

# Below market value property secrets: insider tips for real estate investors - TAB U Podcast - S5 E3 - #TABUniversity

## Podcasts

29.08.24

Welcome to the latest episode of TAB University podcast! In this episode of TAB U, host Katrina Hindley explores below-market value (BMV) property deals and insider tips for property investors. Joining her are guests Shazad Ahmad from Elan Property Finance and Andy Reid, senior sales account manager at TAB.

Shazad Ahmad, the director of Elan Property Finance, is a mortgage broker who specialises in bespoke financial solutions for property investors, helping them navigate the complexities of property transactions with ease. He is also a podcaster and public speaker for financial events, offering guidance and helpful tips for property investors looking to build their portfolios.

Throughout this episode, Katrina, Shaz, and Andy discuss the key aspects of BMV property deals, such as the pros and cons. They cover the strategies used by property investors to secure their deals with BMV properties and discuss how financing them differs from standard market value properties. They also examine why properties might be listed below market value and how current economic conditions affect these deals.

This podcast episode promises to equip you with essential knowledge and expert advice on the elements and possibilities of BMV property deals and insider tips for property investors.

The top questions asked are:

1. What is below market value (BMV) property?
  - a. How can investors identify and verify genuine below market value properties?
  - b. How do you go about purchasing below market value property?
  - c. How do financing options differ for below market value properties compared to properties purchased at market value?
2. Why would a house be listed below market value?
  - a. How has the recent economic climate affected the availability and pricing of below market value properties?
3. What are the advantages and disadvantages of below market value property?
4. What strategies are successful investors using to find and secure BMV deals in different types of markets?
  - a. What are the trends you're seeing?
  - b. How do these trends illustrate the varied impacts of economic conditions on different segments of the UK property market?

Show notes:

Shazad Ahmad's LinkedIn:

<https://www.linkedin.com/in/shazadahmed/>

Elan Property Finance website: <https://elanpropertyfinance.co.uk/home/>

Shazad Ahmad's Instagram: <https://www.instagram.com/wheresshaz/>

TAB University: <https://tabhq.com/tab-university/podcasts>

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!

Other channels:

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

Listen to other episodes of TAB University podcast here:

- [Super prime real estate](#)
- [Building warranty](#)
- [Sales guarantee](#)
- [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.