

PRICING IN BUYING AND BUYING PLANT SEEDS IN SHARIAH ECONOMIC LAW (Study Of Buying And Buying Lime Seedlings In Nagari Padang Ganting)

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Abstract

This journal was written because of the difference in price fixing by lime seed sellers in Nagari Padang Ganting. Where there is a difference in pricing for buyers from within Padang Ganting and buyers outside Padang Ganting. The price difference excludes postage. Based on this, the author wants to know about the pricing carried out by sellers of lime seeds. Then how does the mu'amalah fiqh perspective look at the pricing. This research was conducted in Nagari Padang Ganting. The research method used by the author is a mixed research, namely field research and library research. Field research conducted on sellers, buyers and the local community. And the library research that the writer did used various existing literature in the library that was relevant to the problem to be studied. Research materials were collected through interviews, observation, and documentation. Based on the results of the study, it can be concluded that the price fixing by sellers of lime seeds to buyers from Padang Ganting is the same as the price of one kilogram of lime for one seed. Meanwhile, the price of one seed set for buyers from outside Padang Ganting is more than the price of one kilogram of lime. So there are differences in pricing made by sellers and there are three reasons why sellers differentiate these prices. Firstly, buyers from Padang Ganting are native so prices are lowered. Second, because there is an opportunity to take excess profits from outside buyers. Third, because the seller has been doing this price difference for a long time, so it has become a habit. If seen from the concept of pricing from a mu'amalah fiqh perspective. The difference in pricing by sellers of lime seeds in Nagari Padang Ganting has not fulfilled all the principles of pricing, because there are prices that are not fair for buyers from outside compared to buyers from within Padang Ganting. Then, from a marketing point of view, it has not been fulfilled because the seller is not open in providing information about the price difference. And taking advantage of the ignorance of buyers from outside to gain additional profits, including unjust acts. Because in marketing there are four elements, namely ar-ridha, a healthy comparison of resistance, honesty, justice and openness.

Keywords: Price determination; buying and selling; Islamic economic law

Abstrak

Jurnal ini ditulis karena dilatar belakangi adanya perbedaan penetapan harga yang dilakukan penjual bibit jeruk nipis di Nagari Padang Ganting. Yang mana terjadinya perbedaan penetapan harga terhadap pembeli dari dalam Padang Ganting dengan pembeli luar Padang Ganting. Perbedaan harga tersebut diluar ongkos kirim. Berdasarkan hal tersebut penulis ingin mengetahui terhadap penetapan harga yang dilakukan oleh penjual bibit jeruk nipis. Kemudian bagaimana perspektif fiqih mu'amalah memandang terhadap penetapan harga tersebut Penelitian ini dilakukan di Nagari Padang Ganting. Metode penelitian yang penulis lakukan merupakan penelitian campuran yaitu penelitian lapangan dan penelitian kepustakaan. pengumpulan data melalui wawancara, observasi, dan dokumentasi. Berdasarkan hasil penelitian dapat disimpulkan penetapan harga yang dilakukan penjual bibit jeruk nipis terhadap pembeli dari dalam Padang Ganting sama dengan harga satu kilogram buah jeruk nipis untuk satu bibitnya. Sedangkan harga satu bibit yang ditetapkan kepada pembeli dari luar Padang Ganting lebih dari harga satu kilogram buah jeruk nipis. Jadi terdapat perbedaan penetapan harga yang dilakukan penjual dan ada tiga alasan penjual membedakan harga tersebut. Pertama bahwa pembeli dari Padang Ganting adalah pribumi sehingga harga diturunkan. Kedua karena ada kesempatan mengambil keuntungan berlebih dari pembeli dari luar. Ketiga karena penjual melakukan perbedaan harga tersebut sudah dilakukan dari dahulunya sehingga menjadi kebiasaan. Jika dilihat dalam konsep penetapan harga perspektif fiqih mu'amalah. Perbedaan penetapan harga yang dilakukan penjual bibit jeruk nipis di Nagari Padang Ganting belum terpenuhi semua prinsip-prinsip penetapan harga, sebab terdapat harga yang tidak wajar bagi pembeli dari luar dibandingkan pembeli dari dalam Padang Ganting. Kemudian dilihat dari segi pemasaran juga belum terpenuhi karena penjual tidak terbuka dalam memberikan informasi terhadap perbedaan harga tersebut. Serta memanfaatkan ketidaktahuan pembeli dari luar agar mendapatkan keuntungan tambahan termasuk perbuatan zalim. Sebab dalam pemasaran ada empat unsur yaitu ar-ridha, perbandingan perlawanan yang sehat, kejujuran, keadilan dan keterbukaan.

Kata Kunci: *Penetapan Harga, Jualbeli, hukum ekonomi syariah.*

PENDAHULUAN

Buying and selling in Islam is known as al-bai' which means selling, replacing, and exchanging something for something else. In Arabic, it is said to be the opposite meaning, namely the word asy-syira' (buy). It is the exchange of wealth and possessions. Buying and selling in Islamic law means the exchange of goods to another by mutual agreement.¹

In trading the most important aspect is the aspect of mutual liking without any element of coercion. Sale and purchase is permitted in Islam, as in the word of Allah SWT surat An-Nisa : 29.

