

The leading Chartered Surveyors for GP surgeries



www.gpsurveyors.co.uk

About GP Surveyors

GP Surveyors are proud to be celebrating 22 years of providing specialist GP property services and advice to the nations GP practices.

The GP Surveyors team are all highly experienced in the primary care property sector and take great care to ensure the client is at the forefront of our services. All our clients have a dedicated Client Manager on hand to understand the issues affecting their practice and provide tailored advice to meet their individual needs.

Our senior team of Surveyors are all highly experienced Chartered Surveyors. This means, they are fully qualified and regulated by the Royal Institution of Chartered Surveyors, ensuring we deliver the highest standards of service.

GP Surveyors are trusted by over 3,400 GP practices nationwide.

Contents



Leases



Notional Rent Reviews



Pharmacy Implants



Pharmacy Rent Reviews



Sale & Leaseback



Valuations



Q Do you have a lease that is coming up for renewal? Do you want to agree improved terms with your landlord or tenant?

A GP Surveyors can assess your lease and negotiate the optimum rent and lease terms for you.

If you're a GP practice leasing your building, we can help to increase the flexibility of your lease, reduce your rent and service charge payments, and we may even be able to negotiate benefits such as rent free periods or lump sum incentives.

If you're a GP practice who leases space to a tenant (e.g. a pharmacy, dentist or physiotherapist), we can help to increase the rent and service charges that you receive and reduce the risk associated with your lease.

GP Surveyors are experienced in negotiating lease deals, detecting any potential issues associated with leases and identifying changes that can be made to ensure that our clients are getting the best deal. We will also work closely with your solicitor to ensure your returns are maximised and liabilities minimised.

TIP

Always engage with a specialist surveyor before entering into a lease agreement to ensure that you're getting the best deal from the outset.



Notional Rent Reviews



Q 70-80%* of GP surgeries across the UK are losing out on valuable income because their rent reimbursement is too low! Are you one of them?

A GP Surveyors can carry out a free notional rent assessment to establish whether your practice is underfunded.

GP Surveyors successfully negotiate notional rent increases for hundreds of GP surgeries each year, some of which can receive increases of up to 80% amounting to five figure sums (over and above the notional rent initially calculated by the District Valuer / NHS England).

Our clients have put this additional income towards valuable activities such as refurbishing patient waiting areas, installing new telephone systems and extensions.

GP Surveyors carry out nationwide notional rent assessments for free. We only charge if we are successful in our negotiations.

Are you on a Cost Rent? If so, we can establish whether you would be better off moving onto a Notional Rent.

TIP

Our experience shows that GP surgeries should seek a second opinion for every notional rent review – even if you received a large increase last time.



*This is an estimated figure based on GP Surveyors' work with a fifth of GP practices across the UK.

Pharmacy Implants



Q Have you considered renting out space to a pharmacy or other complimentary service to boost your income and enhance patient experience?

A GP Surveyors can help you to find the most practical and profitable options available to you.

With the right deal, a pharmacy (or other complimentary service such as a dentist or chiropractor) is an excellent addition to a GP surgery.

Leasing out spare space or space excluded from NHS funding can significantly increase income and improve services to patients in the provision of a one-stop facility. It can also boost the capital value of your surgery.

We will find a suitable tenant, ensure maximum bids are achieved from prospective tenants and alongside your solicitor, produce a steadfast lease with terms favourable to you.

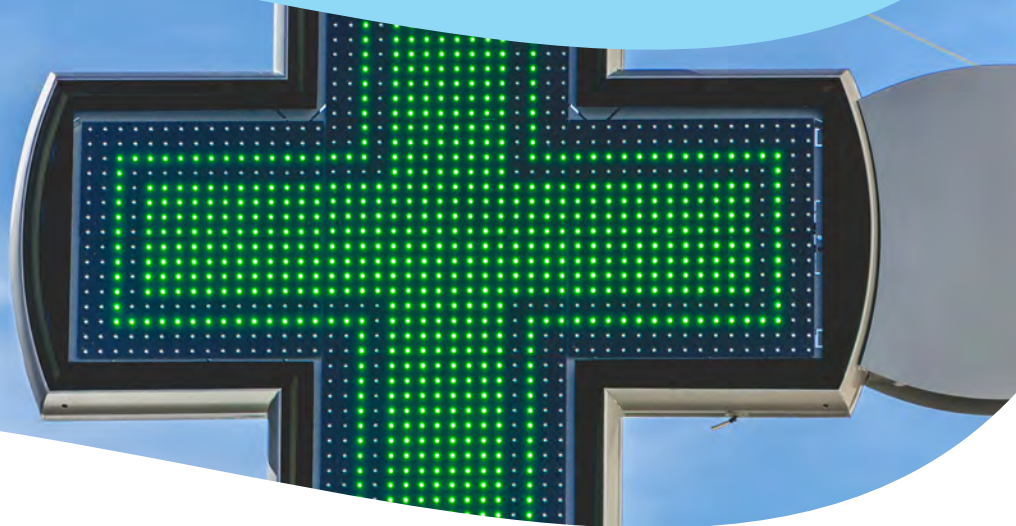
Deals can be structured in many ways and we will advise on the positives and negatives of the options available to you and the impact upon rental income and capital value.

