

Why “Rental Guarantees” May Cost You More Than You Think

Some property management companies promote a range of guarantees that sound reassuring at first glance — but once you dive into the terms, it becomes clear that the protection they offer comes with a long list of strings attached.

1. “We’ll Pay the Rent After 28 Days” — But on Whose Terms?

Their promise to cover rent if a tenant isn’t found within 28 days is tightly controlled by their own definitions:

- **They set the market rent** — and you must allow them to drop it as low as needed to meet their view of current demand. That means you could be forced to accept a much lower return than you’re comfortable with.
- **They can void the guarantee if you reject a tenant they recommend** — even if you feel the tenant isn’t a good fit for your property.
- **The property must meet strict conditions** — from smoke alarm placement to meth testing, and even your insurance provider’s satisfaction. If anything doesn’t tick their boxes, you’re not covered.

2. Rent Arrears Covered? Not Exactly.

The “rent, or we’ll pay” guarantee **only covers missed rent payments** — What’s often not made clear is that when the tenant pays back the missed rent — whether through arrears, bond, or debt collection — that money usually goes straight back to the property management company, not to you. So while it may look like you’re being “covered,” in reality, the company is just fronting the payment temporarily - meaning you don’t actually end up ahead.

3. “Great Service or We’ll Pay” — But Only If You Jump Through a lot of Hoops

Even service refunds are full of conditions:

- **You must formally complain in writing.**
- **They have 28 days to try to fix it and if you’re still unhappy, you’ll get one month’s fee refunded** — but only if all other conditions are met.

At Watson Integrity, We Offer a Guarantee That’s Straightforward and Genuine

We believe in clear, honest communication. Instead of luring you in with flashy promises that fall apart in the fine print, we focus on:

- **Securing quality tenants at a rent you’re happy with**
- **Providing transparent service with no surprise clauses**
- **Building long-term results, not short-term bait**

We stand by our service — and we back that up with a clear, risk-free promise: If after 3 months, you’re not completely satisfied with our Property Management Service, we’ll cancel the agreement and refund all management fees paid to that point. No conditions. No complications. Just real accountability.

If you’re weighing up your options, let’s talk about what makes the most sense for your property — and your long-term goals.

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