

TAB U Podcast - S4 E1 | We're back! This time with LDS - property development sales guarantee

Podcasts

01.03.23

TAB University host Katrina Hindley is joined by Eli Korman, head of development finance and chief investment officer from TAB and their special guest Chris Fortune and Mark Roberts from LDS Sales Guarantee.

The top five questions we asked were:

1. **What is a property sales guarantee?**
2. **What are the benefits and considerations of a sales guarantee?**
3. **What stage of the process would someone obtain a sales guarantee?**

4. **What are the current challenges for SME housebuilders and lenders?**

5. **How has this sector changed within the last decade?**

You can find Chris Fortune and LDS Sales Guarantee at: <https://ldsyoursite.com/>

TAB University here: <https://tabhq.com/>

This podcast is for information only and does not constitute advice or a personal recommendation. When it comes to financing, any property used as security is at risk of repossession if you do not keep up with your payments. If you are unsure of the risks, you are advised to obtain appropriate professional advice.

[Subscribe to TAB U](#)

Watch the full video, or find us on your usual podcast channels!

- [Anchor](#)
- [Google Podcasts](#)
- [Apple Podcasts](#)
- [Overcast](#)
- [Spotify](#)

Listen to other episodes of TAB University podcast here:

- [Commercial property investment](#)
- [Debt advisory](#)
- [Receivership and restructuring](#)
- [Airspace development](#)
- [Auction house](#)
- [Real estate finance solicitor](#)
- [Monitoring surveyor](#)

- Property finance and the media
- Specialist finance
- First time mortgages
- First time buyers
- Evaluate | Locate
- Conveyancing
- Mortgages and financial protection
- Venture capital
- Leisure and hospitality
- Care homes
- Accounting
- Pensions
- Demolition
- Underwriting
- Property development
- Bridging loans
- Property investment

Capital is at risk. Property values can go down as well as up. Borrowers may default and investments may not perform as expected. Interest and income are not guaranteed. Returns may vary. You should not invest more than you can afford to lose. TAB is not authorised by the Financial Conduct Authority. Investments are not regulated and you will have no access to the Financial Services Compensation Scheme (FSCS) or the Financial Ombudsman Service (FOS). Past performance and forecasts are not reliable indicators of future results and should not be relied on. Forecasts are based on TAB's own internal calculations and opinions and may change. Investments are illiquid. Once invested, you are committed for the full term. Tax treatment depends on individual circumstances and may change.

You are advised to obtain appropriate tax or investment advice where necessary. Understand more about the key risks [here](#).

TAB is a trading name of TAB London Limited. Registered in England and Wales with registration number: 11225821 and whose registered office is at 101 New Cavendish Street, London W1W 6XH.