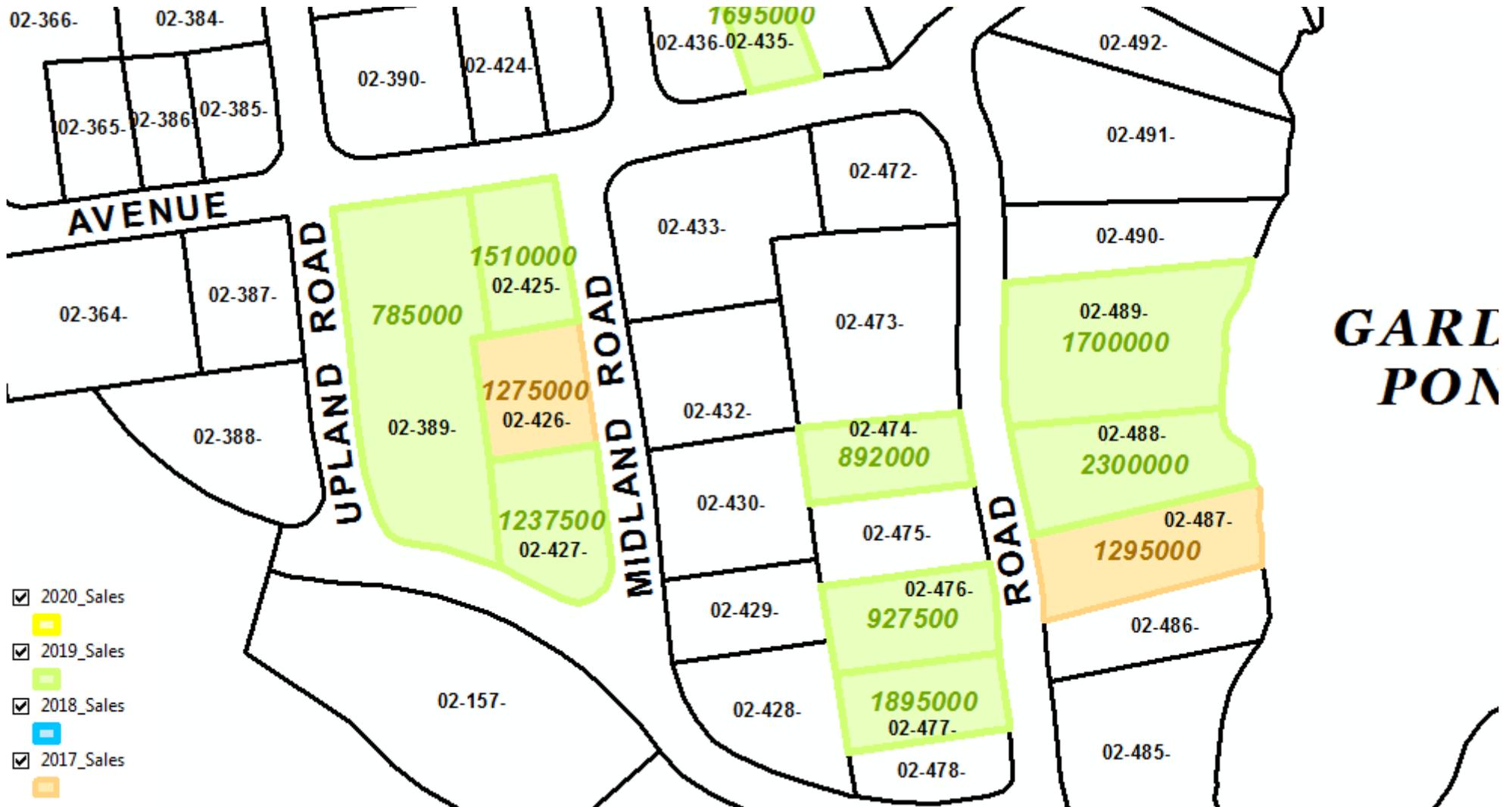
- 2020_Sales
- 2019_Sales
- 2018_Sales
- 2017_Sales



QEBA (Southern area)



