

SUCCESS STORY

A GRANDSTAND PERFORMANCE FROM COLLIERS INTERNATIONAL AS MIDLANDS ARENA SAVES £1M IN RATES

TEAM – RATING BIRMINGHAM

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STATISTICS
£1m savings

SERVICES PROVIDED

Rating Valuation

www.colliers.com/uk

CHALLENGE

This indoor arena in the Midlands had seen its assessment of rateable value increase by 25% over the agreed 2000 rating list assessment – but the Colliers rating team was on hand to scrutinise the methodology behind the valuation and negotiate a reduction.

STRATEGY

Our research suggested that the Valuation Office had not been consistent in its valuation approach to this particular class of property.

We negotiated on our client's behalf and gained agreement to take into account accepted assessments of similar properties in the Midlands and the North, examining factors such as seating capacity, seating adaptability, car parking and general location. We then analysed these on a per seat basis.

We also contended that for the purposes of valuation, the arena should be merged with the adjoining multi-storey car park. The value assigned to the 2,600-space car park had risen dramatically over recent years, increasing by 100% through revaluation.

SERVICES

- Initial recommendation and advice from a professional rating surveyor with extensive market experience;
- Detailed measuring survey allowing instigation of procedures to ensure the lowest level of liability is being charged;
- Full analysis of subject property rental transaction, and transactions based on comparable properties in the marketplace;
- Proactive lead in discussions with the Valuation Office to ensure best results.
- Provision of additional advice and recommendations on Valuation Office forms of return, Small Business Rate Relief and applications to local authorities on vacant areas of commercial properties;
- Continued rating advice and support throughout life of the rating list.
- Direct internal link to all of Colliers International's commercial property services, providing wide range of support for all types of commercial property.

RESULTS

The Valuation Office accepted arguments on both counts. In spite of the multi-storey car park being put mainly to public use during the day, we managed to secure agreement for it to be merged with the arena – bringing about a reduction in rateable value of 44%. The result was a welcome cash saving for our client of more than £1m.