



YIELD · VALUATION METHOD

Property valuation in Bali: how to test what a villa is worth

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Bali has no public record of sale prices, so a property's value comes from three lenses and, on a leasehold, the years left. We run all three on one two-bedroom villa and show where each lands.

Read online: <https://riserealbali.com/guides/bali-property-valuation/>

IN SHORT

Bali property valuation rests on three lenses: comparable listings, rental income and replacement cost. Our worked two-bedroom leasehold asks Rp 5.4 billion. Comparables point to Rp 4.7 billion, rebuilding it to Rp 3.75 billion and rent alone to Rp 3.1 billion. Weight comparables most, adjusted for the years of lease left.

Rp 41 mn

median asking price per m² of living space, leasehold two-bedroom villas

Rp 1.49 mn

per m² for each year of lease left, in our worked example

1.5–2×

how far market prices typically run above NJOP

10.2%

net yield a 25-year lease needs to pay 9% with no resale

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How do you value a Bali villa when nobody publishes sale prices?

Bali property valuation is triangulation. Nobody publishes recorded sale prices, so every number you see is an asking price, and a seller's opinion isn't a valuation. Appraisers rely on three approaches (market, income and cost), and each fails in a different place.

We'll run all three on one villa: two bedrooms and a pool in Canggu, 140 m² (≈ 1,507 sq ft) of living space on a 2-are plot (an are is 100 m²). It's furnished, finished this year, with 25 years of leasehold left and no extension. It asks Rp 5.4 billion. This is our illustration, not a listing.

Three lenses on one villa

LENS	QUESTION	WEAK SPOT
Comparables	What do similar villas ask?	They're asking prices
Income	What do the rents support?	Rests on your assumptions
Cost	What would a rebuild cost?	Nobody sells at cost

Source: IVSC, International Valuation Standards, effective January 31, 2025; Metro TV, February 6, 2026

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What is a fair price per square meter for a Bali villa?

Area medians for leasehold two-bedroom villas in our catalog run Rp 36–45 million per m² of living space, and the overall median is Rp 41 million. Dividing by living area takes size out of the comparison, so a compact villa and a large one line up.

Prices vary more inside one area than between areas. Uluwatu's middle half runs from Rp 35 to 58 million. A view, a bigger plot or a short walk to the beach moves the number more than the area name does, so compare villas within a few hundred meters. If the plot is the product, compare per are instead. Our land price guide has the rates.

Asking price per m² of living space, leasehold two-bedroom villas

AREA	MEDIAN	MIDDLE HALF OF LISTINGS
Ungasan	Rp 36.0 mn	Rp 34–42 mn
Uluwatu	Rp 39.0 mn	Rp 35–58 mn
Ubud	Rp 39.1 mn	Rp 32–54 mn
Canggu	Rp 42.1 mn	Rp 39–47 mn
Nyanyi	Rp 42.2 mn	Rp 37–51 mn
Nusa Dua	Rp 42.5 mn	Rp 28–47 mn
Bingin	Rp 45.1 mn	Rp 44–53 mn

Source: Rise Real Bali catalog, October 2026: published villas with a stated price and living area. Areas with few listings are left out.

03 / 09

How much is each year of leasehold worth?

On our worked villa, one year of lease is worth about Rp 208 million. Divide each comparable's price by its living area and by its years left, and the median is Rp 1.49 million per m² per year. At 140 m² and 25 years, that's Rp 5.2 billion at asking-price level.

Those are asking prices, so we trim them. Two studies cited in our villa price guide measure the spread between asking and closing prices at 13.2% and 5–15%. We take 10%, which gives Rp 4.7 billion.

A straight line is the seller's best case. With 20 years left the villa is worth Rp 4.2 billion on this line, and with 15 years Rp 3.1 billion. Buyers mark short leases down harder, and Propertia found prices fall faster below about 20 years (March 2026). A fixed-price extension changes the math, so read that clause first. Our extension guide lists what to check.

Four comparable leasehold villas, priced per year of lease

LISTING	LIVING AREA	LEASE LEFT	ASKING PRICE	PER M²	PER M² PER YEAR
A	130 m²	30 years	Rp 5.7 bn	Rp 43.8 mn	Rp 1.46 mn
B	150 m²	24 years	Rp 5.5 bn	Rp 36.7 mn	Rp 1.53 mn
C	120 m²	27 years	Rp 4.9 bn	Rp 40.8 mn	Rp 1.51 mn
D	145 m²	22 years	Rp 4.6 bn	Rp 31.7 mn	Rp 1.44 mn
Median					Rp 1.49 mn

Source: Rise Real Bali illustration: the four listings are invented within the ranges of our catalog. Propertia, March 2026.

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What does rental income say a Bali villa is worth?