يَا أَيُّهَا الَّذِينَ ءَامَنُوا لَا تَأْكُلُوا أَمْوَالَكُمْ بَيْنَكُمْ بِالْبُطْلِ إِلَّا أَنْ تَكُونَ تِجَارَةً عَنْ تَرَاضٍ مِّنْكُمْ وَلَا تَقْتُلُوا
أَنْفُسَكُمْ إِنَّ اللَّهَ كَانَ بِكُمْ رَحِيمًا

¹ Syamsul Effendi, "Penetapan Harga Dalam Perspektif Ekonomi Islam," *Jurnal Mutlaqah* 1, no. 2 (2021): 26–35.

“O you who have believed, do not consume one another's wealth unjustly but only [in lawful] business by mutual consent. And do not kill yourselves [or one another]. Indeed, Allah is to you ever Merciful”

The above verse explains that Allah SWT allows buying and selling in a way that is good and does not contradict Islamic law. Religion gives rules. The sale and purchase avoid elements gharar, usury, coercion and so forth. And by mutual affection between you. In buying and selling, of course, there are Harmony and conditions. According to jumhur ulama pillars of buying and selling include: al-bai' (seller), mushtari (buyer), shigat (consent and qabul) and Ma'qud'alaih (object or goods). While the terms of sale and purchase according to the number that must be met when making a contract of sale and purchase, include: reasonable, puberty, place of contract and object of contract. If all these elements are met then, the transaction in the sale and purchase is considered valid.²

In Islamic jurisprudence price is known two different terms regarding the price of an item, namely as-saman and as-si'r. As-saman is the benchmark price of a good, while As-si'r is the actual prevailing price in the market. Fiqh scholars divide as-Si'r into two kinds. First, prices that occur naturally without government intervention, meaning traders are free to sell goods At Reasonable Prices, but considering profits. The second is the price of a commodity that has been set by the government after considering capital and reasonable profits for traders and producers and seeing the real economic situation and people's purchasing power. Government pricing is called at-tas'ir al-jabbari.³

Hanafi scholars who allow the government to act to set a fair price, (considering the interests of traders and buyers), when the price fluctuations caused by the actions of traders. Their reason is that the government in Islamic law plays a role and has the authority to regulate people's lives in order to achieve their benefit. Therefore, if the government sees that the traders have manipulated prices, the government may intervene to regulate and fix the rising commodity prices.⁴

The price setting that is allowed, even required, is when there is a sharp price increase due to the actions of traders. If the traders are proven to be playing with the price, while it concerns the interests of many people, then

² Ade Irma Dwiratnaningrum, “Mekanisme Penetapan Harga Dalam Pandangan Islam (Studi Kasus Pada Pedagang Kaki Lima Di Pasar Tradisional Ranomeeto),” *Robust* 3, no. 1 (2022): 44–54.

³ Khodijah Ishak, “Penetapan Harga Ditinjau Dalam Perspektif Islam,” *Iqtishaduna* 6, no. 1 (2017): 282.

⁴ *Iqtishaduna* 6, no. 1 (2017): 282.

according to them in this case the price setting becomes mandatory for the government, because it prioritizes the interests of many people over the interests of a limited group.⁵

The concept of setting a price in Islamic Shari'ah is "Maqashid al-Shari'ah", which can realize a good and avoid harm to the community. Pricing is necessary for the protection of human interests by accentuating market distortions without damaging market mechanisms.⁶

Fair prices and fair profits have been fundamental tenets in Islamic transactions. The principle is that business transactions must be conducted at a fair price, because it reflects the commitment of Islamic Shari'ah to comprehensive justice. A fair price is a price that does not cause oppression of either party. The fair price reflects the benefits to the buyer and seller fairly, that is, the seller obtains a normal profit and the buyer obtains a benefit equal to the price paid.⁷

Based on observations that the author made on November 1, 2022 in Nagari Padang Ganting. This Nagari is located in Padang Ganting District, Tanah Datar Regency. Then the author conducted an interview with Mr. Samanar to find out the livelihood of the community, he said that; most of the community's livelihood is working as a farmer, by planting in rice fields and cultivating fields, crops planted in fields including rubber and lime. Lime is a productive plant and thrives and bears fruit with good quality in this country. This plant not only fruits can be sold by farmers, but lush branches can be sold. After going through the grafting process, the goal is to grow roots on the branches. If the roots on the branches have grown new branches can be cut for sale.⁸

Related to the price of lime seeds, the author conducted an interview with Mr. Arianto, one of the leaders of community leaders as well as sellers of lime seeds in Jorong Koto Gadang, Mr. Arianto said that the price of one lime branch seedling depends on how much one kilogram of lime fruit costs. If the price of

⁵ Y Manurung, HMMB Darus, and ..., "Analisis Harga Jual Bibit Melalui Penetapan Harga Pokok Produksi Bibit Kol (Brassica Oleracea CV. Capitata)(Studi Kasus: PT. Horti Jaya Lestari Kebun ...," *Journal of Agriculture ...*, 2016, 1-18.

