

The Impact of Agricultural Land Conversion into Residential Areas on Farmers' Income in Gerung District, West Lombok Regency

Baiq Chika Mutia Darmadja^{1*}, Emi Salmah², Baiq Saripta Wijimulawiani³
University of Mataram

Corresponding Author: Baiq Chika Mutia Darmadja bqdarmadja@gmail.com

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ABSTRACT

The conversion of agricultural land into residential areas in Gerung Subdistrict, West Lombok Regency, has impacted farmers' incomes. This study aims to examine the impact of land conversion on farmers' incomes as well as farmers' perceptions of these changes. This study employs a qualitative approach using a case study design in the villages of Beleke and Giri Menang Hamlet. Data were collected through observation, interviews, and documentation, and analyzed using the Miles and Huberman interactive model. The results indicate that the impact of land conversion on farmers' income varies, as it may increase, remain stable, or decrease. Farmers who are able to manage the proceeds from land sales productively tend to experience an increase in income, whereas farmers who lose cultivated land or lack adaptation strategies experience a decrease or instability in income. Farmers' perceptions of changes in income also vary, depending on their individual circumstances and capabilities.

INTRODUCTION

Indonesia is an agrarian country with vast agricultural land and abundant natural resources. Susilawati Agricultural activities constitute one of the main pillars of the Indonesian economy, and the majority of the population still depends on the agricultural sector for their livelihood. Agriculture also plays an essential role in maintaining sustainability and food security in Indonesia. However, in recent years, particularly in areas experiencing rapid urbanization and economic development, there has been an increasing tendency for agricultural land to be converted into residential and housing areas Rappa. The conversion of agricultural land has both positive and negative impacts on farmers, especially on their income Noviyanti and Sutrisno.

This land conversion directly affects farmers' income because declining agricultural yields disrupt their primary source of earnings. The reduction in agricultural land decreases production capacity, causing farmers who depend on agricultural outputs to face economic difficulties. This finding is consistent with the study conducted by Muslim (2020), which stated that changes in the use of paddy fields significantly affect farmers' income in West Lombok, mainly due to the reduction of cultivable land and the increase in production costs caused by land fragmentation. Furthermore, research by Muhibin (2023) revealed that farming communities in Mambalan Village no longer have permanent employment because their agricultural land has been converted into housing areas. Many farmers who were previously independent landowners have shifted into agricultural laborers or even become unemployed, although the majority still remain in the agricultural sector with lower occupational status.

Gerung District is one of the ten districts located in West Lombok Regency. The district borders Kediri District and Labuapi District to the north, Kediri District to the east, Lembar District to the south, and the Lombok Strait to the west Susilawati. In recent years, Gerung District has experienced a rapid conversion of agricultural land into residential areas.

In 2020, the harvested area reached 25,480 hectares with a production output of 127,506 tons. In 2021, the harvested area remained relatively stable at 25,413 hectares, with production totaling 126,049 tons, indicating that agricultural land conditions were still relatively stable. In 2022, the harvested area increased to 26,863 hectares with production reaching 135,065 tons. In 2023, the harvested area slightly decreased to 26,303 hectares; however, production achieved its highest level at 137,358 tons, indicating that farmers were still able to maintain high productivity despite a slight reduction in land area. Nevertheless, in 2024, the harvested area declined significantly to 24,860 hectares, while production also decreased to 122,867 tons, indicating that a considerable amount of agricultural land had been converted into housing and other buildings. Overall, these changes demonstrate the negative impacts of agricultural land conversion, where both harvested area and production levels became lower than those recorded in 2020.

The phenomenon of declining harvested areas and agricultural production has not only occurred at the regency level in general, but has also been reflected in several areas within Gerung District that have experienced rapid residential

development. This condition indicates that the conversion of agricultural land potentially affects the economic conditions of farmers at the local level. To obtain a more specific understanding of the impact of land conversion on farmers' income, this study focuses on areas with such characteristics. The research was conducted in Beleke Village and Giri Menang Hamlet. These locations were selected because they are part of Gerung District areas that have experienced the conversion of agricultural land into residential housing in recent years. In addition, the majority of the communities in these areas still rely heavily on the agricultural sector, making land-use changes highly relevant to be examined in relation to farmers' income.

