

REGULATORY FRAMEWORK FOR BUSINESS TRANSACTIONS (RFBT)

CPALE Concept Notes

LAW ON SALES

Source: REO Live (Atty. Kris), ReSA Lecture (Atty. Nicko), and CPAR Lecture (Atty. Kid)

Topics Covered:

1. Law on Business Transactions
- 1.3. Sales
 - 1.3.1. Nature, Form, and Requisites
 - 1.3.2. Earnest Money vs. Option Money
 - 1.3.3. Rights and Obligations of Vendor and Vendee
 - 1.3.4. Warranties
 - 1.3.5. Installment Sales
 - 1.3.6. Extinguishment of a Contract of Sale
 - 1.3.7. Legal Redemption

Characteristics and Elements of a Sale

Sale - a contract whereby one party (vendor) binds himself to transfer the ownership and to deliver a determinate thing to another party (vendee) in exchange for its price certain in money or its equivalent.

Characteristics of a Contract of Sale

- **Purpose** is to transfer ownership
- **Bilateral**: Both parties with respective obligations
 - Vendor - to **transfer ownership and deliver** a determinate thing
 - Vendee - to **pay a price** certain in money or its equivalent
- **Consensual**: Perfected by mere consent
Instances where Form is Relevant

Immovable Property	For Convenience only
Statute of Frauds	For Enforceability
Sale of Land through an Agent	For Validity • Only the <u>authority</u> needs to be in writing, but also renders the ultimate sale void
- **Commutative**: The parties exchange almost equivalent values
- **Nominate**: Specific designation and rules provided by law
- **Onerous**: An exchange of valuable considerations
- **Principal**: Exists by itself

ESSENTIAL ELEMENTS OF A CONTRACT OF SALE

- **Consent**
 - As to the object and its price
 - One party is incapacitated - **Voidable**
 - Both parties are incapacitated - **Unenforceable**
 - Those absolutely incapacitated may enter into a valid contract of sale of necessities
 - Sale of Property between Husband and Wife
General Rule: Void
XPNs:
 - **Separation of property** was agreed upon before marriage (prenuptial)
 - **Judicial separation** of property (if after marriage)
 - Sale to **Guardian, Agents, Executors, and Administrators** of Property under their Guardianship of Administration
General Rule: Voidable
XPN: Principal's consent is given
 - Sale to **Public Officers and Employees and Justices, Judges, Clerks of Court, and Other Justice Officers and Employees** as to the Property of the State under their Administration or in Litigation - **Void**

• Object

Requisites:

- Must be **licit** or **within the commerce of men**
- The vendor must have the **right to transfer** ownership at the time of delivery (not needed at the time of perfection)
- Must be determinate or **determinable** without needing a further agreement
- Services cannot be a valid object of sale
- May include the following:
 - Existing thing
 - Future thing (*Emptio rei speratae*)
 - Must be **certain to exist**
 - Hope (*Emption spei*)
 - Must **not be vain** hope
 - Undivided interest
 - Fungible goods (interchangeable, such as rice)
 - Thing subject to a resolutive condition

• Price (Cause)

- Must be **certain**
- May be fixed by
 - Both parties
 - One party, as long as accepted by the other party
 - A third person, as agreed by both parties
 - By reference to another thing certain

General Rule:

Gross inadequacy of price does not of itself invalidate the contract of sale

XPNs:

- **Vitiated consent**
- Parties intended some other contract (**relative simulation**)
- Price is **so low** to be "**shocking to the conscience**"
- **Full payment** of the price does not of itself transfer ownership, unless agreed or stipulated by the parties
 - As a general rule, only the **actual or constructive delivery** transfers the ownership

NATURAL ELEMENTS OF A CONTRACT OF SALE

Presumed to exist unless validly waived

- Warranty against eviction
- Warranty against hidden defect
- Warranty against non-apparent and unregistered servitude or encumbrance
- Warranty for merchantability

