

# CRAIN'S LIST CHICAGO'S LARGEST HOMEBUILDERS

Ranked by 2006 local revenues\*

Company Address/telephone/Web address	Head of Chicago office	2006 local revenues (millions); % change from 2005	2006 worldwide revenues (millions); % change from 2005	Local units sold in 2006; 2005	Housing unit permits issued in 2006	No. of local full-time employees as of 12/31/2006	Major projects
<b>1 PULTE HOMES INC.</b> 2250 Point Blvd., Suite 401, Elgin 60123 (847) 841-3500; www.pulte.com	Brian Brunhofer Karen Brunhofer Division presidents	\$607.0 -13.3%	\$14,274.4 -2.9%	1,920 2,530	1,900	285	Sun City Huntley (Huntley), Edgewater by Del Webb (Elgin), Prescott Mill (Oswego), Bristol Park (Wood Dale), Cypress Park (Zion)
<b>2 CAMBRIDGE HOMES</b> 800 S. Milwaukee Ave., Libertyville 60048 (847) 362-9100; www.mycambridgehome.com	Douglas R. Brown President	\$597.5 15.7%	\$15,051.3 <sup>1</sup> 8.6%	1,280 2,349	1,465	266	Cambridge Lakes (Pingree Grove), Symphony Meadows (Volo), Carillon Club (Naperville)
<b>3 ENTERPRISE COS.</b> 600 W. Chicago Ave., Suite 750, Chicago 60610 (312) 670-3800; www.theenterprise.com	Ronald B. Shipka Sr. Principal	\$558.0 98.5%	\$558.0 98.5%	1,219 1,160	590	60	Museum Park (Chicago), University Commons (Chicago)
		<b>LARGEST PERCENTAGE INCREASE IN LOCAL REVENUES</b>		<b>MOST REVENUE PER EMPLOYEE: \$9.3 MILLION</b>			
<b>4 LENNAR CORP.<sup>2</sup></b> 2300 N. Barrington Road, Suite 700, Hoffman Estates 60195 (630) 339-4800; www.lennar.com	Craig Johnson Midwest regional president	\$458.4 -6.4%	\$16,266.7 17.3%	1,133 1,688	1,124	280	Greywall Club (Joliet), Library Tower (Chicago), Raintree Village (Yorkville), Talamore (Huntley)
<b>5 MAGELLAN DEVELOPMENT GROUP LLC</b> 303 E. Wacker Drive, Suite 2750, Chicago 60601 (312) 642-8869; www.magellandev.com	Joel M. Carlins James R. Loewenberg Co-chairmen, co-CEOs	\$381.9 67.9%	\$381.9 67.9%	780 726	608	75	Tides at Lakeshore East (Chicago), Chandler at Lakeshore East (Chicago), Regatta at Lakeshore East (Chicago), 340 on the Park (Chicago)
<b>6 RYLAND HOMES</b> 1141 E. Main St., Suite 108, East Dundee 60118 (224) 293-3100; www.ryland.com	John E. Luczynski Division president	\$360.6 -3.9%	\$4,757.2 -1.3%	860 1,122	912	116	Lehigh Station (Aurora), Patriot Place (Bolingbrook), Talamore (Huntley), Lancaster Falls (Volo), Gilberts Town Center (Gilberts)
<b>7 TOWN &amp; COUNTRY HOMES<sup>3</sup></b> 1806 S. Highland Ave., Lombard 60148 (630) 953-2222; www.townandcountryhomes.com	Andrew Konovodoff Division president	\$340.0 0.7%	\$6,148.2 15.0%	782 1,159	NA	141	Liberty Lakes (Wauconda), Providence (Elgin), Churchill Club (Oswego)
<b>8 LAKEWOOD HOMES</b> 2700 W. Higgins Road, Suite 100, Hoffman Estates 60195 (847) 884-8800; www.lakewoodhomes.com	Buz Hoffman President	\$306.0 -25.0%	\$306.0 -25.0%	1,290 1,720	NA	190	Lakewood Crossing (Hampshire), Lakewood Springs (Plano), Easton Park (Carol Stream), Lakewood Prairie (Joliet), Saddle Ridge (St. Charles)
<b>9 NEUMANN HOMES INC.</b> 4355 Weaver Pkwy., Warrenville 60555 (630) 281-2000; www.neumannhomes.com	Kenneth P. Neumann CEO	\$260.9 -29.1%	\$425.4 -17.9%	1,008 1,143	1,158	324	Clublands Antioch (Antioch), Walnut Woods (Sugar Grove), NeuHaven (Antioch), Prairie Ridge (Minooka), Conservancy (Gilberts)
