

**SPAIN  
MADE  
SIMPLE**  
SANDTONS

# PROPERTY MANAGEMENT MADE SIMPLE

You bought below market. You bought off-plan. Now you need to decide: Flip it, rent it short-term, or go long-term?



**GET THE QUICK GUIDE**

# INTRODUCTION

---

You bought below market. You bought off-plan. Now you need to decide: Flip it, rent it short-term, or go long-term?

**The Reality: Spain's 2025 regulations changed everything. The "easy Airbnb money" era is over. But smart investors who understand the new rules are still generating 20-30% returns.**



# THE INVESTOR DECISION TREE



## You bought 15–20% below market (off-plan or distressed)

- **Strategy:** Flip on completion. Capital gains of 18–36% gross (10–15% net after taxes and fees) in 12–24 months are common in growth markets like Costa del Sol, Valencia, Madrid suburbs.
- **Sandtons Role:** We manage the entire sale process, coordinate staging, and connect you with our buyer network.



## You want passive income and own the property outright

- **Strategy:** Long-term rental. Yields: 5.5–12.5% depending on location. Stable, low management (we charge 10% of rent). No tourist license needed.
- **Sandtons Role:** We handle tenant screening, lease contracts, rent collection, and maintenance coordination.



## You want maximum income and can handle regulation

- **Strategy:** Short-term rental. Yields can be 2–3x higher in high season, but you need: Community Approval (60% vote), VUT Tourist License, and NRU National Registry.
- **Sandtons Role:** We audit your property for compliance, apply for licenses, and manage the entire operation (15–20% of gross income).





# THE 2026 SHORT-TERM RENTAL REALITY CHECK

As of July 2025, Spain introduced the toughest short-term rental laws in Europe.



## The Three Barriers:

- 1 Community Approval:** Your building must vote. 60% of owners must say yes. Many buildings are now banning tourist rentals entirely.
- 2 NRU Registry:** Mandatory national registration. Platforms like Airbnb automatically delist non-compliant properties.
- 3 Regional License (VUT):** Still required. Costa del Sol hotspots (Marbella, Estepona) have frozen new licenses in saturated zones.

**Penalties:** €600–€90,000 Euros for operating without compliance.



**Sandtons Advantage:** We know which buildings have approval, which zones are frozen, and how to navigate the bureaucracy. We handle the applications, so you stay compliant.

# FLIPPING: THE QUICK EXIT STRATEGY

Spain's off-plan market is booming. Properties bought at launch are completing 15-20% higher than purchase price.

## Typical Flip Timeline:

- 1 Buy at pre-construction discount:** 10-15% below market.
- 2 Wait 12-24 months** for completion.
- 3 Sell at current market value** (which has risen 9-28% annually in growth zones).

**10-15%**

Net ROI after taxes, fees, and commissions

**19%**

Capital Gains Tax for non-residents + 3% withholding

## SANDTONS SERVICES

We coordinate the sale, manage tax filings, and ensure you net the maximum profit.



# HYBRID STRATEGY: USE IT AND RENT IT

Many foreign owners want flexibility. They use the property 4-8 weeks per year and rent it the rest.



## The Problem

- This is a "mixed-use" model. If you rent short-term (even part of the year), you need full tourist licensing.



## The Solution

- Consider "mid-term rentals" (3-11 months). Target remote workers, digital nomads, or corporate relocations. No tourist license needed. Higher yield than traditional long-term.



**Sandtons Role:** We market your property to our corporate and expat network, handle bookings, and manage turnover.

## QUICK DECISION: WHAT IS YOUR GOAL?



### Maximum cash now

#### Flip it

If you bought off-plan in a growth market, you are sitting on 20-30% gains. Take the profit.



### Passive income for 10 years

#### Long-term rental

Less regulation. Stable tenants. Let us manage it.



### I want to use it 2 months per year

#### Check building approval

If yes, we manage short-term rentals around your usage. If no, pivot to mid-term (3-11 month leases).

## LET SANDTONS HANDLE IT

From flipping to long-term management, we maximize your returns and handle all compliance.



**Property Management Services**

# EXPLORE THE SPAIN MADE SIMPLE SERIES

---

**Visas Made  
Simple**

**Mortgages Made  
Simple**

**Property Made  
Simple**

**NIE Made  
Simple**

**Living Made  
Simple**

& more on our geo-dedicated websites





## NEED PERSONALIZED GUIDANCE?

---

We've created dedicated resource hubs for different backgrounds. Get support tailored to your country of origin.

### **Get personalized guidance on:**

- Flipping strategy and sale coordination
- Short-term rental licensing and compliance
- Long-term tenant placement and management
- Tax optimization for capital gains and rental income
- Hybrid-use property management

**CONTACT SANDTONS PROPERTY MANAGEMENT**

## BEYOND THE GUIDE?

We handle everything—legal documents, tax registration, power of attorney, and complete relocation support including schools, insurance, and settling in.



**Explore Professional Services**

