

General Practice: owner's readiness checklist

GP anchoring, leasing and network-location strategy for medical centre owners.

WHY IT MATTERS

A strong general practice anchor drives footfall, lifts demand for co-located services and underpins medical centre value. We help owners secure and retain quality GP tenants, structure leases that reflect practice economics, and use location strategy to position centres in growing catchments.

1. WHAT TO HAVE READY

- ☐ GP anchor leasing, renewal and retention
- ☐ Lease structuring around practice and billing economics
- ☐ Co-tenant mix strategy around a GP anchor
- ☐ Location and catchment growth analysis

2. OUTCOMES TO AIM FOR

- ☐ Stable GP anchors that attract allied health and diagnostic co-tenants
- ☐ Leases aligned to practice viability and long-term tenure
- ☐ Centres positioned in catchments with growing patient demand
- ☐ Lower turnover risk through proactive anchor management

3. HOW THE ENGAGEMENT RUNS

Assess: Review the centre, anchor covenant, catchment and co-tenant mix.

Position: Define the leasing, retention or relocation strategy.

Execute: Negotiate anchor leases, renewals and co-tenant lettings.

Optimise: Monitor catchment and tenant health to protect income.

4. WHO THIS IS FOR

Owners of medical centres and investors holding GP-anchored assets.

5. QUESTIONS WORTH ASKING

What do you do for GP-anchored medical centres?

We advise on GP tenant strategy, lease renewals, catchment demand and how to protect the anchor income that drives asset value.

How do you assess catchment demand for a GP centre?

We look at population growth, demographics, competing practices, bulk-billing mix and referral pathways in the local catchment.

What happens when a GP anchor lease nears expiry?

We start early - renewal strategy, market benchmarking and back-up tenant options protect value before the option date passes.

Can allied health improve a medical centre's performance?

Usually yes. Physio, psychology, pathology and imaging co-location increases patient flow and supports the GP anchor.

How do GP leases differ from standard retail or office leases?

Fit-out is heavier, terms are longer, and the practice's patient base makes relocation costly - which supports renewal likelihood.

How do we get started?

Book a confidential discovery call and we'll review your centre, tenancy schedule and options.

NEXT STEP

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