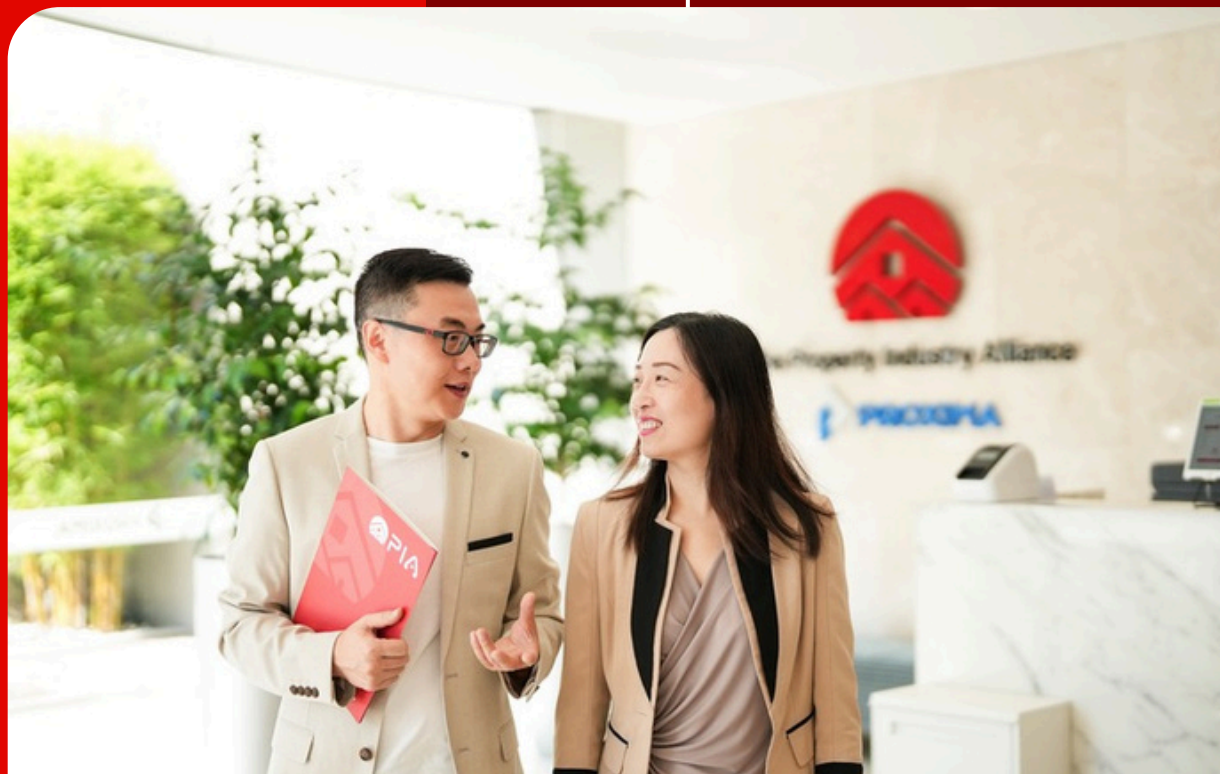




# PIA PROPERTY MANAGEMENT RENTAL GUARANTEE V3.0



# INTRODUCTION

**Reliable Rental Income. No Surprises. Guaranteed.**

The PIA Rental Guarantee was initially launched 17 years ago and was purposely designed to offer landlords true peace of mind through consistent, predictable rental income regardless of market conditions, tenant arrears, or property vacancies. With fixed rental payments and comprehensive property management, our clients can invest with confidence and eliminate the stress of traditional renting.



# WHAT IS PIA RENTAL GUARANTEE?

## Guarantee

Guaranteed fixed rental payment for the entire term

## Secure

Fixed paid regardless the property is tenanted, arrears or vacant

## Professional

Supported by PIA's in-house property management team

# WHO IS IT FOR?

Property owners seeking  
stable, hands-off income

Investors face the  
challenge of managing  
properties

Landlords concern  
in competitive or  
fluctuating markets

Remote landlords in need of  
trusted & ongoing  
professional support

# HOW TO START

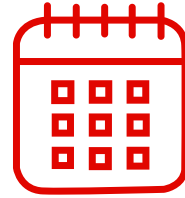
## 1. Interest



### Submit Interest

The landlord submits the interest of RG with the property details and desired RG terms.

## 2. Booking



### Book for inspection

Make a booking with PIA Inspector to inspect the property.

