

RESI

1000

■ Who are the most important people in residential property? Who are the entrepreneurs behind the prime central London property boom? Who can solve Britain's housing crisis?

Property Week's RESI 2011 event next week will answer these questions and more.

In the meantime, we reveal who you think are the top 100 people in residential property today ...

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1 Tony Pidgley, chairman, Berkeley Group

Pidgley is the developer's developer with an extraordinary track record in keeping his company, Berkeley Group, ahead of the pack.

Since founding the group 35 years ago, Pidgley's reputation has been forged on reading the market better than anyone else in housebuilding.

With remarkable prescience, *Property Week's* 2011 Property Entrepreneur of the Year has sold land, cashed up and held his nerve whenever the market has been in danger of overheating. When the market turns, Berkeley is back buying. The pattern has been repeated since the early 1990s recession.

Berkeley has been buying again over the past year and today sits on a 30-year landbank worth £2.3bn, financed from its own resources with no borrowings.

At various points Berkeley has expanded regionally. But for the past few years Pidgley has stuck resolutely to his comfort zone in London – "Berkeleyland", as he calls it.

The group's projects range from high-end apartment blocks on the Thames to large-scale regeneration sites. Under Pidgley, Berkeley is easily London's largest and most successful housebuilder.



2 Tom Bloxham, chairman, Urban Splash

Bloxham can legitimately lay claim to have pioneered city living in the north of England by combining good design with the redevelopment of industrial Victorian buildings.

It is testimony to Bloxham's influence that today – 18 years on from founding Manchester-based Urban Splash – turning redundant industrial buildings into vibrant residential communities is standard regeneration practice.



Regeneration is a particularly unforgiving arena for developers, however, and a collapse in sales during the 2008 downturn fuelled speculation over Urban Splash's future.

But Bloxham is a survivor. He has adapted with the times, changing the company's business model from sales to renting, moving it out from city centres into suburban regeneration and expanding beyond its north-west heartland.

One thing remains constant to Bloxham's business ethos throughout, and it is that "quality always pays".

3 Andrew Cunningham, chief executive, Grainger

As chief executive of Grainger, the UK's largest listed residential landlord, Cunningham's influence on the sector and the wider housing market is significant.



Grainger owns £2.1bn of properties, 80% of which are in the UK and 20% in Germany, and has £2.8bn of assets under management. Much of its UK portfolio is historic, highly reversionary regulated tenancies that offer the prospect of bumper profits as and when the occupants move out.

Added to Grainger's regular fund management and rental income and a picture emerges of a financially strong residential investment specialist, well positioned to fulfil the growing need for rented property in the UK.

Cunningham has long campaigned for a more professionally managed private-rented sector. March's Budget offered important concessions to residential investment, going some way to answering his wishes – all of which bodes well for Cunningham in Grainger's centenary year in 2012.

4 Nick and Christian Candy, founders of Candy & Candy

The emergence of the Candy brothers in the prime London market over a decade ago was perfectly timed to capture the wave of foreign money that has since flowed into the capital's property hotspots.

So much so that "Candy & Candy" has become synonymous with luxury living, and the closest thing to a recognised residential brand for the wealthy investors who favour London over Monaco or New York.

With their move into development the brothers have courted publicity and controversy in equal measure, ruffling a few feathers in the process and not always getting their own way. Their ill-fated plans for Chelsea Barracks represented a career low.

The undoubted high point was One Hyde Park, completed earlier this year, which restored a prominent stretch of Knightsbridge to its rightful glory after being blighted for decades by the worst kind of post-war architecture.



5 Bill Oliver, chief executive, St Modwen

Oliver rarely gets bracketed alongside the volume housebuilders but, as chief executive of the listed St Modwen, his influence on the sector is profound.

Under Oliver, whose background includes spells at Alfred McAlpine and Barratt Developments, the company has taken on some of the largest, most challenging brownfield sites where others have feared to tread – that, or they simply do not have St Modwen's skills and patience for the long slog through planning.

St Modwen has worked its magic and added value to prize assets such as the Ministry of Defence's former RAF bases in London and controversial sites such as the former MG Rover plant at Longbridge in Birmingham.

The end game is the same – a valuable supply of ready-to-build plots for the mainstream housebuilders.

