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**NAHB Names The Nationals Gold Award Winners Annual Honors Recognize Excellence in New Home Sales, Marketing and Design**

**ORLANDO, Jan. 11 -** The year's most outstanding work in residential real estate sales, marketing and design was honored by the National Association of Home Builders (NAHB) at the National Sales and Marketing Awards gala (known as "The NationalsSM"), one of the building industry's most prestigious events. Hosted by the NAHB National Sales and Marketing Council, the event took place on Jan. 10 in Orlando at the 2017 International Builders' Show.

"The Nationals are the most prestigious awards of their kind, setting the benchmark for innovation in new home design, marketing and sales," said Meredith Oliver, MIRM, chairperson of The Nationals. "NAHB's commitment to recognizing originality, imagination and success has been exemplified by its award winners since the competition's inception."

A diverse panel of industry professionals from across the country selected Gold award winners from more than 1,100 entries. Several top award winners are highlighted below.

COMMUNITY OF THE YEAR GOLD AWARDS

**Attached Community of the Year**

The Pacific
San Francisco, Calif.
Builder: Trumark Urban
Marketing: Mark Higgins / Tabatha Petersen

**Detached Community of the Year**

The Oaks Farms
San Juan Capistrano, Calif.
Builder: Davidson Communities
Marketing: Rebecca Austin / Stefanie Makol

**Master Planned Community of the Year**

Wallis Ranch
Dublin, Calif.
Builder: Trumark Communities
Marketing: Mark Higgins

**INDIVIDUAL ACHIEVEMENT HONORS**

**Rookie Sales Person of The Year**Whitney White
Homes By Dickerson
Raleigh, N.C.

**Sales Person of The Year**Mahtty Najari Kowalik
Toll Brothers, Inc.
Irvine, Calif.

**Marketing Director of the Year**

Mark Higgins
Trumark Homes/Trumark Urban
Newport Beach, Calif.

**Sales Manager of the Year**

Cristi Thompson
CalAtlantic Homes
Raleigh, NC

**Online Sales Counselor of the Year**

Shari Morton
Dorn Homes
Prescott, Az.

For a complete list of Gold and Silver winners, along with additional details and history of The Nationals, please visit [www.thenationals.com](http://www.thenationals.com).

The exclusive co-sponsor of The Nationals is Wells Fargo Home Mortgage.

For more information, e-mail Lisa Parrish, lparrish@thenationals.com, or call her at 800-658-2751 or 909-987-2758.

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ABOUT NSMC: The National Sales and Marketing Council has been promoting professionalism in sales and marketing in the home building industry for 50 years. To help builders sell homes more effectively, the council provides onsite sales and marketing training; offers awards, recognition and designation programs; and provides sales and marketing support to NAHB members, committees and councils. The council serves 3,700 NSMC members and supports 75 local sales and marketing councils across the United States. For more information, visit [www.nahb.org/nsmc](http://www.nahb.org/nsmc).

ABOUT NAHB: The National Association of Home Builders is a Washington-based trade association representing more than 140,000 members involved in home building, remodeling, multifamily construction, property management, subcontracting, design, housing finance, building product manufacturing and other aspects of residential and light commercial construction. NAHB is affiliated with 800 state and local home builders associations around the country. NAHB's builder members will construct about 80 percent of the new housing units projected for this year.