

Builder

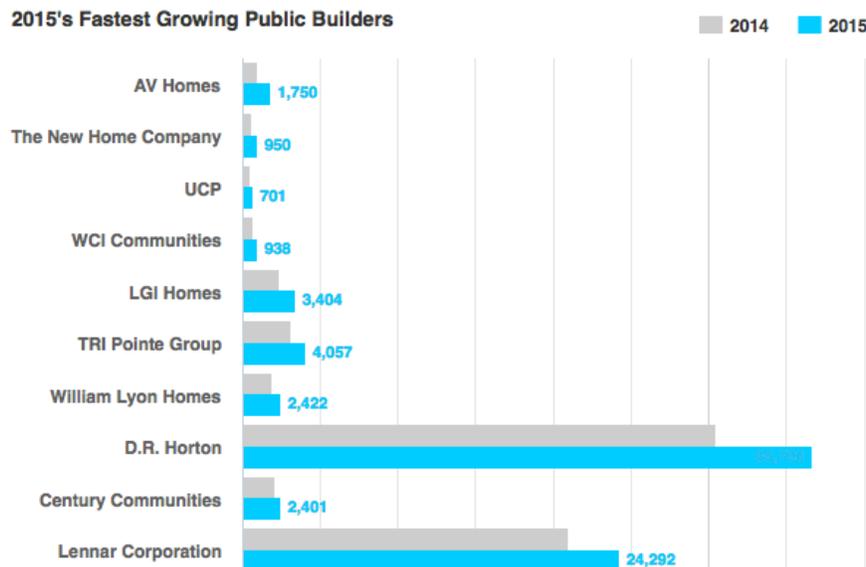
BUILDER 100: 10 Builder That Increased Sales Most Year-Over-Year

With the exception of two companies, smaller public firms grew the most in 2015.

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By Kayla Devon

For the fastest-growing private builders, mid-size companies that were edging their way up the list grew the most. For the public builders, a similar trend is holding true, with the exception of industry giants D.R. Horton and Lennar Corp.

The top four fastest-growing public firms ended the year with less than 2,000 closings each. AV Homes took the lead with 1,750 closings last year—an 83.63% growth from 2014. Click [here](#) to find out more about the company's success.



The New Home Co. is next on the list with a 77.9% growth rate from 2014. However, the growth for the Aliso Viejo, Calif.-based firm comes at a cost. Revenues are up, but so are expenses, leaving The New Home Co. with a declining gross margin.

In a recent press release regarding continued decline into the first quarter of 2016, New Home Co. CEO Larry Webb said the company is continuing to lay the "foundation for long-term growth."

UCP, the third fastest-growing public company, had another great year. Last year the company grew at 120% to join the Builder 100 rank for the first time at No. 92. It followed that up with a 62.27% increase in closings in 2015 for a final count of 701 closings.

Rank	Builder	Percent Change in Closings YoY
1	AV Homes	83.63%
2	The New Home Company	77.90%
3	UCP	62.27%
4	WCI Communities	45.65%
5	LGI Homes	44.48%
6	TRI Pointe Group	30.87%
7	William Lyon Homes	28.69%
8	D.R. Horton	20.62%
9	Century Communities	16.61%
10	Lennar Corporation	15.66%

TRI Pointe Group also had a strong 2015, following its year of acquisitions in 2014 that grew the company 575%. It didn't repeat the same feat, but it did see a 30.87% growth in closings from the prior year, for a final count of 4,057 home closings in 2015.

D.R. Horton grew by a sizable 6,281 closings for a 20.62% year-over-year growth rate, coming in as the eighth fastest-growing public builder. Lennar Corp. wasn't far behind, with a 15.66% increase in closings from 2014 to 2015.

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