Hanley Wood Announces Winners of the 2019 BUILDER 100 Awards

Fastest-Growing Builder Award Next 100, Fastest-Growing Private Builder, Fastest-Growing Public Builder, Builder of the Year Award

WASHINGTON (PRWEB) May 13, 2019 -- Hanley Wood, the premier information, media, event, and strategic marketing services company serving the residential, commercial design and construction industries, announces that Century Communities has repeated in 2019 as the Builder 100’s Fastest-Growing Public Builder; Clayton Homes eclipsed its peers as the Fastest-Growing Private Builder in the Builder 100; and Cornerstone Communities earned honors as the Fastest-Growing Private Builder in the Next 100. At the same time, BUILDER has named Maryville, Tenn.-based Clayton as its 2019 Builder of the Year. These awards will be presented at the 2019 Housing Leadership Summit, May 13th at the Ritz-Carlton in Dana Point, California.

“America’s leading home builders met with well-noted headwinds in 2018, some on the supply-side, like chronic labor constraint and shortages of lots, and some impacting demand, like the threat of higher mortgages, but the Builder 100 group still grew 11% in volume in 2018 over 2017,” said Jeff Meyers, CEO of Hanley Wood. “These builders serve as real-world examples of how responding to the urgent need for more affordable options can be, and is, a successful business model. They have truly begun to tap ingenuity and innovation and transform their strategies for design, workflows, and customer focus to benefit both their business and home buying consumers’ needs.”

Builder of the Year: BUILDER honors Clayton Homes as its 2019 Builder of the Year, a salute to cultural and business transformation from within that’s having disruptive impact on the market-rate home construction business as a whole. In his special report profile of Clayton, John McManus, VP/Editorial Director of the Hanley Wood Residential Group writes “Clayton’s got goals going right now to overcome two big challenges. One is to evolve from the No. 1 builder of manufactured homes to a new class of single-family home builder, purpose-focused to crush affordability’s steepening barriers among working American households. The second is to do it by marrying the best and most innovative practices of both the on-site, stick-built world of detached single-family builders with the off-site, vertically-integrated, conditioned-space, precision-manufactured, and increasingly automated factory-assembly world of manufactured housing. Clayton’s marriage of the “indoor-outdoor” construction and assembly balance may very well mark the origin of a new species of hybrid home building enterprise that can actually drive cost savings into asking price relief for buyers.”

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

Century Communities is this year’s winner for the Fastest-Growing Private Builder Award for the second year in a row. The Greenwood Village, Co.–based builder continues to strengthen its position through acquisitions allowing it to gain market share and provide a lower price point for entry level buyers. Century Communities went from 4,281 closings in 2017 to 7,092 in 2018, a 39 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.

Fastest-Growing Private Builder in the Builder 100: Clayton Homes

Clayton Homes has been growing its portfolio of on-site builders and now boasts nine nationwide. The company operates in 15 states and is on pace to build 7,000 homes by the end of 2019, which would qualify it as a Top 10 U.S. builder. The company’s mission-driven focus on the democratization of homeownership at a time...
affordable housing is in high demand helps set it apart and fuel its exponential growth; going from 857 home starts in 2016 to 4,000 in 2018 – a 367% change. Its No. 20-ranking on the 2019 Builder 100 list does not account for the recent acquisition of Central Florida builder Highland Homes as the 9th site-build firm in its fast-growing family of operators.

Fastest-Growing Private Builder in the Next 100: Cornerstone Communities
A truly versatile builder, California-based Cornerstone Communities offers product to serve any customer demographic, from entry-level to luxury custom, and its strategic time-released surge of building lots in the past 24 months propelled it to honors as this year’s Fastest-Growing Builder in the Next 100 list. By taking calculated land risks in 2013, fresh out of the Recession, the company had 140% growth over a three-year span, leap-frogging from 105 closings in 2016 to 252 closings in 2018, securing a place, for the first time, on the BUILDER Next 100 list at 154. Its offerings include workforce and affordable homes in a high demand housing area, with average home sale prices of $495,000.

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 - powered by Metrostudy - 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.
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