

The List  
**Largest home builders**

Ranked by number of units sold

RANK	LAST YEAR'S RANK	COMPANY/ ADDRESS/PHONE/FAX/WEB SITE	NUMBER OF UNITS SOLD IN 2004	NUMBER OF PROJECTS IN 2004	TYPES OF HOMES	HEADQUARTERS YEAR ESTABLISHED	SENIOR LOCAL EXECUTIVE TITLE
1	1	<b>NVR</b> 11700 Plaza America Drive, Suite 500 Reston, Va. 20190 nvinc.com/ (703) 956-4000 fax: (703) 956-4750	2,473	126	Single-family, townhomes	Reston 1980	Dwight Schar Chairman and CEO
2	3	<b>K. HOVNANIAN HOMES</b> 1802 Brightseat Road Landover, Md. 20785 khov.com (301) 683-6200 fax: (301) 772-1380	1,750	65	Single-family, townhomes, condominiums, active-adult	Red Bank, N.J. 1965	Thomas J. Pellerito Group president
3	-	<b>RICHMOND AMERICAN HOMES</b> 6901 Rockledge Drive Bethesda, Md. 20817 richmondamerican.com (301) 214-7100 fax: wnd	1,200	37	Townhomes, single-family	Denver 1972	Peter R. Thompson National president, Eastern United States
4	7	<b>LENNAR</b> 10230 New Hampshire Ave. Silver Spring, Md. 20903 lennar.com (301) 431-2400 fax: (301) 431-4720	726	128	Townhomes, single-family, condominiums	Miami 1972	Rory Dickens Regional vice president
5	5	<b>PULTE HOMES</b> 10600 Arrowhead Drive, Suite 225 Fairfax, Va. 22030 pulte.com (703) 934-9300 fax: (703) 934-9391	704	16	Condominiums, townhomes, single-family, active-adult	Bloomfield Hills, Mich. 1957	David Graham President
6	-	<b>RYLAND HOMES</b> 4100 Monument Corner Drive, Suite 300 Fairfax, Va. 22030 ryland.com (703) 502-5200 fax: (703) 502-5220	678	15	Townhomes, single-family, condominiums	Calabasas, Calif. 1967	Scott Gallivan President
7	13	<b>COMSTOCK HOMEBUILDING COS.</b> 11465 Sunset Hills Road, Fifth Floor Reston, Va. 20190 comstockhomebuilding.com (703) 883-1700 fax: (703) 760-1520	580	12	Townhomes, single-family, condominiums	Reston 1985	Christopher D. Clemente CEO
8	8	<b>CRAFTMARK GROUP</b> 6820 Elm St. McLean, Va. 22101 craftmarkhomes.com (703) 734-9855 fax: (703) 749-9758	574	22	Townhomes, single-family, condominiums	McLean 1991	Kenneth G. Malm President and CEO
9	6	<b>BROOKFIELD HOMES</b> 8500 Executive Park Ave., Suite 300 Fairfax, Va. 22031 brookfieldhomes.com (703) 270-1400 fax: (703) 270-1401	524	22	Single-family, townhomes, condominiums, estate homes	Fairfax 1978	Robert C. Hubbell President
10	9	<b>MILLER AND SMITH</b> 8401 Greensboro Drive, Suite 300 McLean, Va. 22102 millerandsmith.com (703) 821-2500 fax: (703) 394-0652	502	24	Condominiums, townhomes, single-family	McLean 1964	Douglas I. Smith President
11	10	<b>THE IDI GROUP COS.</b> 1700 N. Moore St., Suite 2020 Arlington, Va. 22209 idigroup.com (703) 558-7300 fax: (703) 558-7377	413	3	Condominiums	Arlington 1975	Giuseppe Cecchi President and CEO
12	12	<b>BOZZUTO HOMES</b> 7850 Walker Drive Greenbelt, Md. 20770 bozzuto.com (301) 220-0100 fax: (301) 220-3738	244	6	Condominiums	Greenbelt 1988	Charles L. Covell President
13	-	<b>EQUITY HOMES</b> 4035 Ridge Top Road, Suite 150 Fairfax, Va. 22030 equityhomes.com (703) 359-4455 fax: (703) 359-5989	235	13	Single-family	Fairfax 1991	Robert L. Fitton II President
14	-	<b>KSI SERVICES</b> 8081 Wolftrap Road Vienna, Va. 22182 ksi.com (703) 641-9000 fax: (703) 641-9630	226	3	Condominiums	Vienna 1977	Robert C. Kettler Chairman
15	-	<b>CARUSO HOMES</b> 1655 Crofton Blvd., Suite 200 Crofton, Md. 21114 carusohomes.com (301) 261-0277 fax: (301) 261-3374	221	15	Single-family	Crofton, Md. 1986	Jeffrey V. Caruso CEO and owner
16	16	<b>OAK HILL PROPERTIES</b> 11501 Huff Court North Bethesda, Md. 20895 oakhillproperties.com (301) 662-0435 fax: (301) 473-7143	200	3	Single-Family	Bethesda 1994	Kevin B. Rogers President
17	15	<b>M/I HOMES OF D.C.</b> 21355 Ridgeway Circle Sterling, Va. 20166 mihomes.com (703) 404-2200 fax: (703) 404-7159	195	16	Condominiums, townhomes, single-family	Columbus, Ohio 1991	Thomas P. Dunn Area president
18	-	<b>EAKIN/YOUNGENTOB ASSOCIATES</b> 1000 Wilson Blvd., Suite 2720 Arlington, Va. 22209 eya.com (703) 525-5565 fax: (703) 525-6915	184	3	Townhomes	Arlington 1992	Robert Youngentob President
19	-	<b>BASHEER &amp; EDGEMOORE</b> 3130 Fairview Park Drive, Suite 650 Falls Church, Va. 22042 basheerandedgemoore.com (703) 849-8700 fax: (703) 849-8760	163	7	Condominium, townhomes, manor and estate single-family	Falls Church 1995	Diane Cox Basheer, Al-Husain Y. Al-Hussain, Y.M. Al-Hussain Principals
20	17	<b>N.V.R.</b> 10482 Colonel Court Manassas, Va. 20110 nvpinc.com (703) 369-0691 fax: (703) 369-3015	64	7	Single-family	Manassas 1989	Harry S. Ghabban President
21	-	<b>BCN ENTERPRISES</b> 1404 N. Hartford St. Arlington, Va. 22201 bcnhomes.com (703) 465-0801 fax: (703) 465-2883	11	22	Single-family	Arlington 1999	Brian Normile Managing member
22	19	<b>BOWA BUILDERS</b> 7900 Westpark Drive, Suite A10 McLean, Va. 22102 bowa.com (703) 734-9050 fax: (703) 734-0188	4	7	High-end custom homes	McLean 1988	Larry Weinberg Joshua Baker CEO and president

