



**Knight  
Frank** 



# Healthcare

Providing advice for occupiers, operators,  
developers and investors in both the public  
and private Healthcare Sectors

# Healthcare Property Services

The Healthcare Department specialises in providing land, property and trading business advice for operators, occupiers, developers and investors in both the public and private Healthcare Sectors. We advise on the disposal, acquisition, valuation and development of the following;

- Residential care homes
- Nursing homes and close care apartments
- Learning and physical disability units
- Mental health units
- Surgeries
- Clinics
- Medical centres
- Hospitals
- Children's day nurseries

Our clients include the sector's leading corporate care providers, private owner occupiers, local authorities, trusts, charities, major lending institutions, and property & investment companies. Since 2005 the volume and quality of our instructions has seen Knight Frank advise on approximately £2 billion of healthcare property.

The Healthcare Sector is a niche market that fringes on many of the more traditional property types and at Knight Frank we are able to draw from a range of associated services from within our business which provides a comprehensive menu of advice. Provision of Healthcare, by the public and private sector, is on a national basis and our UK commercial office network of offices in Aberdeen,

Edinburgh, Glasgow, London, Liverpool, Manchester, Newcastle, Leeds, Sheffield, Birmingham, Cardiff and Bristol provide comprehensive coverage for the sector.

We believe we are at the cutting edge in providing unrivalled sector advice from the smallest owner operator to the leading corporate provider.

## Valuation

The Healthcare Department undertakes valuation work for high street clearing banks, private equity houses, corporate providers, owner occupiers, local authorities and new entrants into the sector.

Our specialist sector business skills provide us with knowledge of demographics, regional fee rates, wage costs, build costs, competition, CSCI & PCT legislation and all other relevant sector nuances.

In 2005 we valued one of the sector's largest healthcare portfolios and valued one of the largest corporate care home acquisitions of the year. With a core valuation team based in London, plus a valuation network in nine regional offices, the department has the depth of experience, skills and numbers in critical mass to undertake small and large Healthcare instructions effectively and quickly.

## Development

Our Healthcare surveyors act for developers, house builders, trusts, operators, property companies, private owners and local authorities on the acquisition and disposal of land for C2, D1 and retirement village development.

Knight Frank's national network of residential and commercial offices help provide the Healthcare Department with C2 and D1 sites within new build residential schemes, mixed use development schemes and single development sites.

The team is highly experienced in sourcing and advising on the suitability of development land for Healthcare use



and we are retained on a national basis by the sector's leading corporate care providers.

### Agency

Knight Frank's Healthcare agents act on behalf of owner occupiers, corporate care providers and local authorities on the disposal and acquisition of all categories of care home and medical property throughout the UK. The team is also mandated by the majority of the UK's leading corporate care providers to source and acquire quality care home stock.

Many care homes and medical properties are converted period properties, and in conjunction with our residential offices, Knight Frank is able to provide expert advice on alternative use values.

The Healthcare Department also specialises in the acquisition and disposal of corporate care home portfolios, often resulting in off market transactions, and since 2005, the team has consulted on approximately £100m of healthcare property.

### Investment and Sale & Leaseback

We advise on the sale and acquisition of all categories of healthcare investment acting on behalf of private owners, property companies, institutions & investment companies.

The Healthcare Department also specialises in the sale and leaseback of single trading entities through to corporate portfolios. We advise on the creation of operating and property companies where our agents and valuers provide expert advice on fair maintainable trade, lease structure and rent cover. In 2005 the team advised and consulted on approximately £400m of healthcare investment property.

When undertaking investment instructions the Healthcare Department works closely with Knight Frank's highly successful Investment Department, sourcing product and buyers alike.

### Landlord & Tenant

Knight Frank provides expert Landlord & Tenant advice across all segments of the Healthcare Sector.

Professionally qualified specialist teams operate within each of the firm's principal agency departments. In this way, our Healthcare clients benefit not only from the technical and legal expertise possessed by dedicated professionals, but also from their immediate proximity to the marketplace. Their skills are supplemented by access to extensive in-house market intelligence.

Our Landlord & Tenant Commercial and Residential teams covering the whole of the country are highly experienced negotiators and act for both private and corporate care landlords and tenants.

### Institutional Consultancy Department

The Institutional Consultancy Department specialises in providing Agency, Consultancy and Professional advice on schools and colleges, training & conference centres, redundant residential care & nursing homes, sheltered accommodation, convents, monasteries, religious orders, institutional properties owned by charities and any other large building with institutional and residential potential.





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