Therefore, to further examine the impact of agricultural land conversion on farmers' income in Gerung District, this study entitled "*The Impact of Agricultural Land Conversion into Residential Areas on Farmers' Income in Gerung District, West Lombok Regency*" was conducted.

LITERATURE REVIEW

Definition of Farmers

Farmers are individuals or groups of people engaged in farming activities, ranging from land preparation, planting, and crop maintenance to harvesting and marketing agricultural products, with the primary objective of fulfilling their living needs and generating income from the agricultural sector Sukiyono et al. (2021). In a narrower sense, farming is also defined as the activity of utilizing a plot of land to cultivate certain types of crops, particularly seasonal crops.

Definition of Housing

Housing refers to a group of residential units functioning as a living environment equipped with infrastructure, facilities, and public utilities that support a decent, organized, and sustainable community life. In the context of regional development, housing constitutes an important element in establishing well-organized spatial planning because its existence is closely related to social, economic, and environmental aspects. An ideal housing area should be able to provide comfort, security, and access to public facilities such as education, healthcare, and transportation Sari and Yuliani (2022).

Agricultural Land Conversion

Agricultural land conversion refers to the process of changing land use from agricultural purposes to non-agricultural purposes. The practice of land conversion has continued to increase along with uncontrolled population growth. Consequently, the issue of land conversion has become a widely discussed topic in many parts of the world, particularly in Indonesia. Agricultural land conversion is frequently carried out by residential property developers to transform agricultural areas into settlement and housing zones Sompie et al. (2021). Changes in land function for other purposes are generally driven by the need to accommodate the growing demands of society and the increasing expectations for a better quality of life.

Impacts of Agricultural Land Conversion

The impacts of agricultural land conversion refer to all forms of consequences arising from changes in land use from agricultural sectors to non-

agricultural sectors such as housing, industry, infrastructure, and commercial areas. Such functional changes not only reduce the extent of productive agricultural land but also affect the social, economic, and environmental aspects of surrounding communities Dewinta and Warlina (2020). Furthermore, Utama Putra et al. (2023) emphasized that the impacts of land conversion are not limited to economic aspects alone, but also influence social structures and environmental quality.

METHODOLOGY

Research Approach

This study employed a qualitative approach aimed at analyzing the phenomenon of agricultural land conversion and its impact on the income of land-owning farmers. A qualitative approach was chosen to understand farmers' perceptions regarding changes in their income following the conversion of agricultural land in Gerung District. Therefore, the data obtained were not only numerical but also consisted of rich narrative descriptions and contextual meanings.

Research Design

The research design refers to the strategy used to organize the research process in order to obtain systematic and optimal results. This study used a case study design focusing on an in-depth and comprehensive examination of a specific case, namely Gerung District, particularly Beleke Village and Giri Menang Hamlet, where agricultural land has been converted into residential areas. Through this design, the researcher sought to collect comprehensive data from various sources to gain a thorough understanding of the impact of agricultural land conversion on the income of land-owning farmers.

Data Collection

Informants and Researcher's Role

The informants in this study consisted of:

1. The Head of the Farmers' Group as the key informant,

Table 3.1 Research Informants

No.	Informants	Type of Informants
1	Head of the Farmer Group	Key Informant
2	Landowner Farmers	Main Informants
3	Head of Gerung District	Additional Informant

2. Land-owning farmers as the main informants, and
3. The Head of Gerung District as an additional informant.

In qualitative research, the presence of the researcher plays a crucial role from the beginning of the study to the conclusion stage. According to Sugiyono (2018), qualitative researchers act as human instruments who determine the research focus, select informants, collect and assess data quality, analyze and interpret findings, and draw conclusions. During the data collection process, the researcher acted as a passive participant by conducting semi-structured

interviews with informants using supporting tools such as smartphones, field notes, and a camera. The researcher also informed all informants that the collected data were solely for research purposes.

Research Setting

This research was conducted in Gerung District, specifically in Beleke Village and Giri Menang. The location was selected purposively because the area has experienced significant conversion of agricultural land into housing developments. The study focused on examining the impact of this land conversion on farmers' income.