TIP

Pharmacies typically pay rent at a much higher rate than notional rent or other private services.



Pharmacy Rent Reviews



Q Are you losing out on valuable income because the rent that your pharmacy tenant pays is too low?

A GP Surveyors can assess the rent for you free of charge, ensuring that you are receiving the best possible rent for the precious space that you are leasing out.

GP Surveyors have previously achieved pharmacy rent increases of up to 49% or £7,990 per year. This would amount to an increase in income of £199,750 over a 25 year pharmacy lease!

This really goes to show the importance of ensuring that you are receiving the correct rent from your pharmacy tenant.

GP Surveyors can carry out a free assessment and, if we believe you are losing out, we can then negotiate an increase with the pharmacy (or their

agent) on your behalf, managing the process for you completely from start to finish.

Our negotiations would be based on comparable evidence drawn from surgeries with pharmacy tenants similar to yours.

It is important to note that the pharmacy's surveyor will try to minimise the cost, liability and rent for the pharmacy. Therefore, it is extremely important that you are also professionally represented to obtain the best deal.

TIP

We can also carry out rent reviews for other complimentary services who rent space from you.



Sales and Leaseback



Q Would you like to release equity from your GP surgery, ease your recruitment problems and simplify issues associated with retirement?

A There are many GP practices currently exploring sale and leaseback as the best solution.

GPs are increasingly choosing sale and leaseback because:

- Recruiting new partners is much easier and removes the need for the incoming doctor to take on a sizeable loan.
- Doctors can take career breaks or retire without the hassle of selling their share.
- Leases are assigned to the current partners, meaning that departing doctors are no longer liable.

- You no longer have to deal with all the risks associated with owning premises - leaving you with more time to care for your patients.
- The capital that is released from the sale can be reinvested in other things such as expanding services or opening another surgery elsewhere.
- GP practices can consider moving premises more easily when the lease comes to an end.

GP Surveyors will market your surgery as a specialist property to quality primary care investors (who we already know are interested in investing in GP surgeries) in order to achieve the maximum price.

TIP

The process of getting the best price for your surgery is not like selling a house. GP surgeries are unique properties that need a proactive and specialist approach.



Market Valuations



Q Do you want to know how much your GP surgery is worth?

A GP Surveyors can provide a valuation of your surgery whether you're putting it up for sale, preparing for a GP to join or leave the practice, or wanting to raise capital to develop your premises.

The valuation of a doctor's surgery is a specialist skill. Our team of primary care Chartered Surveyors will use their vast experience of working nationally to draw upon a wealth of comparable evidence to ascertain the value of your GP surgery premises.

We will then provide you with a written report which details the value that we have arrived at and why we believe this to be an accurate valuation.

Valuations undertaken by GP Surveyors are insured and have to meet strict criteria governed by the Royal Institute of Chartered Surveyors (RICS).

We can also carry out valuations with regards to using the premises for an alternative use.

TIP

Market valuations are only valid at the time they are carried out. Therefore, it is important to never rely on an old market valuation report.



Got a Question for us?

We'd be happy to help.

t: 0114 281 5850

e: info@gpsurveyors.co.uk

Aizlewood's Mill
Nursery Street
Sheffield
S3 8GG

 [@GP_Surveyors](https://twitter.com/GP_Surveyors)

 [@GPsurveyorsUK](https://www.facebook.com/GPsurveyorsUK)

 [GP Surveyors](https://www.linkedin.com/company/gp-surveyors)

www.gpsurveyors.co.uk

**"Great service, friendly
and helpful staff achieved
a successful challenge
gaining an additional
increase in Notional
Rent. Would definitely
recommend."**

Geraldine Jones
Practice Manager
Scarborough

