



YIELD · MANAGEMENT

How to choose a Bali villa management company: contract, reports and red flags

October 8, 2026 · 11 min read · **Yields**

Picking a Bali villa management company decides how much of the rent reaches you and how much you'll know about it. Here's what to check before you sign, what the contract and the monthly report must say, and which warning signs to take seriously.

Read online: <https://riserealbali.com/guides/bali-villa-management-company/>

IN SHORT

Choose a Bali villa management company by checking five things before you sign: a valid NIB you can look up on the OSS portal, references from current owners, a sample monthly statement, a written contract with a clear fee base, and an exit clause. Published commissions run 10–30% of revenue (agency guides, 2026).

10–30%

commission range in
2026 guides

15.5%

Airbnb host-only fee for
software-connected hosts
since October 2025

30–90 days

typical notice to end a
management contract

About 1,600

operators the Tourism
Ministry flagged as
unlicensed on booking
platforms, June 2026

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What does a Bali villa management company actually do?

A villa manager runs the rental business for you. It lists the villa, sets nightly rates, answers guests, schedules cleaning and repairs, and sends you the net money. That's the core of every contract. Staff wages, utilities and repairs usually sit on top of the fee.

Scope varies more than the percentage does. Some companies sell marketing and pricing only and leave the staff to you. Others run everything, down to the pool and the garden. A September 2026 operator comparison notes that proposals often cover different services, so two quotes may not be comparable at all.

Decide which service you need before you collect quotes. If you live abroad, you'll almost always want full management. Our management fees guide covers the percentages. This guide covers the choice.

Source: Bali villa management operator comparison, September 2026; Rise Real Bali practice, 2023–2026

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How do you choose a villa manager in Bali?

Check seven things and ask for proof of each. One agency's June 2026 guide describes the management market as having no licensing body of its own and no client-money protection, so your own checking is the only filter.

Ask for results from villas like yours: same area, bedroom count, nightly rate and opening date. A manager who quotes an island-wide average hasn't answered. Compare what you're shown with occupancy by area in our occupancy guide.

What to check, and how to check it

CHECK	WHAT GOOD LOOKS LIKE	HOW TO VERIFY
Company registration	An Indonesian PT with its own NIB	Ask for the NIB and look it up on the OSS portal
Portfolio	50+ villas in your area suggests working systems, under 10 may lack them	Ask for the count in your area
Track record	A clear account of 2020–2022, when tourism stopped	Ask what happened to payouts
Guest reviews	Scores consistently above 4.5 on Airbnb and Booking.com across recent stays	Read recent reviews of three managed villas
Owner references	Current owners who agree to talk	Call two of them and ask about late payouts
Reporting	Monthly statement with receipts	Request a sample before you sign
Staff	A housekeeping and guest team that has stayed	Ask how long the core team has been in place

Source: Global Investments, guide to finding a property manager in Bali, updated June 13, 2026 (the benchmarks are the agency's own)

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Does the manager need a license, and whose name is on the listing?

Yes. Every short-term rental needs an NIB under the right activity code, and the number goes into the platform listing. Ask which NIB the listing uses, whose it is and whether it covers your villa's address.

Enforcement is real now. In June 2026 Indonesia's Tourism Ministry said it had identified about 1,600 operators on booking platforms without the required licenses, and that delisting could start from August 1, 2026. Nine platforms take part, including Airbnb, Booking.com and Agoda. From June 1, 2027, the check goes automatic through an API link to the OSS system.

A foreign owner usually has two routes. One is your own PT PMA. The other is a licensed management company whose NIB covers your rentals. On the second route, an unlicensed manager puts your income at risk, because a delisted villa books close to nothing until the paperwork is fixed. Our rental license guide covers the codes and the building requirements.

Source: TTG Asia, June 3, 2026, on Ministry of Tourism statements; Antara and Bisnis Indonesia, June 3, 2026; Permenpar 6/2025; BKPM Regulation 5/2025

What belongs in a villa management contract?

A written agreement, signed before the manager takes a single booking. Anything missing from the paper becomes a negotiation later, when you have less leverage. The management agreement should cover each line below.

The fee base moves your income more than the percentage does. A 20% fee on revenue after platform commissions costs less than 20% on gross bookings. Our fees guide works the sums through on a Rp 600 million villa, where the choice of base shifts the owner's income by about 10%.

