

MAME I AWARDS

BEST BROCHURE
DEVELOPMENT UNDER \$80,000
ARIZONA CITY DEVELOPMENT

BEST BROCHURE
DEVELOPMENT OVER \$80,000
MARTENS-DUECK DEVELOPMENTS

BEST BLACK & WHITE AD
UNDER 1/2 PAGE
ROADRUNNER HOMES

BEST BLACK & WHITE AD
1/2 PAGE OR OVER
MALOUF BROTHERS

BEST COLOR AD
UNDER A FULL PAGE
KENMAN PROPERTIES

BEST COLOR AD
FULL PAGE OR OVER
BILTMORE SQUARE

BEST RADIO COMMERCIAL
ESTES HOMES

BEST TELEVISION COMMERCIAL
CONTINENTAL HOMES

BEST BILLBOARD
MARLBOROUGH DEVELOPMENT

BEST DEVELOPMENT PROJECT LOGO
MARTENS-DUECK DEVELOPMENT - TIE
RESCOM DEVELOPMENT - TIE

BEST ADVERTISING CAMPAIGN
149 UNITS OR LESS
MALOUF BROTHERS

BEST ADVERTISING CAMPAIGN
150 UNITS OR MORE
CONTINENTAL HOMES

BEST SALES OFFICE
UNDER 500 SQUARE FEET
MALOUF BROTHERS

BEST SALES OFFICE
OVER 500 SQUARE FEET
KNOELL HOMES - TIE
MALOUF BROTHERS - TIE

BEST MODEL COMPLEX
MALOUF BROTHERS

BEST INTERIOR DESIGN
HOMES UNDER \$80,000
MALOUF BROTHERS

BEST INTERIOR DESIGN
HOMES OVER \$80,000
MALOUF BROTHERS

BEST PRODUCT DESIGN
FOR MULTI-FAMILY HOMES UNDER \$80,000
UNIVERSAL DEVELOPMENT

BEST PRODUCT DESIGN
FOR MULTI-FAMILY HOMES OVER \$80,000
MITCHEM & PECK

BEST PRODUCT DESIGN
FOR SINGLE-FAMILY HOMES UNDER \$80,000
KNOELL HOMES

BEST PRODUCT DESIGN
FOR SINGLE-FAMILY HOMES OVER \$80,000
DIX CONSTRUCTION

ROOKIE SALESPERSON OF THE YEAR
149 HOMES OR LESS
TRENT EARLIE - SUNTERRA PROPERTIES

ROOKIE SALESPERSON OF THE YEAR
150 HOMES OR MORE
WILLIAM COFFEEN - PULTE HOMES

SALESPERSON OF THE YEAR
COMPANY SELLING 149 HOMES OR LESS
CONNIE BILBREY - MALOUF BROTHERS

SALESPERSON OF THE YEAR
COMPANY SELLING 150 HOMES OR MORE
SARAH FARRER - ESTES HOMES

SALES MARKETING DIRECTOR OF THE YEAR
COMPANY SELLING 149 HOMES OR LESS
WILLIAM LINDER - MALOUF BROTHERS

SALES MARKETING DIRECTOR OF THE YEAR
COMPANY SELLING 150 HOMES OR MORE
JACK MAGURA - CONTINENTAL HOMES

GRAND AWARD
KNOELL HOMES

MAME II AWARDS

BEST BROCHURE
DEVELOPMENT UNDER \$90,000
ESTES HOMES

BEST BROCHURE
DEVELOPMENT OVER \$90,000
DIX CUSTOM HOMES

BEST BLACK & WHITE AD
UNDER 1/2 PAGE
COSTAIN ARIZONA

BEST BLACK & WHITE AD
1/2 PAGE OR OVER
CASA BLANCA VENTURES

BEST COLOR AD
UNDER A FULL PAGE
CASA BLANCA VENTURES

BEST COLOR AD
FULL PAGE OR OVER
HUGH KNOELL & SONS

BEST RADIO COMMERCIAL
KNOELL HOMES

BEST TELEVISION COMMERCIAL
WOODS BROTHERS DEV. - TIE
CONTINENTAL HOMES - TIE

BEST BILLBOARD OR POSTER CAMPAIGN
HUGH KNOELL & SONS

BEST BILLBOARD
KNOELL HOMES

BEST ON-SITE SIGNAGE
COSTAIN DEVELOPMENT

BEST DEVELOPMENT LOGO
COSTAIN ARIZONA

BEST ADVERTISING CAMPAIGN
149 UNITS OR LESS
CASA BLANCA VENTURES

BEST ADVERTISING CAMPAIGN
150 UNITS OR MORE
KNOELL HOMES

BEST SALES OFFICE
UNDER 500 SQUARE FEET
UDC HOMES

BEST SALES OFFICE
OVER 500 SQUARE FEET
UDC HOMES

BEST MODEL COMPLEX
LITTMAN PROPERTIES

BEST INTERIOR DESIGN
HOMES UNDER \$90,000
KNOELL HOMES

BEST INTERIOR DESIGN
HOMES OVER \$90,000
CASA BLANCA VENTURES

BEST PRODUCT DESIGN
FOR MULTI-FAMILY HOMES UNDER \$90,000
ESTES HOMES – TIE
SUNTERRA PROPERTIES – TIE

BEST PRODUCT DESIGN
FOR MULTI-FAMILY HOMES OVER \$90,000
CASA BLANCA VENTURES

BEST PRODUCT DESIGN
FOR SINGLE-FAMILY HOMES UNDER \$90,000
CAVALIER HOMES

BEST PRODUCT DESIGN
FOR SINGLE-FAMILY HOMES OVER \$90,000
COSTAIN ARIZONA

BEST PRODUCT DESIGN
HOMES OVER \$400,000
CONTINENTAL HOMES

ROOKIE SALESPERSON OF THE YEAR
RICHARD SMART - CONTINENTAL HOMES

SALESPERSON OF THE YEAR
COMPANY SELLING 149 HOMES OR LESS
DAVID GOULD - SELECT HOMES

SALESPERSON OF THE YEAR
COMPANY SELLING 150 HOMES OR MORE
VIOLA PEARSON - BUTTRUM CONSTRUCTION

SALES MARKETING DIRECTOR OF THE YEAR
COMPANY SELLING 149 HOMES OR LESS
WILLIAM LINDER - MALOUF BROTHERS

SALES MARKETING DIRECTOR OF THE YEAR
COMPANY SELLING 150 HOMES OR MORE
DONALD LIEM - KNOELL HOMES

GRAND AWARD
ESTES HOMES

MAME III AWARDS

BEST BROCHURE
DEVELOPMENT UNDER \$90,000
SPECIALTY SHELTER

BEST BROCHURE
DEVELOPMENT OVER \$90,000
FIRST PHOENICIAN CORP.

BEST BLACK & WHITE AD
UNDER 1/2 PAGE
COVENTRY HOMES

BEST BLACK & WHITE AD
1/2 PAGE OR OVER
ESTES HOMES - TIE
COVENTRY HOMES - TIE

BEST COLOR AD
FIRST PHOENICIAN CORP.

BEST RADIO COMMERCIAL
EXECUTIVE HOMES

BEST TELEVISION COMMERCIAL
UOC HOMES

BEST OFF-SITE BILLBOARD
OR POSTER CAMPAIGN
UDC HOMES

BEST OFF-SITE INDIVIDUAL BILLBOARD
OR PAINTED SIGN
ROSTLAND ARIZONA

BEST ON-SITE GRAPHICS & LOGO
PRESENTATION
ANY SIZE DEVELOPMENT
FIRST PHOENICIAN CORP.

BEST ADVERTISING CAMPAIGN
149 UNITS OR LESS
COSTAIN ARIZONA

BEST ADVERTISING CAMPAIGN
150 UNITS OR MORE
UDC HOMES

BEST SALES OFFICE
UNDER 500 SQUARE FEET
DELL. TRAILOR CONSTRUCTION

BEST SALES OFFICE
OVER 500 SQUARE FEET
SURETY BUILDERS

BEST MODEL COMPLEX
COSTAIN ARIZONA

BEST INTERIOR MERCHANDISING
HOMES UNDER \$90,000
KNOELL HOMES

BEST INTERIOR MERCHANDISING
HOMES OVER \$90,000
FIRST PHOENICIAN CORP.

BEST PRODUCT DESIGN
FOR MULTI-FAMILY HOMES UNDER \$90,000
BUSCH DEVELOPMENT

BEST PRODUCT DESIGN
FOR MULTI-FAMILY HOMES OVER \$90,000
FIRST PHOENICIAN CORP.

BEST PRODUCT DESIGN
FOR SINGLE-FAMILY HOMES UNDER \$90,000
JOHN F LONG HOMES

BEST PRODUCT DESIGN
FOR SINGLE-FAMILY HOMES
FROM \$90,000 - \$199,999
COSTAIN ARIZONA

BEST PRODUCT DESIGN
FOR SINGLE-FAMILY HOMES
FROM \$200,000 - \$499,999
GOSNELL DEVELOPMENT CORP.

BEST PRODUCT DESIGN
FOR SINGLE-FAMILY HOMES OVER \$500,000
DIX CUSTOM HOMES

ROOKIE SALESPERSON OF THE YEAR
ROSE DUTTON - MBS DEVMARK REALTY

SALESPERSON OF THE YEAR
COMPANY SELLING 149 HOMES OR LESS
GLORIA THOMPSON - MALOUF BROTHERS

SALESPERSON OF THE YEAR
COMPANY SELLING 150 HOMES OR MORE
MARY GARRETT - CONTINENTAL HOMES

SALES MARKETING DIRECTOR OF THE YEAR
COMPANY SELLING 149 HOMES OR LESS
LARRY KUSH - COSTAIN ARIZONA

SALES MARKETING DIRECTOR OF THE YEAR
COMPANY SELLING 150 HOMES OR MORE
DONALD LIEM - KNOELL HOMES

GRAND AWARD
COSTAIN ARIZONA

MAME IV AWARDS

BEST BROCHURE
DEVELOPMENT UNDER \$125,000
DELL TRAILOR CONSTRUCTION

BEST BROCHURE
DEVELOPMENT OVER \$125,000
COSTAIN ARIZONA

BEST BLACK & WHITE AD
UNDER 1/2 PAGE
DELL TRAILOR CONSTRUCTION

BEST BLACK & WHITE AD
1/2 PAGE OR OVER
UNIVERSAL DEVELOPMENT CORP.

BEST COLOR AD
COVENTRY HOMES

BEST RADIO COMMERCIAL
THE ESTES COMPANY

BEST TELEVISION COMMERCIAL
UNIVERSAL DEVELOPMENT CORP.

BEST INDIVIDUAL BILLBOARD OR POSTER
WOOD BROTHERS HOMES

BEST ON-SITE GRAPHICS & LOGO
PRESENTATION
ANY SIZE DEVELOPMENT
FIRST PHOENICIAN CORP.

BEST ADVERTISING CAMPAIGN CORPORATE
OR MASTER PLANNED COMMUNITY
THE ESTES COMPANY

BEST ADVERTISING CAMPAIGN
INDIVIDUAL SUBDIVISION
KNOELL HOMES

BEST SALES OFFICE
UNDER 500 SQUARE FEET
KNOELL HOMES

BEST SALES OFFICE
OVER 500 SQUARE FEET
KNOELL HOMES

BEST MODEL COMPLEX
HOMES UNDER \$125,000
UNIVERSAL DEVELOPMENT CORP.

BEST MODEL COMPLEX
HOMES OVER \$125,000
FIRST PHOENICIAN CORP.

BEST INTERIOR MERCHANDISING
HOMES UNDER \$75,000
KNOELL HOMES

BEST INTERIOR DESIGN
HOMES FROM \$75,000 - \$125,000
KNOELL HOMES

BEST INTERIOR MERCHANDISING
HOMES OVER \$125,000
EVANS WITHYCOMBE, INC.

BEST PRODUCT DESIGN
FOR HOMES LOW DENSITY/UNDER \$75,000
DUNHILL DEVELOPMENT

BEST PRODUCT DESIGN
FOR HOMES LOW DENSITY \$75,000 - \$125,000
KNOELL HOMES

BEST PRODUCT DESIGN
FOR HOMES LOW DENSITY/OVER \$125,000
UNIVERSAL DEVELOPMENT CORP. - TIE
COSTAIN ARIZONA, INC. - TIE

BEST PRODUCT DESIGN
FOR HOMES MID-DENSITY/UNDER \$75,000
SUNLAND DEVELOPMENT CORPORATION

BEST PRODUCT DESIGN
FOR HOMES MID-DENSITY/
FROM \$75,000 - \$125,000
ESTES HOMES

BEST PRODUCT DESIGN
FOR HOMES MID-DENSITY/OVER \$125,000
DUECK DEVELOPMENT, INC.

BEST PRODUCT DESIGN
FOR HOMES HIGH DENSITY/UNDER \$75,000
KNOELL HOMES

GRAND AWARD
UNIVERSAL DEVELOPMENT CORPORATION

BEST PRODUCT DESIGN FOR HOMES
HIGH DENSITY/FROM \$75,000-\$125,000
GLOBAL VILLAGE CORPORAT1ON

BEST PRODUCT DESIGN FOR HOMES
HIGH DENSITY/OVER \$125,000
NO ENTRIES

BEST PRODUCT DESIGN
FOR LUXURY HOMES ANY DENSITY
COVENTRY HOMES

ROOKIE SALESPERSON OFTHE YEAR
VICKI EDEN VANCE - PULTE HOME CORP.

SALESPERSON OF THE YEAR
COMPANY SELLING 100 HOMES OR LESS
RITA COMELLA - DEVMARK, INC.

SALESPERSON OF THE YEAR
COMPANY SELLING 101 - 250 HOMES
RODERICK COURTIN - COSTAIN ARIZONA

SALESPERSON OF THE YEAR
COMPANY SELLING 251 -400 HOMES
PAULINE MICEK - JOHN F. LONG HOMES

SALESPERSON OF THE YEAR
COMPANY SELLING OVER 400 HOMES
JOHN FERRIER - CONTINENTAL HOMES

SALES MANAGER OFTHE YEAR
COMPANY SELLING 250 HOMES OR LESS
NORMAN J. KITZMILLER –
FIRST PHOENICIAN CORP.

MARKETING DIRECTOR OF THE YEAR
COMPANY SELLING 250 HOMES OR LESS
ROBERT LOCKMAN –
MARLBOROUGH DEV. CORP.
NORMAN J. KRITZMILLER –
FIRST PHOENICIAN CORP.

