

	Name of Individual	Location			Builder
Cat. 1	Rookie Sales Person of the Year				
	Brett Grantham	Portland, Oregon			D.R. Horton
Cat. 2	Sales Person of the Year				
	Kelly R. Lucente	Eden Praire, Minnesota			Ryland Homes
Cat. 3	Sales Manager of the Year				
	Dave Harding	Los Angeles, California			Western Pacific Housing
Cat. 4	Marketing Director of the Year				
	Robert Adams	Orlando, Florida			Park Square Homes
Cat. 5	Sales & Marketing Council of the Year—Over 350 Members				
	Triangle Sales & Marketing Council	Raleigh, North Carolina			
	Sales & Marketing Council of the Year—Under 350 Members				
	Sales & Marketing Council of HBA Portage & Summit Counties	Akron, Ohio			
Cat. 6	Best Logo Design				
	Front Street	Ladera Ranch, California	Standard Pacific Homes	Karen Spargo	Hayes Martin Associates
Cat. 7	Best Community Brochure - under \$250,000				
	C.P. Morgan Quality Brochure	Indianapolis, Indiana	C.P. Morgan	Nicole Clark	Milebrand
Cat. 8	Best Community Brochure - \$250,000 to \$500,000				
	Paces 325	Atlanta, Georgia	Chartwell Development	Sibet Freides	Idea Associates
Cat. 9	Best Community Brochure - Over \$500,000				
	Calistoga Ranch	Calistoga, California	Criswell Radovan		InterCommunications, Inc.
Cat. 10	Best Brochure - Masterplanned Community				
	The Crosby Estate	Rancho Santa Fe, California	Starwood Development	Christine Newman	Gauger + Santy
Cat. 11	Best Electronic Media				
	Westridge Custom Home Manual	Newhall Land		Andy Hetzel	The Weston Group
Cat. 12	Best Direct Mail				
	Mountain Air Country Club North Carolina	Mountain Air Country Club		Randy Banks	
Cat. 13	Best Broker Promotion				
	Beazer Homes - Pizza Promotion	Orlando, Florida	Beazer Homes	Thesea Tilton	Metropolis Advertising & Design
Cat. 14	Best Black & White Ad - Single Project				
	Centennial Park West	Atlanta, Georgia	Legacy Property Group	JoAnn Feinberg/Joe Grimm	Marketing Results, Inc.
Cat. 15	Best Black & White Ad - Corporate or Combo Ad				
	Oakwood Homes	Denver, Colorado	Oakwood Homes	Brooke Ray	Milesbrand
Cat. 16	Best Black & White Ad - Masterplan				
	SummerGrove	Newnan, Georgia	Pathway Communities	Peggy Sullivan	McRae Communications
Cat. 17	Best Color Ad - Single Project				

Cat. 18	Best Color Ad - Corporate or Combo			
Davidson Communities	Chula Vista, California	Davidson Communities	Cathie McGill	Martin Stevers
Cat. 19	Best Color Ad - Masterplan			
Observatory Village	Fort Collins, Colorado	Village Homes of Colorado, Inc.	Jennifer Lambert	Lance Jackson & Associates
Cat. 20	Best Radio Commercial			
The Pinehills	Plymouth, Massachusetts	The Pinehills, LLC	Christine MacDonald	Strada Advertising
Cat. 21	Best Television Commercial			
Standard Pacific Homes	Phoenix, Arizona	Standard Pacific Homes	Patrick Tice	Gauger + Santy
Cat. 22	Best Overall Ad Campaign			
Ladera Ranch	Ladera Ranch, California	Rancho Mission Viejo	Anne Marie Moiso	Hayes Martin Associates
Cat. 23	Best Special Promotion			
Prima Notte at La Scala	Naples, Florida	WCI Communities	Laura Johnston	WCI Marketing Dept.
Cat. 24	Best Marketing Program by an Associate/Supplier			
Gauger + Santy Marketing Campaign	San Francisco, California	Gauger & Santy		
Cat. 25	Best Website for a Builder			
www.theolsonco.com	Seal Beach, California	The Olson Company	Jenny Freck	Hayes Martin Associates
Cat. 25A	Best Website for a Community			
www.studio528.com	Downtown San Diego, California	Western Pacific Housing	Gail Nakamura	The Weston Group
Cat. 26	Best Website for An Associate			
www.roxburgh.com	Costa Mesa, California	The Roxburgh Agency	Jill Chambers	
Cat. 27	Best Sales Office - under 600 SF			
Water's End	Carlsbad, California	John Laing Homes	Mary Fitzgerald	Austin Johnson Design
Cat. 28	Best Sales Office - over 600 SF			
Fiore	Irvine, California	Pardee Homes	Jessica Fabricant	Color Design Art
Cat. 29	Best Sales Pavilion or Information Center			
The Homefinding Center	Irvine, California	Irvine Community Development Group	Suzanne Gilbertson/Diane Stevens	Burrows Design/LJG Partnes/TAG Displays/Outdoor Dimensions
Trilogy at Redmond Ridge	Redmond, Washington	Shea Trilogy	Richard Obernesser	R Group Communications /Design Lines, Inc./Williams + Paddon Architects
Cat. 30	Best Design Center			
T.W. Lewis Design Center	Tempe, Arizona	T.W. Lewis Company	Tracy Rubenstein	
Cat. 31	Best Signage			
Mountain Air Country Club	North Carolina	Mountain Air Country Club LLC	Randy Banks	
Cat. 32	Best Model Complex Landscape Design			
Fiore	Irvine, California	Pardee Homes	Jessica Fabricant	Land Concern
Cat. 33	Best Interior Merchandising of a Model priced under \$250,000			

