

IMPLEMENTATION MURABAHAH AGREEMENT AT PERMATA KPR IB AT BANK PERMATA SYARIAH SURABAYA

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Abstract

Murabahah-based financing, a flagship product of Islamic banking particularly in the form of home financing (KPR). Has recorded significant growth at bank permata syariah Surabaya. This success raises critical questions regarding compliance with sharia principles. The research focuses on “the implementation of murabahah contract in permata KPR IB Bank Permata Syariah Surabaya” evaluating the contribution of Islamic banking of community welfare. A descriptive qualitative research method was employed, involving both primary and secondary data. The findings reveal the successful implementation of the murabahah contract in KPR IB. in accordance with the DSN-MUI Fatwa No: 04/DSN-MUI/2000. The KPR financing application process includes submitting required documents such as an ID Card (KTP), family card (KK), marriage certificate, salary slip and tax paper ID number (NPWP). Once the contract is completed, the rights and responsibilities of the asset are transferred to the customer.

Keywords: *Murabahah Contract, Islamic Mortgage.*

INTRODUCTION

Financing based on *Murabahah* contract has become one of the leading flagship products in Islamic banking. This is because most customers perceive *Murabahah*-based financing as having a profit-sharing structure that is easy understand without requiring complex calculations. In this regard, the presence of this product has had a significant positive impact on Islamic banking, as reflected in the 23.35% growth in consumer financing throughout 2022 a remarkable increase compared to the previous year.¹ This indicates that *Murabahah*-based financing is not only a preferred choice among the public but also plays a significant role in supporting the overall growth of the Islamic financial sector. This success highlights the strength of Islamic banking in contributing to the economic development of society.²

One of the most popular types of consumer financing under the *Murabahah* contract is the Islamic mortgage (KPR - *Kredit Pemilikan Rumah*). This interest stems from three main factors: first, customers have a clear understanding of the Islamic mortgage concept, which genuinely benefits

¹ RAlifian Asmaaysi, “Islamic Bank Financing Shows Strong Growth, Dominated by the Consumer Sector,” *finansial.bisnis.com*, 2023, <https://finansial.bisnis.com/read/20230630/231/1670485/pembiayaan-bank-syariah-tumbuh-moncer-didominasi-sektor-konsumsi>. Accessed on December 13, 2023.

² Zulkifli Rusby, *Islamic Banking Management* (Pekanbaru: Center for Islamic Education Studies, Faculty of Islamic Studies, Islamic University of Riau, 2017), p. 34.



every buyer; second, the price of an Islamic mortgage remains fixed and unaffected by rising interest rates; and third, the financing procedure is relatively simple and straightforward. These three factors contribute significantly to the popularity of Islamic mortgage products among customers. In addition, the transparent buy-and-sell mechanism in Islamic mortgages also plays a role in attracting customers, as buyers can directly see the profit margin earned by the seller ensuring transparency. All of these elements have contributed to the significant growth in *Murabahah*-based mortgage financing.³

Bank Permata Syariah Surabaya is one of many banks that claim their mortgage product (KPR) is among the most sought-after by customers. The significant interest in this product can be understood through an analysis of their previous financial reports, which show that the mortgage rate at Bank Permata/Permata Syariah experienced substantial growth in 2019, 2022, and as of September 2023. Although there was a decline during 2020–2021, the bank managed to recover and re-establish its position as a provider of one of the most in-demand mortgage products. This increase reflects a positive public response to home financing, particularly those based on the *Murabahah* contract. By adopting the *Murabahah* principle, Permata KPR IB *Murabahah* has become a financial solution that is not only affordable but also aligned with Sharia values—contributing positively to the development of Islamic banking and helping meet the housing needs of the community. The chart below illustrates the development of mortgage financing at Bank Permata from 2019 to September 2023:



³ Andrianto dan M. Anang Firmansyah, *Manajemen Bank Syariah (Implementasi Teori dan Praktek)* (Surabaya: CV. Penerbit Qiara Media, 2019). p. 44

The success of Bank Permata Syariah in providing consumer financing, particularly through its *Murabahab* mortgage product, raises a critical question regarding the implementation of Sharia principles as regulated by the National Sharia Council of the Indonesian Ulema Council (DSN-MUI). Considering that every fatwa issued by the DSN-MUI is binding, it should serve as a guideline and standard for both financial and non-financial Sharia institutions in Indonesia. It is necessary to question whether the practice of consumer financing—especially within *Murabahab* mortgage products—has been implemented in accordance with the established Sharia principles. A thorough evaluation of the implementation of these regulations is crucial to ensure that every transaction and policy in Islamic banking adheres to the ethical standards and Islamic principles that have been entrusted.

Even a slight deviation from the fatwas or regulations established by the DSN-MUI can result in harm to one party. Such deviations fail to fully reflect the core principles of Islamic banking, which emphasize justice, mutual cooperation, and equitable distribution of societal welfare. Strict compliance with Sharia principles is essential to ensure that Islamic banking contributes positively to the advancement of community well-being. Any violation of these regulations could threaten the integrity of the system and undermine the objectives of justice-based economic development.