MARKETING DIRECTOR OF THE YEAR
COMRANY SELLING OVER 250 HOMES
DONALD LIEM - KNOELL HOMES

MAME V AWARDS

BEST BROCHURE
DEVELOPMENT UNDER \$130,000
DEL E. WEBB DEVELOPMENT CORP.

BEST BROCHURE
DEVELOPMENT OVER \$130,000
RESCOM DEVELOPMENT

BEST BLACK & WHITE AD
UNDER 1/2 PAGE
COVENTRY HOMES

BEST BLACK & WHITE AD
1/2 PAGE OR OVER
PENNINGTON CONSTRUCTION

BEST COLOR AD
COVENTRY HONES

BEST RADIO COMMERCIAL
PULTE HOME CORPORAT1ON

BEST TELEVISION COMMERCIAL
UDC HOMES

BEST INDIVIDUAL BILLBOARD OR POSTER
MARKLAND PROPERTIES

BEST ADVERTISING CAMPAIGN
CORPORATE OR MASTER PLANNED
COMMUNITY
ROADRUNNER HOMES

BEST ADVERTISING CAMPAIGN
INDIVIDUAL SUBDIVISION
KNOELL HOMES

BEST SALES OFFICE
UNDER 600 SQUARE FEET
A-M COMMUNITY DEVELOPERS

BEST SALES OFFICE
OVER 600 SQUARE FEET
DEL E. WEBB DEVELOPMENT CO.

BEST ON-SITE GRAPHICS & LOGO
PRESENTATION
ANY SIZE DEVELOPMENT
DEL E. WEBB DEVELOPMENT

BEST MODEL COMPLEX
HOMES UNDER \$130,000
KNOELL HOMES

BEST MODEL COMPLEX
HOMES OVER \$130,000
DUECK INDUSTRIES, LTD.

BEST INTERIOR MERCHANDISING
HOMES UNDER \$80,000
A-M COMMUNITY DEVELOPERS

BEST INTERIOR DESIGN
HOMES FROM \$80,000 - \$130,000
DEL E. WEBB DEVELOPMENT CO.

BEST INTERIOR MERCHANDISING
HOMES OVER \$130,000
A-M COMMUNITY DEVELOPERS

BEST PRODUCT DESIGN FOR HOMES
LOW DENSITY/UNDER \$80,000
PULTE HOME CORPORATION

BEST PRODUCT DESIGN FOR HOMES
LOW DENSITY \$80,000 - \$130,000
A-M COMMUNITY DEVELOPERS

BEST PRODUCT DESIGN FOR HOMES
LOW DENSITY/OVER \$130,000
DEL E. WEBB DEVELOPMENT CO.

BEST PRODUCT DESIGN FOR HOMES
MID-DENSITY/UNDER \$80,000
A-M COMMUNITY DEVELOPERS

BEST PRODUCT DESIGN FOR HOMES
MID-DENSITY/FROM \$80,000 - \$130,000
A-M COMMUNITY DEVELOPERS

BEST PRODUCT DESIGN FOR HOMES
MID-DENSITY/OVER \$130,000
COSTAIN ARIZONA, INC.

BEST PRODUCT DESIGN FOR HOMES
HIGH DENSITY/UNDER \$80,000
DEVELOPERS FINANCIAL GROUP

BEST PRODUCT DESIGN FOR HOMES
HIGH DENSITY/FROM \$80,000 - \$130,000
THE SHANE COMPANY

BEST PRODUCT DESIGN FOR LUXURY HOMES
ANY DENSITY
COVENTRY HOMES

ROOKIE SALESPERSON OF THE YEAR
RANDY HURWITZ-RICHMOND AMERICAN

SALESPERSON OF THE YEAR COMPANY SELLING
100 HOMES OR LESS
GLORIA THOMPSON – MALOUF BROTHERS

SALESPERSON OF THE YEAR
COMPANY SELLING 101 – 250 HOMES
TRENT L. EARLIE – SUNTERRA PROPERTIES

SALESPERSON OF THE YEAR
COMPANY SELLING 251-400 HOMES
TERRY HICKS-RICHMOND AMERICAN

SALESPERSON OF THE YEAR
COMPANY SELLING OVER 400 HOMES
TED BROWNELL – ESTES HOMES

SALES MANAGER OF THE YEAR
MICHAEL P. RETTIG –
A-M COMMUNITY DEVELOPERS

MARKETING DIRECTOR OF THE YEAR
MICHAEL RAU - ROADRUNNER HOMES

MARKETING DIRECTOR OF THE YEAR
JACK MAGURA - COVENTRY HOMES

GRAND AWARD
A-M COMMUNITY DEVELOPERS

MAME VI AWARDS

BEST BROCHURE
DEVELOPMENT UNDER \$130,000
DEVELOPERS FINANCIAL GROUP

BEST BROCHURE
DEVELOPMENT OVER \$130,000
WEN-CLAY INTERNATIONAL

BEST BLACK & WHITE AD
1/2 PAGE OR LESS
SCHOLZ DESIGN BUILDERS

BEST BLACK & WHITE AD
OVER 1/2 PAGE
COVENTRY HOMES

BEST COLOR AD
SCHOLZ DESIGN BUILDERS

BEST RADIO COMMERCIAL
HEARLEY HOMES

BEST TELEVISION COMMERCIAL
MOBIL LAND DEVELOPMENT CORP.

BEST INDIVIDUAL BILLBOARD OR POSTER
PENNINGTON HOMES

BEST ADVERTISING CAMPAIGN
CORPORATE OR MASTER PLANNED
COMMUNITY
PULTE HOME CORPORATION

BEST ADVERTISING CAMPAIGN
INDIVIDUAL SUBDIVISION
KNOELL HOMES

BEST SALES OFFICE
UNDER 600 SQUARE FEET
ROADRUNNER HOMES

BEST SALES OFFICE
OVER 600 SQUARE FEET
UDC HOMES

BEST ON-SITE GRAPHICS & LOGO
PRESENTATION
KNOELL HOMES

BEST MODEL COMPLEX
UNDER \$130,000
PENNINGTON HOMES

BEST MODEL COMPLEX OVER \$130,000
WEN-CLAY INTERNATIONAL

BEST INTERIOR MERCHANDISING
UNDER \$80,000
PULTE HOMES CORPORATION

BEST INTERIOR DESIGN
\$80,000 - \$130,000
PULTE HOME CORPORATION

BEST INTERIOR MERCHANDISING
OVER \$130,000
RICHMOND AMERICAN

BEST PRODUCT DESIGN
LOW DENSITY/UNDER \$80,000
PULTE HOME CORPORATION

BEST PRODUCT DESIGN
LOW DENSITY/FROM \$80,000 - \$130,000
NASH PHILLIPS COPUS

BEST PRODUCT DESIGN
LOW DENSITY/OVER \$130,000
KEY WEST DEVELOPMENT

BEST PRODUCT DESIGN
MID-DENSITY/UNDER \$80,000
PARAGON HOMES

BEST PRODUCT DESIGN
MID-DENSITY/FROM \$80,000 - \$130,000
MCO PROPERTIES, INC.

BEST PRODUCT DESIGN
MID-DENSITY/OVER \$130,000
EDMUNDS-FELKER

BEST PRODUCT DESIGN
HIGH DENSITY/UNDER \$80,000
COVENTRY HOMES

BEST PRODUCT DESIGN
HIGH DENSITY/FROM \$80,000 - \$130,000
A-M COMMUNITY DEVELOPERS

BEST PRODUCT DESIGN
HIGH DENSITY/OVER \$130,000
A-M COMMUNITY DEVELOPERS

BEST PRODUCT DESIGN
FOR LUXURYHOMES ANY DENSITY
COVENTRY HOMES

ROOKIE SALESPERSON OFTHE YEAR
YEVONNE WILSON - UDC HOMES

SALESPERSON OF THE YEAR
MARY DWYER - J.M. MARTIN DEVELOPMENT

SALESPERSON OF THE YEAR
COMPANY SELLING 101 TO 250 HOMES
VIRGINIA VABELLA - COSTAIN

SALESPERSON OF THE YEAR
COMPANY SELLING 251 TO 400 HOMES
BOB CRANDALL - ROADRUNNER HOMES

SALESPERSON OFTHE YEAR
COMPANY SELLING OVER 400 HOMES
BOBBIE SGRILLO - CONTINENTAL HOMES

SALES MANAGER OF THE YEAR
COMPANY SELLING 250 HOMES OR LESS
LINDA LOCKMAN –
A-M COMMUNITY DEVELOPERS

SALES MANAGER OF THE YEAR
COMPANY SELLING OVER 250 HOMES
MARTIN ROSENZWEIG - COVENTRY HOMES

MARKETING DIRECTOR OF THE YEAR
400 HOMES OR LESS
BUDDY SATTERFIELD - ROADRUNNER HOMES

MARKETING DIRECTOR OF THE YEAR
OVER 400 HOMES
JACK MAGURA - COVENTRY HOMES

GRAND AWARD
COVENTRY HOMES

MAME VII AWARDS

BEST BROCHURE
DEVELOPMENT UNDER \$135,000
A-M HOMES

BEST BROCHURE
DEVELOPMENT OVER \$135,000
TALIESIN GATES DEVELOPMENT CO.

BEST BLACK & WHITE AD
UNDER 1/2 PAGE
SILVERGATE PACIFIC SCENE

BEST BLACK & WHITE AD
1/2 PAGE AND OVER
KNOELL HOMES

BEST COLOR AD
SIGNATURE HOMES

BEST RADIO COMMERCIAL
UDC HOMES

BEST TELEVISION COMMERCIAL
KNOELL HOMES

BEST INDIVIDUAL BILLBOARD OR POSTER
UNIVERSAL HOMES

BEST ADVERTISING CAMPAIGN
CORPORATE OR MASTER PLANNED
COMMUNITY
KNOELL HOMES

BEST ADVERTISING CAMPAIGN
INDIVIDUAL SUBDIVISION
KNOELL HOMES

BEST SALES OFFICE
UNDER 600 SQUARE FEET
UNIVERSAL HOMES

BEST SALES OFFICE
OVER 600 SQUARE FEET
CIRCLE G RANCHES

BEST ON-SITE GRAPHICS
& LOGO PRESENTATION
FOR ANY SIZE DEVELOPMENT
A-M HOMES

BEST MODEL COMPLEX
UNDER \$135,000
SIGNATURE HOMES

BEST MODEL COMPLEX
OVER \$135,000
G.H. EDMUNDS & ASSOCIATES

BEST INTERIOR MERCHANDISING
UNDER \$90,000
PARAGON HOMES

BEST INTERIOR MERCHANDISING
\$90,000- \$ 135,000
A-M HOMES

BEST INTERIOR MERCHANDISING
OVER \$135,000
WOODS DEVELOPMENT

BEST PRODUCT DESIGN
LOW DENSITY/UNDER \$90,000
(UP TO 5 UNITS PER ACRE)
RICHMOND AMERICAN HOMES

BEST PRODUCT DESIGN
LOW DENSITY \$90,000 -\$135,000
GOSNELL DEVELOPMENT

BEST PRODUCT DESIGN FOR HOMES
LOW DENSITY/OVER \$135,000
G.H. EDMUNDS & ASSOCIATES

BEST PRODUCT DESIGN FOR HOMES
MID-DENSITY/UNDER \$90,000
(5-10 UNITS PER ACRE)
COVENTRY HOMES

BEST PRODUCT DESIGN FOR HOMES
MID-DENSITY/FROM \$90,000 - \$135,000
A-M HOMES

BEST PRODUCT DESIGN FOR HOMES
MID-DENSITY/OVER \$135,000
RICHMOND AMERICAN HOMES

BEST PRODUCT DESIGN FOR HOMES
HIGH DENSITY/UNDER \$90,000
(10 OR MORE UNITS PER ACRE)
PARAGON HOMES

BEST PRODUCT DESIGN FOR HOMES
HIGH DENSITY/FROM \$90,000 - \$135,000
A-M HOMES

BEST PRODUCT DESIGN FOR HOMES
HIGH DENSITY/OVER \$135,000
SIGNATURE HOMES

BEST PRODUCT DESIGN FOR LUXURY HOMES
OVER \$350,000 (ANY DENSITY)
COVENTRY HOMES

ROOKIE SALESPERSON OF THE YEAR
CATHY FRENCH - UDC HOMES

SALESPERSON OF THE YEAR
COMPANY SELLING 100 HOMES OR LESS
DOMINIC SCAPPATICCI - MARKLAND
PROPERTIES

SALESPERSON OF THE YEAR
COMPANY SELLING 101 TO 250 HOMES
JOHN FERRIER - A-M HOMES

SALESPERSON OF THE YEAR
COMPANY SELLING 251 TO 400 HOMES
CRAIG STEGINO - RGW HOMES

SALESPERSON OF THE YEAR
COMPANY SELLING OVER 450 HOMES
LARRY MATHER - UDC HOMES

SALES MANAGER OF THE YEAR
COMPANY SELLING 450 HOMES OR LESS
ROB OLSEN - DEVELOPERS MARETING

SALES MANAGER OF THE YEAR
COMPANY SELLING OVER 450 HOMES
RANDY HURWITZ - RICHMOND AMERICAN

MARKETING DIRECTOR OF THE YEAR
400 HOMES OR LESS
CLYDE DINNELL - COSTAIN ARIZONA

MARKETING DIRECTOR OF THE YEAR
OVER 450 HOMES
PAUL BRUNOFORTE - KNOELL HOMES

GRAND AWARD
A-M HOMES

MAME VIII AWARDS

BEST BROCHURE
DEVELOPMENT UNDER \$140,000
GOSNELL BUILDERS

BEST BROCHURE
DEVELOPMENT OVER \$140,000
KIELY-LINCOR DEVELOPMENT

BEST BLACK & WHITE AD
UNDER 1/2 PAGE
UNIVERSAL HOMES

BEST BLACK & WHITE AD
1/2 PAGE OR OVER
FOOTHILLS MANAGEMENT CO.

BEST COLOR AD
FOOTHILLS MANAGEMENT CO.

BEST RADIO COMMERCIAL
UDC HOMES

BEST TELEVISION COMMERCIAL
KNOELL HOMES

BEST INDIVIDUAL BILLBOARD OR POSTER
THE NEWLAND GROUP

BEST ADVERTISING CAMPAIGN
CORPORATE OR MASTER PLANNED
COMMUNITY
UDC HOMES

BEST ADVERTISING CAMPAIGN
INDIVIDUAL SUBDIVISION
KIELY-LINCOR DEVELOPMENT

BEST MASTER PLANNED COMMUNITY
MARKLAND PROPERTIES

BEST SALES OFFICE
UNDER 600 SQUARE FEET
KNOELL HOMES

BEST SALES OFFICE
OVER 600 SQUARE FEET
MOBIL LAND DEVELOPMENT

BEST ON-SITE GRAPHICS
& LOGO PRESENTATION
FOR ANY SIZE DEVELOPMENT
UNIVERSAL HOMES

BEST MODEL COMPLEX
UNDER \$140,000
EVANS WITHYCOMBE, INC.

