

Healthpeak Spec Suite Case Study

Healthpeak's Move-In-Ready Spec Suites Accelerates Occupancy at Stone Oak Outpatient Medical Office Building

Opportunity

Located on the North Central Baptist Hospital campus in the highly desirable Stone Oak area, this Healthpeak medical office building is positioned to serve healthcare providers seeking immediate access to patients, referral networks, and one of San Antonio's most established medical hubs. However, many healthcare tenants face barriers to growth due to lengthy design processes, construction timelines, upfront capital requirements, and uncertainty around occupancy schedules. Healthpeak recognized an opportunity to simplify the leasing process and help medical practices get operational faster.

Solution

Healthpeak invested ahead of demand by creating move-in-ready medical office spec suites designed specifically for today's healthcare users. Rather than asking tenants to navigate months of planning, construction, and costly buildouts, Healthpeak delivers professionally designed spaces that are ready for occupancy. Key actions included:

- Accelerated occupancy so providers can begin seeing patients sooner.
- Reduced upfront costs by eliminating much of the capital expense associated with traditional buildouts.
- Simplified decision-making by allowing tenants to tour completed space and understand exactly what they are leasing.
- Provided flexibility through deal structures that can better accommodate evolving healthcare practice needs.

Results

- Faster occupancy timelines and reduced downtime for growing practices.
- Greater certainty around project costs and move-in schedules.
- Easier leasing conversations with fully built-out, tour-ready space.
- Increased leasing velocity and stronger market competitiveness.
- Greater flexibility through shorter timelines, reduced upfront investment, and creative lease structures.

Value Delivered

By delivering move-in-ready medical office suites at Stone Oak Outpatient Medical Office Building on the North Central Baptist Hospital campus, Healthpeak removed traditional barriers to occupancy, helping healthcare providers make decisions faster, open their doors sooner, and focus on what matters most: delivering patient care. This proactive Spec Suite strategy contributed to increasing building occupancy from 68% to 85% in just 24 months, demonstrating the power of reducing friction, accelerating leasing decisions, and investing ahead of demand.

“The best spec suites don’t just lease space, they accelerate decisions.”
Chris Schmeisser, Healthpeak

