

## INTISARI

### **PERJANJIAN JUAL BELI RUMAH DENGAN SISTEM *PRE PROJECT SELLING* : STUDI KASUS PT. JOGJA GRAHA SELARAS**

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Penelitian ini bertujuan untuk mengetahui dan menganalisis kesesuaian pelaksanaan perjanjian jual beli rumah dengan sistem *pre project selling* di PT. Jogja Graha Selaras terhadap peraturan perundang-undangan yang berlaku. Tujuan lain dari penelitian ini adalah untuk mengetahui langkah-langkah hukum apabila terjadinya wanprestasi dalam perjanjian jual beli rumah dengan sistem *pre project selling* pada PT. Jogja Graha Selaras.

Penelitian ini merupakan penelitian yuridis empiris yang bersifat deskriptif. Penelitian dilakukan melalui pendekatan kepustakaan untuk mendapatkan data sekunder. Penelitian ini didukung wawancara dengan narasumber yang berkompeten sesuai dengan pedoman wawancara. Data hasil penelitian dianalisis secara kualitatif dan disajikan secara deskriptif.

Berdasarkan hasil penelitian, diketahui bahwa Pelaksanaan Perjanjian Pengikatan Jual Beli Rumah (PPJB) dengan sistem *pre project selling* yang dibuat oleh PT. Jogja Graha Selaras telah sesuai dengan Peraturan Pemerintah Nomor 12 Tahun 2021 tentang Penyelenggaraan Perumahan dan Kawasan Permukiman serta memenuhi syarat sahnya perjanjian menurut Pasal 1320 KUHPdata. Meskipun demikian, dalam pelaksanaannya, masih ditemukan kasus wanprestasi. Beberapa masalah sering timbul akibat kurangnya pemahaman konsumen, meskipun penandatanganan perjanjian telah dilakukan setelah diberikan penjelasan yang lengkap. Salah satu masalah yang muncul adalah pembatalan pembelian di tengah pembangunan, yang menimbulkan sengketa terkait pengembalian uang. Untuk mengatasi permasalahan ini, PT. Jogja Graha Selaras berupaya menyelesaikannya melalui langkah-langkah hukum seperti mediasi dan pendekatan persuasif, serta memasukkan ketentuan penyelesaian sengketa dalam PPJB yang mendorong penyelesaian melalui musyawarah mufakat sebelum melibatkan pengadilan.

**Kata kunci:** Perjanjian Pengikatan Jual Beli, PT. Jogja Graha Selaras, *Pre Project Selling*, Wanprestasi, Langkah-Langkah Hukum.

### **ABSTRACT**

#### **SALE AND PURCHASE AGREEMENT FOR HOUSE WITH PRE PROJECT SELLING SYSTEM: CASE STUDY OF PT. JOGJA GRAHA SELARAS**

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*This research aims to understand and analyze the compliance of the implementation of house sale and purchase agreements using the pre project selling system at PT. Jogja Graha Selaras with the applicable laws and regulations. Another objective of this research is to identify the legal steps to be taken in the event of a breach of contract in the house sale and purchase agreement with pre project selling system at PT. Jogja Graha Selaras.*

*This research is a descriptive empirical legal study. The study is conducted through a literature review to obtain secondary data. It is supported by interviews with competent sources following the interview guidelines. The data from the research are analyzed qualitatively and presented descriptively.*

*Based on the research findings, it is evident that the implementation of the House Sale and Purchase Agreement (PPJB) with the pre-project selling system created by PT. Jogja Graha Selaras is in accordance with Government Regulation No. 12 of 2021 on the Implementation of Housing and Residential Areas, and meets the legal requirements for agreements as stipulated in Article 1320 of the Civil Code. However, in practice, cases of default (wanprestasi) are still found. Several issues often arise due to a lack of consumer understanding, even though the agreement is signed after a comprehensive explanation has been provided. One issue that has emerged is the cancellation of purchases during the construction process, which leads to disputes regarding the refund of money. To address these issues, PT. Jogja Graha Selaras strives to resolve them through legal measures such as mediation and persuasive approaches, as well as including dispute resolution provisions in the PPJB that encourage settlement through deliberation before involving the court.*

***Keywords:*** Sale and Purchase Agreement, PT. Jogja Graha Selaras, Pre-Project Selling, Default (Wanprestasi), Legal Steps.