



2026 EDITION

Investor's
Guide

South Lombok Real Estate



Inside this guide

2026 edition · Updated October 2026

This edition replaces our 2025 guide. We rewrote it around the questions buyers actually ask us: what a foreigner can legally hold, what it really costs, where the risks are and what is for sale today. Where a rule or a number matters, we say where it comes from.

01	Why Lombok, and what to weigh	3
	The opportunity and the honest trade-offs	
02	How foreigners can invest	4
	Leasehold, Hak Pakai and PT PMA, and the route to avoid	
	Buying step by step	5
	The process and what it costs on top of the price	
	Permits, zoning and renting legally	6
	KKPR, coastal setbacks, PBG, SLF and rental licences	
03	Where to invest in South Lombok	7
	Seven areas from Mandalika to Selong Belanak	
	What's on the market today	9
	Asking prices from our current listings	
04	Match the strategy to your goal	10
	Holiday home, land banking or rental income	
05	Your investment checklist	11
	Seven steps, due diligence and buying off-plan	
06	Why work with Maju Properties	12
	What we do, and what it costs you	

Lombok at a glance

Figures checked October 2026. Sources on page 12.

1,175 ha

The Mandalika special economic zone east of Kuta, developed by state-owned ITDC.

965 rooms

Hotel rooms inside Mandalika at the end of 2025, plus 128 homestays. Supply is still small.

Since 2022

MotoGP has raced at the Mandalika circuit every year. The 2026 round ran from 9 to 11 October.

SIN · KUL

Direct international flights to Singapore and Kuala Lumpur, with frequent links via Bali and Jakarta.

2.09 million

Tourist visits to West Nusa Tenggara from January to October 2025. Foreign visits rose about 19% on 2024.

110+

Villas and plots for sale on majuproperties.com, across seven areas of the south coast.

Why Lombok, and what to weigh

01

An island still taking shape

South Lombok is often compared with Bali in its quieter years: long bays with few buildings, good surf, rice fields running down to the sea and a village culture that is still very present. The difference is that infrastructure is now arriving faster than it did in Bali.

The Mandalika special economic zone, a 1,175 hectare stretch of coast east of Kuta developed by state-owned ITDC, has brought a bypass road from the airport, a circuit that has hosted MotoGP every year since 2022 and a growing number of resort hotels. ITDC's next phase includes a marina, a premium eastern zone and new retail and housing areas.

What draws investors

Entry prices

Land is still sold by the are (100 m²). On our listings, land west of Kuta typically asks IDR 75 to 150 million per are, and four in five villas are priced between USD 100,000 and USD 350,000.

Real choice

Outside Kuta, the coast is not built up. You can still choose the bay, the view and the size of plot, rather than take what is left.

Momentum

Roads, events and new flight routes keep adding reasons to visit, and international hotel brands are already operating in Mandalika.

Kuta has grown from a surf stop into a small town with cafés, gyms, coworking spaces, clinics, supermarkets and an international school. Most visitors still arrive through Bali or Jakarta, but Lombok now has direct international flights to Singapore and Kuala Lumpur.

Visitor numbers are rising from a modest base. West Nusa Tenggara's tourism office counted about 2.09 million tourist visits from January to October 2025, with foreign visits up about 19% on the previous year. Hotel supply is still small: Mandalika had 965 hotel rooms at the end of 2025.

What to weigh, honestly

Seasonality

Demand peaks in the dry season, roughly May to October, and over the year-end holidays. The wet months are quieter, so plan on a full year, not a good month.

A thinner resale market

There are fewer buyers than in Bali, so selling can take time. Plan to hold for years, not months.

Infrastructure gaps

Some areas still rely on wells, rough access roads or weak mobile signal. Check water, power and access before you fall for a view.

Stricter enforcement

Central Lombok authorities are sealing projects that break their permits and checking unlicensed rentals. Buy what was done properly (page 6).



How foreigners can invest

02

Freehold land (Hak Milik, shown as SHM on a certificate) is reserved for Indonesian citizens. Foreigners have three legal routes. Choose the structure with an independent lawyer **before** you choose the property: it decides what you can buy, what you can do with it and what it costs to hold.

