

Medical Specialists: owner's readiness checklist

Specialist-suite leasing and tenant mix strategy for specialist medical buildings.

WHY IT MATTERS

Specialist practitioners value suites in buildings with the right co-tenants, diagnostics and patient access. We help owners curate specialist tenant mixes that lift demand and rents, structure leases around consulting and procedural use, and keep buildings fully let to quality covenants.

1. WHAT TO HAVE READY

- ☐ Specialist-suite leasing and tenant curation
- ☐ Tenant mix and co-location strategy
- ☐ Lease structuring for consulting and procedural suites
- ☐ Vacancy management and pre-leasing

2. OUTCOMES TO AIM FOR

- ☐ Specialist tenants that complement and reinforce one another
- ☐ Higher achievable rents from a well-curated, in-demand building
- ☐ Lower vacancy through pre-leasing and proactive renewal management
- ☐ Defensible income from quality, long-term specialist covenants

3. HOW THE ENGAGEMENT RUNS

Assess: Review the building, existing tenants, vacancy and demand drivers.

Curate: Define the ideal specialist mix and co-location opportunities.

Lease: Run leasing campaigns and negotiate terms with target specialists.

Manage: Track renewals, reviews and reletting to protect income.

4. WHO THIS IS FOR

Owners of specialist medical buildings and investors seeking stronger, more resilient specialist-tenant income.

5. QUESTIONS WORTH ASKING

Which specialists do you lease to?

Surgeons, physicians, dental and allied specialists across consulting suites, procedure rooms and precinct tenancies.

How do you improve specialist-tenant income?

By tuning tenant mix, referral adjacency and lease terms so suites lease faster and renew more reliably.

What lease length is normal for a specialist suite?

Commonly shorter than hospital leases, with options - structured around fit-out cost and practice growth plans.

Can you help with vacant consulting suites?

Yes. We market to specialist groups and practice managers, and advise on layout or fit-out changes that widen demand.

Do you advise on incentives and fit-out contributions?

Yes. We model incentive structures so the effective rent and payback stack up over the term.

How do we get started?

Book a confidential discovery call and we'll review your suites, vacancy and income objectives.

NEXT STEP

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