One way or another, Oliver is responsible for thousands of new homes over the coming years.



6 Sarah Beeny

As presenter of Channel 4's Property Ladder, Streets Ahead and Help! My House is Falling Down, Beeny is the face of property to millions of viewers every week.

With these and a string of other programmes – and numerous books – to her name, Beeny, 39, can lay reasonable claim to be Britain's most recognisable property developer.

Beeny's popularity owes something to her no-nonsense advice to budding developers and her withering asides – not least her frequent use of the word "moron" in relation to estate agents.



The amateur developers who often ignore Beeny's advice – another factor in the programme's enduring appeal – do so at their peril. Beeny was only 24 when she launched a development company with her brother and her boyfriend (now husband).

The first project was a two-flat refurbishment in Battersea in London and she has not looked back.

In fact, Beeny has recently diversified with the launch of Tepilo, her property sales and lettings website that dispenses with agents altogether.

7 Jamie Ritblat, chief executive, Delancey

Ritblat was already a consummate deal maker in commercial property when his company, Delancey, and Qatari Diar sealed the £557m acquisition of the Olympic Village in east London last month.

Delancey and Qatari Diar have secured the biggest and, arguably, the most important housing project in decades – a prize coveted by the residential establishment.

In one fell swoop the joint venture partners will take control of a giant private-rented scheme: 1,439 private flats and development land for a further 2,000. It is the sort of portfolio that would take many years to amass. As Ritblat said at the time: "Instant scale."

It is a long-term play for Ritblat. But with home ownership declining and a desperate shortage of rental accommodation, his timing is impeccable.

Marketed and managed with care, the village could become the template for a reinvigorated private-rented sector in the UK.



8 Eric Pickles, Communities and Local Government secretary

Pickles has made a big impact since the coalition came to power in May 2010, proposing a raft of policies that have reverberated throughout public and private sectors, albeit ones that are not yet on the ground.

As Communities and Local Government secretary he might even be said to be the public face of localism, although that tag may come back to haunt him unless some easing of the UK's housing crisis comes soon.

Pickles's immediate scrapping of regional planning was bold and unpopular, while the proposed National Planning Policy Framework is yet to fill the policy void.

The conversion of offices to residential, new enterprise zones and the release of public land for development have also emerged this year on Pickles's watch.

Whether or not this all delivers on the government's "pro-growth" promise will be down to Pickles.



9 Harry Hill, founder of Right Move

Hill's position among the residential elite owes much to his entrepreneurial touch at both Countrywide and Rightmove.co.uk.

Under Hill, Countrywide grew into the biggest high street estate agency group, fuelled by his introduction of cross-selling of mortgages and insurance to homebuyers.

It was at Countrywide in 2000 that Hill founded Rightmove.co.uk, which survived the dot.com boom and bust to establish the internet as a key platform on which to buy and sell property.

Hill was chairman of Rightmove until 2005 and left Countrywide in 2009. But 63-year-old Hill cut short his retirement this year when he floated his latest venture, In-Deed Online, on AIM.

He believes he can seize 10% of the fragmented £1bn conveyancing market within five years. Who would bet against him? He punted £2m on Rightmove at the outset and it has grown into the UK's leading property website, worth more than £1bn.



10 Frank Daly, chairman of Ireland's National Asset Management Agency

Few outside banking circles had heard of Daly until December 2009. But all that changed upon Daly's appointment as chairman of NAMA (Ireland's National Asset Management Agency), otherwise known as the biggest accidental landlord in both Ireland and the UK.

Residential property makes up a sizeable chunk of the collateral in Ireland's "bad bank", which was formed to steer the Republic of Ireland out of its debt crisis. NAMA had taken on an initial €70bn of loans, including – courtesy of its stake in developer Real Estate Opportunities – iconic projects such as Battersea Power Station.

The agency has since unlocked billions of euros worth of assets, although it has been painstakingly slow work. Critics bemoan its lack of business nous but NAMA is cast in the image of its dour chairman, a former taxman who joined from Anglo Irish Bank, where he was "public interest" director. Daly has carried on in the same vein at NAMA. "We don't do sentiment here," he warned shortly after his arrival.