Clauses to settle in writing

CLAUSE	WHAT TO WRITE DOWN
Scope	Services included and excluded, as a list
Fee and base	The percentage, and whether it applies before or after platform commissions
Costs	Who pays staff, utilities, repairs and supplies, and whether repairs are billed at cost with receipts
Spending limit	Owner approval above a set amount, for instance about Rp 3.6 million in one guide
Staff	Who employs the housekeeper, gardener and pool cleaner
Owner stays	Nights you can use the villa and how far ahead you book them
Payout	Day of the month, bank account and currency
Term	6–12 months is standard, and a shorter first term is better
Exit	Notice period, termination for cause, and how confirmed bookings are handled
Accounts	Listing and review accounts open under the owner's own name, not the manager's

Source: Global Investments, June 2026; Bali villa management operator comparison, September 2026; Rise Real Bali contract reviews, 2023–2026. The Rp 3.6 million example is the source's foreign-currency threshold, converted at our site's exchange rate.

Which language and law should the contract use?

Use an Indonesian text signed alongside your English one. Law 24/2009, Article 31, requires Bahasa Indonesia in agreements that involve an Indonesian party. Presidential Regulation 63/2019, Article 26, lets you add an English version as a translation or equivalent. If the two read differently, the language the parties chose prevails.

Law-firm commentary points to the same fix. Sign both versions at the same time, or sign one bilingual document that gives both texts equal standing. Then read the Indonesian text for clauses the English one lacks. The regulation sets no penalty for skipping this, but courts have voided agreements over it, so don't gamble.

Have an Indonesian notary or lawyer review the draft before you sign. Our property lawyer guide explains who does what.

Source: Law 24/2009, Article 31; Presidential Regulation 63/2019, Article 26; ABNR, October 11, 2019; HBT Law, November 2019; Global Investments, June 2026

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What should a monthly owner report show?

Every line between the guest's booking and your bank transfer. A one-line total isn't a report. Ask for a sample statement before you sign and compare it with the layout below. It should also list occupancy, the average nightly rate (ADR) and your owner nights.

Give platform commission its own line. Airbnb moved software-connected hosts to a single host-only fee of 15.5% in October 2025, so a manager who uses channel software pays that fee out of your revenue. Ask which fee model your listing runs on.

Ask for tax proof as well. PBJT, the regional hotel tax, is 10% in Badung. Guests pay it on top of the room price, and the operator passes it to the regency. Request evidence of each filing, because unpaid regional tax can cost a villa its operating status. Your own income tax is a separate matter, covered in our rental income tax guide. Who withholds and files it depends on the contract.

A sample monthly owner statement, our illustration

LINE	AMOUNT
Gross bookings, room price before PBJT	Rp 52,000,000
Platform commission, 15.5%	-Rp 8,060,000
Revenue after platform commission	Rp 43,940,000
Management fee, 20% of revenue after platform	-Rp 8,788,000
Staff, utilities and supplies	-Rp 9,500,000
Repairs, with receipts attached for every item	-Rp 1,200,000
Owner payout before income tax	Rp 24,452,000

Source: Rise Real Bali illustration, inputs chosen by us; Hostfully on Airbnb simplified pricing, September 25, 2025; HKPD Law (1/2022); Perda Badung 7/2023; PP 34/2017

What are the red flags when comparing villa managers?

One red flag deserves a second look, and several together mean you should walk away. Judge the behavior and ignore the brand. Most owners who run into trouble signed something vague, so a clear contract and a statement you can audit protect both sides.

Warning signs and why they matter

RED FLAG	WHY IT MATTERS
Can't show an NIB	The rental may not be licensed, and the listing can be delisted
Won't give owner references	You can't check results against promises
Promises above 15% net after all costs	Our model puts a managed villa at 6–10% net, see the yield guide
Opaque statements or late payouts	Points to cash-flow trouble, or to costs padded without receipts
Pressure to sign long before results	Locks you in before performance is known
No written agreement	You have nothing to enforce if a dispute starts
Mark-ups without receipts	Guides cite 5–10% over cost in one case and 15–30% in another
Listing opened in the manager's own account	Reviews stay behind when you leave

Source: Global Investments, June 2026; Bali Villa Select, June 8, 2026; Rise Real Bali yield model

How do you switch villa managers without losing your reviews?