BEST MODEL COMPLEX
OVER \$140,000
UDC HOMES

BEST INTERIOR MERCHANDISING
UNDER \$95,000
UDC HOMES

BEST INTERIOR MERCHANDISING
\$95,000 - \$140,000
KNOELL HOMES

BEST INTERIOR MERCHANDISING
\$140,000 TO \$250,000
KNOELL HOMES

BEST INTERIOR MERCHANDISING
OVER \$250,000
MALOUF BROTHERS

BEST PRODUCT DESIGN
LOW DENSITY/UNDER \$95,000
(UP TO 7.9 UNITS PER ACRE)
BOOTH DEVELOPMENT

BEST PRODUCT DESIGN
LOW DENSITY/FROM \$95,000 - \$140,000
(UP TO 7.9 UNITS PER ACRE)
RICHMOND AMERICAN HOMES

BEST PRODUCT DESIGN
LOW DENSITY/FROM \$140,000 - \$250,000
(UP TO 7.9 UNITS PER ACRE)
KNOELL HOMES

BEST PRODUCT DESIGN
HIGH DENSITY/UNDER \$95,000
(8 OR MORE UNITS PER ACRE)
A-M HOMES

BEST PRODUCT DESIGN
HIGH DENSITY/FROM \$95,000-\$140,000
(8 OR MORE UNITS PER ACRE)
SIGNATURE HOMES

GRAND AWARD
KNOELL HOMES

BEST PRODUCT DESIGN
HIGH DENSITY/FROM \$140,000 - \$250,000
(8 OR MORE UNITS PER ACRE)
VALGROUP CONSTRUCTION MANAGEMENT

BEST PRODUCT DESIGN
OVER \$250,000 (ANY DENSITY)
MALOUF BROTHERS

ROOKIE SALESPERSON OF THE YEAR
JANINE LOCKMAN - HANCOCK HOMES

SALESPERSON OF THE YEAR
COMPANY SELLING 75 HOMES OR LESS
GAYLORD HOLLAND, JR. –
MARKLAND PROPERTIES

SALESPERSON OF THE YEAR
COMPANY SELLING 76 TO 250 HOMES
GAIL BODEN - GOSNELL DEVELOPMENT

SALESPERSON OF THE YEAR
COMPANY SELLING 251 TO 450 HOMES
TOM SCAPPATICCI - ESTES HOMES

SALESPERSON OF THE YEAR COMPANY
SELLING OVER 450 HOMES
JACK GABLER – KNOELL HOMES

SALES MANAGER OF THE YEAR
COMPANY SELLING 450 HOMES OR LESS
STEVE VORBRICH - EMERALD HOMES

SALES MANAGER OF THE YEAR
COMPANY SELLING OVER 450 HOMES
JIM GUNBY - UDC HOMES

MARKETING DIRECTOR OF THE YEAR
450 HOMES OR LESS
BUDDY SATTERFIELD - BARRINGTON HOMES

MARKETING DIRECTOR OF THE YEAR
OVER 450 HOMES
PAUL BRUNOFORTE - KNOELL HOMES

MAME IX

BEST BROCHURE
DEVELOPMENT UNDER \$140,000
DEL WEBB CORPORATION

BEST BROCHURE
DEVELOPMENT OVER \$140,000
FOOTHILLS MANAGEMENT CORP.

BEST BLACK & WHITE AD
UNDER 1/2 PAGE
COVENTRY HOMES

BEST BLACK & WHITE AD
1/2 PAGE OR OVER
EMERALD HOMES

BEST COLOR AD
CAVANAGH-LIEM DEVELOPMENT

BEST RADIO COMMERCIAL
UDC HOMES

BEST TELEVISION COMMERCIAL
COVENTRY HOMES

BEST INDIVIDUAL BILLBOARD OR POSTER
EMERALD HOMES

BEST ADVERTISING CAMPAIGN
CORPORATE OR MASTER PLANNED
COMMUNITY
L.J. HOOKER HOMES

BEST ADVERTISING CAMPAIGN
INDIVIDUAL SUBDIVISION
KIELY-LINCOR DEVELOPMENT

BEST MASTER PLANNED COMMUNITY
FOOTHILLS MANAGEMENT CORP.

BEST SALES OFFICE
UNDER 600 SQUARE FEET
UDC HOMES

BEST SALES OFFICE
OVER 600 SQUARE FEET
FOOTHILLS MANAGEMENT CORP.

BEST ON-SITE GRAPHICS
& LOGO PRESENTATION
FOR ANY SIZE DEVELOPMENT
UDC HOMES

BEST MODEL COMPLEX
UNDER \$140,000
UDC HOMES

BEST MODEL COMPLEX
OVER \$140,000
EDMUNDS & ASSOCIATES

BEST INTERIOR MERCHANDISING
UNDER \$95,000
UDC HOMES

BEST INTERIOR MERCHANDISING
\$95,000 - \$140,000
UDC HOMES

BEST INTERIOR MERCHANDISING
\$140,000 TO \$250,000
UDC HOMES

BEST INTERIOR MERCHANDISING
OVER \$250,000
KIELY/LINCOR DEVELOPMENT

BEST PRODUCT DESIGN
LOW DENSITY/UNDER \$95,000
(UPTO 7.9 UNITS PER ACRE)
UDC HOMES

BEST PRODUCT DESIGN
LOW DENSITY/FROM \$95,000 - \$140,000
(UPTO 7.9 UNITS PER ACRE)
SIGNATURE HOMES

BEST PRODUCT DESIGN
LOW DENSITY \$140,000 - \$250,000
(UP TO 7.9 UNITS PER ACRE)
SIGNATURE HOMES

BEST RESIDENTIAL REMODELING
PROJECT UNDER \$40,000
J. DUNCAN BROCK

BEST RESIDENTIAL REMODELING
PROJECT OVER \$40,000
J. DUNCAN BROCK

BEST PRODUCT DESIGN
HIGH DENSITY/UNDER \$140,000
(8 OR MORE UNITS PER ACRE)
EVANS WITHYCOMBE, INC.

BEST PRODUCT DESIGN
OVER \$250,000 (ANY DENSITY)
G.H. EDMUNDS & ASSOCIATES

ROOKIE SALESPERSON OF THE YEAR
CHARLYNE SHEEHAN - UDC HOMES

SALESPERSON OF THE YEAR
COMPANY SELLING 75 HOMES OR LESS
SANDRA L. WILKEN - MARKLAND PROPERTIES

SALESPERSON OF THE YEAR
COMPANY SELLING 201 TO 400 HOMES
SCOTT GAERTNER - ESTES HOMES

SALESPERSON OF THE YEAR
COMPANY SELLING OVER 400 HOMES
PETE KEIL - UDC HOMES

SALES MANAGER OF THE YEAR
COMPANY SELLING 400 HOMES OR LESS
CHRIS BEUCLER - RYLAND HOMES

SALES MANAGER OF THE YEAR
COMPANY SELLING OVER 400 HOMES
FRANK TAYLOR - UDC HOMES

MARKETING DIRECTOR OF THE YEAR
COMPANY SELLING 400 HOMES OR LESS
BUDDY SATTERFIELD - ESTES HOMES

MARKETING DIRECTOR OF THE YEAR
COMPANY SELLING OVER 400 HOMES
JIM GUNBY - UDC HOMES

MARKETING DIRECTOR OF THE YEAR
FOR A MASTER PLANNED COMMUNITY
ANN GLOVER –
FOOTHILLS MANAGEMENT CORP.

GRAND AWARD
KNOELL HOMES

MAME X AWARDS

BEST BROCHURE FOR A DEVELOPMENT
UNDER \$140,000
SHEA/KNOELL HOMES - CORPORATE

BEST BROCHURE FOR A DEVELOPMENT
OVER \$140,000
THE FOOTHILLS

BEST BLACK & WHITE NEWSPAPER AD
SUNCOR DEVELOPMENT CO. - TATUM RANCH

BEST COLOR NEWSPAPER AD
A-M HOMES ARIZONA COUNTRY ESTATE

BEST COLOR MAGAZINE AD
SUNCOR DEVELOPMENT CO. - TATUM RANCH

BEST RADIO COMMERCIAL
UDC HOMES - AUNT HARRIET

BEST TELEVISION COMMERCIAL
MOBIL LAND DEVELOPMENT- RED MOUNTAIN
RANCH

BEST INDIVIDUAL BILLBOARD OR POSTER
SUNCOR DEVELOPMENT CO. - TATUM RANCH

BEST AD CAMPAIGN
CORPORATE OR MASTER PLANNED
COMMUNITY
SHEA/KNOELL HOMES

BEST MASTER PLANNED COMMUNITY
MARKLAND PROPERTIES - GAINNEY RANCH

BEST SALES OFFICE
UNDER 600 SQ. FEET
UDC HOMES - GRANITE PASS

BEST SALES OFFICE
OVER 600 SQ. FEET
SUN LAKES CONSTRUCTION CO. - SUN LAKES

BEST ON-SITE GRAPHICS
SUNCOR DEVELOPMENT CO. - TATUM RANCH

BEST MODEL COMPLEX
HOMES UNDER \$140,000
SUN LAKES CONSTRUCTION CO. - SUN LAKES

BEST MODEL COMPLEX
HOMES OVER \$140,000
UDC HOMES - CABRILLO CANYON

BEST INTERIOR MERCHANDISING
HOMES UNDER \$95,000
UDC HOMES - WARNER RANCH LANDING

BEST INTERIOR MERCHANDISING
HOMES FROM \$95,000 - \$140,000
UDC HOMES - GRANITE PASS 435

BEST INTERIOR MERCHANDISING
HOMES FROM \$140,000 - \$250,000
UDC HOMES - CABRILLO CANYON 940

BEST INTERIOR MERCHANDISING
HOMES OVER \$250,000
UDC HOMES - ESTATES @ PINNACLE PEAK 940

BEST PRODUCT DESIGN
HOMES UNDER \$95,000
UOC HOMES - MOUNTAIN BROOK VILLAGE 7054

BEST PRODUCT DESIGN
HOMES FROM \$95,000 - \$140,000 (3 WAY TIE)
SUN LAKES CONSTRUCTION CO. - SUN LAKES
UDC HOMES - COTTONWOOD SPRINGS 450
UDC HOMES - GRANITE PASS