Data Collection Procedures

The data collection procedures in this study involved observation, interviews, and documentation.

1. Observation

Observation was conducted through systematic monitoring and recording of phenomena related to the research topic. The researcher observed the impact of agricultural land conversion into residential areas on farmers' income in Gerung District, West Lombok Regency.

2. Interviews

Interviews were carried out through direct communication between the researcher and informants. Semi-structured interviews were conducted using a list of prepared questions related to the research objectives. This method enabled the researcher to explore in-depth information regarding the experiences and perceptions of the informants concerning land conversion and income changes.

3. Documentation

Documentation was used to support and verify the data obtained through observation and interviews. The documentation included letters, notes, photographs, archives, and other relevant documents related to agricultural land conversion and farmers' socio-economic conditions.

Data Validity

The validity and reliability of the data were ensured through triangulation techniques. Triangulation refers to checking data from various sources, using different methods, and at different times to increase the credibility of the findings.

Source Triangulation

Source triangulation was conducted by comparing information obtained from different informants. The researcher cross-checked interview results from each source to identify consistency and validate the accuracy of the information. Through this technique, conclusions were drawn based on data that had been analyzed from multiple perspectives.

Data Analysis

The data analysis technique used in this study was the interactive analysis model developed by Matthew B. Miles and A. Michael Huberman. The interactive model consists of three main stages:

1. Data Reduction

Data reduction refers to the process of selecting, focusing, simplifying, abstracting, and transforming raw data obtained from field notes. This process was carried out continuously throughout the research until the final report was completed. The researcher reduced data considered irrelevant to the research objectives.

2. Data Display

Data display involves organizing information systematically to facilitate conclusion drawing and decision-making. In this study, the data were presented in the form of narrative descriptions based on information obtained from all informants.

3. Conclusion Drawing and Verification

The final stage involved drawing conclusions and verifying the findings. Verification was conducted by reviewing the reduced data while continuously referring to the research problems and objectives. The conclusions were derived by comparing data from different sources to answer the research questions comprehensively.

RESULTS AND DISCUSSION

General Conditions of the Research Location

1. Geographical Conditions of Gerung District

Gerung District is one of the ten districts located in West Lombok Regency, which also serves as the administrative capital of the regency in West Nusa Tenggara Province. The district is geographically located at latitude 8°41'39" South Latitude and longitude 116°07'05" East Longitude, covering an area of 62.30 km². The district directly borders Kediri District and Labuapi District to the north, Kediri District to the east, Lembar District to the south, and the Lombok Strait to the west. Gerung District occupies a strategic position as it functions as one of the centers of governmental activities and regional development on Lombok Island.

Geographically, Gerung District is predominantly composed of lowland areas with relatively fertile soil conditions that strongly support agricultural activities, particularly wetland rice farming. In addition, the district is supported by a fairly adequate irrigation system, which further enhances agricultural productivity. These conditions initially caused the majority of the population to depend on the agricultural sector as their primary livelihood, either as landowning farmers or tenant farmers.

However, along with population growth and the rapid development occurring in West Lombok Regency, particularly in Gerung District, significant changes in land use have taken place. Agricultural land that was previously utilized for farming activities has gradually been converted into residential areas, housing complexes, and other forms of development. This transformation is closely related to the strategic geographical location of Gerung District, which is situated near the governmental center and has relatively accessible transportation infrastructure.

Therefore, this research focuses on Beleke Village and Giri Menang Hamlet as the research locations. These two areas were selected because they are parts of Gerung District that have experienced a noticeable conversion of agricultural land into residential housing in recent years. Furthermore, the majority of the local population still depends on the agricultural sector for their livelihood, making land-use changes directly influential on their economic conditions. Thus, Beleke Village and Giri Menang Hamlet are considered representative areas for describing the phenomenon of agricultural land conversion and its impact on farmers' income in Gerung District in a more specific and comprehensive manner.

2. General Overview of Land Use in Gerung District

Land use in Gerung District, West Lombok Regency, is predominantly characterized by agricultural land, particularly rice fields. In addition, land in the district is also utilized for residential areas, public facilities, and vacant land that has not yet been optimally developed. This condition indicates that the agricultural sector remains one of the primary forms of land use within the district.