ACCIDENTAL ELEMENTS OF A CONTRACT OF SALE

May only exist if stipulated by the parties

- Place and time of delivery and payment
- Terms or conditions of payment
- Interest of the price

Contract of Sale vs. Other Contracts

Sale vs. Barter

- A thing exchanged for money - **Sale**
- A thing exchanged for another thing - **Barter**

Rules if Exchanged Partly in Money and Thing

- **Priority 1: Manifest Intention** (Heading of the Contract)
- **Priority 2:**
 - Value of Thing > Money - **Barter**
 - Value of Thing ≤ Money - **Sale**

Sale vs. Piece of Work

	Contract of Sale	Piece of Work
Manufactured Through	Ordinary Course of Business Production	By Special Order
For the General Market?	✓	✗
Object	A thing and its delivery	A service

Contract of Sale vs. Agency to Sell

	Contract of Sale	Agency to Sell
Payment	Directly to the Seller	To the Agent , who then remits such to the Principal
Transfer of Ownership upon Delivery	✓	✗

Contract of Sale vs. Contract to Sell

Contract of Sale	Upon delivery or fulfillment of the condition (usually payment of price), the ownership transfers
Contract to Sell	Full payment only gives the buyer the right to demand the execution of a sale or compel the seller to sell the thing

Sale of Goods by Description OR Sample vs.

Sale of Goods by Description AND Sample

Sale of Goods by Description OR Sample	May be rescinded if bulk of the goods delivered do not correspond with the description or sample
Sale of Goods by Description AND Sample	May be rescinded if bulk of the goods delivered do not correspond to both the description and sample

- In both cases, the buyer shall have a **reasonable opportunity of comparing the bulk** with the description and/or sample

Earnest Money vs. Option Money

	Earnest Money	Option Money
Treatment in Layman's Term	Downpayment	Reservation
Nature	Proof of Perfection of a Contract of Sale	Proof of Perfection of an Option Contract
Part of Purchase Price?	✓ (Deductible upon Consummation)	✗ (Unless agreed upon)

Obligations of the Vendee

1. To accept delivery

General Rule:

Delivery by installments is not allowed

XPN: Agreed upon

Deemed Accepted

- Intimates to the seller that he accepted the thing
- Does any act inconsistent with the seller's ownership
- Retains** goods **without expressly** saying to the seller that **he rejects** the goods, **after a lapse of a reasonable time**

Rules as to Different Quantity Delivered than Agreed Upon

	Delivered Quantity is LESS Than the Agreed Upon Quantity	Delivered Quantity is MORE Than the Agreed Upon Quantity
Personal Property	Vendee may: - Reject the delivery, or - Accept the delivery and pay the: Full Contract Price - with knowledge that seller is not going to perform the contract in full Fair Value - no knowledge of such	General Rule: Vendee may: - Accept the quantity only agreed upon and pay its price, or - Accept whole goods and pay for all at contract rate XPN: Vendee may reject if the object is indivisible

Real Property	Vendee may: - Ask for specific performance and demand delivery of the shortage, or - Avail of Accion Quanti Minoris - Proportionate reduction of price - Avail of Rescission, only if: Area lacking is at least 10% of that agreed upon, or - Buyer would have not entered into the contract knowing of its smaller area	Vendee may: - Accept the area agreed upon and reject the rest, or - Accept whole area and pay for the whole at the contract rate If vendor would not deliver the whole actual area since it is bigger than agreed upon, the vendor may avail of: - Accion Quanti Minoris, or - Rescission
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General Rule:

Vendee has the **right to examine the goods prior to delivery**

XPNs:

- Stipulation by the parties
- Goods are **delivered COD**

2. To pay the price

General Rule:

Pay only the price, **excluding any interest**

XPNs:

Payment of **interest for the period between delivery or delay and the payment of the price**

- Stipulated by parties in writing
- Thing **produces fruits or income**
- Vendee is in default** or delay