	Company title PT PMA holding HGB	Leasehold Hak Sewa	Right of Use Hak Pakai
What you hold	Your own foreign-owned Indonesian company holds a Right to Build (Hak Guna Bangunan) title.	A lease on land, usually with the building on it, signed as a notarial deed with the landowner.	A registered title in your own name, for a house you live in.
How long	HGB runs 30 years, extendable by 20 and renewable by 30. The company itself has no end date.	Set by the contract. 25 to 30 years is common, often with an extension option priced upfront.	30 years, extendable by 20 and renewable by 30: up to 80 years in total.
Main conditions	An investment plan above IDR 10 billion per business line and location. It is a committed investment, realised as the project goes, not cash to bring in on day one. For accommodation, land and buildings count towards it. Regular reporting.	The lessor must be the registered owner, and every heir and spouse should sign. Check what happens to the building when the lease ends.	A valid immigration document. One house per person or family, on up to 2,000 m².
Renting it out	Yes. The company can hold the licences and run the rental itself.	Possible, but short-term rental is a licensed business. Leaseholders usually rent through a licensed operator.	The title is meant for a residence. Take legal advice before planning any rental.
In Lombok	The main route. Outside Kuta's commercial areas, most villas and plots are sold on HGB or converted to HGB at purchase.	Found mostly in commercial areas, such as shops and villas in central Kuta. Far less common than in Bali.	Residents who want a home in their own name.

Based on Government Regulation PP 18/2021, ATR/BPN rules on foreign home ownership and BKPM Regulation 5/2025 (in force since 2 October 2025). Checked October 2026.

The route to avoid: nominees

A nominee arrangement puts land in an Indonesian citizen's name while side agreements give a foreigner control. Indonesian law treats these agreements as void, and the Basic Agrarian Law says land transferred to a foreigner against the rules falls to the state.

In April 2026 the Central Lombok prosecutor's office said it was mapping tourist accommodation for suspected nominee schemes. If a seller or developer suggests one, walk away.

Owning is not residing

A title or a lease does not give you the right to stay in Indonesia. Long-stay options include the Second Home Visa, which requires funds of about IDR 2 billion and runs for 5 or 10 years, and the Golden Visa for larger investors.

Visa requirements change often. Check the current rules with an immigration agent before you rely on one.

Buying step by step

02

1

Reserve

Agree price and terms in writing. If you pay a deposit to hold the property during checks, get the refund conditions on paper.

2

Check

Your notary verifies the certificate at the land office (BPN), the seller, the heirs, tax receipts and zoning. On site we check access, water, power and boundaries.

3

Commit

A binding sale agreement (PPJB) is used when payment is staged, the title is still in process or the villa is not built yet. Milestones, penalties and refunds go here.

4

Sign

A purchase is signed as a sale deed (AJB) before a PPAT, the official land deed maker. A lease is signed as a notarial deed. Taxes are paid at or before signing.

5

Register

The land office records the new holder. For a PT PMA buyer, SHM land is converted to HGB at this stage. Allow a few weeks to a few months.

What it costs on top of the price

Item	Typical cost	Paid by	Applies to
BPHTB (acquisition tax)	5% of the transaction value, minus a small regional allowance	Buyer	Purchases
Notary and PPAT fees	Around 1%, often with a minimum fee	Buyer, negotiable	Purchases and leases
HGB conversion and registration	Around 0.5%	Buyer	PT PMA buying SHM land
Technical land review (Pertek)	Around IDR 7 million	Buyer	When zoning approval needs it
Due diligence	Depends on plot size and complexity	Buyer	Every deal
Seller's income tax (PPh)	2.5% of the sale price	Seller	Purchases
Lease income tax	10% final tax on the lease value	Landowner by law, often negotiated	Leases
Maju Properties' fee	Nothing for buyers. Our commission is paid by the seller.	Seller	Every deal

