



AGENTS · WHAT TO CHECK

Bali real estate agent: what the law requires and what they charge

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Anyone can call themselves a Bali real estate agent, but the rules on who may act as one got stricter in October 2025. Here is what a legitimate agency holds, what it costs you, and where your money should go.

Read online: <https://riserealbali.com/guides/bali-real-estate-agent/>

IN SHORT

A legitimate Bali real estate agent works for a company holding an NIB under the brokerage activity code, with brokers certified by BNSP. Trade Regulation 33/2025 sets sales commission at 2–5% and rentals at 5–8%, and requires a written contract. Your payments go to a notary or developer account, never an agent's personal account.

2–5%

commission range on sales under Trade Regulation 33/2025

Oct 2026

enforcement starts against brokers without certificates

~110 of 200

Bali agencies registered with AREBI, November 2025

26%

of 216 inspected agencies fully met the rules, 2021–2024

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Who's allowed to work as a real estate agent in Bali?

A legal agency is a registered company with a business license (NIB) under the brokerage activity code, and its brokers hold a national competency certificate. Trade Regulation 33/2025 sets those rules. It took effect in early October 2025 and repealed the 2017 regulation that governed property brokers before it.

Two other changes matter. Under Government Regulation 28/2025, brokerage moved from low risk to medium-high risk, so a company needs a standard certificate on top of its NIB. And the 2025 edition of the KBLI activity code list split the old brokerage code 68200 into four. Pure brokerage now sits under 68210.

Brokers need a competency certificate from BNSP, the national professional certification agency. Every client gets a written contract. The company shows its license on its website and files an annual report with the Trade Ministry.

JUNE 2025

Regulation 28/2025

Brokerage (KBLI 68200) moves from low risk to medium-high risk. Companies need an NIB and a standard certificate.

OCTOBER 2025

Trade Regulation 33/2025

The new broker rules take effect and the 2017 regulation is repealed. The commission range stays at 2–5% and 5–8%.

DECEMBER 18, 2025

KBLI 2025

Code 68200 splits into four, and brokerage becomes 68210. Companies had until June 18, 2026 to update their NIB.

OCTOBER 2026

Grace period ends

Trade Ministry officials said enforcement starts this month, and the first measure is a written warning.

How do I check a Bali real estate agent?

Run eight checks before you pay anything. The whole round takes about an hour and costs nothing. Make sure the company name matches across every document, because even a one-letter difference is a reason to pause.

The first two use the same registers we cover in our guide on how to check a Bali developer. For an agent, the extra items are the activity code and the broker's certificate. AHU is the legal-entity registry, and OSS is the state licensing system.

Eight checks on a Bali agency

CHECK	WHERE TO LOOK	WHAT YOU SHOULD SEE
Company	AHU Online (ahu.go.id)	A PT matching the contract name, with directors and articles that list property intermediation
License	OSS (oss.go.id), search by the 13-digit NIB	An active NIB under code 68200 or 68210, plus the standard certificate
Tax ID	Contract and commission invoice	The company's NPWP printed on both
Broker	The BNSP certificate	A certificate number and the body that issued it
Association	AREBI Bali chapter	A membership number. The law doesn't require one
Contract	Before any payment	Written, with the commission in percent, the payer and the term
Office	Address in AHU and OSS	A real address where someone receives you
Payment details	Inside the signed contract	A notary or developer account, not an agent's personal one

Source: AHU Online; OSS NIB search, Kontrak Hukum, July 9, 2026; Trade Regulation 33/2025; Villa Bali Sale, April 22, 2026

How much commission does a real estate agent charge in Bali?

Trade Regulation 33/2025 sets a range of 2–5% of the price on sales and 5–8% on rentals. The 2017 rule used the same range, according to Hukumonline's 2021 explainer. In practice, Bali sales usually land at 3–5%.

Who pays comes down to the contract, not the law. The regulation points to the service user, meaning whoever signs the agent's agreement. On most Bali sales that's the seller or developer, and the fee

already sits inside the asking price. If an agent wants a fee from you on top, you need an amount in writing.

An agency can pass up to 70% of the commission to a certified employee. The rest stays with the company. For the seller's side of the same math, see what a seller takes home in Bali.