⁶ Syavita Wirarti, "PENETAPAN HARGA PADA TRANSAKSI JUAL BELI ANTARA PENGRAJIN JAMPEL DENGAN PENGEPUL," *Ahkam* 10, no. NOVEMBER (2022): 327-44.

⁷ Manurung, Darus, and ..., "Analisis Harga Jual Bibit Melalui Penetapan Harga Pokok Produksi Bibit Kol (Brassica Oleracea CV. Capitata)(Studi Kasus: PT. Horti Jaya Lestari Kebun ..."

⁸ pembeli bibit Saridin, "Wawancara Dengan Pembeli Bibit, Saridin," 2023.

one kilogram of lime is experiencing a rise in price, then the price of lime seed branches also go up.⁹

Buyers of lime seeds not only come from the people of Padang Ganting but also outside Padang Ganting. Then the authors conducted interviews to several sellers of lime seeds. the seller said that if you want to buy lime seedlings must be ordered in advance, because Lime seedlings are sold as a result of the graft process¹⁰

In ordering lime seeds with a large amount or more than 30 (thirty) seeds, the seller asks for a down payment to the buyer. Then the author asked about the price of lime seeds, the seller said the selling price of lime seeds equals one kilogram of lime fruit price. Lime buyers are not only people in Padang Ganting but also buyers from outside Padang Ganting. The selling price of lime seeds is different between Padang Ganting people and people outside Padang Ganting. For example, if the price of one kilogram of lime fruit is Rp 7000 (seven thousand rupiah), then the selling price of seeds to buyers in Padang Ganting remains at Rp 7000 (seven thousand rupiah) while for people outside Padang Ganting it becomes Rp 10,000 (ten thousand rupiah) perbatang lime seeds.

This pricing system is done by Mr. Faisal, Irmanto and Safriandi. Away from the phenomena described above. this issue deserves to be studied under the title of pricing the sale and purchase of lime seeds in Nagari Padang Ganting in the perspective of fiqh MU'amalah. So in this article we will look for how to set prices in buying and selling lime seeds in Nagari Padang Ganting, Padang Ganting District, Tanah Datar Regency. What is the view of Fiqh Mu'amalah about the determination of the price of buying and selling lime seeds that occur in Nagari Padang Ganting, Padang Ganting District, Tanah Datar Regency.¹¹

METODE

The author uses a mixed research approach, which combines field research and literature research. Field research conducted to the sellers¹², buyers and local communities on the sale and purchase of seeds of lime juice

⁹ Arif Putra Sanjaya and Indra Hidayatullah, "Analisis Mekanisme Penentuan Harga Lelang Terhadap Barang Jaminan Pembiayaan Bermasalah," *Muhasabatuna : Jurnal Akuntansi Syariah* 2, no. 2 (2020): 13, doi:10.54471/muhasabatuna.v2i2.821.

¹⁰ I ALIWU, "Analisis Penentuan Harga Jual," *Skripsi* 5, no. 9 (2013): 3553-59, <https://repository.ung.ac.id/skripsi/show/921309015/analisis-penentuan-harga-jual.html>.

¹¹ wawancara dengan toke bibit Muli, "Wawancara Dengan Toke Bibit ' Muli," 2023.

¹² Beni Firdaus et al., "The Profit of the Pre-Employment Program Jockey in the Perspective of Sharia Economic Law," *ULUL ALBAB Jurnal Studi Islam* 23, no. 2 (2022): 327-46, doi:10.18860/ua.v23i2.17490.

with a sample of 10 sellers and 10 buyers. the method of data collection through observation, documentation, and interviews. and analyzed with descriptive qualitative conclusions drawn after.¹³

PEMBAHASAN

THE CONCEPT OF PRICE IN ISLAM

Pricing has two forms, some are allowed and some are illegal. Tas'ir zalim is a Tas'ir that is done by forcing sellers to accept prices they are not happy with. However, if the determination of the price creates justice for the community such as when traders withhold goods, when the community really needs it, then the determination is in this condition and the government is allowed to set prices. In accordance with the modern Islamic Shari'ah economy has decided the principles of the mechanism in setting a price and price fluctuations in the market world bersiari'at Islam, among others:¹⁴

The principle of freedom is free from the fluctuation of a price in accordance with the underlying factors such as supply. The principle of freedom in setting the price is based on Justice which is supported by the original law which demands that setting a price is a decree or decision from Allah SWT.¹⁵

1. Fair Price Principle

The concept of comparative price is not determined solely by the price that is balanced with the function of the product as well as the trading period. The idea of the principle of fair price or appropriate price where prices move normally by the opinion of economic experts or the price is considered in accordance with Islamic values.¹⁶

2. The principle of caring about profits ¹⁷

It is a social benefit. The principle of social pricing involves the "satisfaction" of market participants. It is a process of price equalization in which producers see the social benefit of the Ummah based on Islamic norms and values.