However, along with the increasing development of residential areas and settlements, several agricultural lands have gradually undergone functional conversion into non-agricultural uses. This situation demonstrates that changes in land use not only affect the physical condition of the region but also influence the economic conditions and perceptions of farmers. Therefore, the general overview of land use in Gerung District is closely related to the objective of this study, namely to examine the impact of agricultural land conversion into residential areas on farmers' income and farmers' perceptions regarding income changes in Gerung District, West Lombok Regency.

Characteristics of Informants

Table 4.1 Characteristics of Informants

NO	NAME	GENDER	STATUS	STATUS (I)
1	H. Sukron Hamdani	L	Head of Farmer Group, Beleke Village	Key Informant
2	H. Aswad	L	Head of Farmer Group, Giri Menang Hamlet, South Gerung Subdistrict	Key Informant
3	H. Sukron Hamdani	L	Landowner Farmer, Beleke Village	Main Informant
4	H. Sagir	L	Landowner Farmer, Beleke Village	Main Informant
5	Muhamad Amin	L	Landowner Farmer, Giri Menang Hamlet	Main Informant
6	Isman Hamdani	L	Landowner Farmer, Beleke Village	Main Informant

7	Fitriati Wahyuni, SP	P	Head of Gerung District	Additional Informant
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Based on the table above, the informants in this study were classified based on their names/initials, gender, status or role as actors in agricultural activities, and informant categories consisting of key informants, main informants, and additional informants. The selection of informants was conducted using purposive sampling by considering the relevance and direct involvement of the informants to the focus of the study, namely the conversion of agricultural land into residential areas and its impact on farmers' income in Gerung District.

The key informants in this study consisted of two individuals who hold important roles in agricultural activities at the village level, namely H. Sukron Hamdani as the Head of the Farmer Group in Beleke Village and H. Aswad as the Head of the Farmer Group in Giri Menang Hamlet, located in the South Gerung Subdistrict area. As heads of farmer groups, these two informants possess extensive knowledge regarding agricultural conditions, including changes in land use occurring within their respective areas. They served as the primary sources of information in providing a general overview of the phenomenon of agricultural land conversion, its contributing factors, and its impacts on the livelihoods of farmers at the village level.

Research Findings and Discussion

The Impact of Agricultural Land Conversion into Residential Areas on Farmers' Income in Gerung District, West Nusa Tenggara

The findings of this study indicate that the conversion of agricultural land into residential areas in Gerung District has generated varying impacts on farmers' income. For farming communities, land constitutes the primary source of income; therefore, changes in land function directly affect the economic conditions of their households.

Based on the results of field interviews, it was found that the impact of income changes was not experienced equally among all farmers. These differences were influenced by land ownership status, the ability to manage the proceeds from land sales, and the adaptation strategies implemented by farmers following the land conversion process.

H. Sukron Hamdani explained that landowning farmers tended to gain economic benefits from the sale of their land, whereas tenant farmers and agricultural laborers became the groups most adversely affected because they lost access to cultivated land. This finding demonstrates that the impacts of land conversion are strongly influenced by farmers' positions within the land ownership structure.

Some farmers who were able to manage the proceeds from land sales productively experienced increased income levels. For instance, H. Sukron Hamdani stated that the proceeds from selling his land were used to purchase larger agricultural land in another area, which consequently increased his income. A similar strategy was also implemented by Isman Hamdani, who utilized the proceeds from land sales to purchase new agricultural land at a lower price and with a larger area.

These findings indicate that land relocation strategies constitute one of the important factors determining farmers' ability to maintain and even increase their income after agricultural land conversion has occurred.

Nevertheless, not all farmers experienced similar conditions. H. Sagir and Muhamad Amin explained that changes in income had not been significantly felt because most of the proceeds from land sales were used to fulfill daily household needs. In addition, the reduction in cultivated land resulted in unstable and uncertain income conditions.

This condition demonstrates that agricultural land conversion does not always produce positive impacts on farmers' welfare. For farmers who lack financial management strategies or alternative sources of income, changes in land use may instead create economic instability.