Commission on a Rp 5 billion property, our calculation from the legal range

RATE	AMOUNT	NOTE
2%, bottom of the sales range	Rp 100 million	Floor of the legal range
3%, low end of Bali practice	Rp 150 million	Low end of the usual corridor
5%, top of the sales range	Rp 250 million	Ceiling under the regulation
70% employee share of a 5% fee	Rp 175 million	Most an agency may pay a certified employee

A seller's commission is part of the price, not an extra charge. Ask who pays, and get the answer in writing.

Source: Bisnis.com, November 19, 2025; SIP Law Firm; Hukumonline, April 29, 2021; Global Investments, June 13, 2026; our calculation on an illustrative Rp 5 billion price

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Where should your money go when you buy through an agent?

Your money goes to a notary or the developer, never to the agent. The agent collects a commission and nothing else. Take account details only from the signed contract, and match the company name against AHU.

A reservation deposit normally sits with the notary, who holds it until the document check closes. Taxes go to the state through the notary or the land deed official (PPAT). For the mechanics, read our guides on the notary and PPAT and on common buying mistakes.

Where each payment goes on a Rp 5 billion purchase

PAYMENT	AMOUNT	RECIPIENT
Booking fee, 1–5%	Rp 50–250 million	Account named in the MOU, not the agent
Reservation deposit, about 10%	Rp 500 million	Notary account named in the MOU
Contract payments	Balance per schedule	Developer or seller, matching the contract and AHU
Taxes and fees	Buyer's BPHTB up to 5%, seller's tax 2.5%	The state, through the notary or PPAT
Agent commission	Rp 100–250 million	The agency, paid by whoever signed its contract

Account details that arrive in a chat message and differ from the contract deserve a phone call to your notary before any transfer.

Source: Trade Regulation 33/2025; Excel Bali, September 5, 2026; Government Regulation 34/2016; Law 1/2022; Villa Bali Sale, April 22, 2026

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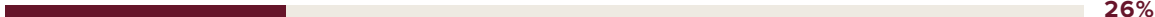
Does AREBI membership mean an agent is trustworthy?

It's a good sign, but it isn't a license. AREBI is the Indonesian Real Estate Brokers Association, and its members follow a code of ethics. The law requires an NIB and certified brokers, not membership.

The Bali chapter estimates about 200 agencies on the island, with roughly 110 registered in the association. It counts more than 3,000 agents, many of them uncertified. Nationally, the Ministry of Trade inspected 216 brokerage companies between 2021 and 2024. Fifty-six met the rules.

Trade Ministry inspections of 216 brokerage companies, 2021–2024

Fell short of the rules, 160 companies  74%

Met the rules, 56 companies  26%

Ministry figures as reported by RRI Denpasar, July 28, 2025. A national sample, not Bali alone.

Source: NusaBali, November 14, 2025; RRI Denpasar, July 28, 2025; Bisnis.com, November 24, 2021

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What makes the best real estate agency in Bali?

There's no official ranking, so "best" comes down to five things you can verify: legal standing, whose interests the agency serves, how it checks a property, how openly it handles money, and a track record it can document. Any "best agency" list is opinion or marketing, ours included.

Put the questions below in writing. A good agent answers without a pause, and the answers match what the registers show. Then run the property itself through our due diligence checklist.

Warning signs in behavior

- asks for money in a personal account, or in any account missing from the contract
- won't name the company or NIB
- pushes a "last unit" deadline before you've had time to read the contract
- promises one yield number with no cost breakdown
- suggests registering land in a local person's name, with no legal route behind it

- ✓ Which company am I contracting with, and what is its NIB?
- ✓ Which activity code is on the NIB?
- ✓ Who on your team holds a BNSP certificate, and what's the number?
- ✓ Who signs for the agency, and who handles my deal day to day?
- ✓ What's the commission?
- ✓ Whose account receives my payments, and where is that written?
- ✓ Who checks the property's documents, you or an independent lawyer?

Source: Villa Bali Sale, April 22, 2026; Bisnis.com, November 19, 2025

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How does Rise Real Bali work?

Rise Real Bali has operated as an agency since 2023, and our team has known the island since 2010. The price on each listing is the developer's or seller's price. They pay our commission, so the buyer pays nothing.

