

THE IMPACT OF SHARIA BTN CREDIT AND INCOME FACTORS ON PUBLIC INTEREST IN HOME OWNERSHIP LOANS (KPR)

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Abstract

The purpose of this study was to determine the effect of the BTN Syariah credit system and income factors on public interest in mortgage ownership of KPR. The object of this research is BTN Syariah customers who use *musharaka* in ownership of KPR at Perum Sinar Garden Ciamis as many as 43 units. The research uses quantitative descriptive methods, meaning that the study tries to describe a symptom of current events and reveals data that has taken place without manipulating other variables without affecting the dependent variable according to actual circumstances. The study results inform that the BTN Syariah credit system and income factors positively impact people's interest in using KPR. The BTN Syariah credit system and income factors can affect people's interest in using KPR by 82%, while other variables influence the remaining 18%.

Abstrak

Tujuan penelitian ini adalah untuk mengetahui pengaruh sistem kredit BTN Syariah dan faktor pendapatan terhadap minat masyarakat dalam kepemilikan KPR. Objek dalam penelitian ini adalah nasabah BTN Syariah yang menggunakan produk musyarakah dalam kepemilikan KPR di Perum Sinar Garden Ciamis sebanyak 43 unit. Penelitian menggunakan metode deskriptif kuantitatif, artinya penelitian berusaha mendiskripsikan suatu gejala peristiwa kejadian pada saat sekarang serta mengungkapkan data yang telah berlangsung tanpa memanipulasi variabel lainnya tanpa mempengaruhi variabel terikat sesuai kejadian nyata. Hasil penelitian menginformasikan bahwa sistem kredit BTN Syariah dan faktor pendapatan berpengaruh positif terhadap minat masyarakat untuk menggunakan KPR. Sistem kredit BTN Syariah dan faktor pendapatan dapat mempengaruhi minat masyarakat untuk menggunakan KPR sebesar 82%, sedangkan sisanya sebesar 18% dipengaruhi oleh variabel lain.

Keywords: Syariah credit system, income factors, public interest

Introduction

The house is the dream of every family to have it. The house is a human need to make a place to live that is useful as a place to take shelter or shelter from the influence of the surrounding natural conditions (Huda, 2019). Along with the times, the house is not only defined as a place to live alone, but the ownership of a home or land is considered an investment item in the long term, especially for the middle and upper-class people who are often used as a benchmark for human welfare. Based on real estate Indonesia (REI) data, the total need for housing per year in Indonesia reaches 2.6 million, driven by population growth. Based on a population in 2017 of approximately 262 million people with a population growth rate of 1.49% per year, it is certain that the need for housing will increase (Shi, 2005). Therefore, the background of the property or housing business has the opportunity to continue to grow. Because the need for housing is now increasingly becoming a very important need for every human being and its demand from year to year continues to increase (Erlangga, 2016).

Financial institutions and banks utilize the opportunity for home ownership financing to offer consumptive products known as Home Ownership Credit (KPR). The need for housing also makes financial institutions and banks serious about working on and creating products that genuinely follow people's expectations, which will make people choose to use the bank's services (Sakhowi & Chalimah, 2016). In general, banking is an institution that carries out three main functions in carrying out its operational system, including accepting deposits (funding), channeling funds (lending), and providing financial services (Sukirno, 2005).

Islamic banks have then started to introduce Sharia mortgages which aim to become a new mainstay product as well as a solution that will make people less burdened by mortgage interest costs which are quite high and tend to fluctuate and worry about religious problems (Kholid, 2018; Purnomo, 2019; Syahwildan & Damayanti, 2022). For the community, Sharia mortgages are needed because housing prices are increasing. However, people's purchasing power is limited, so Sharia mortgages are one of the solutions in buying a house (Erlangga, 2016).

According to the Banking Law No. 10 of 1998, credit is the provision of money or claims based on a loan-borrowing agreement or agreement between a bank and another party that requires the borrower to repay his debt after a certain period with interest (Novaldi, Fasa, & Monalysa, 2021; Sa'diyah, 2019; Trimulato, 2016). Meanwhile, the definition of financing is the provision of money or money bills or equivalent claims based on an agreement or agreement between the bank and another party that requires the financed party to return the money or claim after a certain period with compensation or profit sharing (Abrori, 2022; Ahyani, 2021).

