



Lombok Compass

SOUTH LOMBOK REAL ESTATE

THE SOUTH LOMBOK MASTER PLAN · 2026 EDITION

Own South Lombok, *without the fear.*

The complete buyer's master plan. Everything you need to buy land or a villa on the south coast safely: the checklist, the ownership map, the title-safety checks, real per-area pricing, and the exact step-by-step process.

A market full of upside, and easy to get burned in.

South Lombok is one of the most exciting property markets in Asia. It is also one of the easiest places in the world to lose money to a bad title, the wrong ownership structure, or a price you had no way to sense-check. This master plan exists to remove that risk. Work through it before you wire a single rupiah, and you will know more than most buyers who have lived here for years.



How to use this document. Read it once end to end, then keep it open as you view plots. Tick the checklist as you go. If a seller or agent resists any item in here, treat that as information, not an inconvenience.

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The Buyer's Checklist

The complete due-diligence sweep, stage by stage. Nothing here is optional if you want to buy with confidence rather than crossed fingers.

A Before you start looking

- Define your goal.** Lifestyle home, rental investment, land bank, or build-to-sell. Each points to a different area and structure.
- Set a true all-in budget.** Land or villa price plus notary, taxes, due diligence, and any PT PMA setup. Budget 10 to 15% on top of the headline price.
- Confirm your ownership route.** Leasehold, Hak Pakai, or PT PMA (see Part 02). Decide before you fall in love with a plot.
- Agree your timeline.** Most buyers research 6 to 18 months. Knowing yours keeps you from rushing into a bad deal.

B Vetting the location

- Visit at different times.** Morning, evening, and after rain. Check access roads in the wet season.
- Check the zoning.** Confirm the land is zoned for what you intend (residential, tourism, commercial). Green-zone agricultural land cannot be built on.
- Confirm legal road access.** A plot with no registered access road is far harder to use, finance, or resell.
- Water and electricity.** Verify a real water source (well depth, PDAM) and proximity to power. These costs surprise buyers.
- Check setbacks and the coastline rule.** Building near the beach is restricted. Confirm how much of the plot is actually buildable.

C Verifying the title

- See the original certificate.** SHM, HGB, or Hak Pakai. Photograph it and note the certificate number.
- Verify it against the BPN land registry.** An independent notary confirms the certificate is real and matches the registry.
- Confirm the seller's identity.** The person selling must legally match the name on the certificate, or hold proper power of attorney.
- Check for disputes, liens, or inherited-land splits.** Family land in Lombok is often co-owned. Every owner must consent.
- Survey the actual boundaries.** Have the plot physically measured. Stated area and real area often differ.

D Pricing & negotiation

- Get the price per are.** 1 are = 100m². Per-are pricing is the only way to compare plots fairly (see Part 04).
- Pull recent comparables.** What did nearby plots actually sell for, not just list for.
- Clarify what's included.** Notary fees, taxes, land-clearing, and commission. Get it in writing.
- Understand the leasehold terms.** For leasehold, confirm the length, extension rights, and renewal price mechanism.

E Legal & closing

- Use your own notary (PPAT), not the seller's.** Independence is the single biggest protection you have.
- Review the deed before signing.** Read the full sale-and-purchase or lease agreement, translated if needed.
- Never pay in full before transfer.** Use staged payments tied to verified milestones.
- Confirm taxes are settled.** Seller's income tax and buyer's acquisition tax (BPHTB) must be handled correctly.
- Register the transfer at BPN.** The deal is not done until the certificate is updated in your name or structure.

F After you own it

- Store every document safely.** Certificate, deed, tax receipts, survey, and notary records, digital and physical.
- Set reminders for renewals.** Leasehold extensions and Hak Pakai renewals have deadlines worth tracking years ahead.
- Keep your structure compliant.** A PT PMA has annual reporting obligations. Stay current to protect the asset.

✓ **If you can tick all 38, you are buying like a professional.** If you can't, that's exactly where a trusted local guide earns their place.

The Foreign Ownership Map

Foreigners cannot hold freehold (SHM) land directly in Indonesia. But you have three solid, legal routes. The right one depends entirely on your goal.

| Structure | Best for | Typical term | Watch-out |
|---------------------------------|--|-----------------------------|---|
| Leasehold (Hak Sewa) | Lifestyle homes, lower budgets, simplest entry | 25+25 yrs, often extendable | Lock in extension terms up front |
| Hak Pakai (Right to Use) | Foreign individuals with a KITAS holding a home to live in | 30+20+30 yrs | Requires residency permit; one home only |
| PT PMA (Foreign Co.) | Investors, rentals, multiple assets, building to sell | HGB 30+20+30 yrs | Setup cost & annual reporting; needs real business activity |

DECISION TREE

Is this a home you'll live in, not rent commercially?