				<b>LEAST REVENUE PER EMPLOYEE: \$810,000</b>			
<b>10 CENTEX HOMES<sup>4</sup></b> 2205 Point Blvd., Elgin 60123 (847) 783-6300; www.centex.com	Dan Star Division president	\$220.0 -12.0%	\$14,399.7 23.4%	1,150 950	1,200	200	Copper Springs (Elgin), Bristol Bay (Yorkville), Sable Ridge (Joliet), Sweetwater (Woodstock), Brookstone Springs (Manhattan)
				<b>LARGEST PERCENTAGE INCREASE IN UNITS SOLD: 21.1%</b>			
<b>11 KENNEDY HOMES L.P.</b> 14 Executive Court, South Barrington 60010 (847) 756-2100; www.kennedyhomebuilders.com	William W. Kennedy President	\$213.6 12.4%	\$213.6 12.4%	395 709	395	130	Blackberry Creek (Elburn), Stonebridge Crossing (Zion), Green Ridge (Waterman), Kearney Glen (Joliet), Trails of Hebron (Hebron)
<b>12 KIMBALL HILL HOMES</b> 5999 New Wilke Road, Rolling Meadows 60008 (847) 364-7300; www.kimballhillhomes.com	David K. Hill Chairman, CEO	\$209.3 -7.0%	\$1,163.8 1.5%	432 468	548	234	Legend Lakes (McHenry), Regency Oaks (Bartlett), White Oak (Hoffman Estates), Waterford (Elgin), Huntington Chase (Montgomery)
<b>13 BELGRAVIA GROUP LTD.</b> 833 N. Orleans St., Suite 400, Chicago 60610 (312) 751-2777; www.belgraviagroup.com	David W. "Buzz" Ruttenberg Chairman	\$155.9 -9.6%	\$155.9 -9.6%	211 239	45	30	600 N. Lake Shore Drive (Chicago), Hartland Park (Chicago), 565 W. Quincy St. (Chicago)
<b>14 MCZ DEVELOPMENT CORP.</b> 1555 N. Sheffield Ave., Chicago 60622 (312) 573-1122; www.mczdevelopment.com	Michael J. Lerner President	\$145.0 -34.4%	\$1,607.0 10.8%	300 700	1,200	80	No. Ten Lofts (Chicago), Park Millennium (Chicago)
<b>15 PASQUINELLI HOMES</b> 535 Plainfield Road, Suite E, Willowbrook 60527 (630) 325-4500; www.pasquinelli.com	Anthony J. Pasquinelli Company manager	\$136.0 -24.4%	\$824.8 4.7%	504 702	852	108	Theodore's Crossing (Joliet), Creekside (Romeoville), Pointe at Fieldstone (Romeoville), Hampton Park (Naperville), Huntercrest at Grande Park (Plainfield)
<b>16 WILLIAM RYAN HOMES INC.</b> 945 N. Plum Grove Road, Schaumburg 60173 (847) 995-8700; www.williamryanhomes.com	Bob Tobiason Midwest regional president	\$120.0 1.5%	\$256.0 <sup>5</sup> 2.4%	403 410	354	72	Sonatas (Woodstock), Whispering Meadows (Yorkville), Orchard Prairie North (Montgomery), Estates of Hidden Creek (Shorewood), White Oaks (Carpentersville)
<b>17 TOLL BROS. INC.</b> 1153 W. Dundee Road, Arlington Heights 60004 (847) 590-5100; www.tollbrothers.com	Keith Anderson Group president	\$115.9 -30.5%	\$687.2 -14.8%	196 265	NA	175	Hawthorn Woods Country Club (Hawthorn Woods), Bowes Creek Country Club (Elgin), Woods of South Barrington (South Barrington), Lake Run Estates (North Aurora), Crossings (Morton Grove)
<b>18 AMERICAN INVSCO CORP.</b> 1030 N. Clark St., Suite 300, Chicago 60610 (312) 595-4800; www.americaninvSCO.net	Nicholas S. Gouletas Chairman, CEO	\$113.6 -61.1%	\$348.5 -41.9%	363 792	NA	NA	Century Tower (Chicago), Ontario Place (Chicago)
		<b>LARGEST PERCENTAGE DROP IN REVENUES</b>					