Rent alone supports about Rp 3.1 billion. We assume Rp 2.4 million a night and 60% occupancy, our level for a managed villa. That grosses Rp 526 million. In our model, management takes 18% of revenue, upkeep and vacancy take 12%, and a resident owner's income tax takes 10%. The owner keeps 60%, or Rp 315 million, which is a 5.8% net yield at the asking price.

The brochure shortcut divides income by a target yield. At 8% it says Rp 3.9 billion, and it treats the villa as if it lasted forever. A lease doesn't. Discount 25 years of income at 9%, our assumption for an asset that's hard to sell, and the value is Rp 3.1 billion. At 7%, near the 7.29% government bond yield of July 30, 2026, it's Rp 3.7 billion.

Turn it around. With nothing left at the end, a 25-year lease needs a 10.2% net yield to pay 9%. Each year Rp 216 million of the price expires with the lease (lease run-off), which leaves Rp 99 million of net rent, or 1.8% of the price. Resale has to supply the rest, and our ROI guide tests it.

Source: Rise Real Bali yield model, 2026; CNBC Indonesia, August 3, 2026

05 / 09

What would it cost to build the same villa?

About Rp 3.75 billion: Rp 2.0 billion for the house and Rp 1.75 billion for 25 years of land lease, at the rates in our construction cost guide. Nobody sells at cost, so this lens shows how much of the price is margin.

Here the leftover is Rp 1.65 billion, or 31% of the asking price. It pays the developer's margin, sales costs and a villa you can rent now rather than in 12–18 months. Land plus margin come to 63% of the price, inside the two-thirds line where we start asking questions.

Replacing the worked villa, Rp million

LINE	BASIS	RP MILLION
Construction	140 m² × Rp 9 mn	1,260
Pool, 4 × 8 m skimmer	average of contractor quotes	180
Architect	8% of construction	101
Permits, processing	consultant quotes	20
Furniture, appliances	25% of construction	315
Contingency	10% of construction	126
House subtotal		2,002
Land lease, 2 ares, 25 years	Rp 35 mn per are, yearly	1,750
Replacement cost		3,752

Source: Rise Real Bali illustration. Contractor price lists, 2026; Canggu ground rent of Rp 25–45 million per are a year, Brighton, February 2026.

06 / 09

What do the three values add up to?

Weight comparables most and use cost and income as checks. At asking-price level the comparables land within 4% of Rp 5.4 billion, and after the deal gap they say Rp 4.7 billion. This villa is priced like its neighbors, not above them.

The distance to the other two lenses is the price of a leased plot near the beach. Rent alone doesn't repay it, so the lifestyle and the resale case must. Our read: about Rp 4.7 billion is a fair deal price. Test your own villa in the yield calculator or pick a listing from the catalog. The Canggu page shows local rents.

The worked villa, three ways, against an asking price of Rp 5.4 bn

LENS	VALUE	ASKING PRICE ABOVE VALUE
Comparables, asking- price level	Rp 5.20 bn	+4%
Comparables, after a 10% deal gap	Rp 4.68 bn	+15%
Cost approach, replacement cost	Rp 3.75 bn	+44%
Income approach, 9% over 25 years	Rp 3.10 bn	+74%

Source: Rise Real Bali illustration, October 2026

What is NJOP in Bali, and is it the market value?

NJOP is the regency's official valuation of land and buildings, not a market price. It's the base for the annual PBB-P2 land and building tax (Law 1/2022, Article 40), and regencies reset it about every three years (Ortax, May 2025). Market prices usually run 1.5 to 2 times higher (Fortune IDN, January 2026), and a Ministry of Finance state-assets office notes that NJOP is frequently far lower than market value (DJKN, November 2024).

Bali is catching up: Badung raised NJOP in tourist zones such as Kuta in 2025 (detik, November 2025). Treat NJOP as a sanity floor, not a price.

It matters at purchase too. On a titled property, transfer duty (BPHTB) runs on the higher of your price and NJOP (Law 1/2022, Article 46). A leasehold carries none. You'll find the figure on the latest PBB-P2 notice (what NJOP is). The BHUMI map of the land agency shows land value zones, which run above NJOP (Pajakku, February 2026).

Source: Law 1/2022 (HKPD), Articles 40 and 46; Ortax, May 2025; DDTC, January 2024; Fortune IDN, January 2026; DJKN, November 2024; detik Bali, November 2025; Pajakku, February 2026

When do you need a licensed appraiser in Indonesia?

You need one when someone else has to rely on the number, most often a bank or a tax office. The Ministry of Finance licenses appraisers. A public appraiser (Penilai Publik) works inside an appraisal firm (KJPP) and follows the valuation standards (SPI) of the profession's association, MAPPI (PMK 101/2014, Articles 6, 8 and 42).