¹³ Wirarti, "PENETAPAN HARGA PADA TRANSAKSI JUAL BELI ANTARA PENGRAJIN JAMPEL DENGAN PENGEPUK."

¹⁴ Tira Nur Fitria, "Bisnis Jual Beli Online (Online Shop) Dalam Hukum Islam Dan Hukum Negara," *Jurnal Ilmiah Ekonomi Islam* 3, no. 01 (2017): 52, doi:10.29040/jiei.v3i01.99.

¹⁵ Fajar Laksana, *Manajemen Pemasaran Dalam Islam*, (Yogyakarta: Graha Ilmu, 2008), h. 105

¹⁶ Kamariah, "Ekonomi Mikro: Prinsip-Prinsip Penetapan Harga Menurut Ibnu Khaldun," *Ats-Tsarwah: Jurnal Hukum Ekonomi Islam* 2, no. 1 (2022): 17, <https://ejournal.stishid.ac.id/index.php/ats-tsarwah/article/view/151%0Ahttps://ejournal.stishid.ac.id/index.php/ats-tsarwah/article/download/151/125>.

¹⁷ Median Wilestari and Wiwi Arfiani, "Penerapan Nilai Wajar Untuk Penilaian Aset Perusahaan Perbankan Pada Bank Permata, Tbk.," *Jurnal Akuntansi Dan Keuangan* 1, no. 1 (2019): 1-14.

From the three principles of Islamic pricing can be concluded that the equilibrium price does not imply a fixed price conditions, but of course, make the market healthier and more determined to run different market variables. In view of this, it is proposed about the theory of pricing in Islam that does not allow any form of exploitation and marketing that is prohibited by Islamic teachings, whether it harms buyers or sellers.¹⁸ While the marketing system is formed from a principles including the following:¹⁹

- 1) *Ar-Rida*, is all buying and selling activities that are tried and based on the element of willingness of each party (Freedom Contact). This is the case in surah An-Nisa verse 29 of the Qur'an.
- 2) Comparison of healthy Resistance (Fair Competation). In the case of purchases that hoard goods/products / monopolize. Therefore, it is very dangerous for many people. Because the monopoly of a good is strictly prohibited in the teachings of Islam.
- (3) Honesty, Honesty is an important pillar in Islam, because the meaning of an honest is the same as a truth, Islam strongly prohibits its people to do Lies and cheating in any form. This is because true value is directly affected by business and society in general.
- 4) fairness and openness. The application of this principle in transactions is a bargain because it is necessary to act properly, lust and reality, target prices and investment fraud

Increase the price, and ultimately cause misery for the poor people who can not buy the goods because the price of the goods has increased in price and it can also make the person experience poverty.

Faktor-Faktor Yang Mempengaruhi Harga

Factors Affecting The Price²⁰

Peraturan harga di negara-negara Islami sebagai berikut:

1. The actual rise in prices is due to an increase in the money supply, a decrease in productivity, an increase in the progress of activities, and some fiscal and monetary provisions
2. Artificial price increase (artificial) price increase can be caused by a greedy ruler or a seller/trader deliberately hoarding. Here's an example of the rise in the price of artificial goods (artificial)

¹⁸ S N Aisyah, "Analisis Mekanisme Penetapan Harga Jual Dalam Perspektif Prinsip-Prinsip Ekonomi Syariah (Studi Kasus Di Toko Arafah Jl. Perjuangan Cirebon)," no. xx (2015), [http://repository.syekhnurjati.ac.id/id/eprint/220%0Ahttp://repository.syekhnurjati.ac.id/220/1/SKRIPSI SOVI NUR AISYAH %28WM BLM%29.pdf](http://repository.syekhnurjati.ac.id/id/eprint/220%0Ahttp://repository.syekhnurjati.ac.id/220/1/SKRIPSI%20SOVI%20NUR%20AISYAH%28WM%29.pdf).

¹⁹ Amrillah Amrillah, "Pengendalian Harga Pada Program Toko Tani Indonesia Center Provinsi Sumsel Dalam Perspektif Ekonomi Islam," *Ekonomica Sharia: Jurnal Pemikiran Dan Pengembangan Perbankan Syariah* 5, no. 2 (2020): 1–12, doi:10.36908/esh.v5i2.120.

²⁰ Bagus Sarjana, Made Ary Meitriana, and I Wayan Suwendra, "Analisis Faktor-Faktor Yang Mempengaruhi Tingkat Harga Perumahan Di Kabupaten Buleleng," *Jurnal Pendidikan Ekonomi Undiksha* 10, no. 2 (2019): 356, doi:10.23887/jjpe.v10i2.20041.

