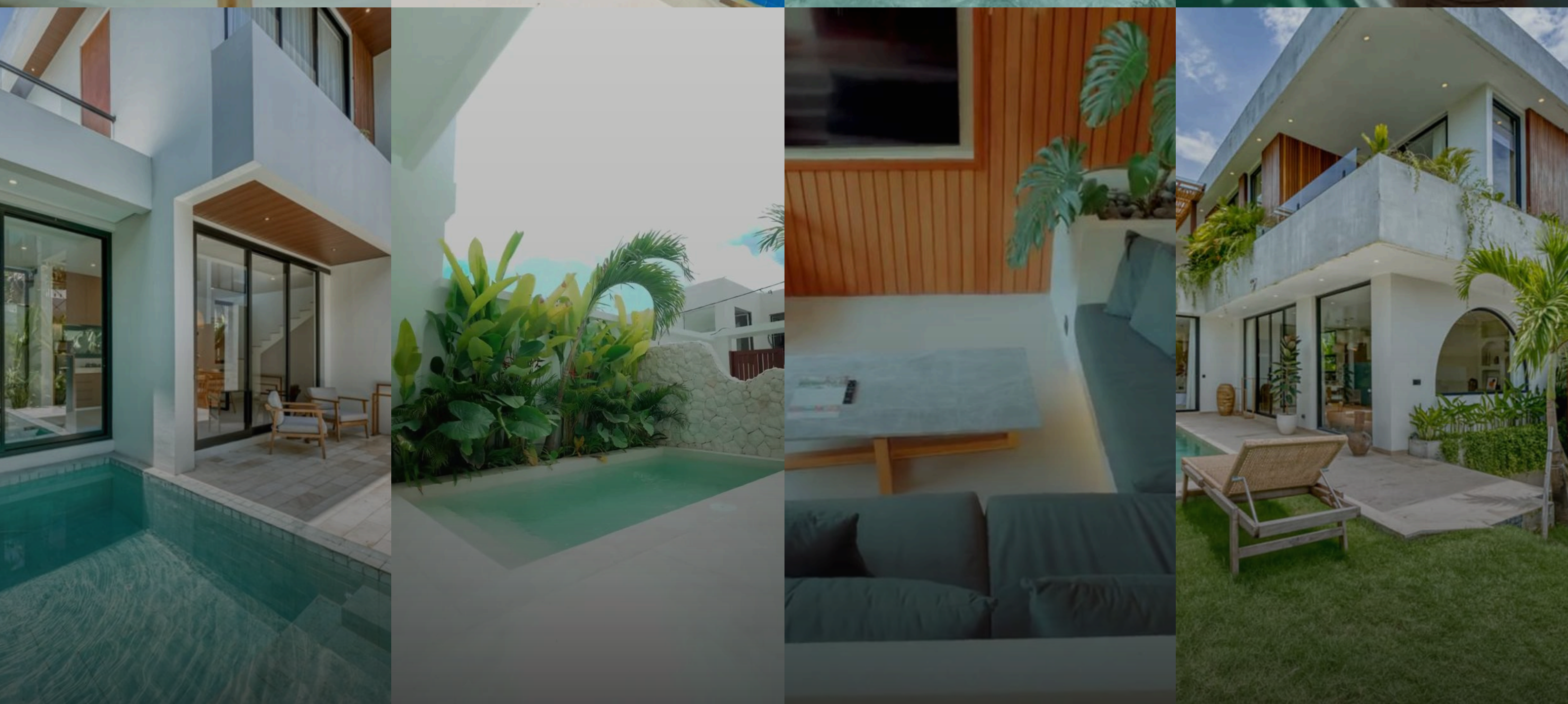
2026 EDITION · FOR INVESTORS

Agmakina Group

ULUWATU, BALI · THE INVESTOR'S GUIDE

The Bali Villa Investment *Playbook*

How ownership actually works, what a villa really earns, and the **+200 villas** we have already built and rent today. From **€110,000**, **10-14% annual return**, **100% managed**.



€110k	10-14%	15+	+100
ENTRY FROM	TARGET ANNUAL RETURN	DEVELOPMENTS DELIVERED	INVESTORS SO FAR

2026

AGMAKINAGROUP.COM

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START HERE

What you need to know before you *buy*.

The first half is the market and the law, and applies whoever you buy from. The second half is what we build and how the process works.

01 · THE MARKET

Why the numbers in Bali are different.

A villa in Bali is not compared against a flat in Europe. It is compared against a business that happens to be a building, in a market where tourism demand is year round and construction costs are a fraction of European ones.

	A RENTAL FLAT IN SPAIN	A MANAGED VILLA IN ULUWATU
Who pays the rent	One tenant, one contract	**Hundreds of guests a year**
What you can charge	Fixed by contract for a year	**Repriced every night by demand**
Who runs it	You, or an agency for a cut	**An operator, fully hands off**
What drives the value	Local salaries and rates	**International tourism demand**

The honest version

Higher returns come with real differences: a different legal system, a different currency, and an asset you cannot drive to on a Sunday. This playbook is about making those differences visible **before** you decide, not after.


