



## CAVINNESS & CATES COMMUNITIES

Fayetteville, NC

**RANK**

# 89

## THE 2008 TOP 100

81-100

RANK (07 rank)	COMPANY/CEO/ADDRESS	2008 U.S. CLOSINGS (vs. 07 closings)	2008 GROSS REVENUE* (vs. 07 revenue)	WHAT THEY BUILT IN THE UNITED STATES (in units)	REGION
81 (35)	<b>MCZ DEVELOPMENT CORP.</b> Michael Lerner • 1555 N. Sheffield Ave., Chicago, IL 60625 • 312-573-1122 • www.mczdevelopment.com	376 -78%	\$169 -77%	For-sale condos: 376 EL, MU, VAC	Northeast, South, Midwest, Southwest
82 (85)	<b>SHUGART ENTERPRISES</b> Grover Shugart • 221 Jonestown Rd., Winston-Salem, NC 27104 • 336-765-9661 • www.sehomes.us	374 -40%	\$61 -38%	Detached for sale: 247 Attached for sale: 127 LUX, EL, MU	South
83 (71)	<b>TRAMMELL CROW RESIDENTIAL</b> Charles R. Brindell Jr. • 2001 Bryan St., Suite 3250, Dallas, TX 75201 • 214-922-8400 • www.tcredidential.com	366 -52%	◆	For-sale condos: 366 Product mix unavailable	Northeast, South, South- west, West
84 (75)	<b>THE OLSON CO.</b> Stephen E. Olson • 3010 Old Ranch Pkwy., Suite 100, Seal Beach, CA 90740 • 562-596-4770 • www.olsonhomes.com	354 -52%	\$183 -52%	Detached for sale: 101 Attached for sale: 253 EL, AA, MU	West
85 (115)	<b>ESSEX HOMES SOUTHEAST</b> Karl A. Haslinger • 120 Cromer Rd., Lexington, SC 29073 • 803-356-8301 • www.essexhomes.net	340 -21%	\$83 -19%	Detached for sale: 340 EL, MU	South
85 (—)	<b>TEXAS BBL</b> Jerry Wilson • 9901 E. Valley Ranch Pkwy., Suite 3000, Irving, TX 75063 • 972-869-1808 • www.texasbbl.com	340 n/a	\$217 n/a	For-sale condos: 340 AA, VAC	Northeast, South, South- west
87 (124)	<b>THE BEECHWOOD ORGANIZATION</b> Michael Dobb • 500 N. Broadway, Suite 240, Jericho, NY 11753 • 516-935-5555 • www.beechwoodhomes.com	335 -15%	\$160 -18%	Detached for sale: 1 Attached for sale: 229 For-sale condos: 105 AS, LUX, EL, AA, MU	Northeast
87 (72)	<b>PACIFIC WEST COS.</b> Jim Zaccheo • 8700 Technology Way, Reno, NV 89521 • 775-851-6600 • www.likenoonelse.com	335 -56%	\$64 -63%	For-sale condos: 335 AS, EL	West
89 (—)	<b>CAVINNESS AND CATES COMMUNITIES</b> Watson Caviness • 639 Executive Pl., Fayetteville, NC 28305 • 910-481-0503 • www.cavinessandcates.com	315 n/a	\$75 n/a	Detached for sale: 315 EL, MU	South
90 (60)	<b>WOOD PARTNERS</b> Jerry Durkin • 1110 Northchase Pkwy., Suite 150, Marietta, GA 30067 • 770-951-8989 • www.woodpartners.com	308 -69%	\$75 -4%	For-sale condos: 308 LUX, EL, MU, VAC	Northeast, South, South- west, West
91 (105)	<b>HILLS COMMUNITIES</b> Stephen Guttman • 4901 Hunt Rd., Cincinnati, OH 45242 • 513-984-0300 • www.hillsinc.com	302 -38%	\$132 -21%	Detached for sale: 116 Attached for sale: 30 For-sale condos: 156 AS, LUX, EL	Northeast, South, Midwest
92 (17)	<b>ELLIOTT HOMES</b> Harry C. Elliott III • 80 Iron Point Circle, Suite 110, Folsom, CA 95630 • 916-984-1300 • www.elliotthomes.com	298 -30%	\$149 -38%	Detached for sale: 298 MU	Southwest, West
92 (129)	<b>THE JONES CO. OF TENNESSEE</b> Howard Chilcutt • 1221 Liberty Pike, Franklin, TN 37067 • 615-771-8006 • www.livejones.com	298 -20%	\$100 -28%	Detached for sale: 298 LUX, EL, MU	South, Midwest
94 (109)	<b>HPH HOMES</b> Alan Howard; Clark Parker; Curtis Harper; David Bonamy • 2236 Cahaba Valley Dr., Suite 100, Birmingham, AL 35242 • 205-980-5350 • www.hphhomes.com	296 -36%	\$71 -33%	Detached for sale: 296 EL, AA, MU	South
95 (102)	<b>CENTERLINE HOMES</b> Craig Perry • 825 Coral Ridge Dr., Coral Springs, FL 33071 • 954-344-8040 • www.centerlinehomes.com	283 -43%	\$87 -59%	Detached for sale: 86 Attached for sale: 197 EL, MU	South
96 (153)	<b>STANLEY MARTIN COS.</b> Steven B. Alley • 11111 Sunset Hills Rd., Suite 200, Reston, VA 20190 • 703-964-5000 • www.stanleymartin.com	279 0%	\$160 2%	Detached for sale: 172 Attached for sale: 107 MU	Northeast
97 (134)	<b>SIMMONS HOMES</b> Greg Simmons • 12150 E. 96th St. N., Suite 200, Owasso, OK 74055 • 918-274-0406 • www.simmonshomes.com	278 -19%	\$49 -20%	Detached for sale: 278 EL, MU	Southwest
98 (—)	<b>H &amp; H HOMES</b> D. Ralph Huff III • 2919 Breezewood Ave., Suite 400, Fayette- ville, NC 28303 • 910-486-4864 • www.hhhomes.com	276 n/a	\$59 n/a	Detached for sale: 276 EL, MU	South
98 (96)	<b>PARK SQUARE HOMES</b> Suresh Gupta • 5200 Vineland Rd., Suite 200, Orlando, FL 32811 • 407-529-3000 • www.parksquarehomes.com	276 -49%	\$80 -57%	Detached for sale: 151 Attached for sale: 125 AS, MU, VAC	South
100 (147)	<b>KEYSTONE CUSTOM HOMES</b> Jeffrey C. Rutt • 227 Granite Dr., Suite 100, Lancaster, PA 17601 • 717-964-9060 • www.keystonecustomhome.com	272 -6%	\$83 -14%	Detached for sale: 240 Attached for sale: 32 LUX, EL, MU	Northeast