If the disbursed credit is stuck, then the steps taken are to save the credit. If it can still be helped, then the appropriate action is to increase the number of credits or by extending the period. And if it can't be saved again, then the last action for the bank is to confiscate the collateral that the customer has guaranteed.

Method

The research method used in this research is descriptive quantitative, meaning research that seeks to describe a symptom of current events and reveals data that has taken place without manipulating other variables without affecting the dependent variable according to real events. The subjects of this research are BTN Syariah customers who use *musharaka* in their mortgage ownership. The data sources in this study include saturated sampling or total sampling, where all populations are taken as samples due to the small number of populations. In accordance with the income of Trisnamansyah, Sutaryat (2007:8) "Sampling is saturated or total sampling, i.e. all the population is taken as a sample because the number is small." The population in this study was all 43 residents of Perum Sinar Garden. The data were collected using observation, questionnaires, and interviews. The data collected were analyzed quantitatively and qualitatively. Quantitative analysis uses statistical test procedures, while qualitative analysis uses data reduction, categorization, and presentation.

Results and Discussion

Based on the analysis results, the correlation between BTN Syariah credit variables on public interest is 0.872, at a significance level of 0.000. While the value of the coefficient of determination (KD)

or R² (R Square) is 0.760, indicating that the magnitude of the influence of BTN Syariah credit on public interest is 76%, while other variables influence the remaining 24%. More details regarding the correlation results and the coefficient of determination of the X₁ variable to Y can be seen in the following table.

Table 1. Correlation Value of Variable X₁ to Y

Model	R	R Square	Adjusted Square	R Std. Error of the Estimate
1	,872 ^a	,760	,754	3,357

a. Predictors: (Constant), Sistem Kredit BTN Syariah

Based on the calculations using regression analysis obtained an of 3.807, b of -1,387. Based on this value, obtained a regression equation that describes the prediction score of increasing public interest based on the BTN Syariah credit variable as follows:

Table 2. Variable Coefficient Values X₁ against Y

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-1,387	3,807		-,364	,717
	Sistem Kredit BTN Syariah	1,003	,088	,872	11,397	,000

Based on these results, the regression equation is = -1.387+ 1.003X₁. The equation shows that if there is no BTN Syariah credit factor, the value of a public interest in KPR is -1,387. The regression coefficient of 1.003 states that each additional BTN Syariah credit score will increase public interest by 1.003.

Based on the analysis results, it is obtained that the correlation of income factor variables on public interest is 0.606 at a significance level of 0.000. While the value of the coefficient of determination (KD) or R² (R Square) is 0.615, indicating that the magnitude of the influence of income factors on public interest is 61.5%. In comparison, other variables influence the remaining 38.5%. It can be seen in the following table for more details regarding the results of the correlation and the coefficient of determination of the X₂ variable to Y.

Table 3. Correlation Coefficient Value of Variable X₂ to Y

Model	R	R Square	Adjusted Square	R Std. Error of the Estimate
1	,785 ^a	,615	,606	4,250

a. Predictors: (Constant), Faktor Pendapatan

Based on the calculations using regression analysis obtained an of 0.190, b of 0.950. Based on this value, a regression equation is obtained that describes the predicted score of increasing public interest based on the income factor variable as follows:

Table 4. Variable Coefficient Values of X2 to Y

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	,190	5,153		,937	,971
	Faktor Pendapatan	,950	,117	,785	8,101	,000

Based on these results, the regression equation is = 0.190+ 0.950. The equation shows that if there is no income factor, then the value of public interest is 0.190. The regression coefficient of 0.632 states that each addition of the organizational culture score will increase the teacher's work performance by 0.632.

The Influence of BTN Syariah Credit and Income Factors on Public Interest

After conducting research and obtaining the necessary data, the proposed hypothesis is tested. Simultaneous hypothesis testing uses the F test to test whether there is a significant influence between BTN Syariah credit and income factors that affect public interest. The results and data processing through SPSS version 19, obtained the following results.

Table 5. Correlation Coefficient Value of Variables X1 and X2 to Y

Model	R	R Square	Adjusted Square	R Std. Error of the Estimate
1	,906 ^a	,820	,816	2,399

Based on the results of SPSS calculations for variables X1 and X2 on variable Y of 0.906 and coefficient of determination of 0.820, it means that BTN Syariah credit and income factors can affect public interest in mortgages by 82%, while other variables influence the remaining 18%.