JEPUN SARI HOTEL · BINGIN


KEMBALI VILLAS · BALANGAN

02 · THE DATA

Bali Villa *Data 2026*

Before price, before ROI, before anyone shows you a rendering: where is the property, and which guest is looking for it?

BALI MICRO-MARKET BENCHMARKS, 2026

AREA	AVG. OCCUPANCY	AVG. ADR	WHO IS BOOKING
Uluwatu / Bukit	68–78%	$200–$300	Surfers, wellness seekers, Australians
↳ Our portfolio, Uluwatu	**Over 80%**	**Above area average**	The same coast, run properly. That gap is the whole point of this document.
Berawa / Canggu	75–85%	$250–$350	Digital nomads, influencers, honeymooners
Seminyak	70–80%	$220–$320	Couples, luxury travellers, Europeans
Ubud	65–75%	$150–$230	Culture travellers, retreat guests
Sanur / Nusa Dua	60–70%	$140–$200	Families, divers, Asian markets

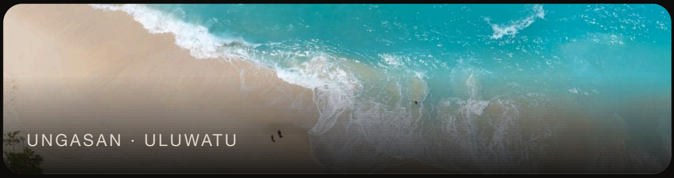
THE TWO-TIER MARKET

Bali has split in two. **Premium-tier villas** (well built, professionally run, in a location guests actually search for) hold their occupancy and their rate. **Generic-tier villas** in oversaturated pockets compete on price, and lose. The difference is rarely the building. It is position, operation and reviews.

READ THIS TABLE PROPERLY

The first five rows are **area averages, not your villa**. Uluwatu looks like the lowest of the group, and that is exactly the opportunity: **the portfolio we run on that same coast books over 80%**. The area sets the guest, the operation sets the number.

BALANGAN BEACH



UNGASAN · ULUWATU

Sources: AirDNA and Phocuswright market data, 2025–26. Bali-wide estimates that vary by property, location and season. They are not Agmakina portfolio results.

01B · THE COMPARISON

Bali against the other places *on your list*.

Nobody looks at Bali on its own. If you are reading this you are almost certainly also looking at Dubai, at Thailand, or at buying something at home. So compare properly.

	ENTRY TICKET	WHAT A FOREIGNER GETS	THE CATCH NOBODY MENTIONS
Uluwatu, Bali	**From €110,000**	Leasehold 25+25, in your own name or your PT PMA	You do not own the land outright. In exchange, the entry ticket is a fraction of the others and the villa is already renting.
Dubai	€250,000+	Freehold in designated zones	You own it. You are also one of tens of thousands of near-identical units, and supply is still being added.
Thailand	€120,000+	Condo freehold, or land via a structure	Land ownership for foreigners is the grey area here, not there. Villa land usually needs a nominee company.
Spain	€250,000+	Full freehold	Safest of the four, and the one where €150,000 buys you the least. Short-term licences are being withdrawn city by city.

The trade you are actually making

Bali is the only one on that list where **the same €150,000 buys a whole private villa with a pool**, in a location guests are already searching for, run by the company that built it. What you give up is perpetual ownership of the land.

And the honest counterpoint

If sleeping at night matters more to you than the return, buy at home. We would rather tell you that now than have you find it out after the transfer. **This is not a product for someone who needs the money back next year.**

Entry tickets are indicative market figures for comparable rental product in 2026, not offers. Legal frameworks differ materially by country; verify each with local counsel.


