

HOME

PROPERTY
SUPPLEMENT
OF THE
YEAR

TICKLED PINK

Enter the multicoloured whirl of socialite Heather Kerzner's London home – yours for £25.5m p16

PLUS 13 pages on how the super-rich really live



A SNIP AT £245M

What do you get for nine figures?
We peek inside the world's most
expensive properties | p30

VULGAR, MOI?

Brace yourself for the new
bling – we show you how to go
luxury for less | p39

CHELSEA REVIEWED

The winning gardens, growing talents
and on-trend blooms at this year's
flower show | p44

25.05.2014 / 15

GOING UP

POOLS WITH VIEWS

Fancy a dip, but worried you'll miss Game of Thrones? Fear not: the designer Staffan Tollgard is creating indoor pools with built-in cinema screens. Best to avoid Jaws when you're doing your laps, though.



GOOD HAIR DAYS

If Victoria B is getting one, the super-rich want one too — a hair salon is *de rigueur* in the poshest homes.

VILLAGE PEOPLE

Property-hunters seeking luxury family homes are swapping Mayfair for Marylebone. Not only is it (marginally) cheaper, it has a great village feel and more green space.

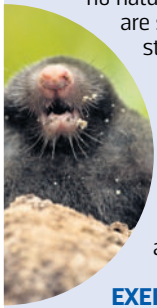
LATERAL THINKING

"The über-wealthy now want large, lateral homes, not lots of floors," says the top-end buying agent Robert Bailey. "It's about quality of space, not quantity." Better for the knees, too.



GOING UNDERGROUND

Who wants to live below ground, with no natural light? The super-rich are sick of subterranean storeys — good thing, as councils are cracking down. And great news for the Queen guitarist Brian May, whose "selfish" neighbours have turned his Kensington street into a "hellhole" with works.



EXERCISE

The mega-minted have gone off gyms and saunas. They want more space for entertaining. Book an appointment with my lipo surgeon, stat.

TIED-UP TRADESMEN

The chatter at exclusive soirées is all about how hard it's become to get a good builder. They're booked up months in advance. Don't they know who I am?



BEIGE BLINDNESS

Sorry, folks, but the greige colour scheme is here to stay.

GOING DOWN



Chapman House, by Morpheus, which describes its style as 'liveable luxe'



A bar stool with a ladder for your dog, a glass lift to take your Mercedes up to the master bedroom or a bespoke sunglasses cabinet — if you had the money, what would you request? They may sound far-fetched, but these examples (yes, they have all been built) represent the epitome of top-end design. "That is the highest point of luxury, when something is actually made for you, when everything about it is as you wanted it," says Alex Michelin, co-founder of the luxury designer-developer Finchatton.

The market for cramming all this extravagance into one package was created almost single-handedly by two boys from Surrey who borrowed £6,000 from their grandmother to do up a flat in Earl's Court. Almost 20 years on, Nick and Christian Candy, the brothers who created the world's most expensive block of flats, One Hyde Park, are worth a reported £330m. The pair's firm, Candy & Candy, was the first to successfully create "turnkey" homes for the time-poor but super-rich, catering for their every whim.

If you don't have the Candys on speed-dial, there are plenty of other firms that can help. Here we profile 10 of the top trendsetters who can design and deliver a country estate pegged out with stuffed animal trophies or a penthouse fit for a billionaire. →

The bling ring

From Swarovski chandeliers to shark tanks for the kids, the whims of the wealthy know no bounds — and these are the developers who make them a reality. By **Martina Lees**

FINCHATTON

When the Charterhouse school chums Alex Michelin and Andrew Dunn set up Finchatton in 2001, turnkey luxury homes were almost unheard of. "If you get into a Bentley, you don't have to think, 'Where do I get my seats upholstered and who is the best guy for tyres?'" Michelin says. "You buy it knowing that everything in that car is from the best possible place. In property, there was nothing like that."

The pair, then 24 and 25, raised £3m from family and friends, transformed a £900,000 basement flat in Mayfair and sold it for £1.8m. Now they have more than £2bn worth of property under construction, including the former US naval headquarters on Grosvenor Square, in central London. Their 100-plus private clients include Simon Cowell.

The look The firm is named after Denys Finch Hatton, the hero of *Out of Africa*, and its style has a similar timeless appeal. No beige bling here — only layers of understated sophistication, such as a headboard with laser-cut suede cherry blossoms strewn across it. The Lansbury, Finchatton's £42m block of flats next to Harrods, in Knightsbridge, had hand-sewn leather bannisters and a desk covered in stingray skin, yet its tweedy furniture invited you to put your feet up.

The requests Kitchen cupboard insides colour-matched to the owner's gullwing Mercedes; closet compartments sized for each pair of Jimmy Choos.

The cost The penthouse at the Lansbury sold in a day for £1m over the £11.5m asking price. finchatton.com

OLIVER BURNS

Joe Burns sold sofas at age 17; now his firm designs them for its luxury projects, including developing six flats in the former London town house of Sir Robert Walpole, our first prime minister — with bespoke sofas and hand-sewn silk wallpaper at £4,000 a roll. The entrepreneur founded Oliver Burns with his wife, Sharon Lillywhite, a marketing executive, in 2004, and converted Dalton House, a dilapidated grade II listed manor in St Albans, Hertfordshire, into their interiors emporium. The couple, both 40, now have projects worth "hundreds of millions of pounds" around the world.

The look Known for their meticulous work on listed buildings, with a modern yet reverent take — think Swarovski crystal chandelier cascading down two floors beside a circular marble staircase. Burns calls it "thoughtful luxury": they plan every detail before doing the construction themselves, and use sustainably sourced products such as pearlescent capiz shell tiles. They also design most furniture in-house: "You're not going to see it anywhere else."

