

YOUR GUIDE TO

GP Property & Retirement



Dreaming of your retirement?

But not sure where to start with your practice property?

GP Surveyors are here to help find a property solution that works for you and that fits the circumstances at your practice.

Whatever stage you are at regarding your retirement, it is wise to know the options available for your practice property.

We are the UK's leading firm of Chartered Surveyors, specialising in GP surgeries and have been providing solutions to help GP partners plan their retirements and practices resolve succession issues since 2000.

Our specialist primary care property services that could help you plan your retirement, include: Sale and Leaseback, Sale and Transfer, Market Valuations and Lease Creations.



Find your solution

To find a property solution that is right for you and the practice, you should consider your own and your property-owning partner's answers to the following questions.

Q1. Can partners buy you out?

Yes

If existing or new partners wish to buy you out the process can be quite straight forward. You will just need to instruct a specialist surveyor to value the premises, to ascertain the current value of the property.

Solution : [Market Valuation](#)



No

If your partners do not wish to buy you out, a specialist surveyor would be required to establish a marketing price for the property. The property-owning partners would then decide whether to sell the property to an investor or create a lease.

Go to question 2. *If you already hold a lease, then Sale and Leaseback, Step 3 (Marketing and Sale) could be the solution.*

Q2. Are all partners happy to sell?

Yes

If all partners agree to sell the property at the marketing price, then a sale to an investor can go forwards.

Go to question 3.

No

If all partners are not in agreement to sell the property at the marketing price, then a lease would need to be put in place between all property owners (landlords) and the remaining practicing partners (tenants).

Solution : [Lease Creation](#)



Q3. Are there partners to sign a lease as tenants?

Yes

If there are partners in place to sign a lease as tenants, then the Sale and Leaseback process can get underway.

Solution : [Sale & Leaseback](#)



No

If the practice has no partners to sign a lease as tenants, then a Sale and Transfer of the property and GMS contract to an alternate provider could be the solution.

Solution : [Sale & Transfer](#)



Securing GP tenant partners

To complete a Sale and Leaseback, usually a minimum of two partners must sign the lease as tenants, providing security of tenancy and fulfilling any bank loan requirements.

Solutions :

1. Recruit new, non-property-owning partners, to become GP tenants under a lease.
2. Transfer the contract and agree on a lease, in tandem, with an alternate GP provider.
3. Merge with a neighbouring practice and put a lease in place between your owners and the new GP partnership, created by the merger.

Once in place, a lease can then be sold or retained as an investment.



Your solutions explained

Market Valuation



GP Surveyors will carry out a full survey of your practice before one of our Royal Institute of Chartered Surveyors (RICS) Registered Valuers undertakes a 'Red Book' RICS valuation of the surgery. Drawing upon our wealth of comparable GP property evidence and vast experience, our surveyor will then produce a full written report, detailing the value of your property and their reasoning.

During partnership change it is always prudent to instruct a primary care surveyor to undertake your Market Valuation, as valuing primary care premises is a specialist area.

Benefits :

You can have full confidence that you have received an accurate and reliable Market Valuation of your surgery and can proceed with your buy out knowing you will receive a fair and reasonable price.

Lease Creation



GP Surveyors will advise you on market acceptable lease terms and the impact that changing these may have on the future sale price of the property, before producing lease Heads of Terms (HoTs) that are acceptable to all partners. Once HoTs are signed and agreed, we will liaise with your solicitor, in order for them to draft a full lease to meet the NHS approval guidelines. Finally, ensure NHS lease approval is secured and if required, advise on any NHS amendments and the possible impacts upon the practice.

Benefits :

- An NHS approved lease that is fit for purpose and guarantees the practice's NHS reimbursement matches their rental outgoings under the lease.
- Continue to receive secure rental income with the flexibility to retire immediately or at a later date.
- The lease can be sold or retained as an investment.

Sale & Leaseback



(Step 1) GP Surveyors will run through an initial consultation with you, before arranging a face to face meeting to discuss your requirements in more detail, and carry out an inspection of your surgery. We will then provide you with a marketing price, to enable you and your partners to make an informed decision before proceeding with the sale of the property. Once all partners have agreed to sell at the marketing price, the sale process can move to one of the next two stages, depending upon the practice's circumstances.

Sale & Leaseback *(tenants in place to sign the lease)*

(Step 2) GP Surveyors will advise you upon market acceptable lease terms and the impact that changing these may have on the future sale price of the property, before producing lease Heads of Terms (HoTs). Once all partners agree to the HoTs, we will liaise with your solicitor to produce a lease. This lease will then be submitted to the NHS for approval.

(Step 3) When you have an NHS approved lease in place, we will produce marketing for you, including a web listing, newsletter feature and social media. Your property will then be put to market and specifically targeted to over 400 specialist primary care investors to generate widespread interest.

We will ensure an optimum price and a suitable buyer are secured by managing the bidding and negotiation process. You can rest assured that we financially qualify bids and undertake anti-money laundering checks on all successful bidders. Finally, working closely with your solicitor, we will manage your Sale and Leaseback through to completion.

Benefits :

- The prospect of a higher sale price on the open market with a specialist agent.
- Flexibility to retire immediately or at a later date.
- An NHS approved lease that guarantees the practice's NHS rental reimbursement matches their rental outgoings under the lease and is fit for purpose.
- Reduce partnership recruitment issues as new partners do not have to buy into the property.

Sale & Transfer



Sale & Transfer *(no tenants in place to sign the lease)*

(Step 2) GP Surveyors will source an alternative GP provider and undertake detailed negotiations with the provider to achieve the optimum property price for you and your partners. Working in tandem with your solicitors, we will manage the sale of your property and transfer of your GMS contract through to completion.

Benefits :

- Shorter transaction time as a lease does not have to be agreed by all parties (landlord, tenant, and the NHS).

"Sale and Leaseback has allowed Friarwood Surgery to thrive: the equity owning partners profited financially from the sale, and recruitment issues have been reduced due to new partners not having to buy into the property."

Kevin Duggan
Practice Manager
Friarwood Surgery, Pontefract

"When planning our retirement and succession for the practice we had no hesitation in contacting GP Surveyors. They worked seamlessly with our solicitor to produce Heads of Terms and enabled the prompt preparation of a new lease that was suitable for all the parties involved, whilst also complying with NHSE criteria. The guidance of the team was invaluable, and our practice merger and sale successfully progressed as planned."

Dr Liz Bainbridge
Former Part-Owner
Stoneycroft Medical Practice, Liverpool

Contact us for a free consultation

t: 0114 281 5850

e: info@gpsurveyors.co.uk