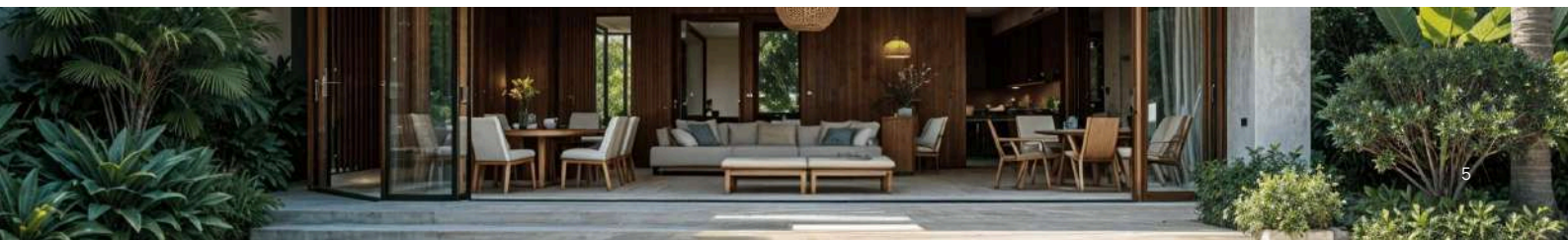
Estimates in line with the buying-cost calculator on majuproperties.com. Your notary confirms the exact amounts for each transaction.

After you buy

Expect a yearly land and building tax (PBB), usually modest. With a PT PMA, add an accountant, monthly and annual tax filings and quarterly investment reports (LKPM). With any property, budget for maintenance and insurance, and, if you rent, management fees and hotel tax.

Reading a land certificate

SHM freehold, Indonesians only. **HGB** right to build, held by Indonesians or companies, including a PT PMA. **Hak Pakai** right of use, the title a foreign individual can hold. **Sporadik** land not yet certified, held on a possession letter recognised by the village. Often cheaper than certified land, and a good opportunity when done well: check the ownership history with the village and the neighbours, and make the certificate part of the deal.



Permits, zoning and renting legally

02

Zoning comes first (KKPR)

Every plot sits in a zone of the regency's spatial plan: tourism, housing, farmland or protected land. Get written zoning confirmation for your plot, not your neighbour's. Land zoned for farming may never get a building permit, whatever is already built nearby.

Beachfront and the coastal setback

The national rule sets a coastal setback of 100 metres from the highest tide line, with the exact line drawn in each regency's spatial plan. In practice, most beachfront resorts here build from around 35 metres, with structures considered removable, such as timber. Get what your plot allows confirmed in writing before you pay a beachfront premium.

Build what was approved (PBG)

The building approval, PBG, replaced the old IMB and is issued against specific drawings. Extra pools, terraces or floors that are not on the drawings are exactly what inspectors seal.

Certified before guests (SLF)

The certificate of fitness for use, SLF, confirms the finished building matches its permit and is safe to occupy. Authorities now ask for it at villas that take guests.

Renting to guests

Short-term rental is a licensed business. It needs a business licence through the government's OSS system under the right business code, regional hotel tax (PBJT, up to 10% of room revenue) and income tax on profits. A foreign individual cannot hold that licence personally, so owners rent through a licensed manager or their own PT PMA.