Sources: the companies and would not disclose. Research by Adam Brasher.

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.

Toil Brothers, Centex Homes and Beazer Homes, all on last year's list, were unable to meet the publication deadline.

Please send corrections on company letterhead to Research Director, Washington Business Journal, 1555 Wilson Blvd., Suite 400, Arlington, Va. 22209.

To submit your company for future surveys, please visit [bjournals.com/washington/bol\\_survey](http://bjournals.com/washington/bol_survey)

ANOTHER ANGLE

**Rows of houses**

When the home builders on the list are ranked by number of projects last year (rather than number of units sold), Lennar moves up from No. 4 to No. 1. Here are the top five in terms of projects:

RANK	COMPANY	PROJECTS
1	<b>LENNAR</b>	128
2	<b>NVR</b>	126
3	<b>K. HOVNANIAN HOMES</b>	65
4	<b>RICHMOND AMERICAN HOMES</b>	37
5	<b>MILLER AND SMITH</b>	24

**Vintage home builders**

The foundation for some of the home-building enterprises on the list is several decades deep.

RANK	COMPANY	YEAR FOUNDED
1	<b>PULTE HOMES</b>	1957
2	<b>MILLER AND SMITH</b>	1964
3	<b>K. HOVNANIAN HOMES</b>	1965
4	<b>RYLAND HOMES</b>	1967
5	<b>RICHMOND AMERICAN HOMES</b>	1972

**Where they are**

For the place they call home, most of the companies on the list chose Northern Virginia.



**The price of living here**

The Washington metro area does not offer much in the way of affordable housing, according to the second-quarter Housing Opportunity index. In the Washington/Arlington/Alexandria area, only 36.3 percent of homes are affordable for a family of median income (\$86,200).

SOURCE: NATIONAL ASSOCIATION OF HOME BUILDERS