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Rather the reason why the גמרא established it so (that he collects שבה), so that the case of עידיית שבה should be like the case of זיבורית שבה.⁷

מזיבורית שבה offers an alternate solution why the גמרא says:

אי נמי כי היכי דלא תקשי הלא לבעל חוב לא מסלקינן בארעא כי אית ליה זוזי ללוה⁸ -

Or you may also say the reason he says מזיבורית שבה is in order that you should not ask, 'but we cannot push away a ח' with land if the לוה has money' -

וכי משני מזיבורית שבה אתי שפיר הכא דלא משלם זוזי -

So when the גמרא answers מזיבורית שבה it is properly understood why here the מוכר is not required to pay money -

לפי שנתקיים המקח⁹ כנגד המעות שנתן:

For the sale was finalized corresponding to the money which the לוקח gave.

Summary

The מוכר can either repay the loan שלו מזיבורית (since בזיבורית בע"ח מדאורייתא), or he can only repay him מזיבורית שבה (since לא מסלקינן בארעא).

Thinking it over

1. The גמרא asked a second question; how can the לוקח collect שבנסיו since מעידית שבנסיו (he only paid for this land). Seemingly this question applies also to מזיבורית שבנסיו (הא ארעא דיהיב זוזא) so how can he give him שבנסיו (since זיבורית שבנסיו). How does 'תוס' explanation (why he does not ask on זיבורית) answer this second question of the גמרא?¹⁰

2. How will רב אחא בריה דרב איקא (the following answer in the גמרא), deal with the issue of ללוה זוזי ללוה?¹¹

⁷ It was only said so that the ברייתא should be symmetrical; however in truth (it seems) that the מוכר can give him the זיבורית of all his properties, even if they are worse than the זיבורית of the designated property.

⁸ In our case the לוה (who is the מוכר) has money (for we gave him the option of either returning the money or paying him off with זיבורית [otherwise [if he has no money] the גמרא should have said, he pays with money, and if he has no money he can pay מזיבורית]); seemingly if he has money he must give the בע"ח money, not קרקע!

⁹ The מוכר (when he is giving him land) is not paying back a debt (for in which case he would be required to pay with money), but rather he is consummating (partially) their sale. Therefore he can give him land. However if he would be giving the זיבורית of all his property, that would not be the finalization of the sale, since he did not buy those properties, but rather it would be repaying a loan, which must be done with cash, but not with קרקע.

¹⁰ See 20. אוצר מפרשי התלמוד.

¹¹ See 21-23. אוצר מפרשי התלמוד.