

Largest home builders

Ranked by number of units sold

October 29, 2004

RANK	LAST YEAR'S RANK	COMPANY/ADDRESS/PHONE/FAX/WEB SITE	NUMBER OF UNITS SOLD IN 2003	NUMBER OF PROJECTS IN 2003	PRICE RANGE TYPES OF HOMES	TOP PERFORMING COUNTIES: VIRGINIA MARYLAND	HEADQUARTERS YEAR ESTABLISHED	SENIOR LOCAL EXECUTIVE TITLE
1	1	NVR 7601 Lewinsville Road, Suite 300 McLean, Va. 22102 nvrinc.com (703) 761-2000 fax: (703) 761-2030	2,532	134	over \$500,000 Single family, townhomes	Prince William Prince George's	McLean 1980	Dwight Schar, Chairman and CEO
2	3	TOLL BROTHERS 21630 Ridgetop Circle, Suite 110 Dulles, Va. 20166 tollbrothers.com (703) 433-6000 fax: (703) 433-6291	1,617	43	\$250,000-\$1 million+ Townhomes, single family	Loudoun Howard	Huntingdon Valley, Pa. 1991	Cory DeSpain, Senior vice president
3	2	WASHINGTON HOMES - K. HOVNIANIAN COS. 1802 Brightseat Road Landover, Md. 20785 washingtonhomes.com (301) 772-8900 fax: (301) 772-1380	1,276	60	\$150,000-\$1,020,000 Townhomes, single family, condominiums, and active adult	Prince William Prince George's	Red Bank, N.J. 1965	Thomas J. Pellerito, Group President
4	5	BEAZER HOMES 14901 Boagle Drive, Suite 100 Chantilly, Va. 20151 beazer.com (703) 749-9111 fax: (703) 749-9179	1,247	37	\$250,000-\$800,000 Townhomes, single family, condominiums	Loudoun Howard	Atlanta 1952	Don Knutson, President, Mid-Atlantic region
5	6	CENTEX HOMES 14120 Parke Long Court Chantilly, Va. 20151 centexhomes.com (703) 679-1602 fax: wnd	1,185	63	\$300,000-\$900,000 Townhomes, single family, condominiums	Fairfax Montgomery	Dallas 1968	Robert K. Davis, Division president
6	7	PULTE HOMES, WASHINGTON DIVISION 10600 Arrowhead Drive, Suite 225 Fairfax, Va. 22030 pulte.com (703) 934-9300 fax: (703) 934-9391	731	13	\$389,000-\$1,060,000 Condominiums, townhomes, single family	Fairfax Montgomery	Bloomfield Hills, Mich. 1965	Dave Graham, President, Washington division
7	9	BROOKFIELD HOMES 8500 Executive Park Ave., Suite 300 Fairfax, Va. 22031 brookfieldhomes.com (703) 270-1400 fax: (703) 270-1401	686	14	\$350,000-\$1 Million+ Single family, townhomes, duplexes, condominiums	Prince William	Fairfax 1978	Robert C. Hubbell, President
8	8	LENNAR 10230 New Hampshire Ave. Silver Spring, Md. 20903 lennar.com (301) 431-2400 fax: (301) 431-4720	639	17	\$250,000-\$750,000 Condominiums, Townhomes, Single families, Duplexes	Prince William Prince George's	Houston 1972	Rory Dickens, Division president
9	10	CRAFTMARK GROUP 6820 Elm St. McLean, Va. 22101 craftmarkhomes.com (703) 734-9855 fax: (703) 749-9758	532	20	\$100,000-\$2,000,000 Condominiums, townhomes and single family	Fairfax Montgomery	McLean 1991	Kenneth G. Malm, President
10	11	MILLER AND SMITH 8401 Greensboro Drive McLean, Va. 22102 millerandsmith.com (703) 821-2500 fax: (703) 821-2040	436	18	\$250,000-\$800,000 Townhomes, and single family	Loudoun Montgomery	McLean 1964	Douglas J. Smith, President
11	14	THE IDI GROUP COS. 1700 N. Moore St., Suite 2020 Arlington, Va. 22209 idigroup.com (703) 558-7300 fax: (703) 558-7377	325	3	\$180,000-\$480,000 Condominiums	Loudoun Montgomery	Arlington 1975	Giuseppe Cecchi, President & CEO
12	12	STANLEY MARTIN COS. 1881 Campus Commons Dr., Suite 101 Reston, Va. 20191 stanleymartin.com (703) 715-7800 fax: (703) 715-9217	306	10	\$400,000-\$700,000+ Single family homes, townhomes	Fairfax Rockville	Reston 1966	Steven B. Alloy, President
13	16	BOZZUTO HOMES 7850 Walker Drive, Suite 400 Greenbelt, Md. 20770 bozzuto.com (301) 1-220-01 fax: (301) 220-3738	252	8	\$200,000-\$800,000 Condominiums, townhomes, single family	Loudoun Montgomery	Greenbelt 1988	Charles Covell, President, Bozzuto Homes, Inc.
14	18	COMSTOCK HOMES 11465 Sunset Hills Road, Suite 510 Reston, Va. 20190 comstockhomes.com (703) 883-1700 fax: (703) 760-1520	251	10	\$230,000-\$550,000 Townhomes, single family, condominiums	Prince William Frederick	Reston 1985	Christopher Clemente, CEO
15	—	WATERFORD DEVELOPMENT 1925 Isaac Newton Square E., Suite 180 Reston, Va. 20190 waterforddevelopmentllc.com (703) 674-1699 fax: (703) 674-0200	229	4	\$200,000's-\$1 million Luxury condominiums	Fairfax Queen Anne's	Reston 1989	Jan A. Zachariasse, CEO
16	13	M/I HOMES OF D.C. 21355 Ridgetop Circle Sterling, Va. 20166 mihomes.com (703) 404-2200 fax: (703) 404-7159	192	11	\$330,000-\$1 million+ Townhomes, single family	Loudoun Montgomery	Columbus, Ohio 1991	Thomas P. Dunn, President
17	—	OAK HILL PROPERTIES 5305 Jefferson Pike Frederick, Md. 21703 oakhillproperties.com (301) 662-0435 fax: (301) 473-7143	115	3	\$300,000-\$800,000 Single family	Loudoun Howard	Frederick 1994	Kevin B. Rogers, Chief operating officer
18	—	N.V.P. 10482 Colonel Court Manassas, Va. 20110 nvpinc.com (703) 369-0691 fax: (703) 369-3015	24	13	\$450,000-\$850,000 Single family	Prince William vwd	Manassas 1989	Harry S. Ghadban, President
19	—	ASSOCIATED CUSTOM BUILDERS 6819 Elm St. McLean, Va. 22101 associatedcustombuilders.com (703) 356-8700 fax: (703) 448-1276	4	2	\$2 million+ Single family	Fairfax Montgomery	McLean 1960	Mitch J. Racoosin, President
20	—	BOWA BUILDERS 6623-A Old Dominion Drive McLean, Va. 22101 bowa.com (703) 734-9050 fax: (703) 734-0188	3	5	\$1.5 million+ High-end custom homes	Fairfax Montgomery	McLean 1988	Larry Weinberg, Joshua Baker, CEO, president

na - not applicable, wnd - would not disclose

The ranked companies have provided information to researchers upon request. The List does not endorse the participants or suggest the quality of products and services. Please send corrections on company letterhead to Research Director, Washington Business Journal, 1555 Wilson Blvd., Suite 400, Arlington, Va. 22209. Originally appeared October 29, 2004. Sources: the companies

Research by Adam Brecher
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