

ABSTRACT

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PURCHASE AGREEMENT BY PT ALAM SUTERA REALTY TBK WITH REAL ESTATE BUYERS IN SERPONG DISTRICT, TANGERANG SELATAN CITY.

References: 32 (1847-2021)

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The author did an internship at PT Alam Sutera Realty Tbk and was placed in the Corporate Legal Department. Its main activities are documentation and processing of permits, company documents, and handling of several commercial projects. This writing aims to determine the preparation of the Corporate Legal Department in handling sales and purchase agreements and the practice of buying and selling agreements by PT Alam Sutera Realty Tbk. The background of this topic is that the Company which is engaged in housing development carries out its activities by buying and selling objects in the form of land, houses, and all matters related to housing development. Therefore, its business activities are closely related to the agreement. This raises questions for this paper: 1) How is the practice of the sale and purchase agreement between PT Alam Sutera Realty Tbk and its subsidiaries and real estate buyers? 2) How does the Corporate Legal Department of PT Alam Sutera Realty Tbk prepare and handle real estate sales and purchase agreements between PT Alam Sutera Realty Tbk and real estate buyers? The sale and purchase agreement made by the Company uses a Sale and Purchase Binding Agreement because most of its projects are marketed with an upfront sales strategy. There are various obligations that must be fulfilled by both parties so that the Sale and Purchase Deed can be signed. The Corporate Legal Department prepares sales and purchase agreements with other companies, not with buyers.

Keywords : Sale and Purchase Binding Agreement, Sale and Purchase Deed, real estate