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<b>19</b> <b>KIRK CORP.</b> 201 Juniper Circle, Streamwood 60107 (630) 830-8300; www.kirkhomes.com	John P. Carroll Jr. President, CEO	\$112.2 -18.2%	\$112.2 -18.2%	293 396	293	89	Apple Creek Estates (Woodstock), Rockwell Place (Lakemoor)
<b>20</b> <b>ORLEANS HOMEBUILDERS INC.</b> <sup>6</sup> 650 E. Algonquin Road, Schaumburg 60173 (847) 925-1400; www.orleanshomes.com	Randy Harris Division president	\$103.7 -23.2%	987.2 7.4%	216 235	NA	38	Heron's Landing (Bartlett), Spring Gate at Southbury (Oswego), Cedar Ridge Estates (Lake Villa), Cheswick Place (Lake in the Hills)
<b>21</b> <b>MONTALBANO BUILDERS INC.</b> 1801 S. Meyers Road, Suite 500, Oakbrook Terrace 60181 (630) 613-2700; www.montalbanohomes.com	Anthony Montalbano President, CEO	\$92.8 -22.6%	\$188.5 NA	448 478	260	100	Amberleigh Estates (Channahon), Pointe at Gleneagle Trail (Matteson), Silver Springs (Montgomery), Impressions at the Streams (Plainfield)
<b>22</b> <b>WISEMAN-HUGHES ENTERPRISES INC.</b> 975 E. 22nd St., Wheaton 60187 (630) 653-0500; www.wisemanhughes.com	James P. Hughes Sr. CEO	\$86.0 -39.2%	\$86.0 -39.2%	330 415	179	73	Plaza on New York Street (Aurora), Randall Highlands (North Aurora), Ashcroft Walk (Oswego), Ashcroft Place (Oswego), Windett Ridge (Yorkville)
<b>23</b> <b>REMINGTON HOMES LLC</b> 400 River Ridge Drive, Elgin 60123 (847) 289-6700; www.remington-homes.com	Jay Dulla President, CEO	\$85.1 21.2%	\$85.1 21.2%	223 262	280	56	Woodland Green (Fox Lake), Remington Lakes (Crest Hill), Remington at Tallgrass (Naperville), Remington Landing (North Aurora), Remington Glen (St. Charles)
<b>24</b> <b>RELATED MIDWEST LLC</b> <sup>7</sup> 350 W. Hubbard St., Chicago 60610 (312) 595-7400; www.lrrealty.com	Thomas O. Weeks President	\$84.7 -50.8%	\$84.7 -50.8%	95 354	67	85	340 on the Park (Chicago), Roosevelt Square (Chicago)
<b>LARGEST PERCENTAGE DROP IN UNITS SOLD: -73.2%</b>							
<b>25</b> <b>OPTIMA INC.</b> 630 Vernon Ave., Glencoe 60022 (847) 835-8400; www.optimaweb.com	David C. Hovey President	\$81.1 38.4%	\$209.1 256.8%	100 280	NA	73	Optima Old Orchard Woods (Skokie)

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\*Includes residential and condominium builders operating in Cook, DuPage, Kane, Lake, McHenry and Will counties. Crain's estimates shown in gray. NA: Not available. 1. Figure is for parent company D. R. Horton Inc. for fiscal year ended 9/06. 2. Lennar Chicago and Concord Homes Inc. began building jointly under the name Lennar Corp. as of 3/06. 3. Figure is for parent company Hovnanian Enterprises Inc. for fiscal year ended 10/06. 4. Fiscal year ends in March. 5. Figure is for parent company Ryan Building Group Inc. 6. Fiscal year ends in June. 7. Previously listed as LR Development Co. LLC.

Research by Michelle Evans

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