BEST PRODUCT DESIGN
HOMES FROM \$140,000- \$250,000
RICHMOND AMERICAN HOMES - RIO
MONTANA/RADISON

BEST PRODUCT DESIGN
HOMES OVER \$250,000
CRESTON HOMES - RED MOUNTAIN RANCH

ROOKIE SALESPERSON OF THE YEAR
UDC HOMES - TED SCHMIEDEKE

SALESPERSON OF THE YEAR
76-150 HOMES
A-M HOMES ARIZONA - JERRY LILLY

SALESPERSON OF THE YEAR
151-400 HOMES
ESTES HOMES - LORRAINE DESIMONE

SALESPERSON OF THE YEAR
OVER 400 HOMES
CONTINENTAL HOMES - TERRY LENTS

SALES MANAGER/MARKETING DIRECTOR OF
THE YEAR
200 HOMES OR LESS
A-M HOMES ARIZONA - VALERIE COLLIGEN

SALES MANAGER DIRECTOR OF THE YEAR
OVER 200 HOMES
RYLAND HOMES - CHRIS BEUCHLER

MARKETING DIRECTOR OF THE YEAR
MASTER PLANNED COMMUNITY
MARKLAND PROPERTIES - LYNNEAH HUDSON

SMALL VOLUME HOME BUILDER
75 HOMES OR LESS
EDMUNDS & ASSOCIATES - GEOFF EDMUNDS

REMODELER OF THE YEAR
BROCK BUILDERS - JACK BROCK

GRAND AWARD
UDC HOMES

MAME XI AWARDS

BEST BROCHURE FOR A DEVELOPMENT
UNDER \$140,000
DEL WEBB'S SUN CITY WEST

BEST BROCHURE FOR A DEVELOPMENT
OVER \$140,000
SHEA HOMES - CRYSTAL CANYON

BEST BLACK & WHITE NEWSPAPER AD
SHEA HOMES - OTHER ARIZONANS

BEST COLOR NEWSPAPER AD
SUNCOR DEVELOPMENT - TATUM RANCH

BEST COLOR MAGAZINE AD
MCO PROPERTIES - FOUNTAIN HILLS

BEST RADIO COMMERCIAL
SUNCOR DEVELOPMENT - TATUM RANCH

BEST TELEVISION COMMERCIAL
MOBIL LAND DEVELOPMENT –
RED MOUNTAIN RANCH

BEST INDIVIDUAL BILLBOARD DR POSTER
SUNCOR DEVELOPMENT –
PLACE TO RAISE THE LITTLE ONES

BEST AD CAMPAIGN
CORPORATE OR MASTER PLANNED
COMMUNITY'
SHEA HOMES - CONFIDENCE BUILDER

BEST MASTER PLANNED COMMUNITY
FOOTHILLS MANAGENENT CORP. - FOOTHILLS
AT SOUTH MOUNTAIN

BEST SALES OFFICE
UNDER 600 SQUARE FEET
UDC HOMES - GRANITE PASS

BEST SALES OFFICE
OVER 6W SQUARE FEET
HOMES BY POLYGON - MIRALAGO

BEST ON-SITE GRAPHICS
& LOGO PRESENTATION
ANY SIZE DEVELOPMENT
UDC HOMES - CABRILLO CANYON

BEST MODEL COMPLEX
HOMES UNDER \$140,000
HOMES BY POLYGON - MIRALAGO

BEST MODEL COMPLEX
HOMES OVER \$140,000
UDC HOMES - CABRILLO CANYON

BEST INTERIOR MERCHANDISING
HOMES UNDER \$95,000
UDC HOMES –
WARNER RANCH LANDING PLAN 730

BEST INTERIOR MERCHANDISING
HOMES FROM \$95,000 - \$140,000
HOMES BY POLYGON - MIRALAGO FRESCO PLAN

BEST INTERIOR MERCHANDISING
HOMES FROM \$140,000 - \$250,000
UDC HOMES - CABRILLO CANYON PLAN 940

BEST INTERIOR MERCHANDISING
HOMES OVER \$250,000
UDC HOMES - SONORAN HEIGHTS PLAN 960

BEST PRODUCT DESIGN
HOMES UNDER \$95,000
(ANY DENSITY)
SADDLEBACK HONES AT VARIOUS LOCATIONS

BEST PRODUCT DESIGN
HOMES FROM \$95,000 - \$140,000
(ANY DENSITY)
A-M DESERT ROSE - TATUM RANCH PLAN C

BEST PRODUCT DESIGN
HOMES FROM \$140,000- \$250,000
(ANY DENSITY)
A-M WINDMERE - STONEGATE PLAN C

BEST PRODUCT DESIGN
HOMES OVER \$250,000
EDMUNDS & ASSOCIATES - WHISPERING RIDGE
AT TROON VILLAGE PLAN A

ROOKIE SALESPERSON OF THE YEAR
KENDA JACKSON - UDC HOMES

SALESPERSON OF THE YEAR
75 HOMES OR LESS
SANDY LANGNER - MARELAND PROPERTIES

SALESPERSON OF THE YEAR
76-150 HOMES
ALAN ZEIDER - HOMES BY POLYGON

SALESPERSON OF THE YEAR
150-400 HOMES
SUSAN JACOBSON - THE RYLAND GROUP

SALESPERSON OF THE YEAR
OVER 400 HOMES
TERRY LENTS - CONTINENTAL HOMES

SALES MANAGER/MARKETING DIRECTOR OF
THE YEAR
200 HOMES OR LESS
JAMES GUNBY - MARKLAND PROPERTIES

SALES MANAGER/
MARKETING DIRECTOR OF THE YEAR
OVER 200 HOMES
CATHY FRENCH - UDC HOMES

MARKETING DIRECTOR OF THE YEAR
MASTER PLANNED COMMUNITY
GARY PUNDSACK - SUNCOR DEVELOPMENT

SMALL VOLUME BUILDER OF THE YEAR
GEOFF EDMUNDS – EDMUNDS & ASSOCIATES

GRAND AWARD (TIE)
UDC HOMES
HOMES BY POLYGON

MAME XII AWARDS

BEST BROCHURE FOR A DEVELOPMENT
UNDER \$140,000
DEL WEBB'S SUN CITY WEST

BEST BROCHURE FOR A DEVELOPMENT
OVER \$140,000
MONTEREY HOMES –
THE VILLAGE OF PAVOREAL

BEST BLACK & WHITE NEWSPAPER AD
UDC HOMES - VISTANA

BEST COLOR NEWSPAPER AD
MCO PROPERTIES - FOUNTAIN HILLS

BEST COLOR MAGAZINE AD
THE FOOTHILLS AT SOUTH MOUNTAIN -
ANYTIME

BEST RADIO COMMERCIAL
UDC HOMES - BIG DOG

BEST TELEVISION COMMERCIAL
UDC HOMES - WESTBROOK VILLAGE

BEST INDIVIDUAL BILLBOARD OR POSTER
SUNCOR DEVELOPMENT –
TATUM RANCH – HIGH DESERT

BEST AD CAMPAIGN
CORPORATE OR MASTER
PLANNED COMMUNITY
UDC HOMES - WESTBROOK VILLAGE

BEST MASTER PLANNED COMMUNITY
THE FOOTHILLS AT SOUTH MOUNTAIN PARK

BEST SALES OFFICE
UNDER 700 SQUARE FEET
GEOFFREY H. EDMUNDS & ASSOCIATES –
WHISPERING RIDGE

BEST SALES OFFICE
OVER 700 SQUARE FEET
UDC HOMES - WESTBROOK VILLAGE

BEST ON-SITE GRAPHICS
AND LOGO PRESENTATION
ANY SIZE DEVELOPMENT
SUNCOR DEVELOPMENT - TATUM RANCH

BEST MODEL COMPLEX
FOR HOMES UNDER \$150,000
ROBSON COMMUNITIES - SUN LAKES

BEST MODEL COMPLEX
FOR HOMES OVER \$150,000
GEOFFREY H. EDMUNDS & ASSOCIATES –
WHISPERING RIDGE

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$100,000
SADDLEBACK HOMES - TATUM RANCH –
PRIMROSE PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$100,000 TO \$150,000
ROBSON COMMUNITIES - SUN LAKES

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$150,000 TO \$250,000
UDC HOMES – DESERT CREST - PLAN 1235

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$250,000
UDC HOMES –
ESTATES AT PINNACLE PEAK – PLAN 940

BEST PRODUCT DESIGN FOR HOMES
UNDER \$100,000
(ANY DENSITY)
SADDLEBACK HOMES –
TATUM RANCH – PRIMROSE PLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$100,000 TO \$150,000
(ANY DENSITY)
CENTEX HOMES –
TOP OF THE RANCH – RUSHMORE PLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$150,000- \$250,000
(ANY DENSITY)
UDC HOMES - CABRILLO CANYON - PLAN 940

BEST PRODUCT DESIGN
FOR HOMES OVER \$250,000
(ANY DENSITY)
GEOFFREY H. EDMUNDS & ASSOCIATES –
WHISPERING RIDGE - SKYLINE PLAN

ROOKIE SALESPERSON OF THE YEAR
DONNA LINCK UDC HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING 75 HOMES OR LESS
JEFF GROBSTEIN - MONTEREY HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING 76 TO 150 HOMES
SCOTT ABEL - RICHMOND AMERICAN HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING 151-400 HOMES
SHEILA MILLER - REGAL HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING OVER 400 HOMES
LORRAINE DESIMONE - SHEA HOMES

SALES MANAGER DIRECTOR OF THE YEAR
WITH A COMPANY SELLING 200 HOMES OR LESS
SANDRA KUSH - SADDLEBACK HOMES

SALES MANAGER/
MARKETING DIRECTOR OF THE YEAR
WITH A COMPANY SELLING OVER 200 HOMES
BUDDY SATTERFIELD - SHEA HOMES

MARKETING DIRECTOR OF THE YEAR
FOR A MASTER PLANNED COMMUNITY
MICHAEL OSBORN - ROBSON COMMUNITIES

CUSTOM HOME OF THE YEAR
BEST PRODUCT DESIGN FOR ONE OF A KIND
HOME OVER \$500,000
SHILOH CONSTRUCTION

SMALL VOLUME BUILDER AWARD
SADDLEBACK HOMES

GRAND AWARD
UDC HOMES

MAME XIII AWARDS

BEST BROCHURE
FOR A DEVELOPMENT UNDER \$140,000
UDC HOMES - WARNER RANCH ENCLAVE

BEST BROCHURE
FOR A DEVELOPMENT OVER \$140,000
MONTEREY HOMES - LA RESERVE

BEST BROCHURE
FOR A MASTER PLANNED COMMUNITY
SUNCOR DEVELOPMENT - TATUM RANCH

BEST BLACK & WHITE NEWSPAPER AD
DEL WEBB CORPORATION –
THE FOOTHILLS - PLENTY OF UPGRADES

BEST COLOR NEWSPAPER AD
SUNCOR DEVELOPMENT –
TATUM RANCH - NEST EGG

BEST COLOR MAGAZINE AD
SUNPAC DEVELOPMENT - PINNACLE VIEWS AT
TROON NORTH

BEST RADIO COMMERCIAL
SUNCOR DEVELOPMENT - TATUM RANCH

BEST TELEVISION COMMERCIAL
MARKLAND PROPERTIES, INC. – GAINNEY RANCH

BEST INDIVIDUAL BILLBOARD OR POSTER
WATT/HANCOCK HOMES –
MULTIPLE COMMUNITIES

BEST AD CAMPAIGN
CORPORATE OR MASTER
PLANNED COMMUNITY
SUNCOR DEVELOPMENT - TATUM RANCH

BEST LAND PLAN
FOR A MASTER PLANNED COMMUNITY
SUNCOR DEVELOPMENT - TATUM RANCH

BEST SALES OFFICE
UNDER 700 SQUARE FEET
GEOFFREY H. EDMUNDS & ASSOCIATES –
WHISPERING RIDGE AT TROON

BEST SALES OFFICE
OVER 700 SQUARE FEET
UDC HOMES - CARRIAGE TRAILS

BEST SALES OFFICE
FOR A MASTER PLANNED COMMUNITY
DEL WEBB'S SUN CITY WEST

BEST ON-SITE GRAPHICS AND LOGO
PRESENTATION
ANY SIZE DEVELOPMENT
UDC HOMES - SONORAN HEIGHTS

BEST ON-SITE GRAPHICS
AND LOGO PRESENTATION
FOR A MASTER PLANNED COMMUNITY
SUNCOR DEVELOPMENT - TATUM RANCH

BEST MODEL COMPLEX
FOR HOMES UNDER \$150,000
DEL WEBB'S SUN CITY WEST

BEST MODEL COMPLEX
FOR HOMES OVER \$150,000
GEOFFREY H. EDMUNDS & ASSOCIATES –
WHISPERING RIDGE AT TROON

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$100,000
UDC HOMES –
WESTBROOK VILLAGE - PLAN 2040

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$100,000 TO \$150,000
ROBSON COMMUNITIES –
SUN LAKES COUNTRY CLUBS

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$151,000 TO \$250,000
UDC HOMES - DESERT CREST - PLAN 1235

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$250,000
GEOFFREY H. EDMUNDS & ASSOCIATES –
GREYHORN AT THE BOULDERS - ACACIA PLAN

BEST PRODUCT DESIGN
FOR HOMES UNDER \$100,000
CENTEX HOMES - GOLDEN KEYS EAST –
BURGUNDY PLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$100,000 TO \$150,000
SADDLEBACK HOMES - STONEGATE - PLAN 18

BEST PRODUCT DESIGN
FOR HOMES FROM \$151,000 TO \$250,000
DEL WEBB'S SUN CITY WEST - SCOTTSDALE PLAN

BEST PRODUCT DESIGN
FOR HOMES OVER \$250,000
GEOFFREY H. EDNUNDS & ASSOCIATES –
WHISPERING RIDGE - SUMMIT PLAN

BEST PRODUCT DESIGN
FOR SENIOR HOUSING UNDER \$100,000
UDC HOMES –
WESTBROOK VILLAGE - PLAN 2040

BEST PRODUCT DESIGN
FOR SENIOR HOUSING
FROM \$100,000 TO \$150,000
ROBSON COMMUNITIES –
SUN LAKES COUNTRY CLUBS

BEST PRODUCT DESIGN
FOR SENIOR HOUSING
FROM \$151,000 TO \$250,000
DEL WEBB'S SUN CITY WEST - SCOTTSDALE PLAN

CUSTOM HOME OF THE YEAR
BEST PRODUCT DESIGN FOR ONE-OF-A-KIND
HOMES OVER \$500,000
GEOFFREY H. EDNUNDS & ASSOCIATES

ROOKIE SALESPERSON OF THE YEAR
SCOTT CROUCH - LAURELCREST HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING 75 HOMES OR LESS
CRAIG RANDALL - DIAMOND KEY HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING 76 TO 200 HOMES
JEFF GROBSTEIN - MONTEREY HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING 201 TO 500 HOMES
ANDREA INGRAHAM –
DEL WEBB'S COVENTRY HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING OVER 500 HOMES
BOB CRANDALL - SHEA HOMES

SALES MANAGER/
MARKETING DIRECTOR OF THE YEAR
WITH A COMPANY SELLING 200 HOMES OR LESS
SANDRA KUSH - SADDLEBACK HOMES

SALES MANAGER/
MARKETING DIRECTOR OF THE YEAR
WITH A COMPANY SELLING OVER 200 HOMES
JOSEPH THOMPSON – WATT/HANCOCK HOMES

SMALL VOLUME BUILDER AWARD
SUNPAC DEVELOPMENT

BEST MASTER PLANNED COMMUNITY (TIE)
DEL WEBB COPORATION – THE FOOTHILLS
SUNCOR DEVELOPMENT – TATUM RANCH

GRAND AWARD
UDC HOMES

MAME XIV AWARDS

BEST BROCHURE
FOR A COMMUNITY UNDER \$150,000
SHEA HOMES – CATALINA

BEST BROCHURE
FOR A COMMUNITY
FROM \$150,000 TO \$200,000
SHEA HOMES – CANYON ESTATES

BEST BROCHURE
FOR A COMMUNITY OVER \$200,000
MONTEREY HOMES – 7600 LINCOLN

BEST BLACK & WHITE NEWSPAPER AD
CENTEX HOMES – CORPORATE

BEST COLOR MAGAZINE AD
GEOFFREY H. EDMUNDS & ASSOCIATES –
WHISPERING RIDGE AT TROON VILLAGE

BEST RADIO COMMERCIAL
T.W. LEWIS COMPANY – MONTANA RANCH

BEST TELEVISION COMMERCIAL
SHEA HOMES BACKYARD BONUS

BEST INDIVIDUAL BILLBOARD OR POSTER
HANCOCK HOMES – SIGNS OF HANCOCK HOMES

BEST SALES OFFICE
OVER 550 SQUARE FEET
T.W. LEWIS COMPANY –
THE ESTATES OF MIRADA CANYON

BEST RESIDENTIAL COMMUNITY
UNDER \$100,000
COVENTRY HOMES – WHITTIER PARK

BEST RESIDENTIAL COMMUNITY
FROM \$100,000 TO \$150,000
RICHMOND AMERICAN HOMES – FALCON HILL

BEST RESIDENTIAL COMMUNITY
OVER \$200,000
GEOFFREY H. EDMUNDS & ASSOCIATES -
WHISPERING RIDGE AT TROON VILLAGE

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$100,000
SHEA HOMES –
BALBOA POINT - NIGUEL 220 PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$100,000 -TO \$150,000
SADDLEBACK HOMES –
MOUNTAIN PARK RANCH - PLAN ONE

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$151,000 TO \$200,000
GEOFFREY H. EDMUNDS & ASSOCIATES –
TIMARRON AT STONEGATE - BARCELONA

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$201,000 TO \$250,000
RICHMOND AMERICAN HOMES –
RICHMOND HEIGHTS -PLAN 1940

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$250,000
GEOFFREY H. EDMUNDS & ASSOCIATES –
CHENEY ESTATES - PLAN B

BEST PRODUCT DESIGN
FOR HOMES UNDER \$100,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT)
SHEA HOMES - CORONADO - SALINAS 120 PLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$100,000 TO \$150,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT.)
COVENTRY HOMES - TUSCANY POINT - CARRARA

BEST PRODUCT DESIGN
FOR HOMES OVER \$200,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT.)
MONTEREY HOMES –
7600 LINCOLN - ST. LAURENT

BEST PRODUCT DESIGN
FOR HOMES FROM \$100,000 TO \$150,000
(ON A LOT OVER 55' WIDE OR MORE THAN
5,500 SQ. FT) (TIE)
SHEA HOMES – SIERRA AT THE SUMMIT -
BRENTWOOD370 PLAN
DEL WEBB'S SUN CITY WEST - THE SAFFORD

BEST PRODUCT DESIGN
FOR HOMES FROM \$151,000 TO \$200,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT)
DEL WEBB'S SUN CITY WEST - THE
COTTONTWOOD

BEST PRODUCT DESIGN
FOR HOMES FROM \$201,000 TO \$250,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
RICHMOND AMERICAN HOMES –
RICHMOND HEIGHTS – PLAN 1940

BEST PRODUCT DESIGN
FOR HOMES OVER \$250,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT)
GEOFFREY H. EDMUNDS & ASSOCIATES –
CHENEY ESTATES - PLAN F

CUSTOM HOME OF THE YEAR
BEST PRODUCT DESIGN FOR ONE-OF-A-KIND
HOMES OVER \$500,000
ALEXANDER DEVELOPMENT CORP.