According to Hardjono (2008:25), "KPR or Home Ownership Credit is one type of credit service provided by banks to customers who want special loans to meet needs in house construction or home renovation." Mortgages also arise due to various strategic supporting conditions, including the fulfillment of housing needs which are getting higher and higher but have not been able to balance the purchasing power of the community's standard. In general, there are two types of mortgages: (1) Subsidized mortgages, namely, a credit intended for people with lower middle income. This is in order to meet the needs of owning a house or repairing a previously owned house. The form of the subsidy has been regulated separately by the government so that not all people who apply for credit can be given this facility (Hardjono, 2008). (2) Non-Subsidized Mortgage: A mortgage intended for the entire community without any government intervention. Mortgage provisions are determined by the bank itself so that the amount of credit and interest rates is carried out in accordance with the policies of the bank concerned (Hardjono, 2008). The bank determines mortgage provisions so that the amount of credit and interest rates are determined according to the bank's policy. In principle, Islamic banks are the same as conventional banking, namely as an intermediation instrument that receives funds from people who have surplus funds (in the form of raising funds) and distributes them to parties in need (in the form of products throwing funds). Provides by conventional banks, both funding and financing products can also be provided by Islamic banks. (Helmi Haris, 2007)

The main difference between conventional mortgages and sharia lies in the contract (Misra, Zakiah, & Sukmana, 2021). In conventional banks, mortgage contracts are based on certain interest rates that can fluctuate in nature, while Sharia mortgages can be done with several alternative contract options according to customer needs, including iB Sale and Purchase KPR (*murabahah* scheme), iB rental mortgage (*ijarah* scheme), KPR iB Lease and Purchase (*Ijarah Muntahia Bittamlik-IMBT* scheme), and KPR iB Gradual Ownership (*musharakah mutanaqisah*). However, what is widely offered by Islamic banks is the sale and purchase scheme (*murabahah* scheme) (IBI, 2015).

Sharia mortgages use a *murabahah* (buying and selling)-based system. Etymologically, *murabahah* comes from the word *ribh*, which means profit (Muctharom & Azis, 2016; Rahman, 2018; Saputera, 2019). Meanwhile, in a terminological sense, *murabahah* is the sale and purchase of goods for the price of the goods plus the agreed profit between the seller and the buyer. *Murabaha* in terms of *fiqh* is a certain form of buying and selling when the seller states the cost of acquiring the goods, including the price of the goods and other costs incurred to obtain the goods, and the desired level of profit (margin) (Ascarya, 2007).

This level of profit can be in the form of a lump sum or a certain percentage of the acquisition cost. Payments can be made on a spot basis (cash) or can be made at a later date that is mutually agreed upon. Therefore, *murabahah* does not automatically contain the concept of different payment, as is generally understood by some people who know *murabahah* only in relation to financing transactions in Islamic banking, but do not understand Islamic jurisprudence. In the glossary of the fatwa collection book DSN (National Sharia Council) it is explained that what is meant by *murabahah* (DSN, 2003) is selling an item by confirming the purchase price to the buyer and the buyer paying for it at a higher price as profit (Muhammad, 2000).

According to Robert Murray Haig (in Markus & Hendry, 2002:111) income is the monetary value of the additional net economic capacity of a person between two points in time. Revenue is income that arises in carrying out the usual activities of the entity and is known by different names such as sales, fees, interest, dividends, royalties, rent (Muljono, 2012). Meanwhile, according to the Committee on Terminology Revenue or revenue is as a result of the sale of goods or the provision of services that are charged to customers or those who receive services. Revenue is the inflow of assets or assets arising from the delivery of goods and services carried out by a business unit during a certain period of time (Baridwan, 2004).

In the concept of measuring the economic condition of a person or household, one of the most frequently used is through the level of income. Income or income shows all the money received by a person or household during a certain period of time in an economic activity.

Conclusion

Based on the results of data processing and data interpretation of each variable and the dimensions of each variable, it is concluded as

follows: (1) Shariah BTN Credit has a positive effect on public interest in KPR. This means that the better the BTN Syariah credit, the better the public interest in mortgages. (2) Income factor has a positive effect on public interest in mortgages. This means that the better the income factor, the better the public interest in mortgages. (3) The BTN Syariah credit system and income factors have a positive effect on public interest in mortgages. This means that the better the BTN Syariah credit and income factor, the better the public interest in mortgages.

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