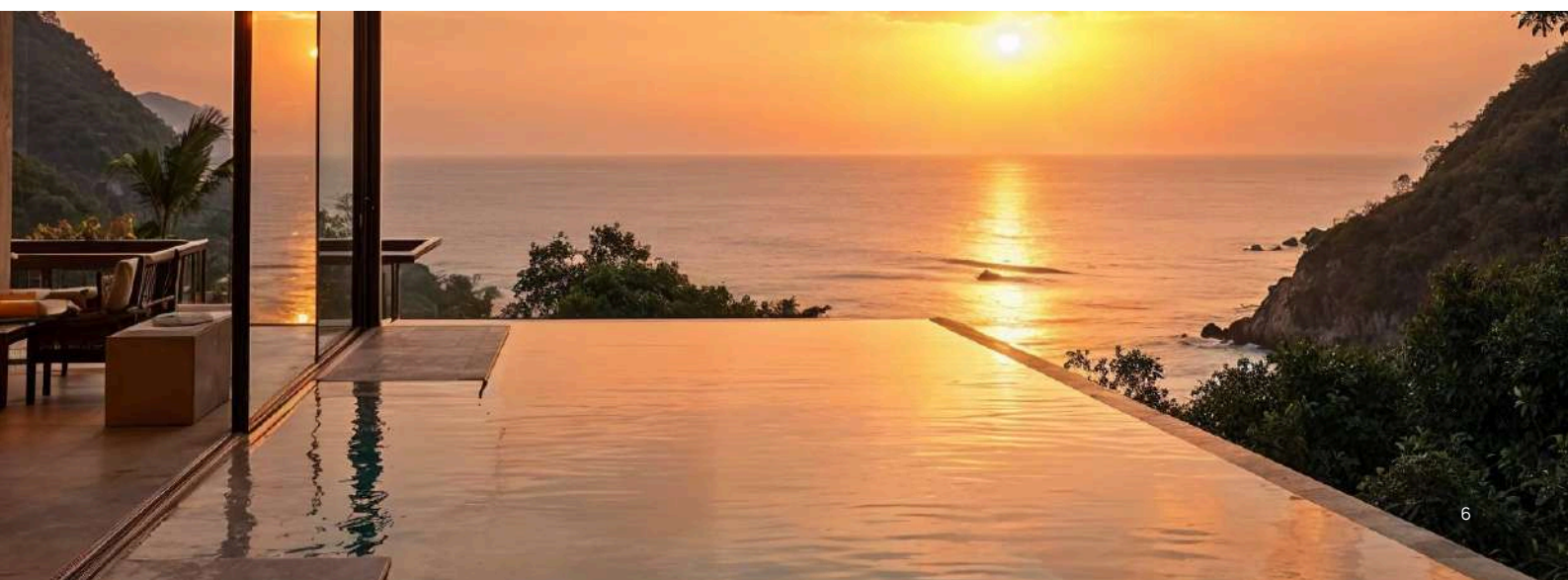
Enforcement is real

June 2025 Central Lombok's regional secretary says around 200 villas and tourism facilities near Mandalika operate without permits.

March 2026 Part of a villa project at Selong Belanak is sealed for building into the coastal setback and beyond its permit.

April 2026 The Central Lombok prosecutor's office starts mapping hotels and villas without an SLF, and suspected nominee schemes.

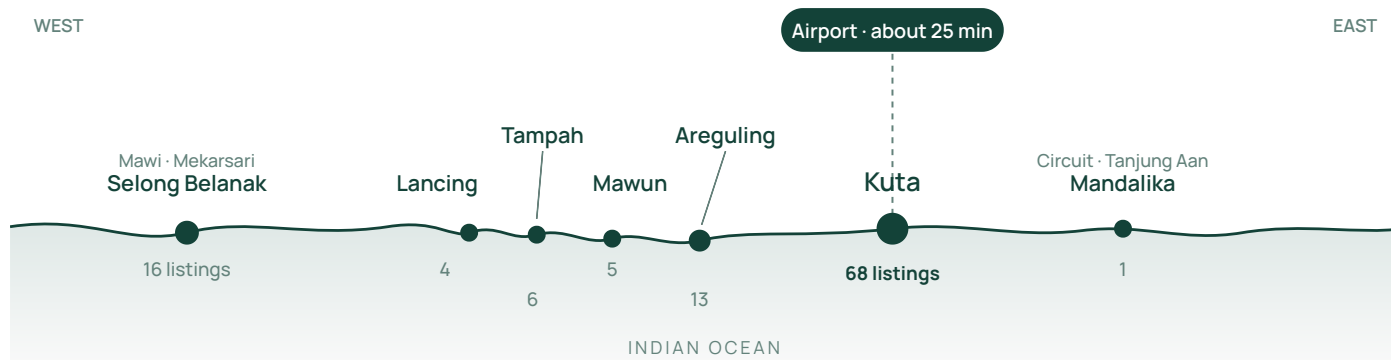
For careful buyers this is good news: properties with clean permits hold their value. Before buying a villa you plan to rent, ask to see its PBG, SLF and business licence.