BEST MASTER PLANNED COMMUNITY
DEL WEBB'S SUN CITY WEST

ROOKIE SALESPERSON OF THE YEAR
WITH A COMPANY SELLING
LESS THAN 200 HOMES
EARL SPENARD –
GEOFFREY H. EDMUNDS & ASSOCIATES

ROOKIE SALESPERSON OF THE YEAR
WITH A COMPANY SELLING
200 OR MORE HOMES
MARTHA CASS - SHEA HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING 76 TO 200 HOMES
J. R. EDMUNDS –
GEOFFREY H. EDMUNDS & ASSOCIATES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING 201 TO 500 HOMES
CAROL OGILVIE - CENTEX HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING OVER 500 HOMES
BOB CRANDALL - SHEA HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY SELLING 200 HOMES OR LESS
AL KOEHLER –
GEOFFREY H. EDMUNDS & ASSOCIATES

SALES MANAGER OF THE YEAR
WITH A COMPANY SELLING OVER 200 HOMES
BUDDY SATTERFIELD - SHEA HOMES

GRAND AWARD
GEOFFREY H. EDMUNDS & ASSOCIATES

MAME XV AWARDS

BEST BROCHURE
FOR A COMMUNITY UNDER \$150,000
SHEA HOMES - ASPEN SPRINGS

BEST BROCHURE
FOR A COMMUNITY
FROM \$150,000 TO \$200,000
SHEA HOMES - CANYON ESTATES/RETREAT

BEST BROCHURE
FOR A COMMUNITY OVER \$200,000
MONTEREY HOMES - 7600 LINCOLN

BEST BROCHURE
FOR A MASTER PLANNED COMMUNITY
DEL WEBB CORPORATION - TERRAVITA

BEST BLACK & WHITE NEWSPAPER AD
DEL WEBB CORPORATION - TERRAVITA -
YOU'LL LOVE WHATS BEHIND
YOUR TERRAVTTA HOME

BEST COLOR NEWSPAPER AD
MONTEREY HOMES –
ARCHITECTURE IS MUSIC FROZEN IN SPACE

BEST COLOR MAGAZINE AD
SADDLEBACK HOMES - VIEW OF A LIFETIME

BEST RADIO COMMERCIAL
T.W LEWIS COMPANY TESTIMONIALS

BEST TELEVISION COMMERCIAL
SHEA HOMES - BUILDING FAMILIES

BEST INDIVIDUAL BILLBOARD OR POSTER
SADDLEBACK HOMES - SADDLEBACK AT TROON

BEST AD CAMPAIGN
CORPORATE
SHEA HOMES - SUMMER COOLER

BEST SALES OFFICE
OVER 550 SQUARE FEET
INCO HOMES - PRIDE TRADITION EAST

BEST RESIDENTIAL COMMUNITY
UNDER \$100,000
INCO HOMES - REUNION TRADITION EAST

BEST RESIDENTIAL COMMUNITY
FROM \$100,000 TO \$150,000
INCO HOMES - PRIDE TRADITION EAST

BEST RESIDENTIAL COMMUNITY
FROM \$151,000 TO \$200,000
SADDLEBACK HOMES - SADDLEBACK AT TROON

BEST RESIDENTIAL COMMUNITY
OVER \$200,000
DEL WEBB CORPORATION – TERRAVITA

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$100,000
COVENTRY HOMES –
WINDROSE – THE LAUREL PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$100,000 TO \$150,000
COVENTRY HOMES – MESQUITE CANYON –
CORDOBA PLAN

BEST INTERIOR MERCHANDISING
FOR HOME FROM \$151,000 TO \$200,000
CENTEX HOMES –
TOP OF THE RANCH III – SHASTA PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$201,000 TO \$250,000
CENTEX HOMES –
LAS PIEDRAS – VALENCIA PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$250,000
DEL WEBB CORPORATOIN –
TERRAVITA – SENTIS PLAN

BEST PRODUCT DESIGN
FOR HOMES UNDER \$100,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT.)
INCO HOMES –
REUNION TRADITION EAST – PLAN 2

BEST PRODUCT DESIGN
FOR HOMES FROM \$100,000 TO \$150,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT.)
COVENTRY HOMES –
MESQUITE CANYON – CORDOBA PLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$151,000 TO \$200,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT.)
DEL WEBB CORPORATION –
TERRAVITA – CRISTA PLAN

BEST PRODUCT DESIGN
FOR HOMES OVER \$200,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT.)
GOLDEN HERITAGE HOMES –
BILTMORE HILLSIDE VILLAS - PLAN 750

BEST PRODUCT DESIGN
FOR HOMES FROM \$100,000 TO \$150,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
RICHMOND AMERICAN HOMES –
TATUM HIGHLANDS -MIRAGE PLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$151,000 TO \$200,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
COVENTRY HOMES –
NORTHWOOD GLEN – STRATFORD PLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$210,000 TO \$250,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)

BEST PRODUCT DESIGN
FOR HOMES OVER \$250,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
GEOFFREY H. EDMUNDS & ASSOCIATES –
CHENEY ESTATES - PLAN F

CUSTOM HOME OF THE YEAR
BEST PRODUCT DESIGN FOR ONE-OF-A-KIND
HOMES OVER \$500,000
CENTURIAN DEVELOPMENT

ROOKIE SALESPERSON OF THE YEAR
WITH A COMPANY SELLING
LESS THAN 200 HOMES
ROBERT HIGHSMITH - THE DEHAVEN COMPANY

ROOKIE SALESPERSON OF THE YEAR
WITH A COMPANY SELLING
200 HOMES OR MORE
DAVE GARCIA - SHEA HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING
LESS THAN 200 HOMES
JANICE RANTANEN - MONTEREY HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING 201 TO 500 HOMES
SCOTT GAERTNER –
DEL WEBB CORPORATION -TERRAVITA

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING OVER 500 HOMES
BOB CRANDALL - SHEA HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY SELLING OVER 200 HOMES
BUDDY SATTERFIELD - SHEA HOMES

GRAND AWARD
DEL WEBB CORPORATION - TERRAVITA

MAME XVI AWARDS

BEST BROCHURE
FOR A COMMUNITY UNDER \$150,000
SHEA HOMES - BRENTWOOD

BEST BROCHURE
FOR A COMMUNITY
FROM \$150,000 TO \$250,000
SHEA HOMES - DESERT VIEWS AT TROON

BEST BROCHURE
FOR A COMMUNITY OVER \$250,000
MONTEREY HOMES - 7600 LINCOLN

BEST BLACK & WHITE NEWSPAPER AD (TIE)
MONTEREY HOMES - CORPORATE
SHEA HOMES - CORPORATE - FAMILY ROOM

BEST COLOR NEWSPAPER AD
MCDOWELL MOUNTAIN RANCH

BEST COLOR MAGAZINE AD
MCDOWELL MOUNTAIN RANCH

BEST RADIO COMMERCIAL
MCDOWELL MOUNTAIN RANCH

BEST TELEVISION COMMERCIAL
KAUFMAN & BROAD OF ARIZONA, INC.

BEST INDIVIDUAL BILLBOARD
COVENTRY HOMES

BEST CORPORATE AD CAMPAIGN
SHEA HOMES - BUILDING CONFIDENCE

BEST SALES OFFICE WITHIN A MODEL
SHEA HOMES - CARINO CANYON

BEST RESIDENTIAL COMMUNITY
UNDER \$150,000
SHEA HOMES - BRENTWOOD

BEST RESIDENTIAL COMMUNITY
FROM \$150,000 TO \$250,000
CENTEX HOMES - TOP OF THE RANCH III

BEST RESIDENTIAL COMMUNITY
OVER \$250,000
GEOFFREY H. EDMUNDS & ASSOCIATES – THE
HEIGHTS AT DESERT HIGHLANDS

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$125,000
COVENTRY HOMES - WINDROSE - LAUREL PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$125,000 TO \$175,000
COVENTRY HOMES –
MESQUITE CANYON – CORDOBA PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$176,000 TO \$225,000
SHEA HOMES - DESERT VIEWS - VALLEJO PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$226,000 TO \$275,000
GEOFFREY H. EDMUNDS & ASSOCIATES –
PEREGRINE VILLAS AT GRAYHAWK –
LA JOLLA PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$275,000
MONTEREY HOMES –
PORTALES - VENTANA PLAN

BEST PRODUCT DESIGN
FOR HOMES UNDER \$125,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT.)
COVENTRY HOMES – WINDROSE – LAUREL PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$125,000 TO \$175,000
COVENTRY HOMES – MESQUITE CANYON –
CORDOBA PLAN

BEST INTERIOR MERCHANDISING
FOR HOME FROM \$176,000 TO \$225,000
SHEA HOMES – DESERT VIEWS – VALLEJO PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$226,000 TO \$275,000
GEOFFREY H. EDMUNDS & ASSOCIATES –
PEREGRINE VILLAS AT GRAYHAWK –
LA JOLLA PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$275,000
MONTEREY HOMES –
PORTALES – VENTANA PLAN

BEST PRODUCT DESIGN
FOR HOMES UNDER \$125,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT.)
COVENTRY HOMES – WINDROSE – LAUREL PLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$125,000 TO \$175,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT.)
MONTEREY HOMES –
THE VINTAGE - MONTEREY PLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$176,000 TO \$225,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT.)
SHEA HOMES - DESERT VIEWS - VALLEJO PLAN

BEST PRODUCT DESIGN
FOR HOMES UNDER \$125,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
KAUFMAN & BROAD –
ARIZONA OASIS – IRONWOODPLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$125,000 TO \$175,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
SHEA HOMES - BRENTWOOD - LAGUNA PLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$176,000 TO \$225,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
CENTEX HOMES –
TOP OF THE RANCH III – SHASTA PLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$226,000 TO \$275,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
RICHMOND AMERICAN HOMES –
SIERRA PASS -PICACHO PLAN

BEST PRODUCT DESIGN
FOR HOMES OVER \$275,000 (ON A LOT OVER
55' WIDE OR MORE THAN 5,500 SQ. FT.)
COVENTRY HOMES - TROVAS - DANTE PLAN

CUSTOM HOME OFTHE YEAR
BEST PRODUCT DESIGN FOR ONE-OF-A-KIND
HOMES OVER \$500,000
SHILOH CUSTOM HOMES

BEST MASTER PLANNED COMMUNITY
MCDOWELL MOUNTAIN RANCH

ROOKIE SALESPERSON OFTHE YEAR
WITH A COMPANY SELLING
LESS THAN 400 HOMES
MAUREEN PATRICK - GOLDEN HERITAGE HOMES

ROOKIE SALESPERSON OF THE YEAR
WITH A COMPANY SELLING
400 HOMES OR MORE
ANNE RADACK - COVENTRY HOMES

SALESPERSON OFTHE YEAR
WITH A COMPANY SELLING
LESS THAN 200 HOMES
DOROTHY HILL –
GEOFFREY H. EDMUNDS & ASSOCIATES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING 200-400 HOMES
SCOTT CLEVERLY - MONTEREY HOMES

SALESPERSON OFTHE YEAR
WITH A COMPANY SELLING OVER 500 HOMES
BOB CRANDALL - SHEA HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY SELLING
400 OR MORE HOMES
BDB CRANDALL - SHEA HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY SELLING
LESS THAN 400 HOMES
JANET THURINGER - GOLDEN HERITAGE HOMES

GRAND AWARD
SHEA HOMES

MAME XVII

BEST BROCHURE
FOR A COMMUNITY UNDER \$150,000
MORRISON HOMES – MORRISON HOMES AT
FINLEY FARMS

BEST BROCHURE
FOR A COMMUNITY FROM \$150,000 TO
\$250,000
GREYSTOHE HOMES - GREYSTONE HEIGHTS AT
TATUM HIGHLANDS

BEST BROCHURE
FOR A COMMUNITY OVER \$250,000
MONTEREY HOMES - LINCOLN PLACE

BEST BLACK & WHITE NEWSPAPER AD
SHEA HOMES - FAMILY ROOM

BEST COLOR NEWSPAPER AD
SHEA HOMES - JUST IMAGINE

BEST COLOR MAGAZINE AD
MONTEREY HOMES - ARCHITECTURE IS MUSIC
FROZEN IN SPACE

BEST RADIO COMMERCIAL
SHEA HOMES - SUMMER COOLER

BEST TELEVISION COMMERCIAL
SHEA HOMES - SUMMER COOLER

BEST INDIVIDUAL BILLBOARD
MARACAY HOMES - MISSION GROVES III AT
MARSHALL RANCH

BEST CORPORATE AD CAMPAIGN
SHEA HOMES - BUILDING CONFIDENCE

BEST SALES OFFICE WITHIN A MODEL HOME
SHEA HOMES - CARINO CANYON

BEST RESIDENTIAL COMMUNITY
UNDER \$150,000
BLANDFORD HOMES –
IRONWOOD PASS AT LAS SENDAS

BEST RESIDENTIAL COMMUNITY
FROM \$150,000 TO \$250,000
GEOFFREY H. EDMUNDS & ASSOCIATES –
PEREGRINE VILLAS AT GRAYHAWK

BEST RESIDENTIAL COMMUNITY
OVER \$250,000
GEOFFREY H. EDMUNDS & ASSOCIATES, INC. -
SINCUIDADOS

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$135,000
GREYSTONE HOMES - REUNION AT THE
TRADITION - PLAN 2

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$135,000 TO \$175,000
GREYSTONE HOMES – GREYSTONE HEIGHTS AT
TATUM HIGHLANDS - THE PINNACLE PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$176,000 TO \$225,000
MORRISON HOMES - MORRISON HOMES AT
PINNACLE RESERVE - HOME DESIGN 130

