

PELAKSANAAN JUAL BELI TANAH MELALUI JASA PERANTARA (PT. LOBI UTAMA) DI KOTA BATAM

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Abstract

It is important to provide a guarantee and assurance to prospective buyers in order to avoid unwanted legal problems and could harm the buyer later after the parties managed to make the process of buying and selling land. If it is in accordance with the wishes and reached an agreement on the price of buying and selling land, it will proceed to the signing of the sale and purchase of land in front of the Notary/PPAT. After the stage of signing the deed of sale and purchase of land is reached and the buyer has paid the price of the sale and purchase of land previously agreed, the intermediary will receive a commission agreed upon with the seller/owner of the land previously as a form of appreciation. This research method is normative law by using secondary data obtained from observation and review of the literature. Processing and analysis of legal materials in the research conducted descriptively. Research result in the conclusion is the implementations of the land purchase through an intermediary (PT. Lobi Utama) in the operations against the sale and purchase of land deemed to have fulfilled all the conditions or rules in force in Indonesia. Intermediate types run by PT. Lobi Utama is kind of an intermediate form of the commissioners, especially the commissioner acting on behalf of the principal (acting on behalf of the seller).

Keyword : Quarantee, Assurance, Intermediary, Implementations

A. Latar Belakang Masalah

Pada umumnya, proses pelaksanaan jual beli tanah yang dilakukan oleh *developer* ataupun para pemberi jasa di Kota Batam ini biasanya berlangsung dengan jual beli tanah dengan harga yang relatif tinggi, proses yang berbelit-belit serta keamanan belum terjamin karena dilihat dari beberapa kasus jual beli *property*, status tanahnya masih merupakan status Hutan Lindung, status Ruli (Rumah Liar) maupun tanah yang memiliki sertifikat ganda dimana kepemilikan tanah tersebut belum jelas dan belum layak untuk dimiliki oleh masyarakat. Selain itu, dilihat dari beberapa kasus transaksi jual beli *property* yang ada, masih terdapat pihak-pihak yang belum serius dalam melakukan transaksi jual beli tanah.

PT. Lobi Utama adalah sebuah badan usaha yang bergerak dalam bidang jasa sebagai perantara kepada masyarakat yang kegiatan utamanya adalah memberikan layanan berupa jasa jual beli tanah ataupun tanah yang telah didirikan bangunan khususnya yang berlokasi di Kota Batam dengan melakukan transaksi jual beli tanah

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