The request Turning a basement into a gallery displaying the owner's vintage car collection, including a Rolls-Royce worth more than £5m.

The cost The Walpole penthouse sold for about £20m — at more than £4,500 a sq ft, it set a record for Mayfair in 2012. oliverburns.com

MORPHEUS

Back in 1992, Andrew Murray did up his first project with a Collins DIY manual.



David Garcia; Julian Abrams; Tom Sulham



Above, the Lancasters, by Lawson Robb; above left, the firm's design for a basement in Mayfair; left, a Kensington living room by Finchatton



SUNDAY TIMES DIGITAL

Alex Michelin gives a video tour of Finchatton's £12.5m penthouse next to Harrods thesundaytimes.co.uk/homevideo



TIMES+

Members can attend a private view of the Royal Academy Summer Exhibition on June 7. Book at mytimesplus.co.uk

25.05.2014 / 17



years ago, Rigby, 41, son of the IT entrepreneur Sir Peter Rigby, joined forces with the interior designers Taylor Howes to offer a one-stop service, from finding a property to filling its cutlery drawer. "It seemed the perfect collaboration," says Karen Howes, TH's chief executive.

The look Seven-star resort glamour. Their seven-bedroom conversion of grade II listed St Saviour's Church, in Knightsbridge, combined gothic windows and beams with a circular bronze and glass lift, a platinum-leaf ceiling in the cinema room and an electromagnetic glass wall that turns opaque at the touch of a button. Named best £20m-plus interior in the International Design & Architecture Awards 2013, it sold for £42m.

The requests A secret tunnel to a mews house and a tank for the children's miniature shark collection.

The cost Building work from £500,000, furnishings from £250,000. howesandrigby.com

LAWSON ROBB

The interior architects Alix Lawson and Charlotte Robb were both 24 when they started their studio in 2003, working from Robb's second bedroom for the first two years. Current projects at their Chelsea office include a home in Holland Park curated around the owner's modern art collection, and the interiors for Fairline's yacht range.

The look Unique to each client. Their three-bedroom show home for the Lancasters, a group of 77 flats near Hyde Park by the developers Northacre and Minerva, married the Georgian stucco of Europe's longest listed facade with modern international cultures. "We wanted to draw on the London-ness of that property while appealing to Russians, Nigerians, Europeans and Americans," Lawson says. The result — a mix of panelling, De Gournay wallpaper and antique mirrors — won best residential interior at the International Property Awards.

The request A leather-floored, humidity-controlled cigar room inspired by Le Fumoir at Claridge's.

The cost The show flat at the Lancasters was marketed for £8.3m. lawsonrobb.com

His development firm, Morpheus, went on to create luxurious and often ecofriendly pads for the extremely wealthy — most recently three £10.25m houses on Pond Place, in Chelsea. The price included a year's free residential management, with a fully stocked fridge and a sommelier to give the owners a wine masterclass on arrival. Morpheus set up an in-house interior design studio in 2010; it's now headed by Charu Ghandi, an architect who worked on Candy & Candy's private commissions.

The look It's all about the subtle layering of lots of sumptuous materials to create "liveable luxe," Ghandi says, from walls polished with marble dust to a chandelier resembling hundreds of metal autumn leaves fluttering from the ceiling. "When you walk into a room, you discover things as you spend more time there. It's not all in your face."

The request A haute couture wardrobe with a pearlescent lining and bespoke sunglasses storage.

The cost All three Pond Place town houses sold at the asking price. morpheuslondon.com

HOWES & RIGBY

The husband-and-wife team Steve and Jenny Rigby have been developing prime London property since 2006, after building and selling their own country house near Stratford-upon-Avon. Two



From top, a grand entrance by Oliver Burns; a heavenly staircase at the £42m St Saviour's Church conversion, by Howes & Rigby; and a flat by Finchatton in the new Albany development, in the Bahamas



Ones to watch

1508

This collective of multidisciplinary design experts was founded in 2010. Their creations are as varied as their staff: gold-leaf Georgian panelling, perforated concrete shutters and a jaw-dropping glass wall with backlit Pollock-style painting.

1508london.com

CARLISLE DESIGN STUDIO

After 12 years as creative director of Candy & Candy, Matthew Carlisle, 39, set up his own studio last year — and had seven jobs, worth more than £100m, on day one. The firm's 35 projects so far range from the grade II listed hotel at 50 St James to a five-bedroom home on Ipanema beach, in Rio. No desire is too outlandish, not even a barstool with a ladder for a client's dog, so they could eat breakfast together.

carlislestudio.com

ECHLIN

Sam McNally juggled a marketing job at a luxury interiors firm with being a used-car salesman to afford his first property in 2009. Now 28, he has teamed up with Mark O'Callaghan, 40, a former Burberry executive, to create homes with wardrobes that rotate from winter to summer. They have sites worth £50m under construction — the latest is a town house clad in bronze. echlinlondon.com

MARTIN KEMP DESIGN

The first project for this two-year-old practice, founded by Candy & Candy's former creative director, was a £30m yacht with hand-stitched leather doors and Moondust lacquered panelling. Kemp, who has done a flat for Kylie, has clocked up two jets and houses with a typical sized of 20,000 sq ft. martinkempdesign.com

THE STUDIO AT HARRODS

Set up in 2009, the Studio draws on specialists, as well as Harrods' 150 suppliers, to offer a turnkey design service. Every whim is catered for, whether it's bespoke Lalique crystal staircase balustrades or a set of autographed football shirts. thestudioatharrods.com