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$226,000 TO \$275,000
GEOFFREY H. EDMUNDS & ASSOCIATES, INC. -
PEREGRINE VILLAS AT GRAYHAWK –
LAJOLLA PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$275,000
GEOFFREY H. EDMUNDS & ASSOCIATES, INC. -
SINCUIDADOS - MEDINA PLAN

BEST PRODUCT DESIGN
FOR HOMES UNDER \$135,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT) (TIE)
RICHMOND AMERICAN HOMES –
NORTH CANYON RANCH EAST –
ARCADIA PLAN 3520
MONTEREY HOMES –
THE VINTAGE - MONTEREY PLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$135,000 TO \$175,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT)
SHEA HOMES - PALOMINO - CARINO PLAN

BEST PRODUCT DESIGN
FOR HOMES FROM \$176,000 TO \$225,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT.)
COLUMBIA COMMUNITIES –
POSITANO AT SCOTTSDALE COUNTRY CLUB -
THE CAPRI PLAN 1

BEST PRODUCT DESIGN
FOR HOMES UNDER \$135,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT)
RICHMOND AMERICAN HOMES, INC. –
TERRACINA MADRE - MIRADOR PLAN 4530

BEST PRODUCT DESIGN
FOR HOMES FROM \$135,000 TO \$175,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
CENTEX HOMES –
BELMONT AT TIRIPLE CROWN – PLAN 315-1

BEST PRODUCT DESIGN
FOR HOMES FROM \$176,000 TO \$225,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
RICHMOND AMERICAN HOMES –
DANA RANCH - CATAUNA PLAN 1981

BEST PRODUCT DESIGN
FOR HOMES FROM \$226,000 TO \$275,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
GEOFFREY H. EDMUNDS & ASSOCIATES, INC. -
PEREGRINE VILLAS AT GRAYNAW1C –
MONTORO PLAN

BEST PRODUCT DESIGN
FOR HOMES OVER \$275,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
GEOFFREY H. EDMUNDS & ASSOCIATES, INC. –
SINCUIDADOS - MEDINA PLAN

CUSTOM HOME OF THE YEAR
BEST PRODUCT DESIGN FOR ONE-OF-A-KIND
HOMES OVER \$500,000
SHILOH CUSTOM HOMES - DESERT MOUNTAIN

BEST MASTER PLANNED COMMUNITY
BLANDFORD HOMES – LAS SENDAS

ROOKIE SALESPERSON OF THE YEAR
WITH A COMPANY SELLING
LESS THAN 400 HOMES
STEVE SEEGER - MONTEREY HOMES

ROOKIE SALESPERSON OF THE YEAR
WITH A COMPANY SELLING
400 OR MORE HOMES
DOTTIE HAGER - SHEA HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING
LESS THAN 200 HOMES
DOROTHY HILL –
GEOFFREY H. EDMUNDS & ASSOCIATES, INC.

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING 200 TO 400 HOMES
JANICE RANTANEN - MONTEREY HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING OVER 400 HOMES
KEN PETERSON - SHEA HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY SELLING
LESS THAN 400 HOMES
JANET THURINGER - GOLDEN HERITAGE HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY SELLING
400 OR MORE HOMES
BOB CRANDALL - SHEA HOMES

GRAND AWARD
GEOFFREY H. EDMUNDS & ASSOCIATES, INC.

MAME XVIII AWARDS

BEST BROCHURE
FOR A COMMUNITY UNDER \$150,000
GREYSTONE HOMES –
SPIRIT AT SONORAN SPRINGS

BEST BROCHURE
FOR A COMMUNITY
FROM \$150,000 TO \$250,000
GEOFFREY H. EDMUNDS & ASSOCIATES -
LEGACY AT LEGEND TRAIL

BEST BROCHURE
FOR A COMMUNITY OVER \$250,000
MONTEREY HOMES - LINCOLN PLACE

BEST BROCHURE
FOR A MASTER PLANNED COMMUNITY
PULTE HOMES – WINFIELD

BEST BLACK AND WHITE NEWSPAPER AD
DEL WEBB'S COVENTRY HOMES –
IT FEELS LIKE HOME

BEST COLOR NEWSPAPER AD
GOLDEN HERITAGE HOMES –
LOVE AT FIRST SIGHT

BEST COLOR MAGAZINE AD
BLANDFORD HOMES - LAS SENDAS

BEST RADIO COMMERCIAL
BLANDFORD HOMES - LAS SENDAS

BEST INDIVIDUAL BILLBOARD
BEAZER HOMES –
ME TARZAN. YOU _____
(SOME NAMES YOU JUST DON'T FORGET)

BEST CORPORATE AD CAMPAIGN
BLANDFORD HOMES - LAS SENDAS

BEST SALES OFFICE WITHIN A MODEL HOMES
SHEA HOMES – CARINO CANYON

BEST RESIDENTIAL COMMUNITY
UNDER \$150,000
FRANK RESIDENTIAL –
TOSCANA AT TATUM RANCH

BEST RESIDENTIAL COMMUNITY
FROM \$150,000 TO \$250,000
GREYSTONE HOMES –
MONTECITO AT MCDOWELL MOUNTAIN RANCH

BEST RESIDENTIAL COMMUNITY
OVER \$250,000
GEOFFREY H. EDMUNDS & ASSOCIATES –
SINCUIDADOS

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$135,000
GREYSTONE HOMES –
SPIRIT AT SONORAN SPRINGS –
GREAT HOUSE PLAN 1

BEST INTERIOR MERCHANDISING
FOR HOMES FOR HOMES
FROM \$135,000 TO \$175,000
BLANDFORD HOMES –
LAS SENDAS – THE GOLDEN EAGLE PLAN 2450

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$176,000 TO 225,000
COLUMBIA COMMUNITIES – POSITANO AT
SCOTTSDALE COUNTRY CLUB – AMALFI PLAN 2

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$226,000 TO \$275,000
RICHMOND AMERICAN HOMES – DESERT WIND
AT LONE MOUNTAIN – DIAMANTE PLAN 5561

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$275,000
M/I HOMES –
QUAIL RUN AT MONTERA PLAN 3667-3

BEST PRODUCT DESIGN
FOR HOMES UNDER \$135,000
(ON A 55' WIDE OR LESS THAN 5,500 SQ. FT.)
RICHMOND AMERICAN HOMES – SERRANO AT
SONORAN HILLS – ANTIGUA PLAN 4020

BEST PRODUCT DESIGN
FOR HOMES FROM \$176,000 TO \$225,000
(ON A LOT 55' WIDE OR
LESS THAN 5,500 SQ. FT.)
COLUMBIA COMMUNITIES –
POSITANO AT SCOTTSDALE COUNTRY CLUB –
AMALFI PLAN 2

BEST PRODUCT DESIGN
FOR HOMES UNDER \$135,000 (ON A LOT OVER
55' WIDE OR MORE THAN 5,500 SQ. FT.)
GREYSTONE HOMES – SPIRIT AT SONORAN
SPRINGS – GREAT HOUSE PLAN 1C

BEST PRODUCT DESIGN
FOR HOMES FROM \$135,000 TO \$175,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
GEOFFREY H. EDMUNDS & ASSOCIATES –
LEGACY AT LEGEND TRAIL - SIDONIA

BEST PRODUCT DESIGN
FOR HOMES FROM \$226,000 TO \$275,000

SALESPERSON OF THE YEAR
WITH A (ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
RICHMOND AMERICAN HOMES – DESERT WIND
AT LONE MOUNTAIN – DIAMANTE PLAN 5561

BEST PRODUCT DESIGN
FOR HOMES OVER \$275,000
(ON A LOT OVER 55' WIDE OR
MORE THAN 5,500 SQ. FT.)
CAMERON HOMES –
BOULDER PASS AT TROON VILLAGE –
PUEBLO PLAN 203

CUSTOM HOME OF THE YEAR
BEST PRODUCT DESIGN FOR ONE OF A KIND
HOMES OVER \$500,000
SHILOH CUSTOM HOMES –
ANCALA SUBDIVISION – LOT #80

BEST MASTER PLANNED COMMUNITY
DMB ASSOCIATED – DC RANCH

ROOKIE SALESPERSON OF THE YEAR
WITH A COMPANY SELLING
MORE THAN 500 HOMES
PAM BRENNAN – SHEA HOMES

SALES PERSON OF THE YEAR
WITH A COMPANY SELLING
LESS THAN 200 HOMES
J.R. EDMUNDS –
GEOFFREY H. EDMUNDS & ASSOCIATES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING 200 TO 500 HOMES
JANICE RANTANEN - MONTEREY HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING
MORE THAN 500 HOMES
TOM HORYZA - SHEA HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY SELLING
LESS THAN 500 HOMES
AL KOWHLER – GEOFFREY H. EDMUNDS &
ASSOCIATES

SALES MANAGER FO THE YEAR
WITH A COMPANY SELLING
MORE THAT 500 HOMES
BOB CRANDALL – SHEA HOMES

GRAND AWARD WINNER – TIE
BLANDFORD HOMES
RICHMOND AMERICAN HOMES

MAME XIX

BEST BROCHURE
FOR A COMMUNITY
FROM \$150,000 TO \$250,000
GEOFFREY H. EDMUNDS/
A TOLL BROTHERS COMPANY –
THE ENCLAVE AT OCOTILLO LAKES

BEST BROCHURE
FOR A COMMUNITY OVER \$250,000
GEOFFREY H. EDMUNDS/
A TOLL BROTHERS COMPANY –
DC RANCH ESTATES

BEST BLACK AND WHITE NEWSPAPER AD
GOLDEN HERITAGE HOMES –
A GREAT PLACE TO RAISE A FAMILY

BEST COLOR NEWSPAPER AD
GOLDEN HERITAGE HOMES - THE BEST OF
SCOTTSDALE MOUNTAIN IS NOW AVAILABLE

BEST COLOR MAGAZINE AD
SUNCHASE ESTRELLA –
WHERE “HOME” MEANS SO MUCH MORE

BEST RADIO COMMERCIAL
GOLDEN HERITAGE HOMES –
DISTINCTLY GOLDEN HERITAGE

BEST DIRECT MAIL CAMPAIGN TO PROSPECTS
DMB ASSOCIATES - DC RANCH

BEST DIRECT MAIL CAMPAIGN TO REALTORS
DESERT MOUNTAIN PROPERTIES

BEST CORPORATE AD CAMPAIGN
SUNCHASE - ESTRELLA MOUNTAIN RANCH

BEST SALES OFF WITHIN A MODEL HOME
WITH A 2 CAR GARAGE
MORRISON HOMES –
MORRISON HOMES AT FLETCHER HEIGHTS

BEST SALES OFF WITHIN A MODEL HOME
WITH A 3-4 CAR GARAGE
GREYSTONE HOMES –
BRIARGATE AT EAGLE MOUNTAIN

BEST SALES PAVILION
DEL WEBB’S BELLASERA

BEST RESIDENTIAL COMMUNITY
UNDER \$125,000
GREYSTONE HOMES –
REUNION AT SONORAN SPRINGS

BEST RESIDENTIAL COMMUNITY
FROM \$201,000 TO \$300,000
GREYSTONE HOMES - MONTECITO AT
MCDOWELL MOUNTAIN RANCH

BEST RESIDENTIAL COMMUNITY
OVER \$300,000
GEOFFREY H. EOMUNDS/
A TOLL BROTHERS COMPANY –
RETREAT AT ONE HUNDRED HILLS

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$125,000
MORRISON HOMES - HOME DESIGN 310

BEST INTERIOR MERCHANDISING
FOR HOMES \$125,000 TO \$200,000
GREYSTONE HOMES –
THE BRENTWOOD - PLAN 1

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$201,000 TO \$300,000
ENGLE HOMES - PLAN 55-3408

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$300,000
CAMELOT HOMES - FORTUNATTA

BEST PRODUCT DESIGN
FOR HOMES UNDER \$125,000
(ON A LOT 55’ WIDE OR LESS)
GREYSTONE HOMES - VALENCIA - PLAN 5

BEST PRODUCT DESIGN
FOR HOMES FROM \$125,000 TO \$200,000
(ON A LOT 55’ WIDE OR LESS)
GREYSTONE HOMES – VALENCIA – PLAN 5

BEST PRODUCT DESIGN
FOR HOMES OVER \$300,000
(ON A LOT 55’ WIDE OR LESS)
MONTEREY HOMES – VENETIAN – PLAN 9724

BEST PRODUCT DESIGN
FOR HOMES FOR UNDER \$125,000
(ON A LOT OVER 55' WIDE)
GREYSTONE HOMES –
THE GREAT HOUSE – PLAN 2

LINDA LOCKMAN - COVENTRY HOMES

GRAND AWARD
GREYSTONE HOMES

BEST PRODUCT DESIGN
FOR HOMES FROM \$125,000 TO \$200,000
(ON A LOT OVER 55' WIDE)
MORRISON HOMES – HOME DESIGN 130

BEST PRODUCT DESIGN
FOR HOMES FROM \$201,000 TO \$300,000
(ON A LOT OVER 55' WIDE)
GREYSTONE HOMES - THE INVERNESS - PLAN 3

BEST PRODUCT DESIGN
FOR HOMES OVER \$300,000
(ON A LOT OVER 55' WIDE)
GOLDEN HERITAGE HOMES - PLAN 580

CUSTOM HOME OF THE YEAR
OVER 1 MILLION
SHILOH CUSTOM HOMES
AT DESERT MOUNTAIN

BEST MASTER PLANNED COMMUNITY
BLANDFORD HOMES - LAS SENDAS

ROOKIE SALESPERSON OF THE YEAR
SHARON L. CONSTANT –
CRESLEIGH HOMES OF ARIZONA, INC.

