

Receive Optimum Pharmacy Rent

Pharmacies renting space from GP practices across the UK are paying an average of 45% too little for the privilege.

Ensure that you aren't losing out by following these simple steps:

Step 1: Seek Advice from the Outset

You should ideally seek advice right from the point that you are considering leasing your valuable space to a pharmacy. A healthcare specialist will ensure that you are presented with the most competitive offers and can advise you on the optimum way to integrate the pharmacy into your premises.

Step 2: Receive an Accurate Valuation

Ensure the valuation of the pharmacy is based on the profits gained by the prescriptions issued by your surgery. Many pharmacies are incorrectly valued by non-specialists in terms of retail use (based on an assessment of the space that is occupied) which often results in very low valuations.

Step 3: Negotiate Effectively

Pharmacy companies often have a team of surveyors dedicated to keeping costs and premises rentals low. They will sometimes offer to pay large premiums to GP surgeries in order to secure space in their premises. However, this is sometimes in exchange for a lower rent. The financial impact of this premium is likely to be very short term, eventually leaving the surgery out of pocket over the 15 – 25 year lease term. A specialist can negotiate a happy medium.

Step 4: Action Rent Reviews

Your specialist surveyor should ensure that there are appropriate rent review provisions set out within the lease. It is in your interests to action all rent reviews as the value of pharmacies are generally on the up. If you have missed a review, it may be possible to back track and receive backdated rental increases.

Step 5: Monitor your Patient List Size

If valued correctly, taking into account the profits gained from prescriptions issued by your surgery, the value of the pharmacy will increase if your patient list size increases. Therefore, increasing your patient list size could boost the rent that your pharmacy has to pay. Your specialist surveyor will assess the situation for you and negotiate a rental increase where possible.

If managed correctly, a pharmacy can bring many benefits to a GP surgery including providing financial security and enhancing patient experience through the provision of a one-stop-shop facility.

