

ABSTRACT

Angel Pratama (01051210037)

INTERNSHIP REPORT AT PT. FAJAR SURYA PERKASA REGARDING THE ROLE OF THE LEGAL DIVISION IN THE SALE AND PURCHASE OF CONDOMINIUM UNITS
(X + 173 pages: 9 attachments)

The legal division plays a crucial role in the process of buying and selling condominium units by ensuring that all aspects of the transaction comply with applicable laws and regulations. This includes providing legal advice, preparing essential documents, and ensuring that all necessary permits and certifications are obtained. In the case of FASSA, the legal division is responsible for managing various stages of property ownership, from securing building permits to obtaining the final certificate of ownership. Additionally, the division ensure that the sale is conducted transparently and legally facilitating the preparation of essential agreements such as the Pre-Sale and Purchase Agreement and the Notarial Deed of Sale. Despite the clear legal framework, challenges arise, particularly in encouraging buyers to complete the Notarial Deed of Sale process, which is essential for the formal transfer of property rights. The legal division addresses these challenges through proactive communication, reminders, flexible payment options to ensure all the necessary steps are taken promptly and accurately. Furthermore, the division supports buyers and sellers by clarifying legal terms and processes, offering solutions to potential complications, and managing the documentation process effectively. This paper highlights the importance of the legal division in maintaining transparency, protecting the rights of all parties involved, and ensuring that the transaction process adheres to regulatory requirements. It also discusses the key issues faced by the legal teams and proposes solutions for improving the efficiency and effectiveness of the legal procedures in real estate transactions. This paper proposes solutions for improving the efficiency and effectiveness of the legal procedures in real estate transactions, such as enhancing communication strategies, streamlining administrative processes, and strengthening partnerships with external legal and notarial professionals. By addressing these challenges, the legal division can help facilitate smoother transactions, reduce the legal disputes, and ultimately contribute to a more robust and transparent real estate market.

Keywords: Legal Division, Buying and Selling, Condominium Units

References: 25 books (1979-2019), 3 journals (2015-2023), 1 research (2024), 7 laws and regulations (1847-2021), 11 websites/internets (2019-2024)