



RISE REAL BALI RESEARCH · BUYING TERMS

Buying a Bali New Build in Numbers: Down Payment, Handover Dates and Management Fees

October 9, 2026 · 5 min read · **Market research**

The typical down payment on a Bali new build is 30% of the price. Most projects promise handover in 2027. Managers usually take 20% of revenue, and in a third of projects you cannot replace them. The buying terms from the Rise Real Bali database.

Read online: <https://riserealbali.com/guides/bali-off-plan-payments-handover-management/>

IN SHORT

In the Rise Real Bali database as of 9 October 2026, the median down payment on a Bali new build is 30% of the price (136 projects); a quarter ask 50% or more. Of unfinished projects with a handover date, 59 promise 2026, 74 promise 2027 and 27 promise 2028. The median management fee is 20% of revenue (68 projects), and in 22 of 63 projects the manager cannot be changed.

30%

median down payment

74

projects promising handover
in 2027

20%

median management fee

22 of 63

projects where the manager
cannot be changed

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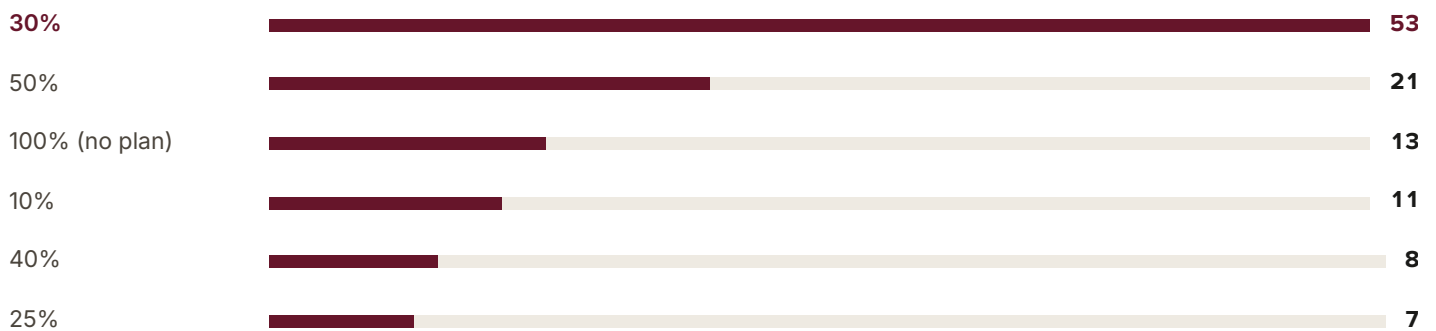
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What down payment does a Bali new build need?

Developer payment plans are the norm: a foreigner rarely gets an Indonesian mortgage, so projects sell in stages. The down payment is stated for 136 projects. The median and the most common figure is 30% of the price (53 projects).

A quarter ask 50% or more, and 13 sell without a plan, 100% up front. The rest is usually paid in stages until handover. See buying off-plan in Bali.

Down payment, number of projects



Source: Rise Real Bali project database (Airtable), price lists and developer decks, snapshot 9 October 2026

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Does the down payment differ by area?

Hardly. Uluwatu, Ubud, Nusa Dua and Ungasan sit at a median 30%, Canggu at 35%. Stage and developer matter more than the area.

Median down payment by area in Bali

AREA	PROJECTS	MEDIAN DOWN PAYMENT
Uluwatu	25	30%
Canggu	21	35%
Ubud	16	30%
Nusa Dua	12	30%
Ungasan	11	30%

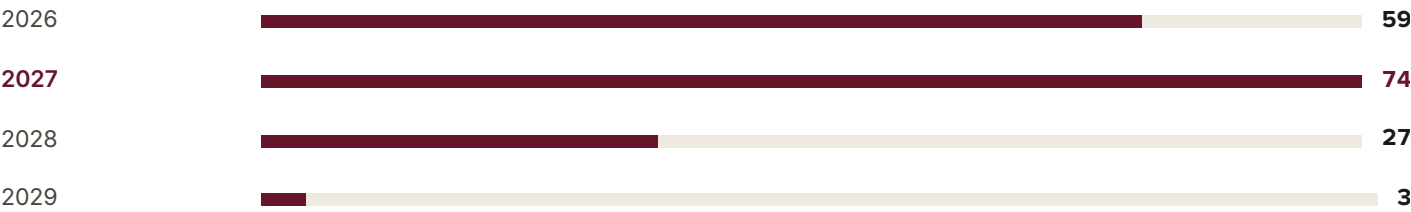
Source: Rise Real Bali database, areas with 11+ projects

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When are Bali new builds handed over?

