

# ASK THESE QUESTIONS

## IF YOU'RE VISITING AN OFF-PLAN VILLA IN LOMBOK



<input type="checkbox"/>	<b>1. Look at the builder's track record before the renders</b>	Ask what has the developer already built – and is it real and still performing? They don't need many projects, but they need good quality. If it's their first, understand the risk carefully.
<input type="checkbox"/>	<b>2. Treat rental projections as scenarios, not guarantees</b>	Ask are the numbers based on real rental villas in Lombok? Returns depend on many factors. For off-plan projects, check the assumptions and make sure costs are included.
<input type="checkbox"/>	<b>3. Choose projects run by people who are actually here</b>	Ask who is on site day to day? Developers who are present in Lombok and closely involved usually deliver stronger, more consistent results.
<input type="checkbox"/>	<b>4. Start with land, zoning, and permits</b>	First check the basics: land ownership, title type, zoning, and permit status. Permits may still be in progress – what matters is knowing the stage and timeline
<input type="checkbox"/>	<b>5. Make sure materials and finishes are written down</b>	When buying off-plan, ask for a clear list of materials and finishes, and make sure it's attached to the notarial agreement to avoid misunderstandings later.
<input type="checkbox"/>	<b>6. Understand how payments are structured</b>	Strong off-plan projects split payments into stages and connect them to building progress, instead of asking for large upfront payments.