As a form of adaptation to these changes, some farmers have begun seeking additional employment outside the agricultural sector, such as trading, working as construction laborers, and engaging in other informal occupations. This phenomenon indicates a shift in the livelihood structure of the community due to the decreasing availability of agricultural land.

Based on these research findings, it can be understood that the impact of agricultural land conversion on farmers' income in Gerung District is diverse in nature, as it may increase, decrease, or produce no significant changes in farmers' income. These differences are influenced by farmers' ability to manage the proceeds from land sales as well as the economic strategies implemented after the occurrence of land conversion.

Farmers' Perceptions of Income Changes after Agricultural Land Conversion in Gerung District, West Nusa Tenggara

The conversion of agricultural land into residential areas in Gerung District not only affects the economic conditions of farmers but also shapes diverse perceptions regarding the income changes they experience.

Based on the interview findings, farmers' perceptions of income changes were influenced by their respective experiences following the occurrence of agricultural land conversion. Landowning farmers generally held more positive perceptions compared to tenant farmers.

H. Sukron Hamdani explained that landowning farmers benefited economically because they were able to use the proceeds from land sales to purchase new agricultural land at lower prices and with larger land areas. In contrast, tenant farmers felt disadvantaged because opportunities to cultivate land became increasingly limited.

A positive perspective was also expressed by Isman Hamdani, who regarded agricultural land conversion as an opportunity to improve his family's economic condition through the purchase of new land in another location.

Nevertheless, some farmers perceived that changes in income had not yet produced significant impacts. H. Sagir stated that the economic changes had not been strongly felt because the process of land conversion had only occurred within a relatively short period of time. A similar perception was expressed by Muhamad Amin, who considered his income condition to remain relatively unchanged because the proceeds from land sales had already been fully utilized.

In addition, several farmers also held negative perceptions regarding agricultural land conversion because their income became unstable after the reduction of cultivated land. This condition indicates that some farmers perceive land conversion as a threat to the economic sustainability of their households.

Meanwhile, from the government's perspective, Fitriati Wahyuni explained that the reduction of agricultural land has compelled some members of the community to seek employment outside the agricultural sector in order to maintain their family's economic stability.

Based on the overall findings of this study, it can be concluded that farmers' perceptions of income changes following agricultural land conversion in Gerung District are diverse in nature. These perceptions are influenced by land ownership status, the ability to manage the proceeds from land sales, and the economic adaptation strategies implemented by farmers after changes in land use occurred.

CONCLUSIONS AND RECOMMENDATIONS

Based on the results of the study regarding the impact of agricultural land conversion into residential areas on farmers' income in Beleke Village and Giri Menang Hamlet, Gerung District, West Lombok Regency, it can be concluded that the ongoing land conversion has generated relatively complex impacts on the economic conditions of farmers. The findings from the field indicate that the impacts on income were not experienced equally among all farmers in Beleke Village and Giri Menang Hamlet. Some farmers experienced increased income after selling their land, particularly those who were able to manage the proceeds productively by purchasing agricultural land in other locations or converting the proceeds into more productive assets.

It can further be concluded that the conversion of agricultural land into residential areas in Beleke Village and Giri Menang Hamlet, Gerung District, West Lombok Regency, has produced varying impacts on farmers' income, including income increases, insignificant changes in income, and income instability. These differences were influenced by land ownership status and farmers' ability to manage the proceeds from land sales. In addition, land conversion has also resulted in the reduction of cultivated land, which ultimately affects farmers' primary sources of income and encourages some of them to seek additional employment outside the agricultural sector. This finding demonstrates that changes in land use not only affect the amount of income earned by farmers but also influence the stability and sustainability of their economic conditions in Beleke Village and Giri Menang Hamlet.

Based on the findings of this study concerning the impact of agricultural land conversion into residential areas on farmers' income in Beleke Village and Giri Menang Hamlet, Gerung District, West Lombok Regency, serious attention from local government authorities is required to control the rate of land conversion. Existing policies need to be strengthened through stricter regulations and more consistent implementation so that development efforts are not solely focused on residential construction but also prioritize the sustainability of the agricultural sector. Furthermore, the government should provide assistance and

empowerment programs for farmers to ensure that the proceeds from land sales can be utilized productively and sustainably.

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