HEALTH MEDICO(TM) PROPERTY

Radiology: owner's readiness checklist

Leasing and tenant-mix strategy for radiology and imaging occupiers.

WHY IT MATTERS

Radiology and imaging tenants bring footfall and complementary demand to medical buildings, but require heavy plant, shielding and power. We help owners attract imaging operators, structure leases that recover plant investment, and integrate imaging into a broader tenant mix that lifts asset value.

1. WHAT TO HAVE READY

[ ] Leasing to radiology and imaging operators
[ ] Lease structuring around plant, shielding and power
[ ] Co-tenant mix strategy leveraging imaging draw
[ ] Renewal and rent review management

2. OUTCOMES TO AIM FOR

[ ] Imaging operators secured on terms that recover plant investment
[ ] A tenant mix that benefits from imaging-driven footfall
[ ] Leases that account for specialised fit-out and infrastructure
[ ] Defensible income from a scarce, high-investment occupier

3. HOW THE ENGAGEMENT RUNS

Assess: Review the asset's infrastructure for imaging use and demand.

Position: Define the leasing and co-tenant strategy around imaging.

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

Manage: Support plant, fit-out and licensing through to commencement.

4. WHO THIS IS FOR

Owners of medical buildings suited to imaging use and landlords seeking imaging-anchored income.

5. QUESTIONS WORTH ASKING

What do imaging tenants need from a building?
Structural loading, shielding, power and cooling capacity, service access for equipment delivery and convenient patient parking.

Why are radiology tenants valuable to landlords?
Equipment investment is substantial, making relocation expensive and renewals more likely - which supports durable income.

Can an existing tenancy be converted for imaging use?
Often yes, subject to slab loading, services capacity and access. We assess feasibility before you commit to works.

How do you position imaging within a precinct?
We plan tenant mix so imaging sits close to referring GPs and specialists, increasing patient flow for the whole asset.

Who funds the shielding and services upgrades?
It's negotiated. We structure contributions, rent and term so the capital outlay is recovered over the lease.

How do we get started?
Book a confidential discovery call and we'll review your asset's suitability and imaging demand.

NEXT STEP

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