The Boulders at Sonoma Ranch - Plan 3	Las Cruces, New Mexico	The Boulders at Sonoma Ranch, LLC	John Schleimer - Market Perspectives	Possibilities for Design
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Cat. 34 Best Interior Merchandising of a Model priced from \$250,000 to \$400,000

Liquid Sugar - Liquid 2	Emeryville, California	Pulte Homes	Merry Sedlak	Taylor Roberts
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Cat. 35 Best Interior Merchandising of a Model priced from \$400,000 to \$650,000

Benchley Hill - Plan 2	Fullerton, California	Pardee Homes	Jessica Fabricant	Color Design Art
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Cat. 36 Best Interior Merchandising of a Model priced from \$650,000 to \$1 Million

The Oaks	Boca Raton, Florida	Albanese/Popkin the Oaks Development Group		Rogers Design Group
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Cat. 37 Best Interior Merchandising of a Model Priced over \$1 Million

Chateau Samara	Newport Coast, California	Warmington Custom Homes	Mathew White	Karen Butera, Inc.
The Strand - Residence 3X	Newport Coast, California	Brookfield Homes, Inc.	Carina Hathaway	Color Design Art

Cat. 38 Best Single Family Detached Home Priced under \$250,000

The Boulders at Sonoma Ranch - Plan 3	Las Cruces, New Mexico	The Boulders at Sonoma Ranch LLC	John Schleimer - Market Perspectives	Iverson Associates
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Cat. 39 Best Single Family Detached Home Priced from \$250,000 to \$400,000

Surrey Farm - Plan 3	Ladera Ranch, California	Barratt American /Baywood Development Co.	Mary Mansker	Scheurer Architects
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Cat. 40 Best Single Family Detached Home priced from \$400,000 to \$650,000

The Villas - The Nechita	Las Vegas, Nevada	Christopher Homes	Erika Geiser	Scheurer Architects
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Cat. 41 Best Single Family Detached Home priced from \$650,000 to \$1 Million

Los Santeros - Plan A	Santa Fe, New Mexico	Asw Realty Partners	LuAnn Welch	ASW Realty Partners
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Cat. 42 Best Single Family Detached Home priced over \$1Million

Whitehorse - Estate 1	San Diego, California	Barratt American Inc.	Mary Mansker	Starck Architecture
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Cat. 43 Best Attached Home Plan priced under \$350,000

Charleston Place- Plan 4	Ladera Ranch, California	Warmington Homes	Carol Carroll	Danielian Associates
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Cat. 44 Best Attached Home Plan priced over \$350,000

The Strand - Residence 3X	Newport Coast, California	Brookfield Homes, Inc.	Carina Hathaway	Scheurer Architects
La Scala at the Colony Golf & Bay Club - Tower Res 04	Bonita Springs, Florida	WCI Communities Inc.	Laura Johnston	Swedrow & Associates

Cat. 45 Best Custom or Spec Home

The Enclave -Lot 4	Las Vegas, Nevada	Christopher Homes		Scheurer Architects
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Attached Community of the Year—Urban

Metropolis	Atlanta, Georgia	Wood Partners/The Novare Group
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Attached Community of the Year—Suburban

The Strand	Newport Coast, California	Brookfield Homes
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Detached Community of the Year—Under \$500,000

The Villas	Las Vegas, Nevada	Christopher Homes
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Detached Community of the Year—Over \$500,000

Fiore	Irvine, California	Pardee Homes
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