Obligations of the Vendor

1. To transfer ownership

- Not waivable
- Vendor does not need to be the owner, but **must only have the right to transfer ownership upon delivery**

General Rule:

If the vendor does not have the right to transfer ownership, the **buyer acquires no better title to the goods than the seller had**

XPNs (Buyer acquires Good Title):

- Vendor is **authorized** by the owner
- Vendor had **statutory or judicial authority to sell** (executor, administrator, guardian)
- Estoppel in Pais** (As to the **owner's conduct or representation**)
- Estoppel by Deed** (Vendor **acquired ownership after** the sale)
- Apparent ownership** with a vendee **in good faith of full payment** with a law from which apparent ownership may be had (ex. Mirror principle of land registration - Forged deed)
- Purchase **from a Merchant Store, Market, or Fair** by a **Vendee in Good Faith, and For Value** (full payment)

Special Rule for Cases where the Seller's Title is Voidable

Vendee acquires **good title only if:**

- Vendee is in **good faith**, and
 - For value
 - Acquires the goods **without notice** that seller's title is defective
- Sale **occurred before** the seller's title is avoided or annulled

2. To deliver the thing

- Not waivable

Delivery of Things

Actual Delivery	Physical transfer of goods
Constructive Delivery	a. By Execution of a Public Instrument b. Traditio Longa Manu (By Long Hand) - By pointing on the thing sold, with consent of both parties - At the time of sale, the seller cannot transfer possession to the buyer (ex. Being leased by a third party)

Constructive Delivery (as contd.)	c. Traditio Brevi Manu (By Short Hand) Vendee is already in possession of thing, and remains to be in possession after the sale (ex. Lessee buying the thing leased)
	d. Constitutum Possessorium Vendor is in possession at the time of sale and remains to be in possession in another capacity after sale (ex. Sale and leaseback)
	e. Traditio Symbolica (Symbolic Delivery) Delivery of one thing as equivalent to the delivery of the thing sold itself (ex. Keys of a Car or Hour)
	f. Delivery to a Common Carrier <u>General Rule:</u> There is already a delivery upon receipt of the common carrier <u>XPNs:</u> - Vendor reserved ownership or possession - Drawn bill of exchange was dishonored by the vendee

Delivery of Rights

- By Execution of a Public Instrument
- Quasi-Traditio**
 - Title of Ownership is placed under the vendee's possession
 - Vendor's consent to the vendee to exercise the right

Time and Place of Delivery

Time of Delivery (Hierarchy)	I. <u>Stipulation</u> of the Parties II. Within a Reasonable Time
Place of Delivery (Hierarchy)	I. <u>Stipulation</u> of the Parties II. <u>By Usage of Trade</u> III. <u>Vendor's Place of Business</u> IV. <u>Vendor's Residence</u> As to Specific Goods: I. <u>Stipulation</u> of the Parties II. Where the Thing was at the Time of Perfection

3. To pay for taxes and incidents of the sale

General Rule:

The **vendor** is the one liable to pay taxes and incidents of the sale

XPN: Otherwise agreed upon

4. To warrant the thing

- Waivable

5. To deliver fruits of the thing (only for specific things)

6. To deliver accession and accessories (only for specific things)

7. To preserve or take care of the thing (only for specific things)

Risk of Loss

General Rule:

Res Perit Domino - The thing perishes with the owner

XPN:

- By stipulation
- Security title
 - Merely to secure performance
 - Vendee already bears the risk of loss**
- Delay in delivery
 - Whoever causes the delay bears the risk of loss**

Special Issues

	Transfer of Ownership	Who Bears the Risk of Loss After Delivery?
Sale or Return	Ownership transfers to the vendee upon delivery , but <u>may revert to the seller upon returning the goods within a fixed or reasonable time</u>	Vendee