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11 Grant Shapps, housing minister, Communities and Local Government

Shapps is the government's chief proponent of the New Homes Bonus – a controversial scheme to get local authorities to build houses in the absence of official housing targets. Critics label him as eminently dislikeable, but he has got plenty done since taking office last May, including abolishing the equally hated home information packs.

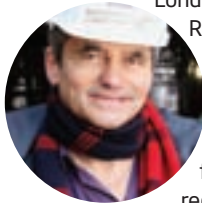


12 Pete Redfern, chief executive, Taylor Wimpey

Redfern is celebrating his 10th year at Britain's biggest housebuilder, and it has been a rocky decade. He ended years of speculation eight months after becoming chief by overseeing a merger between his business, George Wimpey, and Taylor Woodrow, in July 2007, on the brink of the recession.

13 Harry Handelsman, chief executive, Manhattan Loft Corporation

London St Pancras Renaissance hotel opened to rave reviews this year. The project was Handelsman's first mixed-use regeneration project.



The Manhattan Loft Corporation founder is best known for pioneering loft-style living in the UK. The German-born developer started his career as a New York banker but, in 1991, came across a derelict building on Summer Street in Clerkenwell, which he converted into 23 lofts.

14 Mike Farley, chief executive, Persimmon

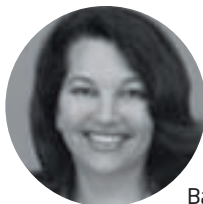
Farley prides himself on instituting such an aggressive debt restructuring strategy during the downturn that Persimmon was the only housebuilder not to raise equity to rebuild its balance sheet. He joined the company in 1983, which floated two years later.

15 Duke of Westminster

The Duke of Westminster feared his tenants in Mayfair and Belgravia would buy their freeholds under 1993 enfranchisement legislation. He resigned in protest that year from the post of Conservative Party Association chairman in Chester, which he had held since 1977. Few tenants bought. He owns 4,000 London homes, including studio flats and townhouses. His firm, Grosvenor, is developing in London, Cambridge, Liverpool and Edinburgh.

16 Peter Murray, residential director, Jones Lang LaSalle

Arguably the top residential agent, Murray arrived from King Sturge in May with a long instruction list of London flats for sale. They include the Landmark's 644 flats in Docklands, where he acted for the vendor in 2007.



17 Yolande Barnes, head of residential research, Savills

Barnes is the best-known commentator on the UK housing market. She was hired 22 years ago, after being an office and industrial property analyst at Healey & Baker.

18 Alasdair Nicholls, chief executive, Native Land

Nicholls introduced the concept of the celebrity architect-designed residential development while working for Taylor Woodrow Capital Developments when, in the early 1990s, he commissioned Richard Rogers to design the Montevetro building in Battersea. The flats sold for an unheard-of £1m each. Nicholls set up Native Land in 2003 and, after a Belgrave Square development, embarked on Neo Bankside by the Tate Modern in 2008. Only 10 of the 85 flats in the first phase remain unsold. Native Land was one of the three finalists in Bank of Scotland Corporate and *Property Week's* £30m Search for Property Entrepreneurs.

19 Mark Clare, chief executive, Barratt

Clare paid £2.1bn for Wilson Bowden, the commercial and residential developer in 2007. The debt required caused Barratt's share price to collapse from 1282p at the time of acquisition to 79p two years later. But he faced down critics and held on to his job.



20 The Prince of Wales

A wildcard, but Charles's influence on residential property is not to be underestimated. He

meddles in modernist architecture, but promotes sustainable development through the Prince's Regeneration Trust and the Prince's Foundation for the Built Environment. In 2009, he famously derailed Lord Rogers's design for London's Chelsea Barracks with a letter to the owner, the Qatari royal family.

21 Pat Ritchie, chief executive of the Homes and Communities Agency

Ritchie was appointed to replace Sir Bob Kerslake (see 29) in November 2010, when spending cuts threatened the agency's effectiveness. But she has overseen the implementation of a £1.8bn affordable housing programme and published her strategy for disposing of development land. Most of her work is in the north-east.



22 Stephan Miles-Brown, head of residential development, Knight Frank

Since joining in 1986, Miles-Brown has sold some of London's biggest brownfield sites, acting for British Gas in the sale of Imperial Wharf to St George, the Berkeley subsidiary.