Where to invest in South Lombok

03

Our listings run along the coast from Mandalika in the east to Selong Belanak in the west. As a rule, the further west of Kuta you go, the cheaper the land, the quieter the beach and the fewer the services.



Schematic, west to east, not to scale. Figures show villas and plots for sale on majuproperties.com on 21 October 2026.

Kuta

48 villas · 20 plots

The service centre of the south coast, with most of the restaurants, cafés, gyms, clinics, shops and nightlife. Rental demand is the most established here, and so is the competition. Land is the most expensive on the coast and plots are small, mostly under 20 are.

- SUITS** Rental villas that live on location, and buyers who want everything within a short ride.
- WATCH** Density is rising quickly. Check what the zoning allows next door before paying for a view.
- LAND** About IDR 115 to 700 million per are on our listings, typically around IDR 270 million.

Mandalika

1 plot

The special economic zone east of Kuta: the circuit, the main Kuta beachfront, Tanjung Aan and the resort hotels. Land inside the zone is managed by ITDC and developed through agreements with it, so private buyers mostly look at plots around its edges.

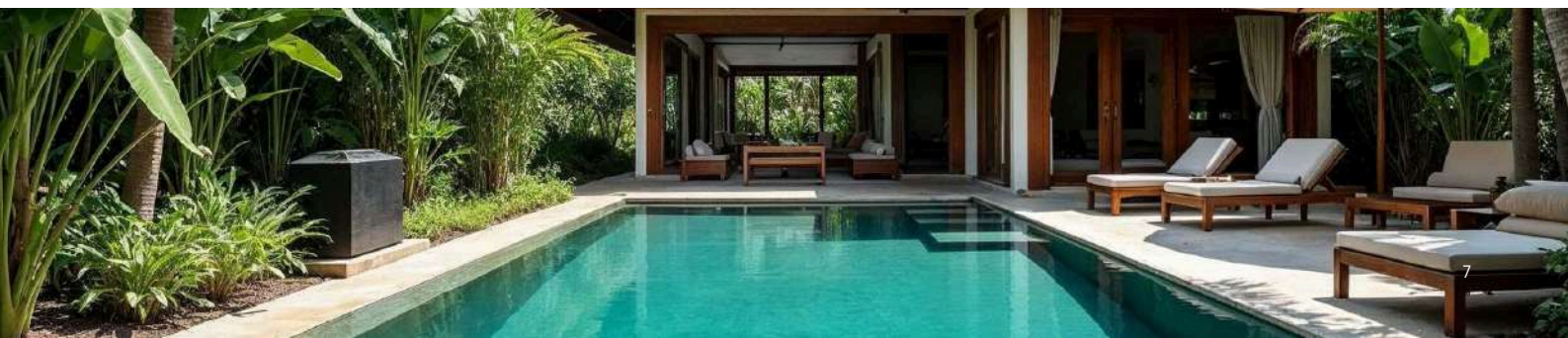
- SUITS** Resort and event-driven rentals, and investors who value planned roads and utilities.
- WATCH** Confirm whether a plot is inside or outside the zone, and what that means for its title and building rules.

Areguling

13 plots

A curved surf bay a short drive west of Kuta, with hillsides that look straight down onto it. Close enough to use Kuta's services, far enough to feel quiet.

- SUITS** View villas, small boutique stays and surf-focused rentals.
- WATCH** Hillside plots need access roads, retaining walls and a water solution. Budget for them.
- LAND** About IDR 20 to 350 million per are, typically around IDR 150 million.



Mawun

5 plots

A sheltered horseshoe bay between green headlands, about 20 minutes west of Kuta, and one of the best-known beaches on the coast. Development around it is still light.

- SUITS** Private villas and low-key boutique stays.
- WATCH** Services are limited and road quality varies from plot to plot.
- LAND** About IDR 80 to 125 million per are, typically around IDR 120 million.

Tampah

5 plots · 1 villa

A quiet beach between Mawun and Selong Belanak, with hills running down to the sand and few buildings. Larger parcels still come up here.

