

Developers: owner's readiness checklist

Feasibility, pre-commitment and delivery advice for healthcare property developers.

WHY IT MATTERS

Healthcare developments are complex - demand must be proven, occupiers pre-committed, and design matched to clinical delivery. We work alongside developers to de-risk feasibility, secure pre-commitment, and shape projects that become income-producing, stabilised assets.

1. WHAT TO HAVE READY

- ☐ Feasibility against clinical demand and occupier appetite
- ☐ Occupier mix and pre-commitment strategy
- ☐ Clinical design brief and project team coordination
- ☐ Leasing and stabilisation planning

2. OUTCOMES TO AIM FOR

- ☐ Feasibility grounded in real clinical demand and occupier appetite
- ☐ Pre-commitment strategy aligned to project economics
- ☐ Design briefs that reflect how modern healthcare is delivered
- ☐ A faster path from concept to committed, income-producing asset

3. HOW THE ENGAGEMENT RUNS

Feasibility: Test the concept against demand, occupier appetite and benchmarks.

Curate: Shape occupier mix, clinical anchors and pre-commitment strategy.

Deliver: Support leasing, stakeholder engagement and project team coordination.

Stabilise: Transition into operations with the right occupiers and partners.

4. WHO THIS IS FOR

Developers, landowners and clinician consortia backing new healthcare precincts and facilities.

5. QUESTIONS WORTH ASKING

At what stage should we involve you?

As early as feasibility. Tenant demand and clinical requirements should shape design, not be retrofitted after approval.

Can you secure pre-commitments before construction?

Yes. Anchor pre-commitments from hospital, specialist or GP occupiers materially de-risk funding and delivery.

How does clinical use affect building design?

Loading, services, ceiling heights, access, parking and infection-control requirements all differ from standard commercial design.

Do you advise on tenant mix for a new precinct?

Yes. We plan the mix and adjacencies so referral flows support every tenancy and the precinct leases up faster.

Can you help clinician consortia developing their own facility?

Yes - we advise on feasibility, tenancy structure and the leasing of surplus space.

How do we get started?

Book a confidential discovery call and we'll review the site, scheme and likely occupier demand.

NEXT STEP

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