

Oncology: owner's readiness checklist

Leasing and facility strategy for oncology and cancer-care occupiers.

WHY IT MATTERS

Oncology and cancer-care tenants require purpose-built space with specialised treatment infrastructure, shielding and patient-support design. We help owners secure oncology operators, structure leases that reflect treatment fit-out and capital investment, and position assets to meet growing demand for cancer services.

1. WHAT TO HAVE READY

- ☐ Leasing to oncology and cancer-care operators
- ☐ Lease structuring around treatment fit-out and shielding
- ☐ Facility repositioning for oncology and day-infusion use
- ☐ Demand and catchment analysis for cancer services

2. OUTCOMES TO AIM FOR

- ☐ Operators secured on terms that recover specialised treatment fit-out
- ☐ Assets repositioned to capture fast-growing cancer-care demand
- ☐ Leases that account for shielding, power and safety requirements
- ☐ Stronger, more defensible income from a scarce asset type

3. HOW THE ENGAGEMENT RUNS

Assess: Review the asset's suitability for oncology use, shielding and services.

Position: Define the leasing or repositioning strategy for target oncology operators.

Execute: Market to operators and negotiate terms that protect owner income.

Manage: Support fit-out, shielding certification and handover.

4. WHO THIS IS FOR

Owners of facilities suited to oncology use and investors targeting this growing segment.

5. QUESTIONS WORTH ASKING

What kinds of oncology tenants do you work with?

Day-infusion and chemotherapy suites, radiation oncology operators, cancer-care clinics and specialist oncology practices.

Is my building suitable for oncology use?

We assess shielding, services capacity, patient flow, discreet access and parking - the factors these tenants prioritise most.

Why is this segment growing?

Demand for cancer services continues to outpace supply, driving occupier expansion and new treatment-tenancy requirements.

What fit-out changes attract these tenants?

Shielded treatment rooms, day-infusion bays, calm waiting areas and separate circulation for immunocompromised patients.

How are the leases structured?

Typically medium-to-long term with options, structured around fit-out contribution, shielding investment and the operator's growth plan.

How do we get started?

Book a confidential discovery call and we'll review the asset and the oncology occupier demand around it.

NEXT STEP

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