- SUITS** Buyers who want space and are happy to drive for dinner.
- WATCH** Check road access and electricity capacity for each plot.
- LAND** About IDR 35 to 300 million per are, typically around IDR 85 million.

Lancing

3 plots · 1 villa

A long, calm white-sand beach between Tampah and Selong Belanak, with large hillside parcels behind it and very little built so far.

- SUITS** Patient investors and larger projects such as eco-lodges or retreats.
- WATCH** An early-stage area: utilities, access and demand all need careful checking.
- LAND** Large parcels from 90 are to 4 hectares, about IDR 70 to 90 million per are.

Selong Belanak

12 plots · 4 villas
incl. Mawi and Mekarsari

A wide white-sand bay with gentle waves and surf schools, about 30 minutes west of Kuta and popular with families and beginner surfers. Next door, Mawi is a reef break for experienced surfers, and Mekarsari sits on the hills behind. Small resorts and restaurants already operate here, so demand is proven, and prices near the beach reflect it.

- SUITS** Family holiday homes and boutique rentals.
- WATCH** Busy weekends at the main beach. The coastal setback has already been enforced here (page 6).
- LAND** About IDR 30 to 350 million per are, typically around IDR 125 million.



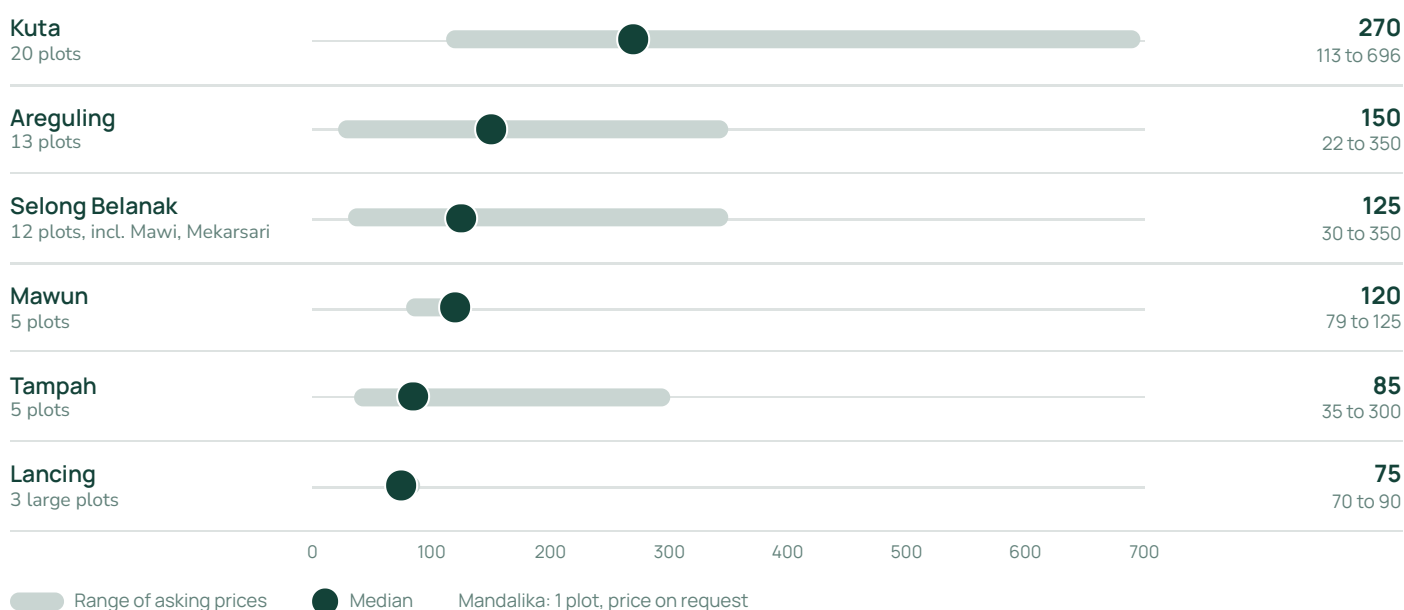
What's on the market today

03

A snapshot of asking prices on majuproperties.com on 21 October 2026. Asking prices are not valuations, and the price per are moves with size, slope, view, access and title. Use this to calibrate, then ask us for comparables on a specific plot.