Sale on Approval, Trial, or Satisfaction	No transfer of ownership upon delivery yet Ownership transfers to the vendee, only if - Vendee signifies approval or acceptance to the seller, or - Vendee does any other act adopting the transaction, or - Vendee retains goods without giving notice of rejection within the fixed or reasonable time	Vendor

Warranties

Express Warranties

Express stipulated by the parties

Implied Warranties

Assumed present unless waived

1. Warranty Against Hidden Defect

Vendee or Buyer's Remedies

Without Waiver	- Withdraw + Damages - Accion Quanti Minoris (Proportionate Deduction) + Damages	
With Waiver	Vendor in Good Faith	None
	Vendor in Bad Faith	Same as to Without Waiver since the Waiver is Void

a. Warranty of Fitness for Purpose

Thing sold is fit for the buyer's specific purpose

Requisites:

- Vendee **informs vendor** of the particular purpose
- Vendee **relies on the vendor's skill or judgment**

b. Warranty of Merchantable Quality

Thing sold is fit for its general purpose

c. Warranty of Merchantability

Thing sold is free from a hidden defect that is not discoverable by just examining the sample

d. Warranty Against Redhibitory Defects in Animals

- Animal is free from any defect **detectable by a professional (veterinarian) inspection in good faith**
- No warranty is applicable if the animals were **sold at fairs or public auctions**, or the livestock is **sold as condemned**
- Exercisable for **40 days from the date of delivery**
- If the animal **dies within 3 days after its purchase** for a cause of disease existing at the time of contract, the **vendor remains liable**
- Upon rescission, mutual restitution is required

General Rule:

Defect on one animal shall **only give rise to its own redhibition**, and not of the others

XPN (Also includes the other animals):

- Vendee **would not have purchased** the other animal without the defective one
 - Presumed if brought a pair, team, or set

Void Sale of Animals

- Sale of animals suffering from contagious diseases
- Unfit for the use or service** for which they are acquired that has been stated in the contract

2. Warranty Against Eviction

Requisites:

- Vendee is **deprived of at least part** of the thing purchased
- By virtue of a **final judgment**
- Vendor is summoned in the suit for evictions (**as co-defendant**)
- Judgment was **based on a right prior to sale** or to an **act imputable to the vendor**

Vendee or Buyer's Remedies

Without Waiver	Vendor in Good Faith	Be paid by the Vendor of: VICE <u>Value</u> of the Thing Sold at the Time of Eviction Income or Fruits of the Thing Sold, if the Vendee <u>was Required by Court</u> Cost of Suit as to: - Defend against eviction - Going after the vendor for warranty Expenses of the Sale if the <u>Vendee or Buyer has paid them</u>
	Vendor in Bad Faith	Be paid by the Vendor of VICE and Damages
With Waiver	Vendor in Good Faith	Consciente (Not Aware of Risk) - Be paid by the Vendor of the <u>Value of the Thing only</u> Intencionada (Aware of Risk) - None
	Vendor in Bad Faith	Void Waiver , thus will also be paid by the Vendor of VICE and Damages

3. Warranty Against Non-Apparent Encumbrances

When Non-Apparent?

- If **not mentioned in the agreement**, or
- If **not recorded in the Registry of Deeds** (Property)

Vendee or Buyer's Remedies

- Rescind the Contract** - 1 year from the execution of deed; and
- Damages** - 1 year from discovery

Installment Sales

RECTO LAW

Requisites to Apply:

- Sale of **Personal Property**
- Sale by **Installments**
 - Periodical payments over an extended period of time
 - Not full cash, straight term, nor on credit
- Chattel Mortgage **on the Thing Sold Itself**
 - Chattel Mortgage on other property is not prohibited, but does not apply for Recto Law

