

Pathology: owner's readiness checklist

Leasing and facility strategy for pathology and laboratory occupiers.

WHY IT MATTERS

Pathology and laboratory tenants are long-term, high-investment occupiers needing controlled environments and specialised infrastructure. We help owners secure laboratory operators, structure leases that reflect fit-out and PC-grade requirements, and position assets for this stable, long-duration income.

1. WHAT TO HAVE READY

- ☐ Leasing to pathology and laboratory operators
- ☐ Lease structuring around lab fit-out and PC requirements
- ☐ Facility repositioning for laboratory use
- ☐ Renewal and long-term tenure management

2. OUTCOMES TO AIM FOR

- ☐ Laboratory operators secured on long, defensible terms
- ☐ Leases that recover specialised fit-out and infrastructure investment
- ☐ Assets repositioned to capture scarce laboratory demand
- ☐ Stable, long-duration income from high-barrier occupiers

3. HOW THE ENGAGEMENT RUNS

Assess: Review the asset's suitability for laboratory use and infrastructure.

Position: Define the leasing or repositioning strategy for lab operators.

Execute: Market to operators and negotiate terms protecting owner income.

Manage: Support fit-out, certification and handover.

4. WHO THIS IS FOR

Owners of facilities suited to laboratory use and investors targeting stable lab-tenant income.

5. QUESTIONS WORTH ASKING

What do pathology tenants look for?

Collection-centre visibility and access for smaller sites; services capacity, waste handling and logistics access for laboratories.

Are collection centres worth the small footprint?

Yes - they are reliable, low-maintenance tenancies that also drive patient traffic supporting other tenants.

Can you secure a pathology tenant for my building?

We approach pathology networks and operators directly with a tenancy case built around your catchment and referral base.

What lease terms are typical?

Generally medium-term with options; laboratory tenancies run longer given the capital invested in plant and equipment.

Do laboratories create compliance obligations for landlords?

There are waste, ventilation and services requirements. We identify them early so they're reflected in the lease.

How do we get started?

Book a confidential discovery call and we'll assess pathology demand for your asset.

NEXT STEP

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