

SELLER'S GUIDE 2026

Selling your home in Mallorca

A clear, practical guide to selling well: the process, the paperwork, the costs and how to present your home to the right buyer.

BY JAMES PRINCE, FOUNDER OF PRINCE ESTATES





WELCOME

A note before you begin

Selling a home is rarely just a transaction. It is often the end of one chapter and the start of another, and it deserves to be handled with care, clarity and discretion.

This guide sets out the practical steps to a successful sale in Mallorca: what to prepare, what it costs and how to present your home so it attracts the right buyer. I hope it helps you decide with confidence.

James Prince

JAMES PRINCE, FOUNDER

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INSIGHTS

What this means for your sale

Five things every seller in Mallorca should know before going to market.

1

Scarcity rewards quality

With limited stock in the best locations, well-presented homes in good condition stand out quickly.

2

Buyers are informed

Prime buyers compare carefully. An accurate price from day one matters more than ever.

3

Think international

Most buyers come from abroad. Presenting your home in several languages widens the audience.

4

Discretion has value

At the top end, many sales happen quietly. Off-market can protect your privacy without limiting reach.

5

Timing matters

Spring and early autumn bring the most viewings, but serious buyers are active all year round.



THE PROCESS

The process, step by step

Selling a property in Mallorca follows a well-trodden path. Knowing each step in advance keeps the sale calm, on time and on your terms.

01

Valuation

A realistic price based on recent sales and current demand, not on optimistic asking prices.

02

Paperwork

Gather the key documents early. Missing certificates are the most common cause of delays at the notary.

03

Presentation

Professional photography, film and floor plans, plus small repairs that make a strong first impression.

04

Marketing

Openly to the international market, or quietly off-market to qualified buyers, including through the Mallorca Agents Club.

05

Offer and reservation

We negotiate on your behalf. Once agreed, a private purchase contract (arras) is signed and the buyer usually pays a 10% deposit.

06

Completion

The deed is signed before a notary, the balance is paid and the keys are handed over. Taxes and registration follow.

TYPICAL TIMELINE

Most sales take three to six months from launch to completion, depending on price and demand. The period between the arras contract and the notary is usually one to three months.



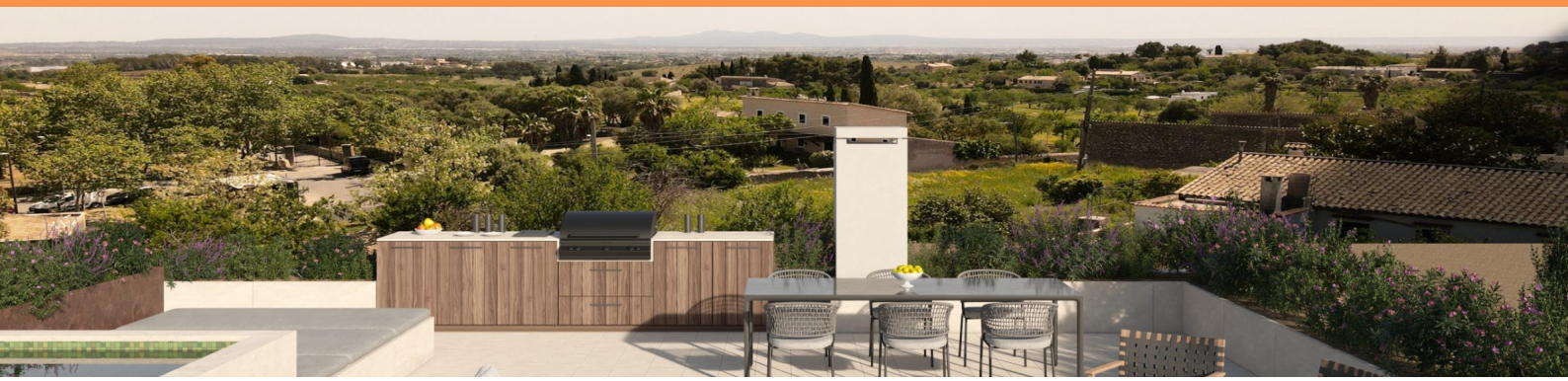
DOCUMENTS

Documents you will need

Having these ready from the start makes your property easier to market and gives buyers confidence.

- [ ] Title deed (escritura)
- [ ] Land Registry extract (nota simple)
- [ ] Latest IBI (council tax) receipt
- [ ] Energy performance certificate (required before marketing)
- [ ] Habitability certificate (cédula de habitabilidad), where required
- [ ] Certificate of no debts from the community of owners (apartments)
- [ ] Recent utility bills
- [ ] Passports and NIE numbers of all owners
- [ ] Licences and plans for extensions, pools or renovations
- [ ] Tourist rental licence, if the property has one
- [ ] Mortgage details, if a loan is to be cancelled

> Not sure what you have? Send us what you can find and we will tell you what is missing and how to obtain it.



COSTS AND TAXES

Costs and taxes for sellers

An overview of the main costs a seller in Spain should plan for. Every situation is different, so we always recommend confirming figures with a tax adviser.

Agency fee

Our fee is agreed with you in writing at the time of instruction, before any marketing begins.

Capital gains tax

Charged on the gain: the sale price less the purchase price, purchase and sale costs, and qualifying improvements.