PENETAPAN HARGA JUAL BELI BIBIT JERUK NIPIS DI PADANG GANTING

The author conducted interviews with five sellers of lime seeds in Nagari Padang Ganting. The first author conducted an interview with Mr. Yan Hamidi Nur. He said he initially did grafts on Lime stalks not for sale, only to be transferred to his vacant land. Because there was no more empty land to plant lime seeds from there he began to think about selling the seeds.²¹

The author asked how much it costs to make 1 (one) lime graft, the cost of Mr. Yan Hamidi Nur²² to make 1 (one) graft “around Rp 1500 (one thousand five hundred rupiah) to buy plastic wrapping rods and straps”. Then the author asked how much the price of 1 (one) lime seeds Mr. sell. “If I sell lime seeds depending on where the buyer comes from. If the buyer comes from within Padang Ganting then the price is the same as the price of one kilogram of lime suppose the price of lime Rp 7000 (seven thousand rupiah) then the price of one seed I sell also Rp 7000 (seven thousand rupiah) while for outsiders to Rp 10,000 (ten thousand rupiah) outside postage.”

What is the difference in the quality of lime seeds that you sell between people in Padang Ganting and outside Padang Ganting. “The quality of the seeds that I sell between the people of Padang Ganting and outside Padang Ganting is the same without the slightest difference”. So why do you distinguish the price of this lime seed. “I distinguish the price, because the people of Padang Ganting are indigenous people, so the price set is the price of your samo you (we are the same as US), and the difference in price is already from before like I myself bought before that too”.²³

The two authors conducted an interview with Mr. Mawardi to ask the beginning of selling lime grafted seeds, he told me he wanted to add income by selling lime grafted seeds did not require treatment just wait 3 months.²⁴

The author asks how the process if you want to buy and sell these orange seeds. “Usually buyers order lime seeds there are those who come directly to my field (garden) and some are over the phone. The method I use is the Casin method (graft), the duration of this graft process is about 3 months. So buyers have to wait for the time around to take the seeds from the main parent”. The author asked how much it costs to make 1 (one) lime grafts, the costs incurred by Mr. Mawardi to make 1 (one) grafts. “If I personally do not

²¹ Desy Oktaviani and Cyntia Winda, “Tinjauan Kebijakan Penetapan Harga Produk Pada Konsumen Kantor Pos Bandung (40111),” *Jurnal Ilmiah Manajemen, Ekonomi, & Akuntansi (MEA)* 6, no. 3 (2022): 2171-82, doi:10.31955/mea.v6i3.2729.

²² wawancara dengan pembeli bibit jeruk nipis inisial ‘Y,’ “Wawancara Terstruktur Dengan Penjual Bibit Jeruk Nipis Inisial ‘Y,’” 2021.

²³ wawancara dengan penjual bibit Mawardi, “Wawancara Dengan Penjual Bibit ‘ Mawardi,” 2023.

²⁴ Ibid wawancara dengan penjual bibit Mawardi.

spend money from making this graft, because I used to ask for plastic and straps that are not useful for chili farmers. And I took the land from the former burning sarok (garbage)".²⁵

Then the author asked how much the price of 1 (one) lime seeds sold to buyers. "If the price I set in buying and selling seeds is different every time, because the price of lime seeds depends on the price of lime. If the lime fruit has increased in price, the lime seeds also go up. The selling price for people in Padang I usually sell cheaper than buyers from outside Padang Ganting". What is the difference in the quality of lime seeds sold between people in Padang Ganting and outside Padang Ganting. "The quality of the seeds that I sell between the people of Padang Ganting and outside Padang Ganting is the same without the slightest difference". Then why do you distinguish the price of this lime seed. "I distinguish these prices "because buyers from within Padang Ganting still have family ties, and I sell more expensive to buyers outside Padang Ganting because there is an opportunity to take the opportunity to take excess profits"²⁶

The three authors conducted an interview with Mr. Hendri, said at first I worked as a laborer lime fruit picker. So that I know the quality of lime that bears good fruit and many buyers order seeds to me. The author asked how much it costs to make 1 (one) lime graft, one graft costs incurred by Mr. Hendri to make 1 (one) graft "costs around Rp 2500 (two thousand five hundred rupiah) with details of Rp 1500 (one thousand five hundred rupiah) the cost of buying plastic and rope followers. Then because who ordered a lot so I'm looking for people to transplant lime with wages of Rp 1000 (one thousand rupiah)".²⁷

Then the author asked how much the price of 1 (one) lime seeds sold to buyers. "the price that I sell one lime seed to buyers from within Padang Ganting is equal to the price of one kilogram of lime if the price of the fruit is Rp 8000 (eight thousand rupiah) then the price of one seed is Rp 8000 (eight thousand rupiah) while for buyers from outside Padang Rp 12,000 (twelve thousand rupiah) per seed. The price is outside of postage. Is there a difference in the quality of lime seeds sold between people in Padang Ganting and outside Padang Ganting. "The quality of the seeds that I sell between the people of Padang Ganting and outside Padang Ganting is the same without the slightest difference". Because the quality of the lime seeds is the same why the father

²⁵ wawancara dengan pembeli bibit Riswendi, "Wawancara Dengan Pembeli Bibit, Riswendi," 2023.