## 3. Evaluation



### Evaluate market

PIA management review and confirm the RG offer to the landlord.

## 4. Onboarding



### Sign Agreements

The landlord enters into the RG agreements with PIA.

# HOW PIA EVALUATES THE GUARANTEED RENT AND TERMS

## Current Market Rent

PIA reviews recent comparable rental listings and actual leased properties in the area.

## Risk & Vacancy Buffer

PIA builds in a risk margin to account for possible vacancy periods, arrears, or lease transitions.

## Property Condition & Features

The size, layout, age, natural light, and overall presentation affect rentability and any upgrades can improve the rent value.

## Tenancy History

If the property is already leased, PIA reviews the existing rental amount, tenant payment history, and lease expiry.

## Location Factors

Proximity to transport, shops, schools, and amenities adds value. Factors like suburb trends, rental demand, vacancy rates, and time on market are considered.

## Agreement Term

The rent value is offered with a specific term period (e.g., 52, 104, 156 weeks), a Fixed Vacancy Rate allowance, and an Initial Vacancy Allowance customised according to the term period.

# HOW IT WORKS

## Sign Agreements

The landlord enters into two core agreements with PIA: the Exclusive Agency Agreement and the Rental Guarantee Agreement.

## Landlord Insurance

Landlords must obtain and maintain landlord insurance approved by PIA with specific coverage (e.g., default, death of tenant, absconding). PIA is authorised to file insurance claims as necessary.

## Provide Required Documents

The landlord must provide the proof of ownership, landlord insurance, access keys and devices.

## Prepare the Property

The property must be clean and ready for lease. Equipped with basic utilities and tenantable. A set of professional photographs for marketing.

# PRICING FOR PLANS

3 Years Rental Guarantee  
Coverage

\$500  
Most Value

2 Years Rental Guarantee  
Coverage

\$800

1 Years Rental Guarantee  
Coverage

\$1200



# SCHEDULE OF AGREEMENT

Category	Definition
Fixed weekly guaranteed rent (FWGR)	Fixed weekly guaranteed rent is a specific arrangement in which a landlord receives a fixed amount of rent from a tenant on a weekly basis.
Term Period	Term Period refers to the total duration (in weeks) that the Rent Guarantee Agreement remains in effect, starting from the commencement date as outlined in the agreement.
Initial Vacancy Allowance	Initial Vacancy Allowance is a defined number of days at the start of the agreement (once per agreement) for which no FWGR is payable for a vacant property. After this period, the rental guarantee kicks in, provided all other conditions are met.
Fixed Vacancy Rate	Fixed Vacancy Rate refers to the number of days per 12-month period where PIA elects not to pay FWGR. These days are predefined in the agreement, acting as a buffer for natural tenancy turnover.
Letting Fee and Agency Remuneration	PIA is entitled to a fee outlined in the Managing Agency Agreement. Management fee and letting fee are based on the FWGR, not the actual rent collected.

# EXPLANATION OF VACANCY ALLOWANCE

## Initial Vacancy Allowance

This is a grace period at the beginning of the agreement when the property is vacant, during which PIA is not obligated to pay the Guaranteed Rent. It allows time for PIA to find and place a new tenant. The number of days is stated in the Schedule of Agreement (e.g., 14 days). If a tenant starts paying rent before this period ends, the guarantee starts from that point. This only happens once per agreement.

Example:

If the Initial Vacancy Allowance is 14 days, and the Rental Guarantee Agreement was signed on July 1:

If a new tenant starts paying rent on July 7 → Guaranteed Rent starts from July 7.

If no tenant is found by July 15 → Guaranteed Rent starts on July 15 (after the 14-day allowance ends).

## Fixed Vacancy Rate

This is a fixed annual rate on how many days PIA is allowed not to pay the Guaranteed Rent within a 12-month period. Also stated in the Schedule of Agreement (e.g., 14 days per year). PIA must continue paying the Guaranteed Rent, even if the property is vacant for more than 14 days.


Example:

If the Fixed Vacancy Rate is 14 days per year, PIA will pay the Guaranteed Rent for a total of 350 days in 12 months across all vacancies. Beyond that, rent must be paid regardless of whether the tenant is paying rent or not.

Proven Reliability: During the COVID-19 pandemic, PIA, built on a solid foundation, paid out AUD\$16 million in rental guarantees, helping landlords weather the volatility of an uncertain market. This demonstrates PIA's unwavering commitment to client support and highlights our leadership and accountability within the property industry.



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Official Website