If yes and you hold a KITAS, **Hak Pakai** is often cleanest. No KITAS? **Leasehold** is the simplest legal route.

Will you rent it out, or own more than one property?

Then you almost certainly want a **PT PMA**. It can legally run rentals and hold HGB title across multiple assets.

Are you buying land to build and sell?

A **PT PMA** is the standard vehicle. Speak to a notary about the build-and-sell structure before you buy.

Just want to land-bank cheaply for a few years?

Leasehold with strong extension rights keeps your entry cost and complexity low.



Never use a "nominee" arrangement where a local holds freehold land "for" you. It is illegal, unenforceable, and the most common way foreigners lose everything. Every structure above is legitimate. A nominee is not.

Title Safety & Red Flags

Most scams reveal themselves early if you know what to look for. Three checks catch the vast majority of problems, and a handful of red flags should stop you cold.

THE THREE CHECKS THAT CATCH MOST PROBLEMS

1 · Verify the certificate against the BPN registry

A genuine certificate matches the national land registry exactly. A notary can confirm this in days.

2 · Confirm zoning allows your plans

Beautiful land you cannot legally build on is a trap. Check the spatial plan before you commit.

3 · Independent notary review before any payment

Your notary, not the seller's. They review the transfer, the seller's right to sell, and any encumbrances.

RED FLAGS THAT SHOULD STOP YOU

- ✗ **Pressure to decide fast** or pay a deposit before any title check. Real opportunities survive due diligence.
- ✗ **"Don't worry about the certificate"** or reluctance to show the original. The certificate is everything.
- ✗ **A nominee structure** presented as normal. It isn't, and it isn't legal.
- ✗ **Price far below the area average** with no clear reason. Cheap land is often disputed or unbuildable land.
- ✗ **Seller insists on their notary only** and discourages you from bringing your own.
- ✗ **Cash-only, off-the-record payment** requests. Everything legitimate is documented and taxed.

South Lombok Price Snapshot

Indicative per-are pricing across the south coast for 2026. Prices move fast and vary by view, access, and title. Use these as a sense-check, then verify live with us.

ESTABLISHED HUB

Kuta Lombok

\$25k–45k / are

Highest liquidity and rental demand on the coast. Cafes, surf, schools. Best for yield.

POSTCARD BEACH

Selong Belanak

\$22k–40k / are

A gentle bay with fast-rising land values. Tight supply, loved by lifestyle buyers.

DIRECT ACCESS

Tampah Beach

From ~\$6.3k / are

Where we hold direct owner relationships. Eco-luxury lots, often below public list price.

SMART MONEY

Are Guling

\$9k–16k / are

Lower entry prices with strong upside as the area matures. A value play.

SURF & CALM

Gerupuk

\$10k–18k / are

A working fishing bay turning into a quiet investor favourite. Ocean views, emerging.

WHY NOW

The macro picture

+50%

Land rises reported in parts of the coast, on the back of Mandalika and the new Hyatt. Verify independently.



Often called "Bali, fifteen years ago." Mandalika drew 1.2M visitors in 2024 (up 51% year on year), and the first Destination by Hyatt in Southeast Asia is opening on the coast. The direction of travel is hard to ignore, but always weigh the risks too.

Pricing is indicative and agent-reported. It must be independently verified before any commitment. Figures from regional tourism data and market reporting.

The Buying Process, Step by Step

No high-pressure funnel. A calm, transparent path designed around the way real buyers actually decide.

01

A free orientation call

A relaxed 30-minute conversation about your goals, budget, and timeline. No commitment, no pitch.

02

Three verified options

We shortlist plots or villas that genuinely fit, each already title-checked, with honest pros and cons.

03

Independent due diligence

Your own notary verifies the certificate, zoning, and access. You see every document before deciding.

04

Negotiation on real data

We negotiate on per-acre comparables, not vibes, so you know the price is fair before you commit.

05

Notarised, clean transfer

We coordinate vetted notaries and PT PMA partners so the ownership structure is correct, not improvised.



For buyers, our guidance and shortlisting are free. We are paid through the transaction, and we are transparent about any referral arrangement. You never pay us to look.

— YOUR NEXT STEP

"We will never make you feel naive for asking a question, and we will never let you buy something we would not buy ourselves."

Let's find your safe footing in South Lombok.

You've done the homework. When you're ready to see what's genuinely possible for your goal and budget, book a free, no-pressure orientation call.

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Areas

Kuta · Selong Belanak · Tampah

Lombok Compass provides property guidance and introductions. We are not a law firm. Foreign ownership structures, title status, pricing, and market figures in this document are indicative and must be independently verified with a licensed Indonesian notary and qualified advisor before any commitment.