23 Trevor Moross, managing director, Dorrington

Veteran Moross was the first president of the British Property Federation to encourage the landlords' pressure group that governments are always interested in housing, and by engaging with governments on this topic developers can interest governments in all kinds of property.



24 Keith Miller, group chief executive, Miller Group

Miller was always destined to be a housebuilder: his father and two uncles set up Miller Homes in the late 1920s. It has built more than 10,000 homes since 1935 and is the UK's largest privately owned housebuilder.

25 John Hunter, founder of Tenhurst

Hunter pioneered luxury residential development with the Observatory Gardens scheme in Kensington in 1992. After stepping down in February 2010 as chief executive of Northacre – the luxury residential company he founded in 1989 with Klas Nilsson (see 59) – in acrimonious circumstances, Hunter has struck out on his own with the creation of Tenhurst.



PHOTOGRAPH: OLIVER KNIGHT

26 Stephen Howlett, chief executive, Peabody Trust

Howlett heads one of London's biggest landlords – the housing association owns and manages more than 19,000 homes.

27 Dominic Grace, head of London residential development, Savills

Grace joined Savills in 1984 and has specialised in residential development since 1986. He now heads Savills's residential development activity in the UK. In the past three years he has advised on One Hyde Park, Quintain's Wembley City project, Westfield's Stratford City and Meridian Delta's Greenwich Peninsula.

28 Bruce Ritchie, chief executive officer and founder, Residential Land

Ritchie's first job as a sales manager in Harrods allowed him to buy his first house in 1986 at the age of 21. He rented it out and later sold it for a profit, and went on to found Residential Land in 1991. Today it owns more than 1,200 – or £1bn – of privately rented properties in prime central London locations. The "other side to his life" is his restaurant business, White Star Line, which is run in conjunction with chef Marco Pierre White.

29 Sir Bob Kerslake, permanent secretary, Communities and Local Government

The driving force behind the Homes and Communities Agency's private-rented sector initiative, the theatre-loving Kerslake is no less involved with residential property in his new role at Communities and Local Government. A public sector man all his career, Kerslake commutes to London from Sheffield, where he was chief executive of the city council for 10 years, and secured the regeneration of the city centre. He received a knighthood in 2005.

**30 Steve Morgan, founder, Redrow**

Liverpudlian Morgan is worth £350m and owns

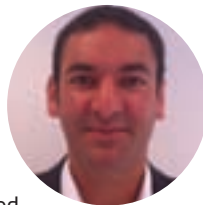
Wolverhampton Wanderers FC, but his life's work has revolved around housebuilder Redrow, which he formed from the remains of his bust employer, Wellington Civil Engineering, in 1974. The 58-year-old turned that firm into one of the UK's most successful housebuilders.

31 John Wallace, UK chief executive, Qatari Diar

Few companies have invested as much in UK residential property this century as Qatari Diar, and former Royal Bank of Scotland head of property John Wallace is at the forefront of the push. Qatari Diar is involved in the capital's two most significant schemes: developing Chelsea Barracks and linking up with Delancey on the Olympic Village.

32 Grenville Turner, chief executive, Countrywide

This former HBOS banker has moved companies once in his 36-year career, and his timing was impeccable. In August 2006, as chief executive of external sales at Halifax, in charge of five mortgage brands and an in-house estate agency, Turner left to head Countrywide, the UK's largest estate agency. He took the business private in May 2007, just before the crash. Of his HBOS days, he says: "I was a chartered financier, which made me very unusual there!"

33 Darryl Flay, managing partner, Essential Land

Flay has developed more than £1.5bn of property in during his 25-year career. He left Oracle Residential in the height of the recession in 2008 and set up Essential Land with three Oracle directors, two of whom had worked with him at Berkeley Homes. Essential Land has just been picked to develop the One Blackfriars site on the south bank of the Thames.

34 Mark Collins, head of UK residential, CB Richard Ellis

Not many of our RESI 100 were introduced last month to the Manchester City and Manchester United teams on the pitch at Wembley at the Community Shield. But as a director of Fulham FC and a Premier League representative on the FA Council, Collins, the new head of residential at CB Richard Ellis, had that pleasure. At CBRE he is tasked with cracking the residential market, drawing on 15 years' experience as managing director of Harrods Estates.