Alternative Remedies Available to the Vendor or Seller

Only One Installment has been paid (Technically, not under Recto Law)	Exact Fulfillment
Two or More Installments has been paid (Alternative only)	- Exact Fulfillment - Cancel the Sale - Requires mutual restitution - Vendor is allowed to retain a reasonable amount already paid as compensation, or all only if there is a forfeiture clause (unless unconscionable) - Foreclosure of Chattel Mortgage on the Thing Sold Itself - Any recovery of deficiency is ABSOLUTELY prohibited (regardless of stipulation) - Does not apply to mortgage of a different thing, wherein recovery of deficiency is allowed

MACEDA LAW

Requisites to Apply:

- Sale of **RESIDENTIAL Property** (not just any real property)
- Sale by **Installments**

Alternative Remedies Available to the Vendor or Seller

Installment Paid is Less Than 2 Years	- Exact Fulfillment - Cancel the Sale <u>after the Grace Period</u> (Cancellation takes effect 30 days from notice given to the buyer)
Installment Paid is 2 Years and Above	- Exact Fulfillment - Cancel the Sale <u>after the Grace Period AND Refund of Cash Surrender Value</u> of Payments (Cancellation takes effect 30 days from notice and payment of CSV)

Rights of the Vendee or Buyer

Installment Paid is Less Than 2 Years	- Grace Period without Interest for 60 Days - Can only be applied <u>once every 5 years</u> - Sell or assign his interest - Pay the entire balance without other penalties
Installment Paid is 2 Years and Above	- Grace Period without Interest of 1 month for every 1 full year of installment paid - Sell or assign his interest - Pay the entire balance without other penalties Refund of Cash Surrender Value of Payment (Only if the Vendor or Seller cancels or rescinds the sale)

- Refund of CSV upon rescission of the contract of sale **does not apply if installment paid is less than 2 years**

Cash Surrender Value of Payments

- CSV** = Total Payments **including Downpayment** x CSV%
- CSV%** = 50% if within 2 to 5 years of installment paid
 - Additional 5% for **every full year** after Year 5
 - Maximum of **90%**
- Computation of Paid Installment Years if with Downpayment**

$$\text{No. of Years} = \frac{(\text{Total Paid Installment} + \text{Downpayment})}{\text{Installment per Period}}$$

Void Stipulations

- Forfeiture Clause**
 - All will be retained by vendor after rescinded
- Interest or Penalty **During the Grace Period**
- Automatic** Cancellation upon Vendee's Default

Special Rule as to Condominiums

General Rule: Follows Maceda Law

XPN:

- Failure to pay installment **due to owner or developer's failure to develop the project according to approved plans and within the time limit**
 - The Total Amount Paid, including amortization interest, but excluding delinquency interest is **reimbursed to the vendee or buyer**

Rules on Double Sale

Requisites for Applicability of Rules:

- Two or more **VALID** sale
- All sales involve **the same object** (subject matter)
- Bought from **ONE, SAME** seller
- Two or more buyers, **with conflicting interests**

Preference of Ownership (in Hierarchy)

As to Personal Properties	First possessor in good faith
As to Real Properties	- First registrant of the sale in good faith - First possessor in good faith - Buyer with the oldest title

Concept of Good Faith in Double Sale

First Buyer	Always in Good Faith
Non-First Buyer	- No knowledge of prior sale at the time of sale - Subsequent Knowledge <u>after the sale</u> is still deemed in Good Faith

Rights of an Unpaid Seller (Vendor)

Unpaid Seller (Vendor)

Seller or vendor who:

- Has not been paid whole of the price, or
- Has received a bill of exchange or other negotiable instrument as conditional payment and the **condition under which it was received was broken by reason of dishonor or vendee's insolvency**

RIGHTS OF AN UNPAID SELLER OR VENDOR

a. Possessory Lien (Lien on the Goods)

To retain and withhold deliver of goods

Requisite:

Vendor is **still in possession** of the thing sold

- Not lawfully obtained by the vendee or his agent
- Not delivered to a carrier or other bailee for transmission without reserving the ownership or the right of possession
- The right is **not waived**

Grounds:

- No stipulation as to the credit term
- Credit term has expired
- Vendee becomes **insolvent**

b. Stoppage in Transitu

To stop the goods while in transit, and resume possession

Requisites:

- Vendor **already parted with possession** of goods
- Goods are **still in transit**
(Delivered to carrier, Rejected by vendee)
- Vendee is **insolvent**

IMPORTANT:

- Insolvency of the Vendee is **only a ground for Possessory Lien**, but is a **Requisite for Stoppage in Transitu**

When are the Goods No Longer in Transitu?