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING 200 TO 500 HOMES
TERRY LENTS - BLANDFORD HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY SELLING
500 OR MORE HOMES
TERRY TIEDEMAN –
RICHMOND AMERICAN HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY SELLING
LESS THAN 500 HOMES
JANET THURINGER - GOLDEN HERITAGE HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY SELLING
500 OR MORE HOMES

MAME XX

BEST BROCHURE
FOR A COMMUNITY UNDER \$150,000
MARACAY HOMES - CRISMON CROSSING

BEST BROCHURE FOR A COMMUNITY
FROM \$150,000 TO \$250,000
ANTHEM COUNTRY CLUB BY DEL WEBB

BEST BLACK AND WHITE NEWSPAPER AD
SUNBELT HOLDINGS
MCDOWELL MOUNTAIN RANCH –
"IN ARIZONA, THIS IS OCEAN FRONT PROPERTY"

BEST COLOR NEWSPAPER AD
RICHMOND AMERICAN HOMES –
"THE GRAND ENTRANCE"

BEST COLOR MAGAZINE AD
ARTISAN HOMES - "ARTISAN LOFTS"

BEST RADIO COMMERCIAL
SUNBELT HOLDINGS –
MCDOWELL MOUNTAIN RANCH

BEST TELEVISION COMMERCIAL
MARACAY HOMES - MARACAY'S FLEX DESIGN

BEST DIRECT MAIL CAMPAIGN TO PROSPECTS
DEL WEBB'S COVENTRY HOMES –
ANTHEM PARKSIDE

BEST DIRECT MAIL CAMPAIGN TO REALTORS
ANTHEM COUNTRY CLUB BY DEL WEBB

BEST CORPORATE AD CAMPAIGN
SUNBELT - MCDOWELL MOUNTAIN RANCH

BEST WEB SITE
FOR BUILDERS UNDER 500 HOMES
MARACAY HOMES

BEST WEB SITE
FOR BUILDERS OVER 500 HOMES
SHEA HOMES

BEST SALES OFFICE WITHIN A MODEL HOME
WITH A 2 CAR GARAGE
MARACAY HOMES - ENTRADA DE ORO

BEST SALES OFFICE WITHIN A MODEL HOMES
WITH A 3-4 CAR GARAGE
T.W. LEWIS - VOLARE

BEST SALES PAVILION
ANTHEM COUNTRY CLUB BY DEL WEBB -
ANTHEM COUNTRY CLUB

BEST RESIDENTIAL COMMUNITY
UNDER \$125,000
GREYSTONE HOMES –
GREYSTONE PARK AT FLETCHER HEIGHTS

BEST RESIDENTIAL COMMUNITY
FROM \$125,000 TO \$200,000
HUGHES DEVELOPMENT - APACHE WELLS II

BEST RESIDENTIAL COMMUNITY
FROM \$201,000 TO \$300,000
ANTHEM BY DEL WEBB –
ANTHEM COUNTRY CLUB

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$125,000
RICHMOND AMERICAN HOMES –
CARMEL - PLAN 4034

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$125,000 TO \$200,000
SIVAGE THOMAS HOMES - DESERT MARIGOLD

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$201,000 TO \$300,000
ANTHEM COUNTRY CLUB BY DEL WEBB –
THE ARBELLA - PLAN 18304

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$300,000
T.W. LEWIS - SOLANA - PLAN 3038

BEST DETACHED PRODUCT DESIGN
FOR HOMES UNDER \$125,000
(ON A LOT 55' WIDE OR LESS)
GREYSTONE HOMES - THE LAKEWOOD - PLAN 3

BEST DETACHED PRODUCT DESIGN
FOR HOMES FROM \$125,000 TO \$200,000
(ON A LOT 55' WIDE OR LESS)
ANTHEM COUNTRY CLUB BY DEL WEBB –
THE ACADIA - PLAN 18103

BEST DETACHED PRODUCT DESIGN
FOR HOMES FROM \$125,000 TO \$200,000
(ON A LOT OVER 55' WIDE)
JACKSON PROPERTIES - SYCAMORE - PLAN 355

GRAND AWARD WINNER
ANTHEM COUNTRY CLUB BY DEL WEBB

BEST DETACHED PRODUCT DESIGN
FOR HOMES FROM \$201,000 TO \$300,000
(ON A LOT OVER 55' WIDE)
ANTHEM COUNTRY CLUB BY DEL WEBB –
THE VALERO - PLAN 18303

BEST DETACHED PRODUCT DESIGN
FOR HOMES OVER \$300,000
(ON A LOT OVER 55' WIDE)
ENGLE HOMES - VALENCIA

BEST ATTACHED PRODUCT DESIGN
FOR HOMES UNDER \$150,000
MARACAY HOMES - RUBY - PLAN 2

CUSTOM HOMES OF THE YEAR
SHILOH CUSTOM HOMES - DESERT MOUNTAIN

BEST MASTER PLANNED COMMUNITY
ANTHEM BY DEL WEBB

ROOKIE SALESPERSON OF THE YEAR
PRESTON SMITH, US DEVELOPMENT

SALESPERSON OF THE YEAR WITH A COMPANY
SELLING LESS THAN 200 HOMES
JEANINE SHACKLEFORD, SCOTT HOMES

SALESPERSON OF THE YEAR WITH A COMPANY
SELLING 200 TO 500 HOMES
ERIC WILLIAMS, BLANDFORD HOMES

SALESPERSON OF THE YEAR WITH A COMPANY
SELLING OVER 500 HOMES
JEANNIE OLSEN, SHEA HOMES - TIE
HEATHER STEVENSON, ENGLE HOMES - TIE

SALES MANAGER OF THE YEAR WITH A
COMPANY SELLING LESS THAN 500 HOMES
CATHY FRENCH, MARACAY HOMES
SALES MANAGER OF THE YEAR WITH A
COMPANY SELLING 500 OR MORE HOMES
TOM HORYZA, SHEA HOMES

SMALL VOLUME BUILDER AWARD
HUGHES DEVELOPMENT

MAME XXI

BEST BROCHURE
FOR A COMMUNITY OVER \$150,000
JACKSON PROPERTIES - SAGUARO MOUNTAIN

BEST BLACK AND WHITE NEWSPAPER AD
DMB ASSOCIATES DC RANCH –
"WHERE YOU BELONG"

BEST COLOR NEWSPAPER AD
DEL WEBB'S COVENTRY HOMES
ANTHEM PARKSIDE - "CATCH A SMILE"

BEST COLOR MAGAZINE AD – TIE
DEL WEBB'S COVENTRY HOMES
ANTHEM PARKSIDE - "RIDE THE WAVE"
ANTHEM COUNTRY CLUB BY DEL WEBB –
"A LIFE OF LUXURY BEGINS WITH
EXTRAORDINARY ATTENTION TO DETAIL"

BEST DIRECT MAIL PIECE FOR PROSPECTS
MARACAY HOMES –
SLIDE N DECIDE FLEX DESIGN DEMO

BEST DIRECT MAIL CAMPAIGN
TO PROSPECTS – TIE
ANTHEM COUNTRY CLUB BY DEL WEBB -
BECAUSE THIS IS WHERE YOU BELONG
PPVN TROON NORTH

BEST BUILDER AD CAMPAIGN
DEL WEBB'S COVENTRY HOMES –
ANTHEM PARKSIDE

BEST WEB SITE FOR BUILDERS
BUILDING LESS THAN 500 HOMES PER YEAR
MORRISON HOMES

BEST WEB SITE FOR BUILDERS
BUILDING 500 OR MORE HOMES PER YEAR
ENGLE HOMES

BEST SALES OFFICE
UNDER 500 SQ FT WITHIN A MODEL HOME
MORRISON HOMES –
MORRISON HOMES AT COOPER COMMONS

BEST SALES OFFICE
500 SQ FT OR LARGER WITHIN A MODEL HOME
CENTEX HOMES - WILDHORSE AT ALLEN RANCH

BEST RESIDENTIAL MODEL COMPLEX
FROM \$125,000 TO \$250,000
MARACAY HOMES - WINDSONG AT LAS SENDAS

BEST RESIDENTIAL MODEL COMPLEX
OVER \$250,000
ENGLE HOMES – SUNRISE POINT
AT MCDOWELL MOUNTAIN RANCH

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$125,000
STANDARD PACIFIC HOMES - PLAN 1602

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$125,000 TO \$200,000
MARACAY HOMES - DURANGO PLAN 302

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$201,000 TO \$300,000
STANDARD PACIFIC HOMES - PLAN 6006

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$300,000
CAMELOT HOMES - VILLA III

BEST DETACHED PRODUCT DESIGN
FOR HOMES UNDER \$125,000
RYLAND HOMES - SUMMIT PLAN 19

BEST DETACHED PRODUCT DESIGN
FOR HOMES FROM \$125,000 TO \$200,000
MORRISON HOMES - HOME DESIGN 125

BEST DETACHED PRODUCT DESIGN
FOR HOMES FROM \$201,000 TO \$300,000
RICHMOND AMERICAN HOMES –
SIERRA PLAN 589

BEST DETACHED PRODUCT DESIGN
FOR HOMES OVER \$300,000
T.W. LEWIS - CIELO PLAN 4088

BEST ATTACHED PRODUCT DESIGN
FOR HOMES \$150,000 OR MORE
CAMELOT HOMES - VILLA III

CUSTOM HOME OF THE YEAR- TIE
CALVIS WYANT LUXURY HOMES –
ADAMS RESIDENCE
SHILOH CUSTOM HOMES - DC RANCH

BEST MASTER PLANNED COMMUNITY
(ACTIVE ADULT OR FAMILY)
DEL WEBB CORP - ANTHEM BY DEL WEBB

ROOKIE OF THE YEAR FOR A COMPANY
CLOSING OVER 250 HOMES A YEAR- TIE
DEBBIE MASEAR, KB HOME
SEAN MCDONALD, CENTEX HOMES

SALESPERSON OF THE YEAR WITH A COMPANY
CLOSING LESS THAN 200 HOMES A YEAR
JEANINE SHACKELFORD, SCOTT HOMES

SALESPERSON OF THE YEAR WITH A COMPANY
CLOSING 200 TO 700 HOMES A YEAR
LYNN OWENS,
ANTHEM COUNTRY CLUB BY DEL WEBB

SALESPERSON OF THE YEAR WITH A COMPANY
CLOSING 700 OR MORE HOMES A YEAR
DANIELLE NEAL, KB HOME

SALES MANAGER OF THE YEAR
WITH A COMPANY CLOSING
LESS THAN 500 HOMES A YEAR
DENNIS HERRIG, HACIENDA BUILDERS

SALES MANAGER OF THE YEAR
WITH A COMPANY CLOSING
500 OR MORE HOMES A YEAR
LYLE JACKSON, KB HOME

SMALL VOLUME BUILDER AWARD
ODYSSEY HOMES

GRAND AWARD WINNER
MARACAY HOMES

MAME XXII

BEST BLACK AND WHITE NEWSPAPER AD
SIVAGE THOMAS HOMES –
"HOMES FROM THE HIGH \$200,000"

BEST COLOR NEWSPAPER AD
MARACAY HOMES - "WHAT DOES FLEX DESIGN
MEAN TO YOU? CHOICES. CHOICES. CHOICES."

BEST COLOR MAGAZINE AD
CAMELOT HOMES - "ARCHITECTURE SO
INSPIRED, YOU'LL THINK WE READ YOUR MIND"

BEST TELEVISION COMMERCIAL
KB HOME - "DREAM HOME"

BEST DIRECT MAIL PIECE FOR PROPECTS
CAMELOT HOMES – "EXCELLENCE BY DESIGN -
NOW ON THE INTERNET"

BEST BUILDER AD CAMPAIGN
MARACAY HOMES - FLEX DESIGN

BEST WEB SITE FOR BUILDERS
BUILDING LESS THAN 500 HOMES PER YEAR- TIE
MORRISON HOMES
ENGLE HOMES

BEST WEB SITE FOR BUILDERS
BUILDING 500 OR MORE HOMES PER YEAR
SIVAGE THOMAS HOMES

BEST SALES OFFICE UNDER 500 SQ FT
WITHIN A MODEL HOME GARAGE
SIVAGE THOMAS HOMES –
THE RIDGE AT DIAMANTE DEL LAGO

BEST SALES OFFICE
500 SQ FT WITHIN A MODEL HOME GARAGE
WILLIAM LYON HOMES –
MESQUITE GROVE ESTATES

BEST SALES PAVILION
SHEA HOMES
SUBMITTED BY MGA INTERIORS & GRAPHICS -
SEVILLE

BEST RESIDENTIAL MODEL COMPLEX
UNDER \$200,000
MARACAY HOMES - WINDSONG AT LAS SENDAS

BEST RESIDENTIAL MODEL COMPLEX
FOR HOMES OVER \$200,000
WILLIAM LYON HOMES –
MESQUITE GROVE ESTATES

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$140,000
CANTERRA HOMES
SUBMITTED BY VISIONS INTERIOR DESIGN -
CORONADO PLAN 513

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$141,000 TO \$225,000
WILLIAM LYON HOMES - DESERT STAR - 4106

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$226,000 TO \$350,000
RICHMOND AMERICAN HOMES –
THE PHOENIX PLAN 940

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$350,000
CAMELOT HOMES –
TROVERE PLAN 401 WITH CASITA

BEST DETACHED PRODUCT DESIGN
FOR HOMES UNDER \$140,000
MARACAY HOMES - DURANGO PLAN 302

BEST DETACHED PRODUCT DESIGN
FOR HOMES FROM \$141,000 TO \$225,000- TIE
WILLIAM LYON HOMES - SUNCHASE PLAN 4104
US HOME CORP. - SAN GREGORIO - 2878

BEST DETACHED PRODUCT DESIGN
FOR HOMES FROM \$226,000 TO \$350,000
STANDARD PACIFIC HOMES - 5007

BEST DETACHED PRODUCT DESIGN
FOR HOMES OVER \$350,000
CAMELOT HOMES - CORTONA PLAN 402

BEST ATTACHED PRODUCT DESIGN- TIE
ARTISAN HOMES –
UNIT 204 CAMELOT HOMES - VILLA THREE

CUSTOM HOME OF THE YEAR
UNDER \$1,000,000
ALDEN CUSTOM HOMES

CUSTOM HOME OF THE YEAR
OVER \$1,000,000
WALL ST. WEST CUSTOM HOMES

ROOKIE OF THE YEAR FOR A COMPANY
CLOSING LESS THAN 700 HOMES A YEAR
KARA DOLAN, CAMELOT HOMES

ROOKIE OF THE YEAR FOR A COMPANY
CLOSING MORE THAN 700 HOMES A YEAR
STACY STROMBECK, SHEA HOMES

SALESPERSON OF THE YEAR FOR A COMPANY
CLOSING LESS THAN 200 HOME A YEAR
KEITH MISHKIN, GHE & ASSOCIATES

SALESPERSON OF THE YEAR WITH A COMPANY
CLOSING 200 TO 700 HOMES A YEAR
ANNE RADACK, MARACAY HOMES

SALESPERSON OF THE YEAR WITH A COMPANY
CLOSING MORE THAN 700 HOMES A YEAR
JANIS STRUEBING, STANDARD PACIFIC HOMES

COMMUNITY SALES TEAM OF THE YEAR
DAWN KIRCHNER & DOTTIE HAGAN,
SHEA HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY CLOSING
LESS THAN 500 HOMES A YEAR
CAROLYN MORRISON, MORRISON HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY CLOSING
MORE THAN 500 HOMES A YEAR
LYLE JACKSON, KB HOME

GRAND AWARD WINNER
MARACAY HOMES

MAME XXIII

BEST BLACK AND WHITE NEWSPAPER AD
CAPITAL PACIFIC HOMES - "FIDO NEEDS A YARD"

BEST COLOR NEWSPAPER AD
KB HOME – "BIG THINGS HAPPEN WHEN
CLIFFORD'S AROUND"

BEST COLOR MAGAZINE AD
ANTHEM COUNTRY CLUB – "STAY HOME. GO ON
VACATION. END THE DEBATE."