MORAIRA VILLAS · BINGIN


RIBAMAR VILLAS · BINGIN

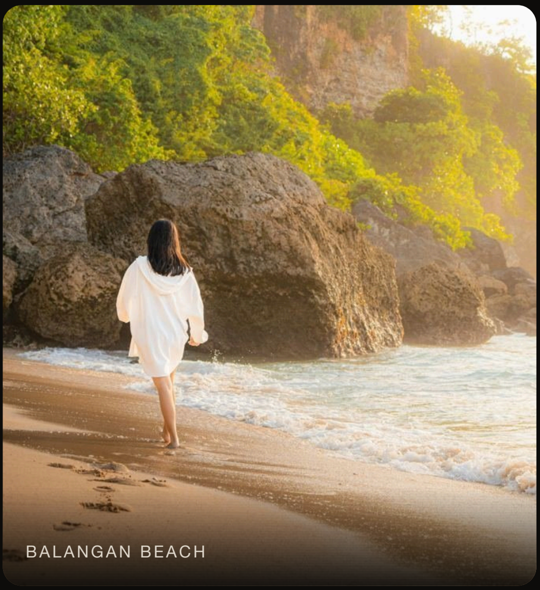

MASUKA LOFT · MELASTI

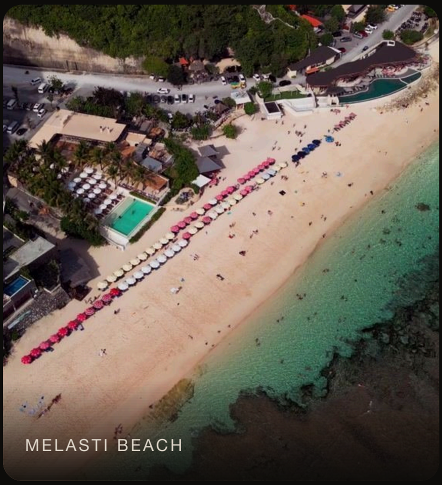
03 · THE LOCATION

The best coast in Bali is *the reason* the villa fills.

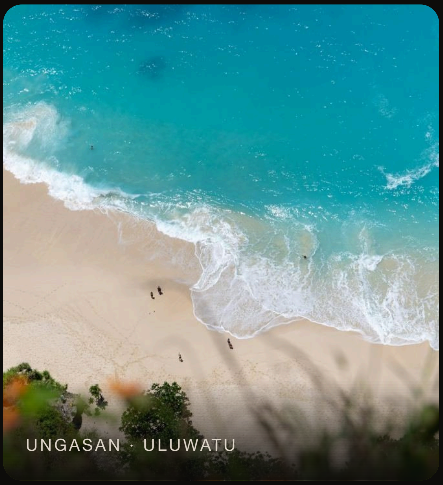
White sand under limestone cliffs, the clearest water on the island, and the surf that put Bali on the map. Guests do not come to the Bukit for the villa. They come for the coast, and then they need somewhere to sleep.


BINGIN BEACH


BALANGAN BEACH


MELASTI BEACH


NYANG-NYANG BEACH


UNGASAN · ULUWATU

Why that matters to an investor

Beaches are the one thing a competitor cannot build. New villas can appear anywhere, but **Padang Padang, Bingin, Balangan, Melasti and Uluwatu itself are not moving**. The demand that fills a Bukit villa is anchored to geography, not to a trend.

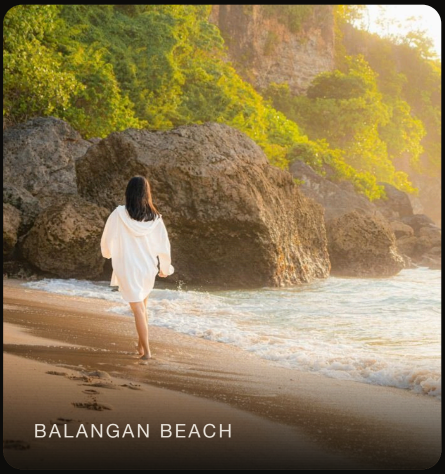
03 · THE LOCATION

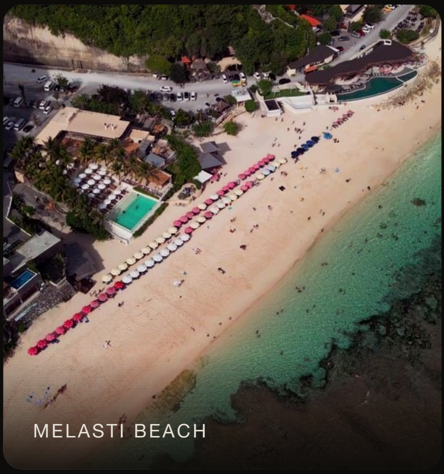
Why Uluwatu, and not the rest of the *island*.

Bali is not one market. Each area has its own guest, its own season and its own ceiling on what a night can be sold for.

AREA	WHO BOOKS THERE	WHAT IT COMPETES ON
Uluwatu · Bukit	Surfers, wellness, Australians	**Beaches, cliffs and surf**
Canggu · Berawa	Digital nomads, influencers	Cafés and nightlife
Seminyak	Couples, European luxury	Shopping and restaurants
Ubud	Culture and retreat guests	Rice fields and wellness

Our villas sit between these beaches





Pecatu, Ungasan, Bingin, Balangan and Nyang-Nyang. Every project we build is minutes from the coast, which is what the guest is actually booking.

Why we build here

Uluwatu still has land, the guest stays longer and spends more, and the area has been adding hotels and beach clubs for a decade. We have been building here since 2016 and we manage more than a hundred properties in it.

04 · THE LAW

How a foreigner actually owns property here.

This is the part most guides skip, and the one that decides whether your money is safe. Read it before any price.