TOWN OF CHARLESTOWN





TOWN OF CHARLESTOWN

2019 STATISTICAL ANALYSIS

2019 – 242 Sales

2018 – 226 Sales

2017 – 267 Sales

REVALUATION STATISTICS

Summary

REAL ESTATE STATISTICS – SALES IN YEAR OF REVAL



2019 SALES

Median = Mid-point of Sales in an array

Mean = Average of Sales

Land Use	Count	COD	Median A/S Ratio	Median Sale Price	Median Appraised	Mean Sale Price	Mean Appraised	Mean A/S Ratio
1010 , SINGLE FAM MDL-01	188	2.88	0.9715	\$401,000.00	\$389,050.00	\$574,230.41	\$550,497.87	0.9635
1011 , NO LAND MDL-01	1	0	0.9838	\$104,900.00	\$103,200.00	\$104,900.00	\$103,200.00	0.9838
1021 , RES CONDO MDL-05	23	4.03	0.9927	\$189,000.00	\$188,000.00	\$191,734.78	\$189,395.65	0.9920
1030 , MFG HOME	6	5.21	0.9446	\$75,000.00	\$68,850.00	\$70,249.17	\$65,383.33	0.9390
1060 , IMPR LAND	1	0	0.9600	\$160,000.00	\$153,600.00	\$160,000.00	\$153,600.00	0.9600
1070 , SEASONAL	3	0.62	0.9890	\$420,000.00	\$415,400.00	\$388,333.33	\$382,166.67	0.9830
1090 , Multi HSE	2	1.32	0.9678	\$789,250.00	\$758,100.00	\$789,250.00	\$758,100.00	0.9678
1125 , GROUP HOME-PRIVATE	2	0.73	0.9386	\$548,004.50	\$513,200.00	\$548,004.50	\$513,200.00	0.9386
1300 , VAC RES LD	11	4.93	0.9631	\$207,500.00	\$187,100.00	\$323,409.09	\$305,964.82	0.9338
1320 , VAC NOT DV	4	2.2	0.9582	\$43,500.00	\$40,950.00	\$43,625.00	\$41,425.00	0.9565
1500 , Othr V Lnd	1	0	0.7732	\$380,000.00	\$293,800.00	\$380,000.00	\$293,800.00	0.7732
	242	3.25	0.9703	\$370,000.00	\$356,400.00	\$500,012.90	\$479,392.62	0.9635

Number of Sales
Just 2019

COD - Coefficient of Dispersion
IAAO Standards

- **Single-family homes and condominiums:** CODs of 5 to 10 for newer or fairly similar residences and 5 to 15 for older or more heterogeneous areas
- **Income-producing properties:** CODs of 5 to 15 in larger, urban areas and 5 to 20 in other areas
- **Vacant land:** CODs of 5 to 20 in urban areas and 5 to 25 in rural or seasonal recreation areas
- **Rural residential, seasonal, and manufactured homes:** CODs of 5 to 20.

Assessment / Sale Price
Ratio:

The ratio of assessed value to the sale price of a property.

IAAO Standard

The median ratio should be between 0.90 and 1.10

Summary:

- 242 Sales
- Adjustments made to Land and Building Price tables tighten A/S Ratio and refine COD.
- Median Ratios and Mean Ratios are similar.

REAL ESTATE STATISTICS - 2018 and 2019 SALES



TOWN OF CHARLESTOWN

Median = Mid-point of Sales in an array

Mean = Average of Sales

Land Use	▲ Count	COD	Median A/S Ratio	Median Sale Price	Median Appraised	Mean Sale Price	Mean Appraised	Mean A/S Ratio
1010 , SINGLE FAM MDL-01	359	5.54	0.9730	\$389,900.00	\$380,100.00	\$522,790.75	\$509,072.14	0.9878
1011 , NO LAND MDL-01	1	0	0.9838	\$104,900.00	\$103,200.00	\$104,900.00	\$103,200.00	0.9838
1021 , RES CONDO MDL-05	54	7.22	0.9946	\$169,500.00	\$174,400.00	\$169,393.52	\$174,383.33	1.0327
1030 , MFG HOME	15	3.53	0.9650	\$72,000.00	\$67,400.00	\$62,826.33	\$59,980.00	0.9631
1040 , TWO FAMILY	1	0	1.0973	\$377,000.00	\$413,700.00	\$377,000.00	\$413,700.00	1.0973
1060 , IMPR LAND	1	0	0.9600	\$160,000.00	\$153,600.00	\$160,000.00	\$153,600.00	0.9600
1070 , SEASONAL	7	2.13	0.9808	\$420,000.00	\$415,400.00	\$395,714.29	\$387,700.00	0.9748
1090 , Multi HSE	5	6.93	0.9806	\$424,950.00	\$539,900.00	\$674,389.80	\$681,280.00	1.0337
1125 , GROUP HOME-PRIVATE	2	0.73	0.9386	\$548,004.50	\$513,200.00	\$548,004.50	\$513,200.00	0.9386
1300 , VAC RES LD	15	4.76	0.9631	\$155,000.00	\$130,300.00	\$277,153.33	\$263,354.20	0.9438
1320 , VAC NOT DV	6	17.35	0.9354	\$50,000.00	\$42,009.00	\$70,416.67	\$41,619.67	0.8053
1500 , Othr V Lnd	2	12.73	0.8860	\$427,500.00	\$384,100.00	\$427,500.00	\$384,100.00	0.8860
	468	5.88	0.9737	\$354,500.00	\$346,000.00	\$451,038.85	\$439,869.08	0.9883

COD - Coefficient of Dispersion

IAAO Standards

Number of Sales
2018 - 2019

- **Single-family homes and condominiums:** CODs of 5 to 10 for newer or fairly similar residences and 5 to 15 for older or more heterogeneous areas
- **Income-producing properties:** CODs of 5 to 15 in larger, urban areas and 5 to 20 in other areas
- **Vacant land:** CODs of 5 to 20 in urban areas and 5 to 25 in rural or seasonal recreation areas
- **Rural residential, seasonal, and manufactured homes:** CODs of 5 to 20.

