

# Builder

hanley wood

THE MAGAZINE OF THE NATIONAL ASSOCIATION OF HOME BUILDERS

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The logo features a stylized house icon on the left, composed of a black triangle with a white interior and a red triangle at the top. To the right of the icon, the word "Builder" is written in a bold, black, sans-serif font. Further to the right, the number "100" is displayed in a very large, bold, black, sans-serif font.

# Builder 100

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**& the Next 100**

**Builder's  
ANNUAL LIST  
OF AMERICA'S  
BIGGEST BUILDERS  
2007**



## Next 100 In Brief

If the BUILDER 100 caught the flu in 2007, the Next 100 must have forgotten their mittens this winter and come down with pneumonia. Total Next 100 closings were down 32.6% from 2006. With a total of 30,213 units closed in 2007 (down from 44,824 last year), the Next 100 captured a 3.5% share of the total housing market. The average Next 100 builder closed 302 homes. Declining revenues among Next 100 companies were a problem for the second consecutive year, as cumulative Next 100 revenues decreased 34.8% to \$109.8 million. Just two years ago, the Next 100 earned \$192 million.

Still, some companies managed to find success in 2007. Below is a look at the 10 fastest risers on the Next 100. They gained an average of 39.8 spots on the list. Not all of these companies gained in closings, however. David Cutler Group, The Jones Co. of Tenn., The Kirk Corp., John Mourier Construction, and T.W. Lewis Co. all saw fewer closings in 2007 than 2006 but, because of the weak market, moved up the chart.

### Moving On Up

COMPANY	2007 RANK	2006 RANK	JUMP
Sares-Regis Group	137	199	+62
Anderson Homes	133	193	+60
Sotherby Homes	127	187	+60
T.H. Properties	104	144	+40
The Kirk Corp.	141	178	+37
LGI Homes	114	151	+37
The Jones Co. of Tenn.	129	162	+33
John Mourier Construction	147	179	+32
Centerline Homes	102	128	+26
David Cutler Group	106	132	+26
T.W. Lewis Co.	156	180	+24