**35 Elliot Lipton, managing director, First Base**

The son of property grandee Sir Stuart

Lipton completed a property degree but spent 10 years outside as a management consultant before answering the call. He set up developer First Base in 2002 with the backing of Stanhope, and has brought commercial development techniques to the residential sector. Triathlon Homes, its joint venture with several housing associations, will buy, own and manage 1,379 of the 2,818 homes at the Olympic Village after the London 2012 Olympic Games.

36 John Hitchcox, founder of Yoo

The developer was credited with pioneering loft living in London when he founded Manhattan Loft Corporation with Harry Handelsman (see 13) in 1992. At 19 Hitchcox borrowed £45 from his mother to buy a suit to impress the bank into funding his first property venture. He founded Yoo in 2000 with Philippe Starck (see 71) and has been involved in £4.2bn of residential projects.

37 Nick Jopling, executive property director, Grainger

Jopling started off as a farmer and local politician, standing against Tony Blair in 1992. In 1998 he joined Allsop and in 2000 became a partner and MD of its residential investment management arm. In 2004 he joined CB Richard Ellis as head of residential until 2010, when he joined Grainger's board as executive property director. Outside work, Jopling enjoys opera, good food and Pink Floyd.

38 Gerald Ronson, CEO, Heron International

A man who needs no introduction made a stunning entrance to the prime central London residential market with the Heron, the first large residential development in the City of London for 30 years. More than 60% of the 285 luxury apartments have already been sold off plan, ahead of completion in 2013. His investment club, Ronson Capital Partners, bought International House on Chiltern Street in the West End in May to redevelop into a residential complex. His timing, as ever, appears perfect.

39 Peter Pereira Gray, managing director, investment division, Wellcome Trust

"PPG" often comes up with investment strategies to keep the returns high for the Wellcome Trust, the medical research charity with the £1.4bn investment portfolio, while surfing in Cornwall. Wellcome has £1bn of residential property and wants to grow this, as shown by its attempt to buy the Athletes' Village this year.

40 Neil Gardiner, residential property fund manager, Aviva Investors

The future of the UK's private lending sector rests partly on the shoulders of former Schroders man Gardiner. In 2009 Aviva became the first fund manager to opt into the Homes and Communities Agency's initiative but is yet to establish a vehicle.

41 John Watson, chief executive, Bellway

Watson has been at Bellway for 33 years and chief executive since 1999. He resisted the temptation to build up an expensive land bank before the crash and Bellway paid a dividend even in bad times.



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42 Richard Dakin, managing director of corporate real estate business support unit, Lloyds Banking Group

Arsenal fan Dakin oversees one of the largest residential loan workout portfolios, ranging from individual resi schemes to buy-to-let portfolios, all the way to large housebuilders such as Cala Homes and McCarthy & Stone. His team created the residential asset management platform tie-up whereby Grainger will manage the bank's assets.

43 Ian Marris, partner, Knight Frank

A graduate recruit in 1989, Marris is now head of residential consultancy. He was involved with concept planning and design of One Hyde Park and Chelsea Barracks. He is passionate about architecture, his wife and, most recently, rearing pigs.

44 Stephen Conway, managing director, Galliard Homes



As well as being joint owner with Jack Petchey of Galliard Homes, Conway runs the company and is best known for featuring in its marketing ploys.

45 John Coles, co-founder and chairman, Evenbrook

John Coles has combined his property career as an agent, professional adviser and now co-founder and chairman of Evenbrook, with his amateur rugby career. But at 65, the former captain of Newark Rugby Club has hung up his boots to focus on expanding private landlord Evenbrook, and aims to eventually turn it into a residential REIT. Coles chairs the British Property Federation's Residential Policy Committee.



46 Alex Michelin and Andrew Dunn, owners, Finchatton

Are these the next Candys? Their super-prime development and interior design projects include Hans Place in Knightsbridge. The London-based duo came up with Finchatton over Sunday lunch in 2001 and have since transacted £250m of deals.



47 David Cowans, group chief executive, Places for People

Newcastle-born Cowans oversees £3bn, or 63,000, of Places for People homes owned or under management throughout the UK.

