

Phil Spencer

AUTHOR · CELEBRITY

In property, financial services and most consumer markets, the seller has professional representation and the buyer does not. That asymmetry creates trust deficits and structural opportunity for any business willing to switch sides. The harder question is how to build a profitable model around customer advocacy when the rest of the market is paid to look the other way.

Phil Spencer is the property broadcaster and entrepreneur behind Channel 4's Location, Location, Location, hired by organisations to host awards and senior corporate events.

Phil Spencer's 2026 Biography

Why organisations work with Phil Spencer

- 25 unbroken years on a flagship Channel 4 show means audiences recognise Phil Spencer before he walks on. Few hosts in UK broadcasting can match that level of advanced familiarity.
- He moves between hosting and substance. Spencer founded Garrington Home Finders in 1996, one of the first UK property businesses built around buyer advocacy, and has since built two further businesses, including Move iQ.
- His past corporate hosting credits include British Gas, HM Land Registry and Norwich Union. Bureau testimonials repeatedly point to his ability to hold difficult rooms without losing them.
- Property is the obvious entry point, but the wider relevance is consumer trust in markets structured around the seller. That makes him useful to financial services, mortgage providers, insurers and housebuilders looking for a credible voice on customer-side decisions.
- The MBE awarded in the 2026 New Year Honours, for nineteen years of patronage at homelessness charity St Mungo's, adds reputational gravity to the broadcasting credit.

Biography highlights

- Co-presenter of Channel 4's Location, Location, Location since 2000 with Kirstie Allsopp, across 44 series and counting.
- Founder of Garrington Home Finders (1996), one of the first UK property buying agencies built around buyer-side representation.
- Co-founder of Raise the Roof Productions (2010), now a major independent supplier to Channel 4, based in Glasgow.
- Founder of Move iQ (2018), the consumer property advice platform with a podcast, YouTube channel and Property Report tool.
- Awarded MBE in the 2026 New Year Honours for charitable services,

AVAILABLE FOR

- After Dinner Engagement
- Awards Hosting
- TV and Media
- Voiceover

PHIL'S SPEAKING THEMES

- Business Model Innovation
- Customer Experience & Marketing
- Entrepreneurship
- Storytelling & Business Communication

LANGUAGES: English

recognised for nineteen years of patronage at homelessness charity St Mungo's.

- Author of three Vermilion-published property books: How to Buy a House (with Kirstie Allsopp), Adding Value to Your Home, and How to Buy Your First Home.

Biography

Most consumer property markets are organised around the seller. Estate agents are paid by vendors and conveyancers work transaction by transaction. The buyer walks into the largest financial decision of their life without anyone professionally obliged to represent them.

Phil Spencer founded Garrington Home Finders in 1996 after qualifying as a surveyor at London South Bank University. The business grew to four offices, thirty staff and £3.5m annual turnover before he stepped back in 2008. The buyer-agent model has since been widely copied across the UK property industry.

Television came almost by accident. A Scottish production company looking for a property consultant on a new format invited him to screen-test as a presenter. Location, Location, Location launched in 2000 with Kirstie Allsopp and is now in its 44th series, the longest-running property programme in British television. The two later founded Raise the Roof Productions, now a major independent supplier to Channel 4, based in Glasgow.

For corporate audiences, the proposition is unusual. Twenty-five years of continuous broadcasting give Spencer the immediate audience recognition that hosting demands. Three businesses sit behind the screen: Garrington in 1996, Raise the Roof in 2010, and Move iQ in 2018. The MBE in the 2026 New Year Honours, for nineteen years of patronage at homelessness charity St Mungo's, adds a public-service credit beyond the broadcasting career.

Key speaking topics

- The UK property market and the buyer's journey
- Consumer-side business models in seller-led markets
- Entrepreneurship and category creation
- Awards hosting and conference facilitation
- Independent television production
- Career storytelling from Location, Location, Location

Ideal for

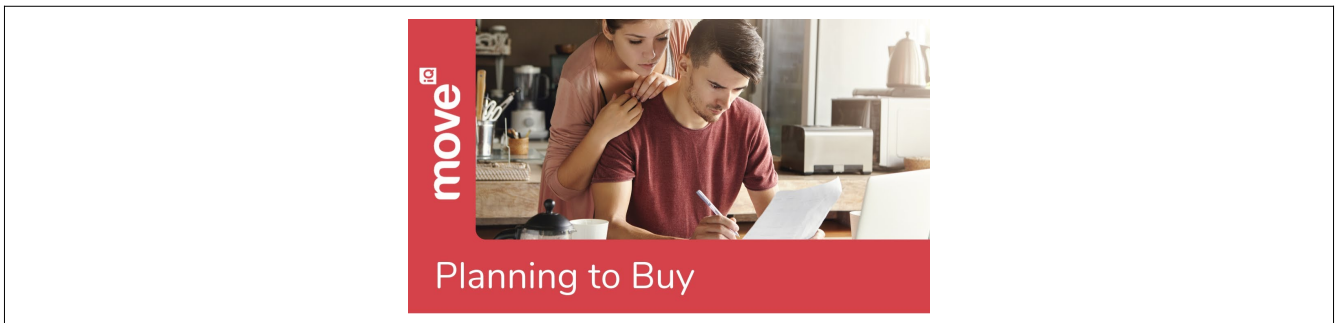
- Property and housebuilding businesses running customer or industry events
- Mortgage providers, insurers and consumer financial services firms hosting client and broker conferences
- Awards programmes and industry recognition ceremonies that need a confident broadcast host
- Conference organisers booking after-dinner speakers with an entrepreneurial story behind the broadcasting credit

Audience outcomes

- The Garrington story: how a category-defining property business was built around buyer advocacy in a seller-led market

- Honest commentary on the UK property market that goes beyond the news cycle into transaction-level dynamics
- How Move iQ was built as a consumer media platform inside an established broadcasting career
- A confidently held event programme with the pacing of British broadcast television

Phil Spencer's Videos



What Phil Spencer's clients say

Phil made a great awards. He handled a difficult space and audience really well.

UBM