Check us against the same eight points. Then browse the properties we offer, or read the full process in our buying guide.

Any agency, us included, should pass these checks before your first payment.

What this means for buyers

- 01 Run eight checks before the first payment: AHU, OSS, tax ID, broker certificate, AREBI, contract, office and payment details.
- 02 The legal commission range is 2–5% on sales. On a Rp 5 billion property, that's Rp 100–250 million, paid by whoever signed the agent's contract.

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- 03** Money for the property goes to a notary or developer account named in the contract. An agent's personal account is a stop sign.
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- 04** The Trade Ministry starts enforcing the certificate rule in October 2026, so ask for your broker's certificate number before you sign.
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FAQ

Do real estate agents in Bali need a license?

Yes. The company needs an NIB under the brokerage activity code, 68200 or 68210 under the 2025 list, plus a standard certificate, since Regulation 28/2025 raised the risk level. Individual brokers need a BNSP competency certificate. The Trade Ministry starts enforcement in October 2026, with written warnings first.

How much commission do Bali real estate agents charge?

The legal range under Trade Regulation 33/2025 is 2–5% of the price on sales and 5–8% on rentals. Bali sales commonly land at 3–5%. Whoever signs the agent's contract pays, usually the seller or developer, so the fee is already inside the listed price.

How can I check a Bali real estate agency online?

Ask for the company's legal name and NIB. Look up the company in the AHU registry run by the Law Ministry, and the license in the OSS system. The name, address and brokerage code should match. Then read the contract: the same company, a stated commission, and payments routed to a notary or developer account.

What is AREBI and do I need an agent who belongs?

AREBI is the Indonesian Real Estate Brokers Association, with a code of ethics and a Bali chapter. Membership isn't a legal requirement, and it doesn't replace an NIB or certified brokers. The chapter says around 110 of the island's 200 agencies are registered members.

Is it safe to pay a deposit to a Bali agent?

No. A deposit goes to the notary account or the developer account written into the signed contract. The agent earns a commission and shouldn't hold your purchase money. Regulation 33/2025 also requires brokers to settle payments through the national payment system. Treat a personal account as a reason to stop.

How we know this

The legal framework comes from the BPK registry entry for Trade Regulation 33/2025 and from summaries in Bisnis.com, RRI Denpasar and SIP Law Firm. We didn't open the full annex with the agency standards, so details rest on those summaries. Sources differ by a day on the regulation's dates: BPK gives October 3 (signed) and October 5, 2025 (in force), while Hukumonline gives one day earlier. We therefore write "early October 2025." Three outlets confirm the 2–5% and 5–8% range and the 70% share. Agency counts for Bali are AREBI Bali's estimate, and the 216-company inspection is the Trade Ministry's figure as reported by RRI. The commission table is our arithmetic on an illustrative Rp 5 billion price. This guide isn't legal advice: the registers, AHU and OSS, confirm any agency's status.

- Trade Regulation 33/2025 (BPK registry): signed October 3, 2025, in force October 5, 2025; Article 17 repeals Regulation 51/2017 on property brokerage companies
- Government Regulation 28/2025 (risk-based licensing): brokerage code 68200 moved to medium-high risk, per RRI Denpasar, July 28, 2025
- BPS Regulation 7/2025 (KBLI 2025), signed December 17, 2025, in force December 18, 2025, with a six-month transition; code 68210 covers real estate intermediation
- Bisnis.com, "Perubahan Regulasi Perkuat Kualitas Broker Properti," November 19, 2025, and "Implementasi Permendag 33/2025," December 4, 2025: broker requirements, commission range, 70% share
- NusaBali, November 14, 2025: AREBI Bali counts of agencies and agents
- RRI Denpasar, "Regulasi Jadi Cara Adang Broker Properti Bodong," July 28, 2025: Ministry of Trade inspection of 216 companies, 2021–2024
- AFU, July 18, 2026, and Bisnis.com, May 19, 2026: grace period to October 2026, then enforcement
- Hukumonline, "Intip ini besaran komisi makelar properti," April 29, 2021: commission range

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.

By Dmitrii Rogov, Rise Real Bali.

Disclaimer

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Message us on WhatsApp: +62 895 7032 66474 · wa.me/62895703266474

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