The short answer

A foreigner **cannot own land outright** in Indonesia. What you buy is a **leasehold**: a long-term right of use, with extension, legal and registered in your name. Anyone who tells you that you will own the land freehold is either wrong or selling you a structure that will not hold.

WHAT YOU GET	WHAT IT MEANS
A registered lease	A long-term right of use in your own name, with extension conditions written into the contract
The building	The villa built on that land is yours to rent, to use and to transfer
An exit	The lease is transferable. A finished villa in a high-demand area, already under management, has a resale market
Written terms first	The exact term and renewal conditions are given to you in writing **before** you buy, not after

Who handles it

Our own legal team in Spain and Bali handles the due diligence, the contract and the notary. Not a third party you meet once and never hear from again.

Buying property abroad carries risks, including currency and regulatory risk. Agmakina Group does not provide tax or investment advice. Exact conditions are set out in writing before purchase.

04B · THE RENEWAL

The renewal, *in writing*.

"Twenty-five years" is where most people stop reading and start worrying. This is the page that answers what actually happens at year 25, because it is the question we are asked on every single call.

First, who owns the land

Not the government. In every project we build, the land belongs to **a private Indonesian owner or family**, and the concession is a private contract between that owner and you, signed before a local notary.

THE QUESTION	WHAT THE CONTRACT SAYS
Can he refuse to renew?	No. The extension is **written into the original contract as an obligation on the landowner**, exercisable by the investor. He signs 25 + 25 on day one.
Can he name any price?	No. The renewal price is **market value at the moment of renewal**, established by accredited local real estate agencies, not by him.
What exactly gets re-valued?	**Only the land.** Never the villa on top of it. Today an *ara* (100 m²) in our areas is in the order of **€20,000–35,000**.
What if I don't want to renew?	You don't. You will have had 25 years of rental income and, in most scenarios, will have recovered the investment several times over. The land reverts to its owner.
Can I sell before then?	Yes. The concession transfers. Most of our investors sell with 15–20 years still on it, to a buyer who can see the villa's real booking history.
Can my children inherit it?	Yes. The concession is inheritable and transferable like any other contractual right.

WHY WE DON'T SELL 90-YEAR LEASES

They exist, in areas where tourism has not arrived yet, and where you are betting that it will. In Uluwatu the land is already earning, so owners rarely negotiate past 30 years. **We would rather sell you 25+25 on a coast that fills, than 90 years on one that might.**

Concession terms, renewal conditions and the exact plot are set out in writing before purchase and registered before an Indonesian notary. Agmakina Group does not provide legal or tax advice; we recommend independent counsel.

05 · DUE DILIGENCE

Zoning and *due diligence*

A beautiful villa on land that is not zoned for tourism is a beautiful villa you cannot legally rent by the night. This is the single most expensive mistake made in Bali, and it is entirely avoidable.

LAND ZONING, IN PLAIN TERMS

ZONE	WHAT IT ALLOWS	WHAT IT MEANS FOR YOU
Pink · tourism	Commercial and daily rental	**What you want.** Villas here can legally be rented by the night.
Yellow · residential	Housing, long stays	Monthly and yearly rental. Daily rental is not permitted.
Green · agricultural	Farming, protected land	**Do not build here.** Demolition orders are real and they get enforced.

THE CHECKS THAT ACTUALLY MATTER

- **The zoning certificate for that specific plot**, not for the area. Neighbouring plots can be zoned differently.
- **A clean land title**, verified by your notary, with no outstanding claims or inheritance disputes.
- **The building permit (PBG) and, once built, the certificate of function (SLF).** No permit, no legal rental.
- **Access rights.** Confirm in writing that the road to the property is legally usable, especially on the Bukit where many are private.
- **Taxes.** Rental income tax, annual land and building tax, and the transfer tax on purchase. Budget for them from day one.

COMMON MISTAKE

Taking the developer's word that the land is "tourism zoned" because everything around it is. **Ask for the document for your plot.** A serious developer has it ready and hands it over without being chased.

ARRECIFE VILLAS · MELASTI


KEMBALI VILLAS · BALANGAN

BUILT AND RUNNING TODAY

Not renders. *Finished villas*, already earning.

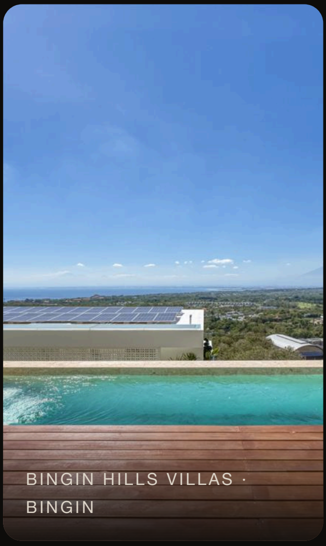
Every property in this playbook is one we built and now operate. You can book a night in most of them tonight on Airbnb.