- Vendee **obtains delivery of goods** before arrival at appointed destination
- Carrier or other bailee **acknowledges to the vendee or his agent** that he is **holding the goods in his behalf**, **AFTER arrival of the goods at their appointed destination**
- Carrier or other bailee **wrongfully refuses to deliver the goods** to the vendee or his agent

Exercise of the Right

- Actual possession or giving notice to the carrier or possessor
- Expenses of delivery back to the vendor is **borne by him** (vendor)

c. Right of Resale

Requisite:

Must have **either** possessory lien or stoppage in transitu

Grounds:

- Goods are **perishable in nature** (no notice necessarily required)
- **Expressly reserved right** by the vendor (in case of vendee's default)
- Vendee is in **default** for **an unreasonable time**

Difference in Resale Proceeds

More than the Original Price	The excess goes to the Vendor
Less than the Original Price	Vendor can recover from original vendee as damages • However, a notice as to the intention to resell and the date, time, and place of resale is required for the purpose of claiming damages (proving default)

d. Right of Rescission

Requisite:

Must have **either** possessory lien or stoppage in transitu

Grounds:

- **Expressly reserved** right by the vendor (in case of vendee's default)
- Vendee is in **default** for **an unreasonable time**
 - The same with resale, notice to the original buyer is **not necessary for the validity of rescission**, but is **relevant for the purpose of claiming damages** (proving default)

Effects of Rescission

- Vendor is **no longer liable** to the Vendee for the sale
- Vendor may **recover damages** from the vendee **for breach of contract**
- Vendor **resumes ownership of goods**

Extinguishment of a Contract of Sale

CONVENTIONAL REDEMPTION (Pacto de Recto Sale)

Period to Exercise Right of Repurchase

By Stipulation	Maximum of 10 years
No Agreement, but Evident as a Pacto De Recto Sale	4 years from <u>date of contract</u>
Disputed Pacto De Recto Sale	30 days from <u>Final Judgment</u>

- The **Vendor** is the one with the right of repurchase
- Pacto De Recto Sale is **presumed as an Equitable Mortgage** in the following:
 - Price is **unusually inadequate**
 - Vendor **remains in possession** in **any other capacity**
 - Vendee **retains a part of the purchase price** for himself
 - Vendor **binds himself to pay the taxes** on the thing sold
 - **Extension of period of redemption** through another instrument **upon expiration** of the right to repurchase
 - **Real intention** is to **secure payment or performance of another obligation**
 - In **cases of doubt**
- **Remedy:** Ask for **Reformation**

LEGAL REDEMPTION

Period to Exercise Right of Legal Redemption:

30 days from written notice by the vendor

Right of Legal Redemption

Available to the following:

1) Co-owners of Any Property

Any of the **other co-owner** can exercise legal right

Requisite:

- Must have been **sold to a third person**

2) Owners of Adjoining Lands

As to Rural Lands

Requisites:

- Not more than **1 hectare**
- Not separated by roads, brooks, drains, ravines, and other apparent servitudes

As to Urban Lands

Requisite:

So small with **no practical use** - bought merely for speculation

Rules as to Multiple Legal Redemptioners

Co-Owners of Any Property	Legal Redemption is only allowed in proportion (pro-rata) to their share in the co-ownership
Owners of Adjoining Rural Lands	Hierarchy: I. Owner of a smaller adjacent land II. First to request redemption
Owners of Adjoining Urban Lands	Given to whose use is best justified