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### **Lennar was Region's Top Builder in 2006**

Roseville, MN (March 14, 2007) – Results from a recent survey by the Builders Association of the Twin Cities (BATC) show that Lennar - Minneapolis/St. Paul was the region's top builder in 2006. Rankings are based on annual gross revenue as reported by respondents. Lennar reported gross revenue over \$432 million, with 1,189 total housing units closed in 2006.

Being the region's top builder in 2006 is a great achievement according to Lennar - Minneapolis/St. Paul Division President and former BATC President Bob Swanick.

"The marketplace really responded well to the great value we bring to our customers," said Swanick. "Additionally, our commitment to our customer home buying experience is definitely being recognized as our sales and closing results show that many of our customers come to us by a referral from an existing customer."

Swanick says that Lennar has had success in the Twin Cities market by using a strategy that focuses on customer satisfaction.

"We put a very simple strategy in place during 2005 to enhance our business during 2006. After doing extensive market research, we determined that we could create an incredible value proposition for our customers by purchasing the most desired features and including them as standard in our homes," he said. "By doing so, we offer our homes with everything the customer wants and needs included in the base sales price - that's the logic of Lennar."

Although the region's housing market has slowed since peaking in 2003, Swanick is optimistic about the future. Furthermore, he thinks that the current market may even be a good thing for some segments of buyers.

"I believe that the market is improving in the Twin Cities," he said. "It is also a very good time in the market for first-time homebuyers. Prices are very inviting, the selection of new homes is great, and interest rates are very attractive. It is the perfect scenario for that first-time customer to leave the apartment life behind and start enjoying the benefits of owning your own home."

Rounding out the top five by gross revenue in 2006, Centex Homes—Minnesota ranks second with \$251 million, followed by D.R. Horton—Minnesota with \$214 million, Pulte Homes of Minnesota with \$186 million, and Ryland Homes—Twin Cities with \$143.5 million.

Rankings are based on information provided by survey respondents. Respondent information is believed to be reliable. Each company has verified information to the best degree possible.

MORE

# 2006 Top Ranked Builders

Twin Cities Region  
By Gross Revenue

	Company Name	2006 Gross Revenue	Total Units Closed in 2006
1.	<b>Lennar—Minneapolis/St. Paul</b>	<b>\$432,283,453</b>	<b>1,189</b>
2.	<b>Centex Homes—Minnesota</b>	<b>\$251,000,000</b>	<b>971</b>
3.	<b>D.R. Horton, Inc—Minnesota</b>	<b>\$214,056,000</b>	<b>754</b>
4.	<b>Pulte Homes of Minnesota Corp</b>	<b>\$186,087,235</b>	<b>706</b>
5.	<b>Ryland Homes—Twin Cities Division</b>	<b>\$143,500,000</b>	<b>479</b>
6.	<b>The Rottlund Company, Inc.</b>	<b>\$130,095,628</b>	<b>512</b>
7.	<b>K. Hovnanian Homes</b>	<b>\$110,585,592</b>	<b>419</b>
8.	<b>Homes by Chase</b>	<b>\$82,002,061</b>	<b>249</b>
9.	<b>M.W. Johnson Construction Inc.</b>	<b>\$75,352,000</b>	<b>313</b>
10.	<b>BOR-SON Construction, Inc.</b>	<b>\$64,894,568</b>	<b>315</b>
11.	<b>Wensmann Homes</b>	<b>\$63,489,000</b>	<b>200</b>
12.	<b>KEY LAND Homes</b>	<b>\$58,639,645</b>	<b>169</b>
13.	<b>Hans Hagen Homes</b>	<b>\$50,287,000</b>	<b>145</b>
14.	<b>Hanson Builders</b>	<b>\$47,336,790</b>	<b>68</b>
15.	<b>Charles Cudd, LLC</b>	<b>\$44,264,309</b>	<b>45</b>
16.	<b>Donnay Homes, Inc.</b>	<b>\$42,792,000</b>	<b>170</b>
17.	<b>Manley Bros. Construction</b>	<b>\$33,000,000</b>	<b>60</b>
18.	<b>Minks Custom Homes, Inc.</b>	<b>\$32,183,496</b>	<b>114</b>
19.	<b>College City Homes, Inc.</b>	<b>\$32,033,647</b>	<b>93</b>
20.	<b>Brandl-Anderson Homes</b>	<b>\$27,091,000</b>	<b>96</b>
21.	<b>Christian Builders</b>	<b>\$26,794,568</b>	<b>68</b>
22.	<b>Ron Clark Construction &amp; Design</b>	<b>\$25,800,000</b>	<b>49</b>
23.	<b>Lecy Bros. Homes</b>	<b>\$23,633,633</b>	<b>15</b>
24.	<b>Frana Companies</b>	<b>\$23,215,816</b>	<b>263</b>
25.	<b>SW Wold</b>	<b>\$23,191,328</b>	<b>116</b>

*If total permit value was substituted for firms not responding to the survey, there would be one addition to this list. This firm is (with 2006 total permit value):  
Ryan Companies (\$25,227,029)*