

SUCCESS STORY

RATING TEAM NETS £205,000 CASH SAVINGS FOR CAR DEALERSHIP

TEAM – RATING BIRMINGHAM

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STATISTICS

£205,000 cash savings

SERVICES PROVIDED

Rating Valuation

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CHALLENGE

Listers of Coventry (Motors) Ltd instructed Colliers International to review all of their rating assessments. Audi built a new flagship showroom on the outskirts of Solihull in early 2007. It is in excess of 4,700 sq m with parking for over 200 cars and a first for Audi, the showroom also included a first floor car display area of over 1,400 sq m which is accessed via an all-weather ramp.

This showroom was located in an area which had become increasingly popular with car dealerships and as a result there were a number of new car showrooms in the vicinity.

STRATEGY

Colliers undertook an inspection followed by a valuation which indicated a lower rateable value than the existing £575,000 assessment in the list.

Colliers argued that the Valuation Officer's basis of £140 per sq m was excessive and should be reduced to £135 per sq m.

In addition to achieving a lower rate per sq m, we secured a further 7% end-allowance for quantum and access to the site. The Valuation Office had valued the first floor showroom at 100% however, we were able to persuade them that this was excessive and as a result this was subsequently reduced down to 75%.

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

Our rating team was able to use their specialist knowledge of car showrooms to secure a revised rating assessment of £430,000 and generate savings in excess of £205,000 from February 2007.