In this context, the research will focus on "The Implementation of *Murabahab* Contract in Permata KPR IB at Bank Permata Syariah Surabaya." This study aims to further explore the practical implementation of the *Murabahab* contract in Islamic home financing, particularly at Bank Permata Syariah Surabaya. It is hoped that this research will contribute to assessing the level of compliance of Islamic banking with the Sharia principles that have been established. Moreover, the study is expected to affirm that the success of a bank's financing—when based on Islamic principles, particularly in mortgage products—is a reliable and achievable reality.

METHOD

This research employs a descriptive qualitative approach as its research method, in which the researcher will go directly to the field (research site) to gain a real and in-depth understanding of the implementation of the *Murabahab* contract in the Permata KPR IB *Murabahab* product. The data used in this study consists of primary data—information obtained directly by the researcher. Therefore, the data collected comes from interviews with the Sharia mortgage marketing staff at Bank Permata Syariah Surabaya. In addition, there is also secondary data to support the study, which is sourced from books, journals, and websites relevant to this research.

RESULTS AND DISCUSSION

The KPR IB *Murabahah* Financing is one of the financing products offered by Bank Permata Syariah Surabaya, designed for customers in need of financing to purchase essential needs in the form of housing. In providing this KPR IB financing, Bank Permata Syariah Surabaya applies a financing application mechanism using a *Murabahah* contract, with specific procedures that must be followed in the financing process. Every financing transaction must involve an agreement between the bank as the financier and the customer as the applicant. This agreement must clearly outline all rights and obligations of both parties involved. Bank Permata Syariah Surabaya provides financing to customers through the following mechanism:

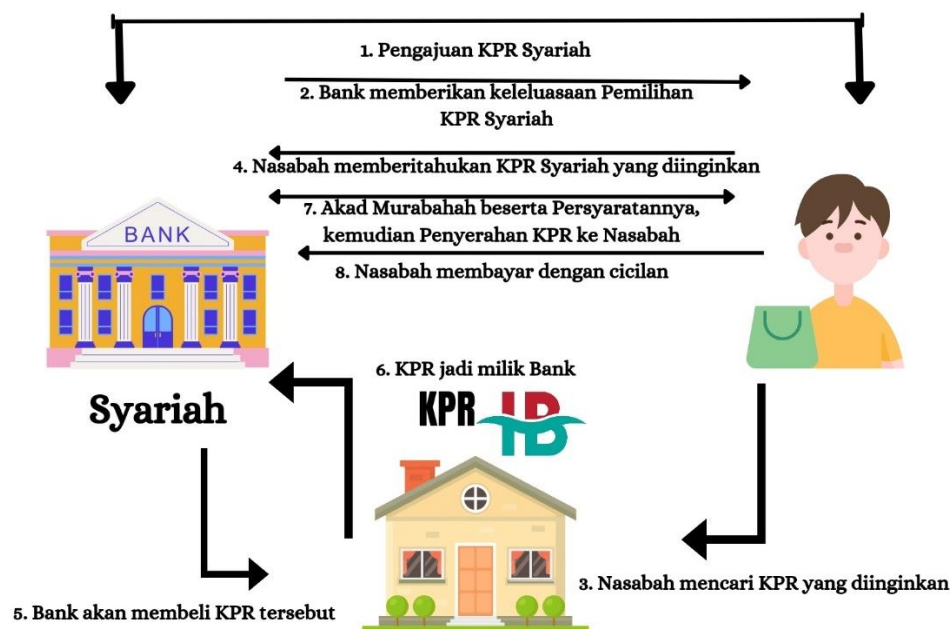


Figure 1.

Murabahah Contract Scheme in Home Ownership Financing (KPR IB) at Permata Bank Syariah Surabaya:

1. The application for Home Ownership Financing (KPR IB) at Permata Syariah Bank Surabaya is submitted directly at the Permata Syariah Bank Surabaya branch to request financing under the *Murabahah* contract.
2. The bank gives flexibility to its customers who wish to apply for KPR IB financing to choose the house they want.
3. The customer begins searching for the house they want to select and submit to Permata Syariah Bank Surabaya.

4. After the customer has chosen the house to be proposed for KPR IB financing, they inform the bank about which house they have selected.
5. Once the bank is informed about the house selected by the customer, the bank will conduct a survey and then proceed to purchase the house.
6. The house becomes the property of Permata Syariah Bank Surabaya.
7. Once the bank owns the house, it will conduct the *Murabahah* contract with the customer. The customer will be asked to fulfill the requirements to apply for Home Ownership Financing (KPR IB) under the *Murabahah* contract. The applicant must meet the following requirements:
 - a. Minimum age of 21 years and a maximum of 55 years, while entrepreneurs can be up to 65 years old at the end of the loan term.
 - b. Must have a fixed and sustainable income.
 - c. Personal documents for employees.
8. After the *Murabahah* contract agreement between the Bank and the Customer is reached, along with the required conditions, the customer can start making installment payments.

CONCLUSION

KPR IB financing products at Bank Permata Syariah Surabaya are arguably quite superior, because they can compete for customers with other banks that have the same products, the current conditions make Permata Bank the right choice for prospective KPR IB customers. The implementation of the *Murabahah* contract on KPR IB at Bank Permata Syariah Surabaya is in accordance with the DSN MUI fatwa No: 04/DSN-MUI/2000 concerning *Murabahah* contracts, namely the bank buys goods needed by customers on behalf of the bank itself and this purchase must be legal and free from usury.

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