Banks use their own appraisers and call in an independent one once the exposure passes Rp 10 billion (OJK, POJK 40/2019), but a leasehold can't be pledged, so most foreign buyers never meet this rule. A PT PMA that takes a property in as capital must value it at fair market price or through an independent expert (Company Law 40/2007, Article 34).

For an ordinary purchase it's optional. A report costs from about Rp 1.3 million for a house up to 250 m² to roughly Rp 9 million, plus VAT. Ask for the firm's license, the valuation date and the right it values. On a leasehold, that's the lease for its remaining years. The report won't check title or permits, so pair it with our due diligence checklist.

Source: PMK 101/2014 as amended; OJK, POJK 40/2019; Law 40/2007, Article 34; appraisal firm fee schedules, August 2025

How can you tell if a Bali villa is overpriced?

No single sign proves it. Several together do, and each one is a question for the seller, not an accusation.

A price that holds up

- Price per m² sits inside the area's middle half
- Three to five comparables share the area, the plot size and the years left
- Land and margin stay under two thirds of the price
- Yield comes quoted net, with occupancy and rate shown

A price to test further

- Price per m² above the area's top quarter, with no view or plot to explain it
- A 15–20% yield quoted without saying gross or net
- Occupancy above 70% with no booking history, where the area averages 36–46%
- Years left, or the cost of an extension, missing from the first document
- A deposit requested before you've seen the lease

Source: Rise Real Bali practice; AirROI, trailing 12 months, September 2026

What this means for buyers

- 01 Start with comparables priced per m² and per year of lease left, then test them against rent and replacement cost.
- 02 In our example the villa asks within 4% of its comparables, 44% above replacement cost and 74% above what rent supports.
- 03 NJOP is a tax valuation that usually runs well below market. Use it as a floor, never as a price.
- 04 A licensed appraiser matters when a bank or a tax office relies on the number.

FAQ

How do I know if a Bali villa is overpriced?

Compare three numbers: price per m² against similar villas nearby, price per year of lease left, and the quoted yield against the area's real occupancy. If the villa sits above all three, it's probably overpriced. Asking prices typically run 5–15% above final deals, so some room to negotiate is normal.

What is the NJOP in Bali?

It's the regency's official valuation of land and buildings, used for the yearly land and building tax. Market prices typically run 1.5 to 2 times higher. Your latest PBB-P2 notice shows it. On a titled purchase, transfer duty uses the higher of NJOP and the price. A leasehold pays none.

How much is a villa per square meter in Bali?

Leasehold two-bedroom villas in our catalog ask about Rp 41 million per m² of living space as of October 2026. Area medians run from Rp 36 million in Ungasan to Rp 45 million in Bingin. Those are asking prices that include the land lease, so read them as a band.

Do I need a licensed appraiser to buy a villa in Bali?

Usually not. A KJPP appraiser becomes useful when a bank or a tax office has to rely on your number, or when a company takes a property in as capital. For a normal purchase, comparables, a cost check and due diligence do the job. A formal report starts around Rp 1.3 million.

How does the remaining lease change a villa's value?

On a straight line, value follows the years left, so a villa with 20 years is worth four-fifths of the same villa with 25. Buyers discount short leases harder, especially under about 20 years (Propertia, March 2026). A written extension at a fixed price softens the drop.

How we know this

The worked villa is our illustration, not a listing, and we invented its four comparables within the ranges of our catalog. Catalog medians use published leasehold two-bedroom villas with a stated price and living area, October 2026, restated in rupiah at the site's exchange rate. Rent follows our yield model: management 18% of revenue, upkeep and vacancy 12%, income tax for a resident 10%. The 9% required return and the 10% deal gap are our assumptions. We checked each rule on NJOP, appraisers and capital in kind against two sources in October 2026. This isn't a valuation report or investment advice.

— Rise Real Bali catalog and yield model, October 2026

— Law 1/2022 (HKPD), Articles 40 and 46; Ortax, May 2025; DDTC, January 2024; Hukumonline, October 2025; Online Pajak, July 2026

— DJKN, November 2024; Fortune IDN, January 2026; Sinar Mas Land; Pajakku, February 2026; detik Bali, November 2025

— PMK 101/PMK.01/2014 as amended by PMK 56/2017 and PMK 228/2019; DJKN, January 2022

— OJK, POJK 40/POJK.03/2019; Law 40/2007, Article 34; IVSC, International Valuation Standards, January 2025

— AirROI, September 2026; Propertia, March 2026; Brighton, February 2026; CNBC Indonesia, August 2026

Rise Real Bali is a real estate agency in Bali. We write from the deals we handle and from public data, and we name our sources.

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