

Wates continues to bolster residential leadership team

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Wates Residential has announced Paul Nicholls as its new Regional Managing Director for London, joining the business in February 2025.

Nicholls brings over 30 years of experience in the sector and will oversee Wates Residential's ambition to be a leading development partner in London.

It marks his second time at Wates Residential, returning after four years of pursuing his own projects in the industry.

He will report into Phillippa (Pip) Prongué who starts in January as Executive Managing Director, taking over from Helen Bunch who is retiring early next year.

Bunch said, "the housing crisis is one of the biggest challenges facing our capital. Paul's expertise will help us accelerate the deployment of private investment to support the delivery of both the GLA and Government's ambitious housing targets.

"He re-joins a team that is much more regionalised than it was previously, a decision we made to get closer to our customers and projects. He will bring renewed drive to an already-strong Board and team within the London region."

Nicholls commented: "Wates Residential has always had a special place in my heart and it's been great to see its growth and development in recent years. It is a joy to be returning to the business that I feel is a cultural home for me, driven by its purpose to reimagine places for people to thrive.

“The time I’ve had setting up my own business and advising other large-scale businesses has proven invaluable where I learnt more about myself and about the inherent risks within the sector. I am excited to join Pip and the rest of the team as we embark upon a new approach to increasing investment and delivery across London.”

Nicholls replaces Nick Williams who is retiring after 40 years in the industry – three of them at Wates.