48 David Ritchie, chief executive, Bovis Homes

Ritchie has guided the housebuilder through the downturn to notch up a 16% rise in sales in the first six months of 2011. The former KPMG man joined the company in 1998 as group financial controller and was made chief executive in 2008.



49 Richard Blakeway, director of housing, Mayor of London's Office

Blakeway has been instructed by mayor Boris Johnson to amalgamate the powers and functions of the London Development Agency with the public money available from the Homes and Communities Agency. His target is to develop 50,000 affordable houses in three years.

50 Simon Rubinsohn, chief economist, RICS

As chief economist for the RICS, Rubinsohn leads the economics and research team in analysing both commercial and residential property markets. The RICS monthly housing surveys are regarded as the barometer of the market. Before joining the RICS, Rubinsohn was senior strategist for Barclays Wealth, where he managed asset allocation for client portfolios.

51 Stewart Milne, chair and chief executive, Stewart Milne Group

Scottish entrepreneur Milne is a classic tale of pulling yourself up by your bootstraps. After starting out as a plumber and electrician at 21, he moved on to gaining planning consents for individual properties before setting up a timber-frame housebuilding company with a friend and a total of six employees. Today his firm is one of the largest independent UK housebuilders.

52 Gary Hershman, founder, Beauchamp Estates

A stalwart of the London luxury homes market and conduit for private Russian and Arabic money into the sector, Hershman established Beauchamp Estates in 1977 after completing a PhD in heart-lung machinery. The scuba-diver and keen zoologist sold a £60m flat in One Hyde Park earlier in 2011, and lives, aptly, in Knightsbridge.



53 Dan Labbad, CEO, Europe, Middle East and Africa, Lend Lease

Labbad is best known for masterminding the London 2012 Olympics Athletes Village. Sydney-born Labbad is so passionate about sustainability that he cycles and does not own a car. The UK Green Building Council, of which he is chairman, should approve.

54 Killian Hurley, chief executive, Mount Anvil

Former PWC man Hurley made the leap from accountancy to residential in 1988 and co-founded Mount Anvil in 1991. The company made its mark the following year, developing a 650-bed student village at Avery Hill in Greenwich and has made a profit every year since.

55 Stephen Stone, chief executive, Crest Nicholson

West Ham-obsessed trained architect Stone has had a tumultuous recession, rescuing Crest Nicholson from the brink of collapse. In a torrid 2008/09, lender HBOS carried out a debt-for-equity swap that gave it 50% of the company. US hedge fund Varde is now close to a takeover of the business.

56 Andrew Altman, chief executive, Olympic Park Legacy Company



The former deputy mayor of Philadelphia is in charge of one of the country's biggest and most important schemes: 8,000 homes in six new neighbourhoods on the 500 acre Olympic Park in east London, following the 2012 games. The softly spoken American says he has moved his family to the UK for good.

See an interview with Altman in our *Property Week* + iPad app. Go to propertyweek.com/olympics

57 Sean Mulryan, executive chairman, Ballymore



Despite having £1.1bn of debt with NAMA, Mulryan is pushing ahead with Ballymore's pipeline after agreeing a seven-year business plan and £400m debt from the Royal Bank of Scotland this year. Ballymore is developing the 972-flat Baltimore Wharf scheme in London's Docklands and 2,000 homes at the US Embassy site in Battersea.

58 Ian Fletcher, director of real estate, British Property Federation

Fletcher joined the BPF at 35 in 2001. His high point was the disaggregation of stamp duty in the last Budget, for which the BPF had campaigned.

59 Roger Madelin, chief executive, Argent

In his 25th year at Argent, Madelin is knee-deep in the company's biggest scheme: King's Cross Central, which will provide 2,000 homes. Madelin sits on many building design and regeneration panels.

60 Bianca Ladow, executive director, Earlcrown

Born in Johannesburg, Ladow completed a masters in valuation and law before Earlcrown was formed by a group of wealthy investors led by her father. The group spotted a gap in the central London market for luxury, fully furnished homes for a cash-rich, time-poor clientele. Last summer Ladow told *Property Week* Earlcrown had £200m to spend on central London development sites. However, she also wants to branch out into hotels and even yachts.