²⁶ Syamsul Hilal, "Konsep Harga Dalam Ekonomi Islam (Telah Pemikiran Ibn Taimiyah)," *Asas* 6, no. 2 (2014): 16–28.

²⁷ wawancara dengan pembeli bibit jeruk nipis inisial "H," "Wawancara Dengan Pembeli Bibit Jeruk Nipis Inisial 'H,'" 2021.

distinguishes the selling price “the price is different because I follow other sellers, buyers in Padang Ganting are indigenous people here”.²⁸

The four authors conducted an interview with Mr. Zainal Abidin, he told him he was a worker as a lime farmer and increase income by selling lime seed grafts because lime fruit can only be harvested once every two weeks. The author asked how much it cost to make 1 (one) lime graft, the cost of Mr. Zainal Abidin made 1 (one) graft “around Rp 1500 (one thousand five hundred rupiah) with details to buy plastic Rp 1000 (one thousand rupiah) and the price of straps Rp 500 (five hundred rupiah)”²⁹

Then the author asked how much the price of 1 (one) lime seeds sold to buyers. “I sell lime seeds depending on where the buyer comes from. If the buyer comes from within Padang Ganting then equal to the price of one kilogram of lime suppose the price of the fruit Rp 7000 (seven thousand rupiah) then I sell seeds Rp 8000 (eight thousand rupiah) as well, while for outsiders to Rp 10,000 (ten thousand rupiah) the price does not include postage”.

What is the difference in the quality of lime seeds sold between people in Padang Ganting and outside Padang Ganting. “The quality of the seeds that I sell between the people of Padang Ganting and outside Padang Ganting is the same without the slightest difference”. If the quality of the lime seeds is the same Why do you distinguish the price of the seeds. “The price difference has been going on since the first time that the buyer in the insider is indigenous. The price is sold to insiders (harago you samo you). And the opportunity to take excess profits to buyers from outside”.

The five authors conducted an interview with Mr. Riswendi, he said that he worked as a rice field wage Hunter and had a side job as a seller of orange seeds. On the grounds that side work aims to increase income, grafting lime seedlings also do not need special care.³⁰

The author asked how much it costs to make 1 (one) lime grafts. The cost that Mr. Riswendi spends is making 1 (one) graft “around Rp 500 (five hundred rupiah) for the cost of buying a strap and for plastic I use used plastic that is given by a neighbor. Then the author asked how much the price of 1 (one) lime seeds sold to buyers. “The price I sell to Padang Ganting buyers is Cheaper Than buyers outside Padang Ganting. The comparison usually reaches Rp 2000 (two thousand rupiah) to Rp 4000 (three thousand rupiah) from the selling price of seeds for the people of Padang Ganting. If through shipping postage borne by the buyer”. Is there a difference in the quality of lime seeds

²⁸ wawancara dengan pembeli bibit jeruk nipis inisial “H,”

²⁹ wawancara dengan penjual bibit jeruk zainal abidin, “Wawancara Dengan Penjual Bibit, Zainal Abidin,” 2023.

³⁰ Riswendi, “Wawancara Dengan Pembeli Bibit, Riswendi.”

sold between people in Padang Ganting and outside Padang Ganting. "The quality of seeds that I sell between Padang Ganting people and outside Padang Ganting is the same as the grafting process for 3 (three) months".³¹

Because the quality of the lime seeds is the same as why the father distinguishes the selling price "the price difference has always been like that, and my reason is because people in Padang Ganting are natives (urang kampung crew) and the opportunity to take advantage of more than outside buyers. Is there a father to explain the difference in the price of these lime seeds to the buyers.³²

Then the authors conducted interviews with 3 (three) buyers of lime seeds from Padang Ganting. The first author conducted an interview to ibuk Melizawati, how much is the price of one ibuk lime seed to buy. "I bought one lime seed at a price of Rp 10,000 (ten thousand rupiah) for ordering 30 (thirty) lime seeds so the total cost I spent Rp 300,000 (three hundred thousand rupiah). Did Mom there bargain with the buyer." "I have nothing to bargain because the price of one kilogram of lime is also Rp 10,000 (ten thousand rupiah)

The two authors conducted an interview to ibuk Afrianti, the author asked how the process if you want to buy the lime seeds. What is the cost of a single seed lime ibuk buy. "I bought one lime seed Rp 8000 (eight thousand rupiah) because I bought 8 (eight) lime seeds so the total cost I spent Rp 80,000 (eighty thousand rupiah). Do ibuk there to bargain with buyers." "I had a deal with the seller. But the seller does not want to reduce the price on the grounds that this is already the price for people in one set".³³

The three authors conducted an interview with Mr. Masrilyunis. What is the price of one lemon seed you buy. "I bought one lime seed Rp 12,000 (twelve thousand rupiah), I bought 50 lime seeds (fifty) so the total cost I spent was Rp 600,000 (six hundred thousand rupiah)". Did you make a deal with the buyer. "I have nothing to bargain with buyers because at that time the price of one kilogram of lime Rp 12,000 (twelve thousand rupiah). And I also learned that the price of one lime seedling follows the price of one kilogram of lime fruit".³⁴

Then the authors conducted interviews to 2 (two) buyers of lime seeds from outside Padang Ganting. The first author conducted an interview with

³¹ zainal abidin, "Wawancara Dengan Penjual Bibit, Zainal Abidin."