Assessment / Sale Price Ratio:

The ratio of assessed value to the sale price of a property. IAAO Standard: The *Standard on Ratio Studies* (2013) stipulates that the median ratio should be between 0.90 and 1.10

Summary:

- 471 Total Sales
- COD of 5.97 with 2018 and 2019 Sales combined depict a slightly increasing real estate market over this time period.
- Median Ratios and Mean Ratios are becoming similar.

REAL ESTATE STATISTICS - 2017 - 2019 SALES



TOWN OF CHARLESTOWN

Median = Mid-point of Sales in an array

Mean = Average of Sales

Land Use	Count	COD	Median A/S Ratio	Median Sale Price	Median Appraised	Mean Sale Price	Mean Appraised	Mean A/S Ratio
1010 , SINGLE FAM MDL-01	564	12.39	0.9803	\$375,000.00	\$382,450.00	\$505,669.02	\$510,590.25	1.0558
1011 , NO LAND MDL-01	1	0	0.9838	\$104,900.00	\$103,200.00	\$104,900.00	\$103,200.00	0.9838
1021 , RES CONDO MDL-05	82	10.18	0.9954	\$159,900.00	\$171,100.00	\$167,401.83	\$175,501.22	1.0630
1030 , MFG HOME	19	9.62	0.9714	\$63,500.00	\$54,400.00	\$60,020.79	\$56,089.47	0.9833
1040 , TWO FAMILY	4	34.94	1.1944	\$254,500.00	\$303,500.00	\$249,000.00	\$319,750.00	1.4967
1060 , IMPR LAND	1	0	0.9600	\$160,000.00	\$153,600.00	\$160,000.00	\$153,600.00	0.9600
1070 , SEASONAL	12	6.41	0.9849	\$367,500.00	\$362,850.00	\$417,083.33	\$414,633.33	1.0228
1080 , ESTATE	1	0	1.0221	\$2,700,000.00	\$2,759,800.00	\$2,700,000.00	\$2,759,800.00	1.0221
1090 , Multi HSE	9	11.94	1.0812	\$424,950.00	\$524,400.00	\$674,661.00	\$731,588.89	1.1155
1125 , GROUP HOME-PRIVATE	2	0.73	0.9386	\$548,004.50	\$513,200.00	\$548,004.50	\$513,200.00	0.9386
1300 , VAC RES LD	29	30.32	0.9795	\$130,000.00	\$138,600.00	\$214,541.38	\$228,279.38	1.1965
1320 , VAC NOT DV	9	28.08	0.9231	\$50,000.00	\$37,000.00	\$64,166.67	\$35,257.89	0.7396
1500 , Othr V Lnd	2	12.73	0.8860	\$427,500.00	\$384,100.00	\$427,500.00	\$384,100.00	0.8860
	735	13.07	0.9835	\$335,000.00	\$347,000.00	\$440,615.96	\$446,281.94	1.0579

Number of Sales
2017 - 2019

COD - Coefficient of Dispersion

IAAO Standards

- **Single-family homes and condominiums:** CODs of 5 to 10 for newer or fairly similar residences and 5 to 15 for older or more heterogeneous areas
- **Income-producing properties:** CODs of 5 to 15 in larger, urban areas and 5 to 20 in other areas
- **Vacant land:** CODs of 5 to 20 in urban areas and 5 to 25 in rural or seasonal recreation areas
- **Rural residential, seasonal, and manufactured homes:** CODs of 5 to 20.

Assessment / Sale Price
Ratio:

The ratio of assessed value to the sale price of a property. IAAO Standard: The *Standard on Ratio Studies* (2013) stipulates that the median ratio should be between 0.90 and 1.10

Summary:

- **738 Total Sales**
- **COD of 13.09 with 2017, 2018 and 2019 Sales combined depict an increasing real estate market over this time period.**
- **Median Ratios and Mean Ratios are dissimilar.**



TOWN OF CHARLESTOWN

THE REVAL STORY

The end

MORTGAGE RATE / MONTHLY PAYMENT COMPARISON



INTEREST RATE 2016 REVAL

MORTGAGE LOAN CALCULATOR		MONTHLY LOAN PAYMENT	
		\$1,687	
LOAN DETAILS	VALUES	KEY STATISTICS	TOTALS
Purchase Price	\$0	Monthly Loan Payments	\$1,687
Interest Rate	4.5%	Total Monthly Payments*	\$606,167
Duration of Loan (in months)	360	Total Loan Payments	\$606,167
Loan Amount	\$333,000	Total Interest Paid	\$273,167

INTEREST RATE 2019 REVAL

MORTGAGE LOAN CALCULATOR		MONTHLY LOAN PAYMENT	
		\$1,648	
LOAN DETAILS	VALUES	KEY STATISTICS	TOTALS
Purchase Price	\$0	Monthly Loan Payments	\$1,648
Interest Rate	3.0%	Total Monthly Payments*	\$592,474
Duration of Loan (in months)	360	Total Loan Payments	\$592,474
Loan Amount	\$391,000	Total Interest Paid	\$201,474