Most unfinished projects, 74, promise handover in 2027; 59 promise 2026 and 27 promise 2028. Off-plan projects most often name 2027: 40 of 79. A handover date is a promise, so the contract should say what happens if it slips. See villa handover checklist.

Promised handover year, unfinished projects



Source: Rise Real Bali database, unfinished projects with a handover date

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What does it cost to complete a purchase?

On top of the price our model adds four lines: notary about 1.5%, lawyer Rp 35.4 mn, furniture if not included about 6% of the price up to Rp 442 mn, and the rental launch Rp 88.5 mn.

For a villa at Rp 4.42 bn the full entry cost is about Rp 4.88 bn; yield is more honest measured against that. See how much a villa in Bali costs.

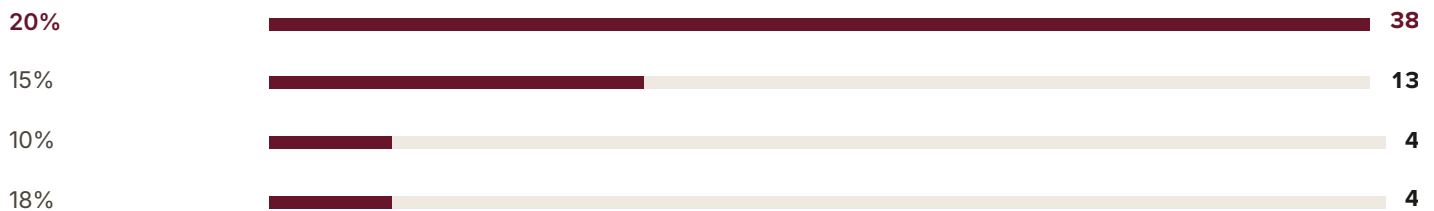
Source: Rise Real Bali yield methodology v1.1

How much do Bali villa managers charge?

The management fee is stated for 68 projects. The median is 20% of revenue (38 projects); next is 15% (13 projects). Our model uses 18%, and 23% for resort operators.

More important than the rate is whether you can replace the manager. That is stated for 63 projects, and in 22 you cannot. See how to choose a villa management company.

Management fee, number of projects



Three clauses in a management contract: what the percentage is taken from, whether platform commissions are included, and whether you can change manager.

Source: Rise Real Bali database: fee 68 projects, right to change 63 projects

What this means for buyers

- 01 Have 30% of the price ready for the down payment; a quarter of projects ask 50% or more.
- 02 Handover peaks in 2027; read the delay clause.
- 03 Add about 10% to the price for notary, lawyer, furniture and launch.
- 04 Managers usually take 20% of revenue, sometimes 15%.
- 05 Check the right to change manager: a third of projects do not give it.

FAQ

What down payment is needed for a Bali new build?

A median 30% of the price across 136 projects in the Rise Real Bali database (9 October 2026); a quarter ask 50% or more, 13 sell without a plan.

Can I buy property in Bali on a payment plan?

Yes, developer payment plans are standard for new builds: a down payment, then stages until handover.

When are Bali new builds completed?

Of unfinished projects in our database, 59 promise 2026, 74 promise 2027 and 27 promise 2028.

How much does a villa management company charge in Bali?

A median 20% of revenue across 68 projects; 15% is next most common. Resort operators charge more.

Can I change the management company?

It depends on the contract: in 22 of 63 projects where it is stated, you cannot.

What does buying a villa in Bali cost on top of the price?

About 10% in our model: notary about 1.5%, lawyer about Rp 35.4 mn, furniture about 6% of the price, launch about Rp 88.5 mn.

How we know this

Source: Rise Real Bali project database (Airtable), payment, handover and management data from developer materials; snapshot 9 October 2026. Down payment: 136 projects; handover: unfinished projects with a date; management fee: 68 projects, right to change: 63. Entry costs: Rise Real Bali yield methodology v1.1. No data on individual projects.

— Rise Real Bali project database (Airtable), price lists and developer decks, snapshot 9 October 2026

— Rise Real Bali yield methodology v1.1

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By Dmitrii Rogov, Rise Real Bali.

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