³² Nazzala Rachman Mazidah, "ANALISIS MEKANISME PENETAPAN HARGA JUAL DAN JASA DALAM PERSPEKTIF EKONOMI ISLAM (Studi Kasus: Foto Copy Dan Percetakan Ar-Rayyan Desa ...Mazidah," *Jurnal Ilmu Sosial Dan Pendidikan (JISIP)* 5, no. 4 (2021): 915-20, doi:10.36312/jisip.v5i4.2362.

³³ pembeli bibit Afrianti, "Wawancara Dengan Pembeli Bibit Afrianti," 2023.

³⁴ wawancara dengan pembeli bibit Masrilyunis., "Wawancara Dengan Pembeli Bibit Masrilyunis.," 2023.

Mr. Muli who is a buyer who comes from the area Sawahlunto. The author asked how many lime seeds the father of the message to the seller. "Because I opened a new land I ordered 80 (eighty) lime seedlings". What is the price of one lime seed you buy. "I bought one lime seed for Rp 13,000 (thirteen thousand rupiah) because I ordered 80 (eighty) seeds so the total cost I spent Rp 1,040,000 (one million forty thousand rupiah)".

What was the price of one kilogram of lime seeds at that time. "If one is not wrong when the price of one kilogram of lime fruit Rp 10,000 (ten thousand rupiah). Do you have a bargain with the seller. "Here I have asked for a price reduction but the seller does not want it's just that I was given a bonus of 5 (five) stems of lime seeds". Do you know the difference in prices made by sellers to buyers from within Padang Ganting³⁵ with buyers outside Padang Ganting. "I don't know the difference in price.

Both authors conducted an interview with Mr. Saridin who is a buyer who comes from the area Pasalian. The author asked how many lime seeds the father of the message to the seller. "I ordered seeds of lime 60 (sixty). What is the price of one lime seed you buy. "I then bought a lime seed at a price of Rp 15,000 (fifteen thousand rupiah) because I bought as many as 60 (sixty) seeds so the total cost I spent Rp 900,000 (nine hundred thousand rupiah). What was the price of one kilogram of lime seeds at that time. "If I'm not mistaken, the price of one kilogram of lime fruit is Rp 12,000 (twelve thousand rupiah)". Is there a father to bargain with the seller. "At that time I made a bargain in order to ask to reduce the price but the seller did not want to on the grounds that the price of lime is experiencing a price increase". Do you know the difference in prices made by sellers to buyers from within Padang Ganting with buyers outside Padang Ganting. "I don't know the difference in price."³⁶

From the results of interviews that the authors did to sellers and buyers of lime seeds in Nagari Padang Ganting. There is a difference in the price of lime seeds with the same quality between buyers from within Padang Ganting and outside Padang Ganting and the price difference is outside the shipping cost. The price set by the seller of lime seeds to buyers in Padang Ganting is equal to the price of one kilogram of lime while for buyers from outside Padang Ganting the price set is more than the price of one kilogram of lime. Buyers from outside Padang Ganting do not know about the price difference set. The reason the seller distinguishes the price, first that the buyer from Padang Ganting is indigenous (*hargo awak samo awak*) so the price is lowered. Secondly, because there is an opportunity to take excess profits from buyers from outside. Third, because the seller does the price difference has been done from the past so that it becomes a habit.

³⁵ Muli, "Wawancara Dengan Toke Bibit ' Muli."

³⁶ Saridin, "Wawancara Dengan Pembeli Bibit, Saridin."

Perspektif Fiqih Mu'amalah Tentang Penetapan Harga Jual Bibit Jeruk Nipis.

As the data obtained by the authors both from oral interviews and observations, it can be seen that the sale and purchase of lime seeds in Nagari Padang Ganting. Selling lime bibt in Nagari Padang Ganting includes buying and selling salam istisna ' which is the basis of buying and selling orders, goods are received later, while payments can be made early, can be installments and can also be at the end. The practice of differential pricing also includes the tadlis price for selling goods at a price higher or lower than the market price due to ignorance of the buyer or seller, in fiqh it is also called ghaban.³⁷

Pricing in fiqh *mu'amalah* or price control comes from the word al-Tasi'r. Etymologically the price comes from the word al-Tas'irthe root of the word al-si'ratau price which has the meaning of pricing. In Islamic jurisprudence, has two different terms that concern the price of an item, namely Al-thamandan al-si'r. Al-Thaman according to scholars of jurisprudence is the benchmark price on an item. While al-si'ryit is the actual prevailing price in the market. The scholars of jurisprudence point out that the price fluctuation in a good is directly related to al-si'r, not from Thaman. The scholars of jurisprudence have divided al-si'rmenjadi several parts, namely: the price is formed in an Islamic manner without any interference from others or the act of the merchant. Price that has been set by the government after considering capital and profits for traders and in accordance with³⁸

