

SUCCESS STORY

MORE MONEY IN THE BANK AFTER RATE SAVING

TEAM – RATING LONDON

Terry Salvoni
Director
020 7935 4499
terry.salvoni@colliers.com

STATISTICS

30% Savings

SERVICES PROVIDED

Rating Valuation

www.colliers.com/uk

CHALLENGE

Colliers International was called in to review the business rates of the headquarters of an international bank in the City of London. Their office space, about 6,000 sq ft, had been assessed by the Valuation Office for business rates in line with other buildings in the same locality.

In our view, they had failed to take proper account of the state of our client's premises. These were in need of refurbishment, while the buildings quoted by the Valuation Office had all been modernised, including having air conditioning and raised floors installed. So we thought that the rate adopted was excessive.

STRATEGY

We looked at the values of other unrefurbished offices in the City and on the basis of our evidence, we persuaded the Valuation Officer to review this assessment.

As a result of our negotiations the rateable value rate of £25 per sq foot for refurbished space was subsequently reduced from £17 per square foot.

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;
- 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;
- 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 outcome was a saving of more than £100,000 in the bank's rate liability, a 30% reduction.