EXECUTIVE MEMBER - DEVELOPER OF THE YEAR 2026

MIDPOINT HOMES - OVERVIEW

CHRIS KING

2025 DELIVERED

Combined GDV

£2.7M

What was the combined GDV of the projects you delivered in 2025?

Units Delivered

7

What was the total number of units you delivered in 2025?

2026 DELIVERED

Combined GDV

£16.1M

What was the combined GDV of the projects you delivered in 2026?

Units Delivered

15 Units

What was the total number of units you delivered in 2026?

12 completed to date, with 3 more due before year end (15 units across 12 sites) some were 1 big commercial property

CURRENT PIPELINE

Pipeline GDV

£13M

What is the GDV of the units in your current pipeline?

Pipeline Units

30 Units

How many units are in your current pipeline?

30 (6 sites: 3 in planning, 3 under offer)

Under Construction

How many units do you currently have under construction?

2 projects on site, plus 2 more light refurbishments starting this year

EXECUTIVE MEMBER - DEVELOPER OF THE YEAR 2026

MIDPOINT HOMES - CHALLENGE

CHRIS KING

Most difficult property/business challenge overcome in 2026
(1/3)

MY STORY

In 2024, my business came within two days of receivership. I was running my biggest project to date, a nine-unit scheme in Newport. It was the project that was supposed to take my business to the next level. Instead, my contractor defrauded me of just over half a million pounds in cash.

Many of you will know the story. It made the Newport and Cardiff papers, and she was later charged with four counts of fraud. But a charge doesn't pay back a single penny, and it didn't stop the letters, the calls or the lenders.

At my lowest point, I was around €1.8 million in debt.

It was the only project I'd ever done with a JV partner, and when things got really bad, they walked away. Suddenly, it was just me.

The Personal Cost

What people don't see is what happens after you close the office door. I'd come home and sit in silence, running numbers again in my head that never added up. I stopped sleeping properly. I'd lie awake until 3 or 4 in the morning, wondering how I was going to tell my family we could lose everything.

The stress took a real toll on my mental health. For the first time since I started in 2019, I genuinely felt like a failure. I'd built everything on my own, and I was watching it slip away.

The people closest to me, my family included, were telling me to quit. Cut your losses. Walk away. Protect what you've got left.

I understood why. They could see what it was doing to me. Everyone around me was saying the same thing. **I didn't quit.**

MIDPOINT HOMES - CHALLENGE

CHRIS KING

Most difficult property/business challenge overcome in 2026
(2/3)

Taking the Risk and Rebuilding

To keep the business alive, I put second charges on my home and every investment property I owned. I took out every loan I could get. People thought I was borderline insane to leverage the last of what I had on a project that had already nearly destroyed me. But I backed myself.

I had no idea how I was going to get through it. So I stopped looking at the whole mountain and took it one day at a time.

I set myself small targets: one invoice, one trade, one room at a time, and I kept ticking them off. Some days that was all I could manage. But every small win was a reason to get up the next morning.

In 2025, I got seven of the nine units finished. That was enough to get the project over the line, refinanced and rented.

I did it alone.

Where I Am Today

That experience changed me, and it changed how I run my business. Here's where I am today:

- I've gone from a one-man band, to two staff in 2025, to just over 30 employees now.
- I own around 50 properties outright, with no JV partners, in a portfolio worth close to £20 million.
- I'm on track to transact 10 sites this year, with £16.1m of GDV completed in 2026.
- I have a further 30 units in the pipeline across six sites.
- I've bought my first international development, a villa just outside Marbella, which I shared as a case study with the group.

EXECUTIVE MEMBER - DEVELOPER OF THE YEAR 2026

MIDPOINT HOMES - CHALLENGE

CHRIS KING

Most difficult property/business challenge overcome in 2026
(3/3)

Why I Believe I Deserve Developer of the Year

Two years ago, I was two days from losing my business. This year has been the biggest of my life, and one I honestly never thought I'd see.

I'm based in South Wales, so my GDVs will never match London schemes. What I'm doing is volume, across multiple sites, and I'm building a business that supports over 30 families' livelihoods.

Above all, this is a comeback story.

It's for anyone in this room who has ever sat in their car outside their house, not wanting to go in because they didn't know how to explain what had gone wrong.

I nearly lost everything. I stayed resilient, stayed true to myself, and when everyone told me to quit, I kept going.

That's why I believe I deserve Developer of the Year.

EXECUTIVE MEMBER - DEVELOPER OF THE YEAR 2026

MIDPOINT HOMES - PHOTOS

CHRIS KING







EXECUTIVE MEMBER - DEVELOPER OF THE YEAR 2026

MIDPOINT HOMES - PHOTOS

CHRIS KING







EXECUTIVE MEMBER - DEVELOPER OF THE YEAR 2026

MIDPOINT HOMES - PHOTOS

CHRIS KING



9 bed HMO “162 Stow Hill”



14 bed hmo “Godfrey Road”





7 bed hmo “newport guesthouse”