CAPITAL GAINS TAX FOR RESIDENTS

Up to €6,000	19%
€6,000 – €50,000	21%
€50,000 – €200,000	23%
€200,000 – €300,000	27%
Over €300,000	30%

Plusvalía municipal

A municipal tax on the increase in land value, paid by the seller. The town hall applies the lower of two calculation methods, and nothing is due if there is no gain.

Other costs

Cancelling an existing mortgage, any outstanding certificates, and settling IBI and community fees up to the completion date.

NON-RESIDENT SELLERS

Non-residents pay 19% on the gain. The buyer withholds 3% of the price at completion and pays it to the tax authorities as an advance; it is set against the final tax, and any excess can be reclaimed.

POSSIBLE EXEMPTIONS FOR RESIDENTS

Reinvesting the proceeds in a new main residence, or selling your main residence when aged 65 or over, may reduce or remove capital gains tax.

This guide is general information only and does not constitute legal or tax advice. Figures reflect our understanding of the rules in 2026 and may change. Please confirm your position with a qualified adviser.



PRESENTATION

Presenting your home

Buyers at the top of the market decide quickly. These details make the difference between a viewing and an offer.

01

Price it right

An accurate price from day one creates momentum. Overpriced homes sit on the market and lose appeal.

02

Professional imagery

Photography, film and drone footage are where every buyer's journey begins.

03

Fix the small things

Fresh paint, working lights, tidy joinery and a clean pool show a home that has been cared for.

04

Light and calm

Open shutters, clear surfaces and fewer personal items help buyers picture their own life there.

05

Outdoor living

Gardens, terraces and pools sell the Mallorcan lifestyle. Present them as rooms in their own right.

06

Documents ready

A complete file reassures buyers and their lawyers, and keeps the sale on schedule.

07

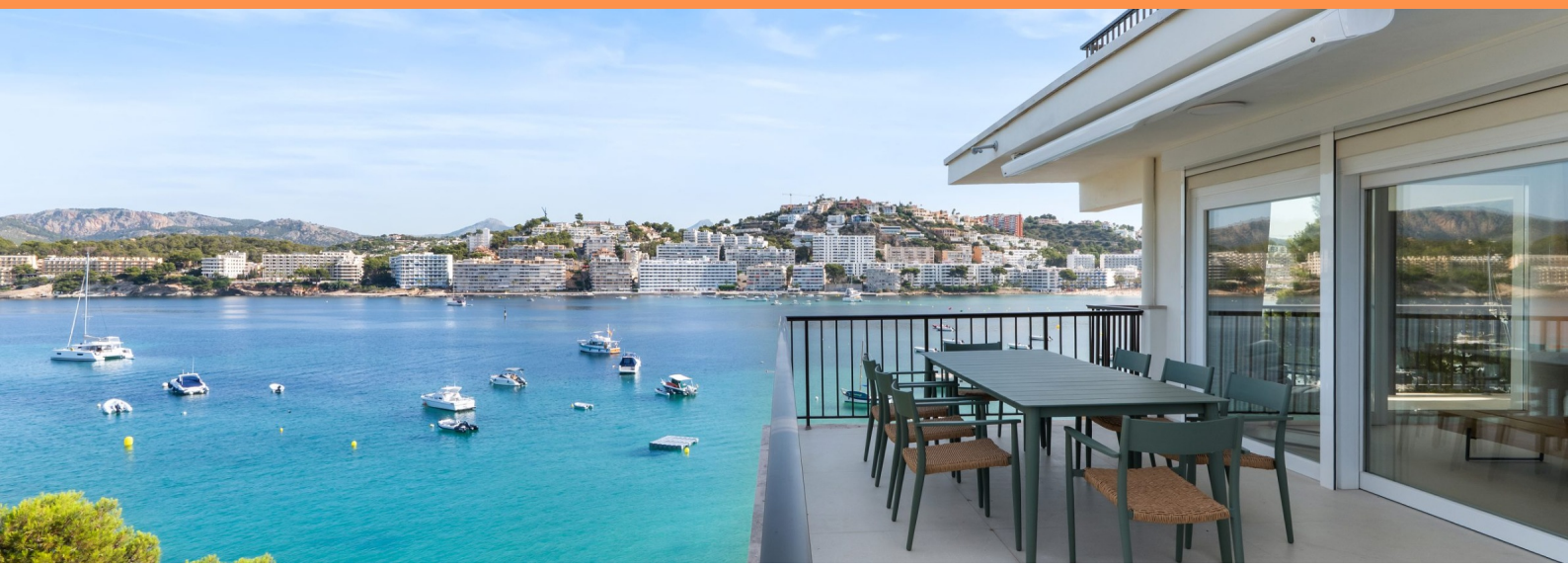
Easy viewings

Flexible access, especially for overseas buyers on short visits, means more serious viewings.

08

Your level of discretion

Open market or completely off-market: you decide who sees your home, and when.





YOUR VALUATION

Request your free valuation

Every sale starts with an honest conversation. I will visit your home, explain where it sits in today's market and recommend the right strategy, whether that is an open launch or a discreet off-market sale.

01

Personal service

You deal directly with me from valuation to keys.

02

The whole market

Our network and the Mallorca Agents Club put your home in front of more qualified buyers.

03

Discretion

Off-market sales handled quietly, with details shared only with qualified buyers.

BOOK YOUR VALUATION

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Scan to request your valuation