



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?



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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

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Simple**

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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