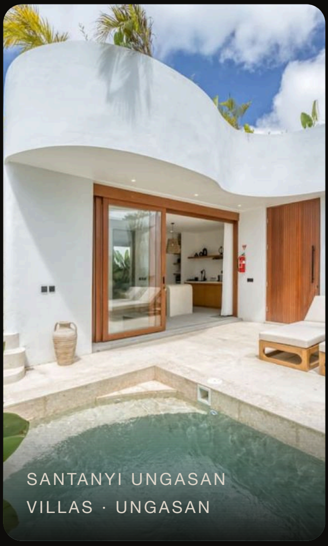
+200	+15	4.93★	80%+
VILLAS BUILT AND MANAGED	PROJECTS DELIVERED	SUPERHOST ON AIRBNB	REPORTED OCCUPANCY


VILLA NOVA · BINGIN


MALVARROSA VILLAS · BINGIN


MASUKA LOFT HOTEL · MELASTI


BINGIN HILLS VILLAS · BINGIN


SANTANYI UNGASAN VILLAS · UNGASAN


SDB VILLAS · MELASTI

06 · THE TRADE-OFF

Off-plan or *finished*

Both work. They cost you different things, and most guides only tell you about one side of it.

	OFF-PLAN	FINISHED AND ALREADY RENTING
Price	Lower, because you are buying before it exists	**Higher, because the risk is already gone**
How you pay	Instalments across the build, easier on cash flow	**In full, at purchase**
When it earns	After handover. Nothing during the build	**From the first month you own it**
Design	You can still choose layout and finishes	**What you see is what you get**
The real risk	The developer. Delays, or a build that never finishes	**Overpaying for a badly positioned villa**

AND WHY ALMOST EVERYTHING HERE IS LEASEHOLD

- **It is what foreigners can legally hold**, in their own name, without a nominee.
- **It costs a fraction of freehold** in the same location, which is why the entry point is €110,000 and not €400,000.
- **The term matches the investment.** A 25 to 30 year lease is longer than almost anyone holds a rental property.
- **It resells.** There is an active international market for lease transfers in Uluwatu, because it is what every other foreign buyer is also holding.

THE QUESTION THAT FILTERS MOST SELLERS

Ask any developer for the **occupancy and review score of the villas they already operate**. Not a projection for yours, the real number for theirs. If they cannot answer, they have never operated anything.


VILLA NOVA · BINGIN


KEMBALI VILLAS · NYANG-NYANG

06B · PAYING FOR IT

How people *actually pay* for it.

Two things surprise almost every buyer: there is no local mortgage, and an off-plan villa is not paid in one go. Here is how it really works.

THERE IS NO INDONESIAN MORTGAGE

Say it plainly

You will not get a mortgage from an Indonesian bank as a foreign buyer. Anyone promising you one is selling something else.

What buyers do instead: they use capital from a sale, an inheritance or a maturing product, or they **leverage an asset they already own at home** and bring the cash. Several of our investors financed the entry against a property in Spain.

HOW LONG THE BUILD TAKES

One-bedroom villa	13–14 months
Two-bedroom villa	15–18 months
Finished, keys in hand	Earning from day one

OFF-PLAN: THE PAYMENT SCHEDULE

1. **Reservation**
   The unit is taken off the market and the plot is assigned to you.
2. **The land**
   The concession is signed and paid before a notary. This is the part that is yours from that day.
3. **Six payments against progress**
   Each one released as a construction milestone is verified, not on a calendar.
4. **The last 10% on handover**
   Paid when you get the keys, not before.

THE HONEST COMPARISON

Off-plan is cheaper and you wait. Finished costs more and pays from the first month. **We build with our own capital, so both are on the table**. Most developers in Bali can only offer you the first one.

JEPUN SARI HOTEL · BINGIN

KEMBALI VILLAS · BALANGAN

SDB VILLAS · MELASTI

07 · THE RISKS

The five real risks, and how each is *covered*.

Any offer that does not talk about risk is not being straight with you. These are the five that matter, and what we do about each.

THE RISK	HOW IT IS HANDLED
The build never finishes	Buy a finished villa that is already renting, or an off-plan unit from a developer with 15+ delivered projects you can go and stand in
The legal structure fails	Leasehold registered in your name, due diligence and notary by our own legal team in Spain and Bali
It does not rent	Ask for the occupancy of the operator's existing portfolio, not a projection. Ours reports over 80%
Something happens to the property	Properties under our management are insured with Zurich
You cannot get out	A finished, managed villa in a high-demand area has a resale and lease-transfer market. An unfinished one in a weak area does not

The question that filters most sellers

Ask any developer for the **occupancy and review score of the villas they already manage**. Not a projection for yours, the real number for theirs. If they cannot answer, they have never operated anything.


KEMBALI VILLAS · NYANG-NYANG


VILLA SALAMANCA · CANGGU


MORAIRA VILLAS · BINGIN

08 · THE NUMBERS

What a villa actually *earns*.

