

# SUCCESS STORY

RATING TEAM NETS £160,000 CASH SAVINGS FOR CAR DEALERSHIP

## TEAM – RATING BIRMINGHAM

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## STATISTICS

£160,000 savings

## SERVICES PROVIDED

Rating Valuation

[www.colliers.com/uk](http://www.colliers.com/uk)

## CHALLENGE

Droitwich Garage instructed Colliers International Rating to investigate their rating assessment at their dealership situated on the ring road of Droitwich town centre.

## STRATEGY

Colliers undertook an inspection followed by a valuation which indicated a much lower value than the £420,000 assessment in the list. Our analysis highlighted a case for another appeal despite an earlier appeal by a previous rating agent.

Colliers argued that the Valuation Officer's basis of £125 per sq m was excessive and should be reduced to £110 per sq m.

In addition to achieving a lower rate per sq m, we secured a further 10% end-allowance for quantum and poor access as the site was over 5,000 sq m.

## 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, if applicable, and transactions based on comparable properties in the marketplace;
- Proactive lead in discussions with the Valuation Office to ensure best result for our client;
- 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 the life of the rating list and beyond.

## RESULTS

Thanks to our negotiations a revised rating assessment of £340,000 was achieved which resulted in cash savings in excess £160,000 going back to the 1 April 2005.