

## Building Blocks

# The Pacesetters

*Eight of the biggest builders are on track to post year-over-year closings gains in 2010.*

Despite the lift from the federal home buyer tax credit in early 2010, the new-home market is set to shrink by another 28.5 percent from 2009, if new-home sales volumes hold steady at the October seasonally adjusted annual rate of 283,000 units. For builders competing in such a low-volume environment, taking market share is the only path to profitability.

However, a few builders appear to be on pace to post

increases in closings. According to Hanley Wood Market Intelligence, roughly one-quarter of the largest home builders (those closing more than 1,000 units) have closed more homes through the first nine months of 2010 than they did during the same period in 2009. Not too shabby considering that, as a group, these large builders were off an average of 11 percent through the third quarter from 2009 figures.

—Sarah Yaussi

### WHO'S UP, WHO'S DOWN ON 2010 CLOSINGS

Several builders are set to see increases in their year-over-year closings in 2010. Check out the biggest builders' numbers, both in terms of percent change and units, through the first nine months of the year.

Source: Hanley Wood Market Intelligence