Our target is 10-14% a year, based on the real occupancy of the villas and hotels we already run in Uluwatu. Here is where that comes from, and what it is not.

WHAT DRIVES IT	WHERE OURS SITS TODAY
Occupancy across the managed portfolio	**Over 80% reported**
Who rents it	International guests, year round, via Airbnb, Booking.com and direct
Who runs it	Our own team of 50+ people in Uluwatu
What you do	**Nothing. We furnish, rent, manage and pay you monthly**

What this figure is not

It is a **target, not a guarantee**. Real estate returns depend on market conditions, on how the property is operated, and on currency. Anyone guaranteeing you a fixed return on a rental villa is describing something other than a rental villa.

What you get in the session

The real breakdown for the specific villa you are considering: income, costs, and what lands in your account each month. Not a brochure number.


RIBAMAR VILLAS · BINGIN


ELMON RICEFIELD HOTEL · CANGGU

08B · GETTING PAID

How the money *reaches you*.

The return is only real when it lands in your account. This is the structure, where the money is taxed, and how it gets to you.

THE STRUCTURE

PT PMA, a company in your name

Indonesia lets a foreigner hold a company with **100% foreign capital**. No local partner, no nominee, no borrowed name. The concession and the villa sit inside it, and the company is yours. It also opens the door to an **investor visa**.

WHAT COMES OUT OF THE GROSS

LINE	SHARE OF GROSS
Booking platforms (Airbnb, Booking, Agoda)	≈15%
Agmakina management, all in	15%
Indonesian rental tax (PHR)	10%
Operating costs, cleaning, upkeep	≈10%
What we hand you is what is left	**net, not gross**

WHERE IT IS TAXED

ID

In Indonesia

A PT PMA is taxed at a reduced rate in its first years while profits stay inside the company, then on a normal scale. The 10% PHR on rental income is paid either way.

EU

At home

Spain and Indonesia have a

double taxation treaty

: what is paid in Indonesia is credited against what you owe at home. As a company or as an individual changes the rate, not the principle.

€

How it is sent

Distributions go to the account and the country you tell us. We have investors paid into Spain, the US and the Gulf. You get a monthly income and expense report with every line in it.

WHAT WE WILL NOT DO

We are not tax advisers and we will not pretend to be. We will tell you exactly what is withheld in Indonesia and hand you the paperwork; **what you owe at home is between you and your own adviser.**

Tax treatment depends on your personal circumstances and country of residence and may change. Figures above are the structure we operate, not advice. Seek independent tax counsel before you buy.


VILLA NOVA · BINGIN


SANTANYI VILLAS · BALANGAN


BINGIN HILLS · BINGIN

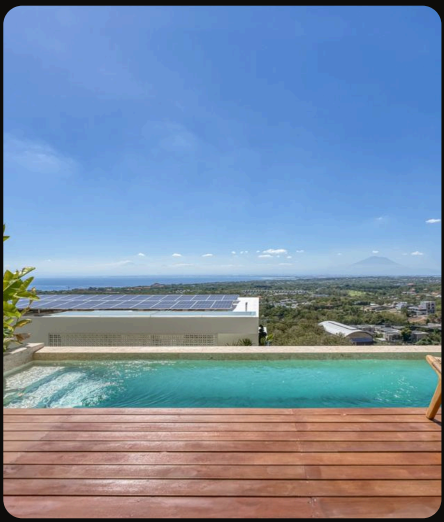
09 · BEFORE YOU CHOOSE

Which kind of buyer *are you*?

There is no single right villa. The right one depends on what you want the money to do, and the answer changes what you should buy.

IF YOU WANT	WHAT FITS	WHY
Income from day one	A finished villa, already renting	No build period. It earns from the month you buy it
The lowest entry price	Off-plan, paid in instalments	You spread payments during construction instead of paying it all up front
To use it yourself too	Any of them, with blocked dates	You block your weeks and the calendar works around them
To diversify out of Europe	A managed unit, hands off	The point is the asset and the income, not a second home to look after





The one that costs people money

Buying on projected return alone, without asking who will actually rent it. A high projection on a villa nobody wants to book is just a number in a spreadsheet.

10 · AVAILABLE NOW

What we have right *now*.

Three entry points into Uluwatu, all built and managed by us. Availability and pricing are confirmed in the session.

OFF-PLAN · 7 UNITS LEFT

Tika Villas

Pecatu · Uluwatu · 1 bedroom, private pool

From €110,000

Payable in instalments over 14 months

FINISHED · LAST 4 UNITS

Santanyi Villas

Ungasan · Uluwatu · 1 bedroom, private pool

From €127,050

Already renting today

FINISHED · LAST 3 UNITS

SDB Villas

Melasti · Uluwatu · 2 bedrooms, private pool

From €220,000

Already renting today

THE PORTFOLIO

What +200 villas looks like.

