



RRA

THE RENTAL READINESS ASSESSMENT

AAA



Quilantro

A practical 8-step assessment for landlords in Spain



This assessment helps you understand how structured your rental operation currently is.

Answer each statement with:
Yes - Partly - No

Be honest. This is purely for your own insight.

Step 1



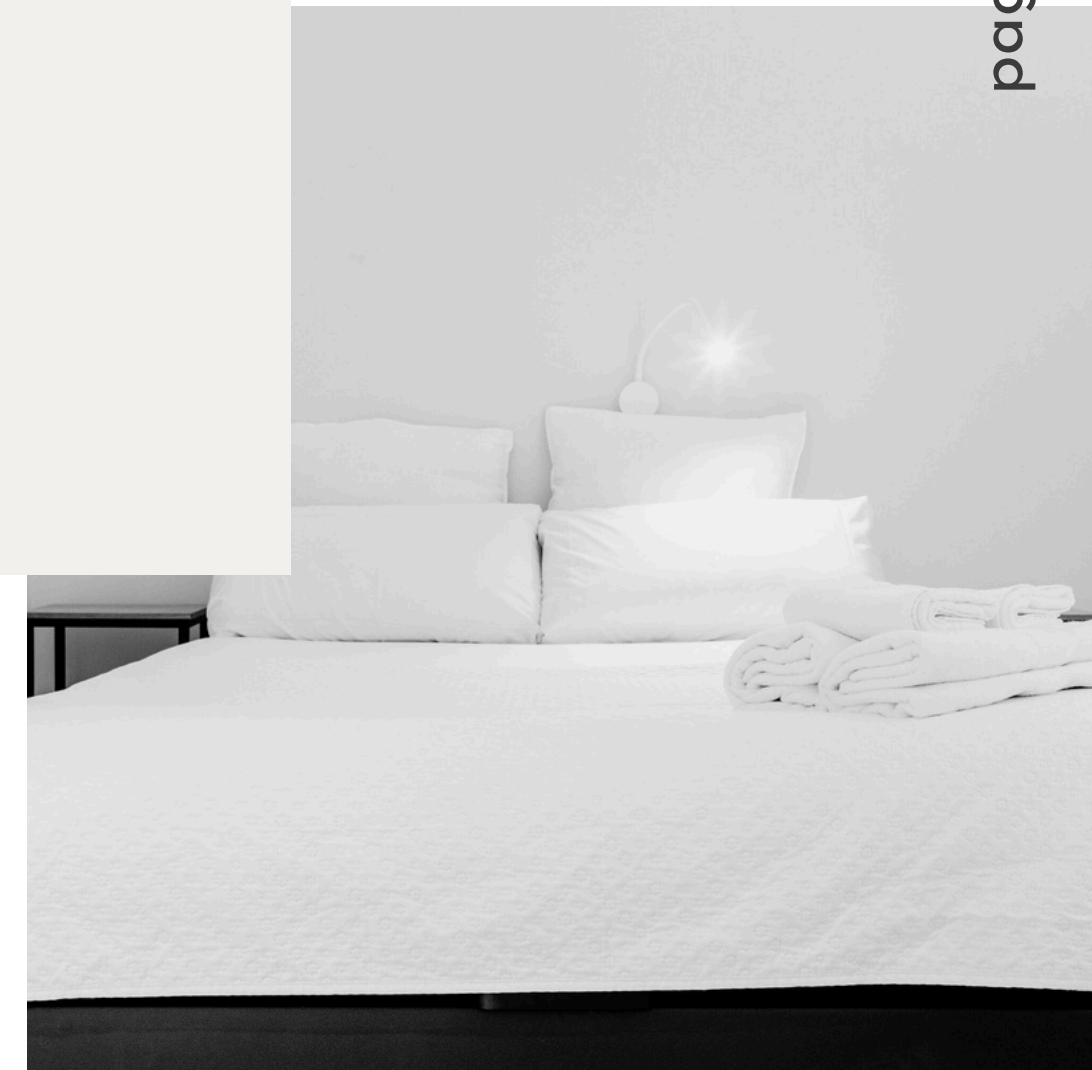
Strategy - Do you rent with a clear direction?

- ☐ I know exactly which type of tenant my property is intended for (e.g. midterm or long-term).
- ☐ My rental model is a conscious choice and aligns with my goals.
- ☐ My rental price is based on market research, not on gut feeling.
- ☐ I can clearly explain my rental strategy in one minute. Without a clear strategy, renting often becomes reactive.

Step 2

Financial - Do you understand your real return?

- ☐ I know my net monthly cash flow (after all costs).
- ☐ I have included maintenance, taxes and vacancy in my calculations.
- ☐ I know what financial buffer I have for unexpected situations.
- ☐ My return is based on realistic rental income. Amateur landlords look at gross rent – professionals look at net results.



Step 3

Legal - Is everything set up correctly under Spanish practice?

☐ I work with a clear inventory list and handover report.

☐ I am aware of my rights and obligations as a landlord in Spain.

☐ My rental contract matches the type of rental I offer.

☐ I know my options in case of late or missing payments. Legal clarity prevents uncertainty later on.

STEP 4

Tenant Selection - Do you choose tenants consciously?

- ☐ I work with clear selection criteria (income, contract type, length of stay).
- ☐ I carefully verify relevant documents.

- ☐ I am willing to decline a candidate if they are not a good fit.
- ☐ I prefer the right tenant over the fast tenant. Most rental issues start with a rushed choice.



STEP 5

Preparation - Is your property ready for renting?

- ☐ The property is technically in good condition (installations, internet, essentials).
- ☐ The furnishing is durable and suitable for intensive use.
- ☐ The property is move-in ready at handover.
- ☐ I have thought about practical details that prevent disputes. Professional renting requires preparation, not improvisation.

Step 6

Operations - Do you work with a fixed process?

- ☐ I have a clear check-in procedure.
 - ☐ I use a structured process for maintenance and issues.
 - ☐ I have oversight of payments and communication.
 - ☐ I know who to call in urgent situations.
- Note: without processes, you are constantly reacting.



Step 7

During the tenancy - Are you in control?

- ☐ Tenants know how and when to contact me.
- ☐ I have insight into ongoing agreements and obligations.
- ☐ I am not regularly surprised by small issues.
- ☐ Renting feels manageable and structured.
Control creates calm – for you and your tenant.



Step 8

Closing - Do you close professionally?



- ☐ I work with a fixed exit inspection procedure.
- ☐ The condition of the property is documented objectively.

- ☐ The deposit process is clear upfront.
- ☐ I evaluate after each tenancy what can be improved. A professional closing prevents disputes and reputational damage.



Interpretation

Count how many times you answered “Yes”.

1

0-10 “Yes” → Your rental setup is largely ad hoc.



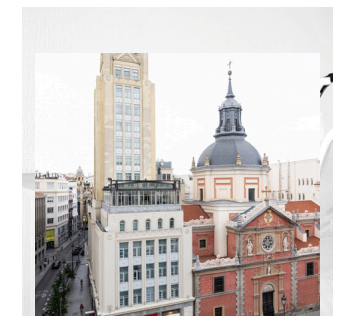
2

11-20 “Yes” → You do many things right, but lack overall structure.



3

21-32 “Yes” → Your rental operation is professional, with room for optimisation.



Reflection question

What does your current way of renting cost you?

- Time
- Energy
- Uncertainty
- Missed income

Professional renting is not only about income, but about structure.



quilantro.com

