

## **Hanley Wood Announces 2018 BUILDER 100 Awards**

*Fastest-Growing Private Builder Award Next 100, Fastest-Growing Private Builder, Fastest-Growing Public Builder, Builder of the Year Award, and BUILDER Hall of Fame Award*

WASHINGTON ([PRWEB](#)) May 10, 2018 -- Hanley Wood, the premier information, media, event, and strategic marketing services company serving the residential, commercial design and construction industries, announces that GHO Homes Corporation is the recipient of the Fastest-Growing Private Builder Award in the Next 100; Wade Journey Homes Companies will receive the Fastest-Growing Private Builder Award; Century Communities is named the Fastest-Growing Public Builder; and Lennar is the 2018 Builder of the Year. These awards will be presented at the 2018 Housing Leadership Summit, May 14 at the Ritz-Carlton in Dana Point, California.

“Hanley Wood is honored to celebrate these award recipients for their innovation, focus, and dedication to operational excellence,” said Peter Goldstone, CEO of Hanley Wood. “This year’s group of honorees is special for leveraging their data insights, whether in terms of fast design turns to delivering on consumer desires, or acquisitions that speak to a solid numbers strategy,” said John McManus, vice president and editorial director of Hanley Wood’s Residential Construction Group.

### **Fastest-Growing Builder in the Next 100: GHO Homes Corporation**

Committed to a custom experience, Florida builder GHO Homes Corporation continues to marry customization with productivity. Since 2003 when GHO Homes first showed up on the BUILDER Fast Track, the company has experienced many changes. Now focused on a customization program called Tailor Made and targeting an active adult demographic, the company is growing cautiously, capturing the title of Fastest-Growing Builder in this year’s Next 100 list. The company had 27 percent growth, growing from 178 closings in 2016 to 243 closings in 2017.

### **Fastest-Growing Private Builder Award in the Builder 100: Wade Journey Homes**

Wade Journey Homes is now a three-time winner for the Fastest-Growing Private Builder Award. The Greensboro, N.C.-based builder continues to evolve and fine tune its no options model, now moving from 50 floorplans to just 15. With a successful online buying platform, 1-2-Key, Wade Journey Homes sees fewer than 10 percent of buyers visiting sales centers. Journey also brought in other engineering and efficiencies to his models, like panelized walls along with smaller dimensions.

### **Fastest-Growing Public Builder Award in the Builder 100: Century Communities**

Greenwood Village, Co.-based Century Communities is the recipient of the Fastest-Growing Public Builder Award. Through a series of acquisitions and market expansions, the builder went from 2,825 closings in 2016 to 4,281 in 2017, a 34 percent growth. Co-CEOs, Dale and Rob Francescon, focused on building the foundation of a strong, experienced management team that could identify new opportunities and maintain financial flexibility to seize those opportunities. The company’s geographic reach has grown along with its appeal to a wider variety of buyer demographics and diversity of its product portfolio.

### **2018 Builder of the Year: Lennar**

Lennar is the recipient of the Builder of the Year Award—presented each year to a builder that exemplifies excellence in its business strategy, its achievements, and its corporate leadership. Operating in 49 markets across 21 states, and after the recent acquisition of CalAtlantic, Lennar now ranks as the largest home building



enterprise by volume, reaching a combined force beyond \$19 billion. The company controls an estimated 240,000 home sites and has 1,300 active communities. The combination of the two companies makes Lennar the top builder in 16 of the country's 30 largest new home markets, with local market shares ranging from 20 to 40 percent in many of them.

“One of the skills that has set Lennar apart up to now from many other big builders is the company's ability to be a consummate ‘cycletimer,’” says Carl E. Reichardt Jr., managing director for equity research, covering home building and building products at investment strategist BTIG. “Lennar's longstanding ability to find and acquire assets in difficult times and monetize them in good times has been a critical capability. The CalAtlantic deal signals both a nod to the vital importance of local market scale, and Lennar's ability to be great at more than cycle-timing, but at manufacturing itself. It's not just about buying land well, but about building a house well.”

#### About BUILDER

Published by Hanley Wood, BUILDER is the authority in the residential construction industry and serves as the magazine of the National Association of Home Builders (NAHB). For more than three decades, BUILDER has provided essential news, information and resources about products, technologies, trends, regulatory requirements and best practices to help home building professionals build smart.

#### About Hanley Wood

Hanley Wood is the premier company serving the information, media, and marketing needs of the residential, commercial design and construction industry. Utilizing the largest analytics and editorially driven Construction Industry Database, the company provides business intelligence and data-driven services. The company produces award-winning media, high-profile executive events, and strategic marketing solutions. To learn more, visit [hanleywood.com](http://hanleywood.com).



**Contact Information**

**Sheila Harris**

Hanley Wood

<http://www.hanleywood.com>

+1 612.860.2173

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