

# Real Estate



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**Q:** Should a medical practice actively negotiate a lease renewal?

**A:** Absolutely. Medical groups should approach a lease renewal with the same vigor and diligence as they would a first-time lease for new space. Too often groups simply accept the landlord's lease renewal proposal without any active negotiation because it is comparable to the existing lease and because they have not contemplated relocating or analyzed options.

When considering whether to renegotiate your lease, the first step is to complete a review of the facility and the location to assess its operational, financial, and strategic performance relative to your clinic's business objectives. A seasoned medical real estate professional can assist with this evaluation.

At the same time, the real estate professional should identify alternative site options so the group can make an informed decision about the costs and benefits of renewal versus relocation. Typically, the broker will issue a request for proposal to the current landlord along with information about the potential relocation options. This process will help the landlord structure a renewal proposal and give him or her incentive to negotiate. Even if your group has no intention of relocating, following this process will lead to a much more favorable lease renewal. —MSS

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If you have questions for a real estate professional, please send them to  
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