

CAVINNESS & CATES COMMUNITIES

Fayetteville, NC

RANK

68

(UP FROM 89 IN 2009!)

THE 2009 TOP 100

62-81

RANK (08 rank)	COMPANY/CEO/ADDRESS	2009 U.S. CLOSINGS (vs. '08 closings)	2009 GROSS REVENUE* (vs. '08 revenue)	WHAT THEY BUILT IN THE UNITED STATES (in units)	REGION
62 (48)	HISTORY MAKER HOMES Bryan Mitchell • 9001 Airport Fwy., Suite 400, North Richland Hills, TX 76180 • 817-507-1230 • www.historymaker.com	412 -37%	\$57 -34%	Detached for sale: 412 AS	Southwest
63 (49)	JOHN WIELAND HOMES AND NEIGHBORHOODS John Wieland • 4125 Atlanta Rd., Smyrna, GA 30080 • 770-703-1655 • www.jwhomes.com	405 -37%	\$215 -46%	Breakdown unavailable Product mix unavailable	South
64 (101)	ICI HOMES Mori Hosseini • 2379 Beville Rd., Daytona Beach, FL 32119 • 386-788-0820 • www.ichomes.com	403 50%	\$140 7%	Detached for sale: 239 Attached for sale: 69 For-sale condos: 95 LUX, AA, MU, VAC	South
65 (80)	AMERICAN WEST DEVELOPMENT Lawrence B. Canarelli • 250 Pilot Rd., Suite 104, Las Vegas, NV 89119 • 702-736-6434 • www.americanwesthomes.com	396 3%	\$118 -19%	Detached for sale: 396 EL, MU	Southwest, West
66 (65)	DAN RYAN BUILDERS Daniel M. Ryan • 60 Thomas Johnson Dr., Frederick, MD 21702 • 301-696-0200 • www.danryanbuilders.com	395 -19%	\$84 -37%	Detached for sale: 245 Attached for sale: 150 EL, MU	Northeast, South
67 (-)	HEARTLAND HOMES Marty Gillespie • 101 Commerce Blvd., Suite 1, Lawrence, PA 15055 • 412-221-7990 • www.loveheartland.com	392 n/a	\$120 n/a	Detached for sale: 227 Attached for sale: 165 LUX, EL, AA, MU	Northeast
68 (89)	CAVINNESS AND CATES COMMUNITIES Watson Caviness • 639 Executive Place, Suite 400, Fayetteville, NC 28305 • 910-481-0503 • www.cavinessandcates.com	386 23%	\$82 10%	Detached for sale: 386 AS, EL	South
69 (67)	GRAND HOMES Stephen H. Brooks • 15950 N. Dallas Pkwy., Suite 600, Dallas, TX 75248 • 214-750-6528 • www.grandhomes.com	384 -21%	\$128 -20%	Detached for sale: 384 LUX, EL, MU	Southwest
70 (-)	WAYNE HOMES David Logsdon • 3777 Boettler Oaks Dr., Uniontown, OH 44256 • 330-896-7611 • www.waynehomes.com	370 n/a	\$55 n/a	Detached for sale: 370 LUX, EL, MU	Northeast, Midwest
71 (64)	CASTLE & COOKE David H. Murdock • 10900 Wilshire Blvd., Suite 1600, Los Angeles, CA 90024 • 310-208-3636 • www.castlecooke.net	362 -26%	\$177 -26%	Detached for sale: 295 Attached for sale: 60 For-sale condos: 7 LUX, EL, AA, MU, VAC	South, Southwest, West
71 (44)	HOLIDAY BUILDERS Bruce Assam • 2293 W. Eau Gallie Blvd., Melbourne, FL 32935 • 321-610-5180 • www.holidaybuilders.com	362 -51%	\$61 -53%	Detached for sale: 361 Other: 1 EL, MU	South, Southwest
73 (58)	DARLING HOMES William Darling • 2500 Legacy Dr., Suite 100, Frisco, TX 75034 • 469-252-2200 • www.darlinghomes.com	334 -36%	\$145 -36%	Detached for sale: 334 LUX, AA, MU	Southwest
73 (-)	HIGHLAND HOLDINGS Robert J. Adams • 3020 S. Florida Ave., Suite 101, Lakeland, FL 33803 • 863-619-7103 • www.highlandhomes.org	334 n/a	\$69 n/a	Detached for sale: 334 AS, EL, AA, MU	South
75 (62)	ARMADILLO CONSTRUCTION CO. Robert P. Gutierrez • 14200 Northbrook Dr., San Antonio, TX 78232 • 210-662-0066 • www.armadillohomes.com	325 -34%	\$57 -31%	Detached for sale: 325 EL, MU	Southwest
76 (61)	GEMCRAFT HOMES William R. Luther Jr. • 2205-A Commerce Rd., Forest Hill, MD 21050 • 410-893-8458 • www.gemcrafthomes.com	320 -36%	\$84 -46%	Detached for sale: 193 Attached for sale: 127 EL, AA, MU, VAC	Northeast
77 (102)	VAN METRE COS. Richard J. Rabil • 5252 Lyngate Court, Burke, VA 22015 • 703-425-2600 • www.vanmetrecompanies.com	316 20%	\$214 1%	Detached for sale: 164 Attached for sale: 140 For-sale condos: 12 LUX, EL, MU	Northeast
78 (-)	BETENBOUGH HOMES Rick Betenbough • 6305 82nd St., Lubbock, TX 79424 • 806-797-9494 • www.betenbough.com	310 n/a	\$43 n/a	Detached for sale: 310 EL, MU	Southwest
79 (95)	CENTERLINE HOMES Craig Perry • 825 Coral Ridge Dr., Coral Springs, FL 33071 • 954-344-8040 • www.centerlinehomes.com	309 9%	\$77 -12%	Detached for sale: 100 Attached for sale: 140 For-sale condos: 69 EL, MU	South
80 (85)	ESSEX HOMES SOUTHEAST Karl A. Haslinger • 120 Cromer Rd., Lexington, SC 29073 • 803-356-8301 • www.essexhomes.net	308 -9%	\$65 -23%	Detached for sale: 308 EL, MU	South
81 (39)	BOWEN FAMILY HOMES David Bowen • 6650 Sugarloaf Pkwy., Suite 200, Duluth, GA 30097 • 678-325-4500 • www.bowenfamilyhomes.com	305 -62%	\$63 -71%	Detached for sale: 232 Attached for sale: 73 EL, MU	South, Southwest

*In millions (p) = Public † = Home building revenue only ◆ = Declined to share revenue numbers AS = Affordable/Subsidized EL = Entry-level
MU = Move-up LUX = Luxury/Custom AA = Active adult VAC = Vacation/Second home