In Islamic law, it is not permissible to emphasize or fabricate prices, because the messenger of Allah does not want to determine prices.This shows that the price provision was left to the natural market mechanism. This can be done when the market is in a normal state, but if it is not in a healthy state that there is injustice such as hoarding, usury, gharar, maysir then the government should be able to act to determine the price at a fair level so that no party is harmed. Thus, the government only has the authority to set prices if the practice of modern Islamic Shari'ah Economics has decided on the principles of the mechanism in setting a price and price fluctuations in the Islamic Shari'ah market world, among others:³⁹ the first , the principle of freedom. second fair price principle and the principle of caring about profit.⁴⁰

³⁷ Dwiki Chandraderia, Virgiana Nugransih Siwi, and Sotya Fevriera, "Analisis Faktor-Faktor Yang Mempengaruhi Harga Rumah Di Area Aglomerasi Yogyakarta," *Jurnal Pembangunan Wilayah Dan Kota* 18, no. 2 (2022): 128–39, doi:10.14710/pwk.v18i2.37603.

³⁸ Kadenun Kadenun Kadenun and Miftakhul Jannah, "Jual-Beli Cengkeh Borongan Di Karang Mulyo Sudimoro Pacitan Perspektif Fikih Mu'Amalah," *AL-MIKRAJ : Jurnal Studi Islam Dan Humaniora (E-ISSN: 2745-4584)* 3, no. 1 (2022): 15–28, doi:10.37680/almikraj.v3i1.1796.

³⁹ Chandraderia, Siwi, and Fevriera, "Analisis Faktor-Faktor Yang Mempengaruhi Harga Rumah Di Area Aglomerasi Yogyakarta."

⁴⁰ Firdaus et al., "The Profit of the Pre-Employment Program Jockey in the Perspective of Sharia Economic Law."

The concept of comparative price is not determined solely by the price that is balanced with the function of the product as well as the trading period. The idea of the principle of fair price or appropriate price at which prices move, normally by the opinion of economic experts or the price is considered in accordance with Islamic values.

In setting prices there are three principles, namely freedom, fair price and care about profit. Pricing carried out by sellers of lime seeds in Nagari Padang Ganting has not met all these principles, because sellers of lime seeds do not consider reasonable prices and fair prices for buyers from outside. While in terms of marketing there are four, namely: AR-Rida, healthy comparison of resistance, honesty, justice and openness. When viewed in terms of marketing prices in selling lime seeds in Nagari Padang Ganting, there is no marketing principle. In selling seeds of lime is already able to bargain about the price set, but the seller must be honest and open in dealing with

Based on the analysis of the researcher that the subject matter on which the researcher raised this title, there is a price difference made by the seller is categorized as prohibited acts *syara'* by making a difference in price setting on the sale and purchase of lime seeds to buyers from outside who do not know the selling price for buyers in Padang Ganting. The reason the seller differentiates the buying and selling price of lime.

The price set by the seller of lime seedlings buyers from within Padang Ganting is equal to the price of one kilogram of lime fruit for one seedling. While the price of one seed set to buyers from outside Padang Ganting more than the price of one kilogram of lime. So there is a difference in pricing that sellers do and there are three reasons sellers dissect the price. First that buyers from Padang Ganting are natives so that prices are lowered. Secondly, because there is an opportunity to take excess profits from buyers from outside. Third, because the seller does the price difference has been done from the beginning so that it becomes a habit⁴¹

PENUTUP

Based on the results of research related to the determination of the price of buying and selling seedlings of lime in Nagari padang ganting from the perspective of fiqh Mu'amalah can be drawn several conclusions. Determination of the price of lime seed sellers between communities in Padang Ganting with communities outside Padang Ganting is not the same which, determination of orange seeds for the community in Padang Ganting

⁴¹ Muhamad Kholid, "Prinsip-Prinsip Hukum Ekonomi Syariah Dalam Undang-Undang Perbankan Syariah," *Asy-Syari'ah* 20, no. 2 (2018): 145-62, doi:10.15575/as.v20i2.3448.

equal to the price of one kilogram of lime, while the price for buyers from outside Padang ganting exceeds the price of one kilogram of lime

In the perspective of fiqh Mu'amalah see the difference in prices made by sellers of lime seeds in Nagari Padang Ganting has not met all the principles of pricing, because there are prices that are not reasonable for buyers from outside compared to buyers from within Padang Ganting. Then viewed in terms of marketing is also not met because the seller is not open in providing information about the price difference and take advantage of the ignorance of buyers from outside to get additional benefits including making mistakes. Because in marketing there are four elements, namely AR-Rida, healthy comparison of resistance, honesty, justice and openness.

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