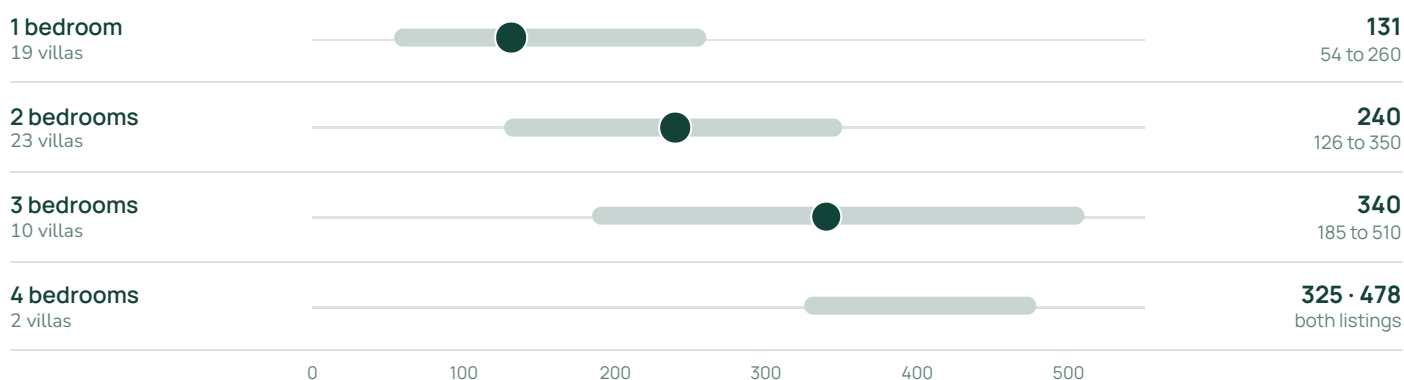
Land, price per are

IDR million per are (100 m²). Plots currently for sale.



Villas, asking price

USD thousand. All 54 villas currently for sale, completed and off-plan.



What the numbers tell us

Kuta costs about double

Typical land in Kuta asks around IDR 270 million per are, against IDR 75 to 150 million along the coast to the west.

Most villas are not built yet

40 of the 54 villas listed are off-plan or under construction. Buy off-plan only with the protections on page 11.

Titles vary

Villas: 28 HGB, 22 leasehold, 4 SHM. Land: 42 SHM, 13 HGB, 4 with other or pending titles. A foreigner leases SHM land or buys it through a PT PMA.

USD figures use the rates shown on our website in October 2026, about IDR 17,990 per US dollar. Medians are the middle asking price in each group.

Match the strategy to your goal

04

Holiday home

Buy where you like to spend time. A place you enjoy is a place you will use, maintain and recommend. Most villas here are on HGB title, held through a PT PMA that can also rent the villa out while you are away. Hak Pakai suits residents who want a home in their own name.

Works best when

It is close to what you use: the beach you love, groceries, a clinic. The design is simple, with fewer things to break, and someone you trust looks after it while you are away.

Watch out for

Renting it out part of the year can cover running costs, but only with a licence. On a lease, check the years remaining and the price of the extension before you pay.

Land banking

Buying land and holding it while the area develops. It has worked for patient buyers on this coast, but nothing guarantees it, and land earns nothing while you wait.

Works best when

The plot has clear title, legal road access and zoning that allows what a future buyer will want to build, and your horizon is many years, not a few.

Watch out for

Cheap plots are often cheap for a reason: no access, farmland zoning or a family dispute. As a foreigner you hold land through a lease or a PT PMA, which shapes who you can sell to later.

Rental income

Returns depend on location, design, management and permits far more than on the island's growth story. A well-run villa near Kuta and a beautiful one with no proper road can perform very differently.

Works best when

You know your target guest, rent through a licensed operator, have reliable internet and water, and price with the seasons.

Watch out for

Projections are not results. Ask for real monthly statements from comparable villas, and count every cost: management, booking platform fees, hotel tax, income tax, maintenance and the furniture you will replace.



