

Aged Care: owner's readiness checklist

Acquisition, repositioning and leasing advice for aged-care and seniors living assets.

WHY IT MATTERS

Aged care and seniors living assets sit at the intersection of property, operations and regulation. We help owners assess acquisition and disposal opportunities, reposition underperforming assets, and structure leasing or operator agreements that protect income through a regulated and evolving sector.

1. WHAT TO HAVE READY

- ☐ Acquisition and disposal advice for aged-care assets
- ☐ Repositioning and highest-and-best-use analysis
- ☐ Operator lease and agreement structuring
- ☐ Due diligence on regulatory and operational viability

2. OUTCOMES TO AIM FOR

- ☐ Acquisitions underwritten with realistic aged-care income assumptions
- ☐ Repositioning plans that unlock value in underperforming assets
- ☐ Operator agreements structured to protect owner income
- ☐ Independent due diligence on regulatory and covenant risk

3. HOW THE ENGAGEMENT RUNS

Assess: Review the asset, operator, regulatory status and market context.

Position: Define the acquisition, disposal or repositioning strategy.

Execute: Run the transaction or repositioning programme with the right team.

Optimise: Advise on operator agreements and ongoing asset management.

4. WHO THIS IS FOR

Owners, investors and operators holding or targeting aged-care and seniors-living assets.

5. QUESTIONS WORTH ASKING

What do you advise on in aged care and seniors living?

Operator selection, lease and management structures, asset strategy, and acquisition or repositioning of aged-care and seniors-living assets.

How do you assess an aged-care operator?

We review occupancy, compliance history, financial strength, care model and the operator's fit with the asset and catchment.

Can an underperforming facility be repositioned?

Often yes - through operator change, capital works, service-mix change or a shift in the resident proposition.

What structures are used for aged-care assets?

Ranging from triple-net operator leases to management agreements. We advise on the structure matching your risk and return goals.

What drives demand in this sector?

Population ageing, care-model change and constrained new supply continue to underpin long-run occupier demand.

How do we get started?

Book a confidential discovery call and we'll review your asset or acquisition target.

NEXT STEP

Book a confidential discovery call at property.healthmedi.co/book and we'll map the right first step for your asset.