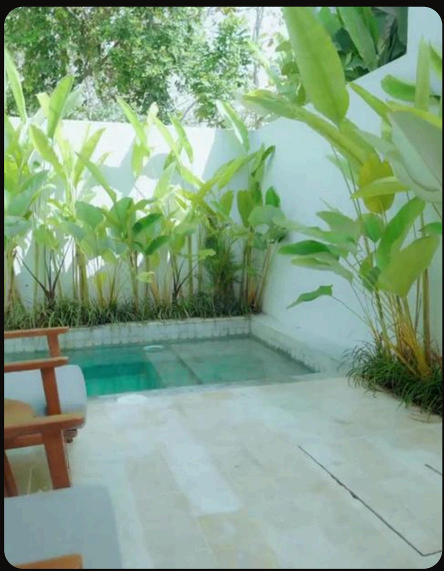
Bookable tonight on Airbnb and Booking.com. Superhost 4.93★ across the properties we run.












11 · THE PROCESS

Buying without setting foot in *Bali*.

Most of our investors have never been to the site. The whole process is designed to work from your phone, in English or Spanish.

1. **A session, free and with no commitment**
   We look at your budget and which villa fits, with the real numbers for that specific unit. Not a sales call: a conversation with the developer.

2. **You choose**
   Villa, floor plan and income projection. You see exactly what you are buying and what it has earned or is projected to earn.

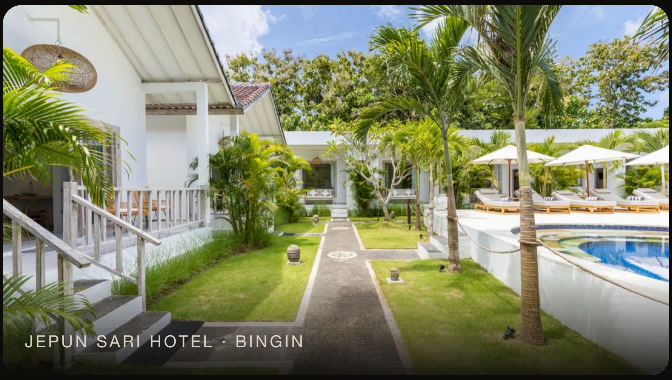
3. **Purchase**
   Contract, due diligence and notary handled by our legal team in Spain and Bali. Terms in writing before you commit.

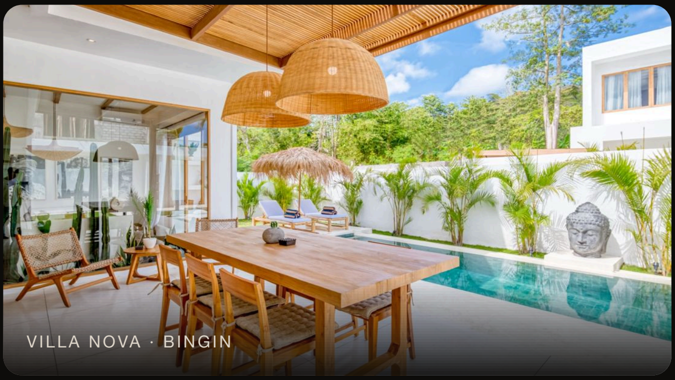
4. **We furnish and prepare it**
   Finished villas come with a one-year structural warranty. Off-plan units are delivered ready to rent.

5. **It rents, and you get paid**
   We list it, manage it and pay you the rent month after month, with a report before each payout.

What you actually do

Choose the villa, sign, and read a report every month. Everything physical happens on the island, done by our own team.


JEPUN SARI HOTEL · BINGIN


VILLA NOVA · BINGIN

12 · WHO YOU ARE BUYING FROM

We build them, and then we *run them*.

Most sellers in Bali do one or the other. A broker sells you someone else's build. A builder hands you the keys and disappears. We do both, which is why the numbers in this document come from operating, not from projecting.

2016	+15	€30M+	+100
BUILDING IN BALI SINCE	PROJECTS DELIVERED	CAPITAL INVESTED	INVESTORS SO FAR

WHAT THAT MEANS FOR YOU

Spanish company	You deal with people in your language and time zone, with a legal team in Spain and Bali
Our own team on the ground	50+ people in Uluwatu doing cleaning, maintenance, guests and reporting
Insured with Zurich	Properties under our management are covered
Superhost 4.93★	Guest Favourite on Airbnb, 4.93★ across the portfolio


SANTANYI VILLAS · BALANGAN


MALVARROSA VILLAS · BINGIN

We were somebody else's developer first

Before we sold a single villa under our own name we were **the developer behind PropGiro**, the Spanish proptech: twelve projects in Bali, villas and hotels, for their investors. Almost all of them Spanish. We know how this conversation goes because we have had it a few hundred times.