Not sure which fits? Tell us your budget and timeline.
We will tell you honestly what it buys, and when to wait.

Your investment checklist

05

Seven steps

1 Set the goal, budget and timeline

Include taxes and fees: roughly 7% on top of a purchase price, and on a lease, the 10% lease tax if you agree to carry it.

2 Choose the structure

Leasehold, Hak Pakai or PT PMA, with an independent lawyer, before you shortlist.

3 Shortlist and visit

Go at different times of day, and in the wet season if you can. If you cannot travel, ask for a live video viewing.

4 Run due diligence

Use the checklist opposite. Pay nothing beyond a refundable deposit until it is done.

5 Sign and pay safely

Through your notary, or in stages tied to verified progress. Never in cash, and never to an account you have not verified.

6 Build or furnish with permits

PBG before construction starts, SLF before the first guest.

7 Plan the years after

Management, maintenance, insurance and taxes, in Indonesia and in your home country.

Due diligence

- ☐ Original certificate checked at the land office (BPN), and the name matches the seller's ID
- ☐ Every heir and the spouse agree and sign. Family-owned land is common in Lombok
- ☐ No mortgage, block or dispute on the title, and PBB tax paid up
- ☐ Zoning (KKPR) allows what you plan to build
- ☐ Coastal setback for the plot, and what can be built inside it
- ☐ Legal road access, not a track across a neighbour's land
- ☐ Water source, electricity capacity and drainage
- ☐ Boundaries measured on site match the certificate
- ☐ For villas: PBG, SLF and, if rented, the business licence

Buying off-plan

40 of the 54 villas on our site are off-plan or under construction. Before you sign, check:

- ☐ The developer's company and the people behind it. Most developers here are young, so meet the team and the builder and visit the site
- ☐ Who holds the land title, and the lease length if it is leasehold
- ☐ A PBG issued for the project before construction starts
- ☐ Payments tied to construction stages, with delay penalties and a refund clause
- ☐ Your own notary or lawyer reviews the PPJB, not only the developer's
- ☐ What the price includes. Some projects price the pool and furniture as extras

Looking at a specific plot or villa? Send us the link.
We will tell you what we would check before buying it.

Why work with Maju Properties?

06

Maju Properties is a real estate agency based in Kuta, Lombok, and a division of PT Maju Operations & Development. We list villas and land across the south coast, help buyers from first viewing to signing, and look after properties once they are bought.

Free for buyers

Our commission is paid by the seller. Our search, viewings and negotiation cost you nothing.

Wide choice, one contact

More than 110 villas and plots from Mandalika to Selong Belanak, plus off-market opportunities, with one team to talk to.

Design and build

Through partner architects and contractors, from first sketch to construction, with permits in place.

Honest advice

We tell you when a plot is not worth buying, and why. A deal that goes wrong is bad for you and for us.

Checked before you commit

We work with independent notaries and lawyers who verify certificates, heirs, zoning and permits.

After you buy

Property management: marketing, bookings, guest care, maintenance and regular reports to owners.



Need a reliable partner? Talk to us on WhatsApp
+62 818 0304 2211 · majuproperties.com

Important. This guide is general information, not legal, tax or financial advice. Indonesian rules and the figures in this guide were checked in October 2026 and can change. Always confirm your structure, taxes and permits with an independent notary or lawyer before you pay anything.

Sources. Government Regulation PP 18/2021; BKPM Regulation 5/2025 (summaries by Withers and Herbert Smith Freehills, 2025); Presidential Regulation 51/2016 on coastal setbacks; PP 34/2017 on lease income tax; ITDC and Fortune IDN (December 2025) on Mandalika; NTB Tourism Office via Inside Lombok (December 2025); ANTARA (March and April 2026) and Suara Lombok (September 2026) on local enforcement; MotoGP 2026 calendar; listing data from majuproperties.com, 21 October 2026.

Ready to take the next step?

Investing in Lombok is more than a financial decision - it's a lifestyle upgrade and a chance to be part of a thriving, sustainable community.

+62 818 03 04 22 11
majuproperties.com
contact@majuproperties.com