**68 Sir Terry Farrell, founder of Farrells**

Architect Farrell was born in Manchester but grew up in Newcastle

Upon Tyne, where he went to university. Some of his best-known work includes the M16 headquarters at Vauxhall, PWC's Embankment Place office at Charing Cross and the Deep sub-marium in Hull. Capital & Counties has commissioned Farrell to replace Earl's Court with 77 acres of housing, shops and office space.

72 Nigel Franklin, joint managing director, Muse Developments

Franklin heads Muse's residential arm. The mixed-use developer expanded into the residential sector eight years ago, and housing now accounts for more than 30% of its portfolio. Franklin is chairman of ISIS Waterside Regeneration – a Muse, British Waterways and Aviva joint venture.

**69 Giles Mackay, chief executive, Assettrust Housing**

Assettrust's founder runs a social housing business that does not require a grant and turns a profit. It buys affordable housing units, makes agreements with housing associations and creates cashflow, before selling them to investors but maintaining the management. Mackay also established online residential valuation website Hometrack, which serves 90% of UK mortgage lenders.

**73 Richard Donnell, director of research, Hometrack**

The estate management graduate joined Savills in 1994 as a research analyst. In 1999 he became a director at Savills and in 2000 headed the residential research team. In 2005, he was appointed director of research of residential valuation site Hometrack.

74 Adrian Wyatt, chief executive, Quintain

Watching whales off the Alaskan coast in 2003 was a Damascene moment for Wyatt: partly for the beauty of the scene and partly his disgust as a plastic crate floated past. The acolyte of sustainability started a joint venture in 2005 with Bioregional in Brighton that proved that sustainable housing development need not break the bank. This will continue at Quintain's giant Wembley and Greenwich schemes, which together will provide 16,800 homes.

**61 Klas Nilsson, co-founder, Northacre**

Architect Nilsson turned developer in 1977, and founded Northacre with John Hunter in 1989 (see 25). The company started with small prime projects in Kensington and Chelsea and has since moved on to the superprime Lancasters joint venture in London's Bayswater, which helped to bail out Minerva during the downturn.

64 Mark Pears, chief executive, William Pears Group

Pears has been chief executive of William Pears Group since 1984. Educated at City of London School and Harvard Business School, he is listed at Companies House as director of 212 separate entities. William Pears Group owns several thousand homes, mainly in London and the south.

65 David Barnett, chief executive, Londonewcastle

The chief executive of trendy London developer Londonewcastle, David Barnett has spent the past 15 years shaping the company he founded alongside partners Simon Berg and Robert Soning. Back then, it specialised in converting offices to flats. Now, it has just secured backing from UK and European Investments.

66 Simon Stone, director of national development, Savills

Stone joined Savills in 1992 and works as a director in the central London team. Specialising in mixed use, his proudest moments are advising the Candys and Exemplar on the Middlesex Hospital scheme and Development Securities at Paddington Central.

67 Philip Leech, chief executive, Terrace Hill

The Terrace Hill chief executive joined the company in 1993 before taking the helm in 2005. Leech is in charge of a 2,000 unit-strong residential investment portfolio.

62 Roger Southam, chairman, Chainbow

Chainbow's flamboyant chairman set up the management company in 1989, since when it has become renowned as a voice for unified leaseholders and residents associations.

Golf-mad Southam was recently asked to "give up driving for six months at the request of a magistrate" and now makes his way to the course using Eye Candy Caddies ("look them up").

**63 Tom Eshelby, residential sales and acquisitions director, Land Securities**

Land Securities has been investing in London since 1944 and now owns more than 9.5m sq ft of space throughout the city. Not usually famed for its involvement in residential, LandSecs has tasked Eshelby with growing its presence in the sector.

**71 Philippe Starck, co-founder Yoo**

Product designer Starck's career skyrocketed when he was asked to design the interior for the private apartments of the French president in 1982. Co-founder of Yoo, Starck recently said he endeavoured to "make his work a political and civic act" which he accomplishes with "love, poetry and humour". Yoo has designed more than 10,000 homes in 27 cities.

75 Rupert Sebag-Montefiore, chairman, Savills Residential UK

As chief executive of the residential division, Sebag-Montefiore is the man in charge of the division that forms a core part of Savills' future profits. And all this having started out in 1980 working in the firm's office in Wimbourne.