Come and sleep in it first

If the villa you are considering is finished, **you can come and stay a few nights in it** before you decide. We run the hotels too, so we can put you up while you look at the rest. Most of the doubt on a call is geography, and geography is fixable with a plane ticket.

BEFORE YOU COMMIT

Seven questions to ask *anyone* selling you a villa.

Including us. If a seller cannot answer these clearly and in writing, that is your answer.

- [ ] **What exactly am I buying, and for how long?**
  Leasehold term and extension conditions, in writing, before any payment.
- [ ] **Can I see a villa you delivered, finished and renting?**
  Not a render. An address, a listing, a review score.
- [ ] **What occupancy do the villas you already manage report?**
  Theirs, not a projection for yours.
- [ ] **Who manages it after handover, and what do they charge?**
  If the answer is "a partner we work with", ask to meet them.
- [ ] **What is not included in the price?**
  Furnishing, taxes, service costs, utilities. Get the full number.
- [ ] **Who does the due diligence and the notary?**
  If it is a third party you never meet, you are carrying that risk.
- [ ] **How do I get out, and who has done it before?**
  Resale and lease transfer should be a normal question, not an awkward one.


MASUKA LOFT HOTEL · MELASTI


KEMBALI VILLAS · BALANGAN

13 · MYTHS

Five myths, *straightened out*

The things people repeat about buying in Bali, and what is actually true.

WHAT PEOPLE SAY	WHAT IS ACTUALLY THE CASE
"Leasehold is risky, you own nothing"	You hold a registered right in your own name, for a defined term, extendable and transferable. **The risky structure is a nominee freehold**, and that is the one to avoid.
"Only ocean-view villas are profitable"	Interior plots in a good area often rent better per euro invested. The view is in the land price and **barely in the nightly rate**.
"Off-plan is a gamble"	It is a bet on the developer, not on the market. With a delivered track record you can walk through, the risk changes completely.
"You have to be there to make it work"	Most owners on this island are not. Everything physical is done by a team on the ground. **What you cannot do remotely is choose badly and hope.**
"There is a guaranteed return"	There is not, for any rental villa anywhere. A target with the assumptions shown is honest. **A guarantee is a sales device.**


SANTANYI UNGASAN VILLAS · UNGASAN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STRAIGHT ANSWERS

Questions people ask before they *commit*.

Is the villa mine forever?

In Bali, foreigners buy on a leasehold: a long-term right of use with extension, legal and in your name. The exact term and renewal conditions are given to you in writing before you buy.

Is the 10-14% real?

It is the annual return **target**, based on the real occupancy, over 80%, of the villas and hotels we already manage in Uluwatu. It is a target, not a guarantee. In the session you see the real breakdown of income and costs for the specific villa.

Can a foreigner buy and invest in Bali?

Yes, it is a common and regulated operation. Our legal team in Spain and Bali handles the due diligence, the contract and the notary.

What if I want to sell or exit?

The villa is a transferable asset. Being finished, in a high-demand area and under management, it has a resale and leasehold-transfer market.

Do I have to come to Bali?

No. Most of our investors buy remotely and visit later as guests in their own villa. The whole process works from your phone.

What happens if the villa needs repairs?

Preventive maintenance is part of the management. Finished villas carry a one-year structural warranty, and properties under our management are insured with Zurich.

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14 · THE CHECKLIST

Your due diligence *checklist*

Twelve things to verify before any money moves. Print it, take it to every meeting, and do not skip the boring ones.

01 Zoning certificate for this exact plot

Pink or tourism zoning if you intend to rent by the night.

02 Clean land title, verified by your own notary

Not the seller's notary. Yours.

03 Building permit, and certificate of function once built

PBG and SLF. Without them there is no legal rental.

04 Lease term, extension terms and transfer rights, in the deed

In writing, before a notary. Not in an email.

05 Legal road access to the property

Especially on the Bukit, where many roads are private.

06 The developer's finished projects, visited or verified

Ask for addresses. Then look them up on Airbnb and read the reviews.

07 Real occupancy and review scores of what they operate

Their actual portfolio, not a projection for yours.

08 Who manages it after handover, and at what fee

And what is included and excluded in that fee.

09 The payment schedule, and what each instalment is tied to

Payments should follow build milestones, not the calendar.

10 What happens if the build is late

If the contract is silent, that is your answer.

11 The tax position: rental, annual and transfer

In Indonesia and in your own country of residence.

12 How you would exit

Who buys it from you, and how a lease transfer works in practice.

USE IT AS A FILTER, NOT AS HOMEWORK

You do not have to chase all twelve yourself. Hand the list to whoever is selling you the villa and ask them to work through it with you. **How they react to being asked is the most useful information in this whole guide.**

NEXT STEP

See the real numbers for the villa that *fits you*.

A free 30 minute session with the developer. We look at your budget and which villa fits, with the real income and costs of that specific unit. Not a sales call.

Book your free session →

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