Keep the listing in your own account, give written notice and agree a handover list. A booking-platform listing belongs to the account that created it. If your manager opened it, the reviews stay with that account when you leave.

Notice usually runs 30 to 90 days. One large operator publishes 60 days, and bookings inside the notice period carry on so active guests finish their stay. Put the list of confirmed bookings into a handover act, with dates and amounts paid. In our experience the switch takes four to twelve weeks.

Collect every key, access code and password, plus the staff contracts. Still choosing a villa? Send us the draft management agreement and we'll check how the fee is calculated, which costs you carry and how you get out. Browse the catalog or start with Canggu and Uluwatu, where managed villas are common.

Source: Bukit Vista, contract termination policy, December 12, 2025; Rise Real Bali contract reviews, 2023–2026

What this means for buyers

- 01 Ask for the NIB, two owner references and a sample monthly statement before you sign anything.
 - 02 Compare the fee base before the percentage, and put costs, spending limits and exit terms in writing.
 - 03 Sign Indonesian and English versions together, and have an Indonesian lawyer review the draft.
 - 04 Keep the listing in your own account so reviews stay with the villa if you switch.
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FAQ

How much does a villa management company charge in Bali?

Published 2026 guides range from 10% to 30% of revenue, depending on service level. Full-service quotes cluster around 18–25% in one agency guide, and we see 15–20% in the mid-market. Staff, utilities, repairs and platform commission usually come on top, so compare the fee base before the percentage.

Do I have to hire a management company for a Bali villa?

No law forces you to. But a licensed rental needs an NIB, guest support, cleaning, repairs and tax filings, all handled on the island. If you live abroad, a manager or a PT PMA with its own team covers that work. Self-managing from overseas is the exception.

How long is a typical villa management contract?

Six to twelve months is standard, and a shorter first term is better while you're judging results. Notice to end the contract usually runs 30–90 days, and one large operator publishes 60. Add termination for cause, so you can exit if the standards slip.

Can I stay in my own villa under a management contract?

Yes, if the contract allows it. Write down how many owner nights you get, how far ahead you must book them and whether peak dates are excluded. Owner stays cost you rental income, so decide the number before you sign and check the statement shows them.

What happens if my manager's license is missing?

The platforms can delist your villa. The ministry said delisting could begin from August 1, 2026. Delisting carries no fine. Bookings stop, though, until the operator completes licensing. An operator that finishes the paperwork can return to the platforms. Ask for the NIB before you sign.

How we know this

Commission ranges come from published 2026 guides: Global Investments (18–25%, June 2026), a September 2026 operator comparison (10–20%) and Own Property Abroad (10–30%, updated May 2026). Our own view of the mid-market, 15–20%, comes from contracts we have reviewed. The checklist and red flags are adapted from Global Investments, June 2026, and checked against our practice. Licensing facts come from Ministry of Tourism statements reported by TTG Asia, Antara and Bisnis Indonesia in June 2026. The language rules come from the Language Law (24/2009) with its implementing rule, Perpres 63/2019, as explained by ABNR and HBT Law. The Airbnb fee is from Hostfully, September 2025. Operator comparison articles are written by operators, so we use them for facts they state about contracts, not for rankings. The owner statement is our illustration with inputs we chose. The spending-limit example was converted to rupiah at our site's exchange rate. We don't rate or name management companies. This isn't legal advice.

- Global Investments, guide to finding a property manager in Bali, updated June 13, 2026
- Own Property Abroad, Bali villa management companies, updated May 2026
- September 2026 comparison of Bali villa management operators, with fee models and scope
- Bukit Vista, contract termination policy, December 12, 2025
- TTG Asia, Indonesia targets unlicensed short-term accommodation listings, June 3, 2026
- Permenpar 6/2025, tourism business standards
- Law No. 24 of 2009 on the national flag, language, emblem and anthem, Article 31
- Presidential Regulation No. 63 of 2019 on the use of the Indonesian language, Article 26
- ABNR, presidential regulation on the Language Law, October 11, 2019
- HBT Law, Indonesian language requirements for contracts, November 2019
- Hostfully, Airbnb simplified pricing, September 25, 2025
- HKPD Law (1/2022), regional taxes
- Rise Real Bali contract reviews and yield model, 2023–2026

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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