THE 2007 NEXT 100					
RANK (06rank)	COMPANY/CEO/ADDRESS	2007 U.S. CLOSINGS (vs. '06 closings)	2007 GROSS REVENUE* (vs. '06 revenue)	WHAT THEY BUILT IN THE UNITED STATES (in units)	REGION
<b>101</b> (-)	<b>CASTLEROCK COMMUNITIES</b> Greg Yakim • 7670 Woodway, Suite 300, Houston, TX 77063 • 713-600-7000 • www.castlerockcommunities.com	<b>509</b> n/a	<b>\$82</b> n/a	Detached for sale: 509 EL, MU	Southwest
<b>102</b> (128)	<b>CENTERLINE HOMES</b> Craig Perry • 825 Coral Ridge Dr., Coral Springs, FL 33071 • 954-344-8040 • www.centerlinehomes.com	<b>503</b> -6% ▼	<b>\$211</b> 8% ▲	Detached for sale: 282 Attached for sale: 221 EL, MU	South
<b>102</b> (124)	<b>DAN RYAN BUILDERS</b> Daniel M. Ryan • 60 Thomas Johnson Dr., Frederick, MD 21702 • 301-696-0200 • www.danryanbuilders.com	<b>503</b> -11% ▼	<b>\$152</b> -25% ▼	Detached for sale: 332 Attached for sale: 171 EL, MU, AA	Northeast South
<b>104</b> (144)	<b>T.H. PROPERTIES</b> Tim Hendricks; Todd Hendricks • 345 Main St., Harleysville, PA 19438 • 215-513-4270 • www.thproperties.com	<b>501</b> 13% ▲	<b>\$171</b> 24% ▲	Detached for sale: 270 Attached for sale: 231 EL, MU	Northeast
<b>105</b> (116)	<b>HILLS COMMUNITIES</b> Stephen Guttman • 4901 Hunt Rd., Suite 300, Cincinnati, OH 45242 • 513-984-0300 • www.hillsinc.com	<b>490</b> -19% ▼	<b>\$167</b> -8% ▼	Detached for sale: 185 Attached for sale: 22 For-sale condos: 283 EL, MU, AA	South Midwest
<b>106</b> (132)	<b>DAVID CUTLER GROUP</b> David Cutler • 5 Apollo Rd., Plymouth Meeting, PA 19422 • 610-940-9800 • www.davidcutlergroup.com	<b>480</b> -7% ▼	<b>\$311</b> -22% ▼	Detached for sale: 362 Attached for sale: 118 MU	Northeast
<b>107</b> (105)	<b>PAGEENTRY HOMES</b> Don G. White • 1333 N. Buffalo Dr., Suite 220, Las Vegas, NV 89128 • 702-365-8588 • www.pageentryco.com	<b>478</b> -31% ▼	<b>\$138</b> -34% ▼	Detached for sale: 210 Attached for sale: 154 For-sale condos: 114 EL, MU	West
<b>108</b> (109)	<b>KALIAN CO./REEVES WILLIAMS</b> Mazin Kalian • 225 Hwy. 35, Red Bank, NJ 07701 • 732-741-0054 • www.kalian.com	<b>467</b> -27% ▼	<b>\$81</b> -20% ▼	Detached for sale: 433 For-sale condos: 34 EL, AA	Northeast South
<b>109</b> (126)	<b>HPH HOMES</b> Alan Howard; Clark Parker; Curtis Harper • 2236 Cahaba Valley Dr., Suite 100, Birmingham, AL 35242 • 205-980-5350 • www.hphhomes.com	<b>464</b> -16% ▼	<b>\$106</b> -18% ▼	Detached for sale: 464 EL, MU	South
<b>110</b> (64)	<b>THE ENTERPRISE COS.</b> Ronald B. Shipka Sr.; Ronald B. Shipka Jr.; John Shipka • 600 W. Chicago Ave., Suite 750, Chicago, IL 60610 • 312-670-3800 • www.theenterprisecompanies.com	<b>460</b> -62% ▼	<b>\$217</b> -61% ▼	Detached for sale: 7 For-sale condos: 453 AS, EL, MU	Midwest West
<b>111</b> (-)	<b>MONTALBANO BUILDERS</b> Tony Montalbano • 1801 S. Meyers Rd., Oakbrook Terrace, IL 60181 • 630-613-2700 • www.montalbanohomes.com	<b>459</b> n/a	<b>\$114</b> n/a	Detached for sale: 391 Attached for sale: 68 EL, MU	Midwest Southwest
<b>112</b> (101)	<b>ARTHUR RUTENBERG HOMES</b> David Hanrahan; Alan Weiner • 13922 58th St. N., Clearwater, FL 33760 • 727-536-5900 • www.arhomes.com	<b>446</b> -39% ▼	<b>\$386</b> -22% ▼	Detached for sale: 446 MU, LUX, VAC	South
<b>113</b> (130)	<b>R&amp;B CONSTRUCTION</b> Rollin Rockett IV • 8030 Spirey Rd., Jonesboro, GA 30236 • 770-471-5215 • www.randbnewhomes.com	<b>443</b> -17% ▼	<b>\$54<sup>†</sup></b> n/a	Detached for sale: 443 EL	South
<b>114</b> (151)	<b>LGI HOMES</b> Eric Lipar • 19221 I-45 S., Suite 200, Conroe, TX 77385 • 281-362-8998 • www.lgihomes.com	<b>434</b> 4% ▲	<b>\$59</b> 9% ▲	Detached for sale: 434 EL	Southwest
<b>115</b> (-)	<b>ESSEX HOMES SOUTHEAST</b> Karl Haslinger • 120 Cromer Rd., Lexington, SC 29073 • 803-356-8301 • www.essexhomes.net	<b>429</b> n/a	<b>\$102</b> n/a	Detached for sale: 429 EL, MU	South
<b>116</b> (-)	<b>LIFESTYLE COMMUNITIES</b> Michael DeAscentis II • 2800 Corporate Exchange Dr., Suite 400, Columbus, OH 43213 • 614-882-2500 • www.lifestylecommunities.com	<b>428</b> n/a	<b>\$63</b> n/a	Detached for sale: 9 Attached for sale: 419 EL	Midwest

\*In millions  
EL = Entry-level

(p) = Public  
MU = Move-up

† = Home building revenue only  
LUX = Luxury/custom

♦ = Declined to share revenue numbers  
AA = Active adult

AS = Affordable/subsidized  
VAC = Vacation/second home



**LGI Homes**  
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www.lgihomes.com