BEST BILLBOARD
KB HOME - "TOUR OUR BIG MODELS AND GET A
TREAT FROM CLIFFORD THE BIG RED DOG"

BEST TELEVISION COMMERCIAL
STANDARD PACIFIC HOMES

BEST DIRECT MAIL PIECE TO PROSPECTS
MARACAY HOMES - "SLIDE 'N' DECIDE"

BEST AD CAMPAIGN
KB HOME -BACK TO SCHOOL CAMPAIGN WITH
CLIFFORD THE BID RED DOG

BEST WEB SITE
CALVIS WYANT LUXURY HOMES

BEST SALES OFFICE
UNDER 500 SQ. FT. WITHIN A MODEL HOME
T.W. LEWIS COMPANY - PEAKVIEW TRAILS

BEST SALES OFFICE 500 SQ. FT. OR LARGER
WITHIN A MODEL HOME
NICHOLAS HOMES –
BARRINGTON AT DEAMING SUMMIT

BEST DESIGN CENTER
T.W. LEWIS COMPANY

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$140,000
MORRISON HOMES - HOME DESIGN 310

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$141,000 TO \$225,000
MARACAY HOMES - DURANGO PLAN 302

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$226,000 TO \$350,000
NICHOLAS HOMES - BEL AIRE RESIDENCE 6

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$351,000 TO \$500,000
CAMELOT HOMES - VILLA 2

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$500,000
CAMELOT HOMES –
TROVERE PLAN 401 WITH CASITA

BEST DETACHED FLOOR PLAN DESIGN
FOR HOMES UNDER \$140,000
MORRISON HOMES - HOME DESIGN 310

BEST DETACHED FLOOR PLAN DESIGN
FOR HOMES FROM \$141,000 TO \$225,000
CONTINENTAL HOMES - HARVARD PLAN 5609

BEST DETACHED FLOOR PLAN DESIGN
FOR HOMES FROM \$226,000 TO \$350,000
CAMELOT HOMES - PLAN 65-12

BEST DETACHED FLOOR PLAN DESIGN
FOR HOMES FROM \$351,000 TO \$500,000
CAMELOT HOMES - PLAN 65-11

BEST DETACHED FLOOR PLAN DESIGN
FOR HOMES OVER \$500,000
CAMELOT HOMES –
TROVERE PLAN 401 WITH CASITA

BEST ATTACHED FLOOR PLAN DESIGN
FOR HOMES OVER \$200,000 –TIE
CAMELOT HOMES – VILLA 2
CAMELOT HOMES – VILLA 3

CUSTOM HOME OF THE YEAR
UNDER \$2,500,000
RS HOMES - MARTIN RESIDENCE

CUSTOM HOME OF THE YEAR
OVER \$2,500,000
THE PHIL NICHOLS COMPANY –
BALDWIN RESIDENCE

ROOKIE OF THE YEAR FOR A COMPANY
CLOSING LESS THAN 700 HOMES A YEAR
DENNIS JONES, ANTHEM COUNTRY CLUB

ROOKIE OF THE YEAR FOR A COMPANY
CLOSING MORE THAN 700 HOMES A YEAR
TOM JOHNSON, KB HOME

SALESPERSON OF THE YEAR FOR A COMPANY
CLOSING LESS THAN 500 HOMES A YEAR
BARRY MERKLIN, MORRISON HOMES

SALESPERSON OF THE YEAR FOR A COMPANY
CLOSING 500 TO 1,000 HOMES A YEAR – TIE
KARINA RODRIGUEZ,
STANDARD PACIFIC HOMES
DAVID JACKSON - ANTHEM BY DEL WEBB

SALESPERSON OF THE YEAR FOR A COMPANY
CLOSING MORE THAN 1,000 HOMES A YEAR
SHEA HOMES - RAY SULLIVAN

COMMUNITY SALES TEAM OF THE YEAR
WITH A COMPANY CLOSING
LESS THAN 700 HOMES A YEAR
CAM SPRINGHORN & SHERRIE BARRETT,
TOLL BROTHERS COMPANY

COMMUNITY SALES TEAM OF THE YEAR
WITH A COMPANY CLOSING
MORE THAN 700 HOMES A YEAR
BRUCE MOLLER & MARCI MARCIANO,
RICHMOND AMERICAN HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY CLOSING
LESS THAN 700 HOMES A YEAR
DENNIS HERRIG, T.W. LEWIS COMPANY

SALES MANAGER OF THE YEAR
WITH A COMPANY CLOSING
MORE THAN 700 HOMES A YEAR
MIKE STANKO, RICHMOND AMERICAN HOMES

SMALL VOLUME BUILDER AWARD
CAMELOT HOMES

GRAND AWARD
MARACAY HOMES

MAME XXIV

BEST BLACK AND WHITE NEWSPAPER AD
ENGLE HOMES - "LATE FOR DINNER"

BEST COLOR NEWSPAPER AD
BEAZER HOMES - TALASERA - SHOES

BEST COLOR MAGAZINE AD
BEAZER HOMES - TALASERA - SHOES

BEST BILLBOARD
MARACAY HOMES - "I WANT FLEXIBILITY"

BEST DIRECT MAIL PIECE TO PROSPECTS
BEAZER HOMES –
"GRAND OPENING RIGGS COUNTRY ESTATES"

BEST AD CAMPAIGN
MARACAY HOMES - FLEX DESIGN

BEST WEB SITE
BEAZER HOMES - TALASERA

BEST SALES OFFICE
UNDER 500 SQ. FT. WITHIN A MODEL HOME
T.W. LEWIS COMPANY - BELLA VISTA

BEST SALES OFFICE 500 SQ. FT. OR LARGER
WITHIN A MODEL HOME
BEAZER HOMES –
TALASERA AT SOUTH MOUNTAIN

BEST DESIGN CENTER
T.W. LEWIS COMPANY

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$150,000
BEAZER HOMES - TERRACINA

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$151,000 TO \$225,000
KB HOME - PLAN 3060

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$226,000 TO \$350,000
ASHTON WOODS HOMES –
THE OLYMPUS PLAN 3

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$351,000 TO \$500,000
CAMELOT HOMES - PLAN 4

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$500,000
CAMELOT HOMES - PLAN 401

BEST DETACHED FLOOR PLAN DESIGN
FOR HOMES UNDER \$150,000
RICHMOND AMERICAN HOMES –
MONTEREY PLAN 640

BEST DETACHED FLOOR PLAN DESIGN
FOR HOMES FROM \$151,000 TO \$225,000
ELEMENT HOMES
SUBMITTED BY LINDEROTH ARCHITECTS -
BRAEBURN PLAN 4004

BEST DETACHED FLOOR PLAN DESIGN
FOR HOMES FROM \$226,000 TO \$350,000
ASHTON WOODS HOMES –
THE OLYMPUS PLAN 3

BEST DETACHED FLOOR PLAN DESIGN
FOR HOMES FROM \$351,000 TO \$500,000
NICHOLAS HOMES
SUBMITTED BY LINDEROTH ARCHITECTS -
FLORENCE PLAN 2

BEST DETACHED FLOOR PLAN DESIGN
FOR HOMES OVER \$500,000
CAMELOT HOMES - PLAN 3

CUSTOM HOME OF THE YEAR
UNDER \$2,500,000
RS HOMES - DC RANCH LOT 642

CUSTOM HOME OF THE YEAR
OVER \$2,500,000
SHILOH CUSTOM HOMES

ROOKIE OF THE YEAR FOR A COMPANY
CLOSING LESS THAN 700 HOMES A YEAR
ERIN EBERT, T.W. LEWIS COMPANY

ROOKIE OF THE YEAR FOR A COMPANY
CLOSING MORE THAN 700 HOMES A YEAR
MICHAEL LAUNGER, ANTHEM BY DEL WEBB

SALESPERSON OF THE YEAR FOR A COMPANY
CLOSING LESS THAN 500 HOMES A YEAR
CHAR KONIECZSKI, ASHTON WOODS HOMES

SALESPERSON OF THE YEAR FOR A COMPANY
CLOSING 500 TO 1,000 HOMES A YEAR
STEVE TROTH, MARACAY HOMES

SALESPERSON OF THE YEAR
FOR A COMPANY CLOSING
MORE THAN 1,000 HOMES A YEAR –TIE
YONNI SIMION, KB HOME
KELLY SOMERS,
D.R. HORTON — CONTINENTAL SERIES

COMMUNITY SALES TEAM OF THE YEAR
WITH A COMPANY CLOSING
LESS THAN 700 HOMES A YEAR
ELVA CURRIE & MARY UNES, MARACAY HOMES

COMMUNITY SALES TEAM OF THE YEAR
WITH A COMPANY CLOSING
MORE THAN 700 HOMES A YEAR
DAWN KIRCHNER & PAULA OSTERHOUDT,
SHEA HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY CLOSING
LESS THAN 700 HOMES A YEAR
KAREN MURRAY, ENGLE HOMES

SALES MANAGER OF THE YEAR
WITH A COMPANY CLOSING
MORE THAN 700 HOMES A YEAR
ADAM WATKINS, SHEA HOMES

SMALL VOLUME BUILDER AWARD
ASHTON WOODS HOMES

GRAND AWARD
CAMELOT HOMES

MAME XXV

BEST BLACK AND WHITE NEWSPAPER AD
SHEA HOMES — "CARING"

BEST COLOR NEWSPAPER AD
RYLAND HOMES — "LIVE LARGE"

BEST COLOR MAGAZINE AD
BROWN FAMILY COMMUNITIES —
PRONGHORN RANCH

BEST BILLBOARD
BEAZER HOMES — IRONWOOD COMMONS

BEST DIRECT MAIL PIECE TO PROSPECTS
RYLAND HOMES — "LEAP YEAR"

BEST AD CAMPAIGN BY A BUILDER
ELITE HOMES

BEST BUILDER WEB SITE
MARACAY HOMES

BEST AD CAMPAIGN —
MASTER PLAN COMMUNITY
VERRADO

BEST SALES OFFICE UNDER 500 SQ. FT.
WITHIN A MODEL HOME GARAGE
NICHOLAS HOMES —
TRAMONTO RESIDENCE SIX

BEST SALES OFFICE 500 SQ. FT. OR LARGER
WITHIN A MODEL HOME GARAGE
NICHOLAS HOMES —
NORTH BARRINGTON BEL AIR

BEST INFORMATION CENTER
IN A MASTERPLAN COMMUNITY
TOLL BROTHERS HOMES — AVIANO

BEST DESIGN CENTER
MERITAGE HOMES

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$175,000
ASHTON WOODS HOMES —
MESQUITE RIDGE AT ESTRELLA MOUNTAIN
RANCH PLAN 2 "THE SUMMIT"

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$175,001 TO \$250,000
RYLAND HOMES — THE VILLAGES AT RANCHO
EL DORADO VISTAS PLAN 4526 "SONORA"

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$250,001 TO \$350,000
ASHTON WOODS HOMES —
SAGUARO SUMMIT AT ESTRELLA MOUNTAIN
RANCH PLAN 3 "THE OLYMPUS"

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$350,001 TO \$500,000
ASHTON WOODS HOMES — THE MANOR AT DC
RANCH PLAN 1 "THE BRENTWOOD"

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$500,000
CAMELOT HOMES — PLAN 401 "TROVERE"

BEST FLOOR PLAN DESIGN
FOR HOMES UNDER \$150,000
ENGLE HOMES —
THE VILLAGES AT PECAN CREAK PLAN 2144

BEST FLOOR PLAN DESIGN
FOR HOMES FROM \$150,001 TO \$225,000
BEAZER HOMES —
DIAMOND AT THE ORCHARDS

BEST FLOOR PLAN DESIGN FOR HOMES
FROM \$225,001 TO \$350,000
TREND HOMES
PRESENTED BY KTG GROUP, INC. —
SIENNA PLAN 312

BEST FLOOR PLAN DESIGN
FOR HOMES FROM \$350,001 TO \$500,000
ALEXANDER HOMES — PLAN 1

BEST FLOOR PLAN DESIGN
FOR HOMES OVER \$500,000
ALEXANDER HOMES — PLAN 2

CUSTOM HOME OF THE YEAR
UNDER \$2,500,000 RS HOMES —
THE KATZ RESIDENCE

ROOKIE OF THE YEAR FOR A COMPANY
CLOSING 700 OR LESS HOMES A YEAR
GRANT ALMQUIST, ELEMENT HOMES

ROOKIE OF THE YEAR FOR A COMPANY
CLOSING MORE THAN 700 HOMES A YEAR
AL MARQUISS, MERITAGE HOMES

SALESPERSON OF THE YEAR WITH A COMPANY
CLOSING LESS THAN 500 HOMES A YEAR
SHARON CONSTANT, CRESLEIGH HOMES

SALESPERSON OF THE YEAR FOR A COMPANY
CLOSING 500 TO 1,000 HOMES A YEAR
MARY UNES, MARACAY HOMES

SALESPERSON OF THE YEAR FOR A COMPANY
CLOSING MORE THAN 1,000 HOMES A YEAR
BOBBIE SGRILLO, BEAZER HOMES

COMMUNITY SALES TEAM OF THE YEAR
WITH A COMPANY CLOSING
LESS THAN 700 HOMES A YEAR
PATTI STRAIT & GRANT ALMQUIST,
ELEMENT HOMES

COMMUNITY SALES TEAM OF THE YEAR
WITH A COMPANY CLOSING
MORE THAN 700 HOMES A YEAR
HILARY HUNTLY & TERRY TIEDEMAN,
HACIENDA BUILDERS

SALES MANAGER OF THE YEAR
WITH A COMPANY CLOSING
LESS THAN 700 HOMES A YEAR

JOHN VAN BEYNEN, ANTHEM COUNTRY CLUB
SALES MANAGER OF THE YEAR
WITH A COMPANY CLOSING
MORE THAN 700 HOMES A YEAR
ROBERT NUNES, RYLAND HOMES

SALES AND MARKETING MANAGER/
DIRECTOR OF THE YEAR
SHERRI FISTRICH, KB HOME

SMALL VOLUME BUILDER AWARD
CAMELOT HOMES

GRAND AWARD
BEAZER HOMES

MAME XXVI

BEST BLACK AND WHITE NEWSPAPER AD
SHEA HOMES, "SEVILLE"

BEST COLOR NEWSPAPER AD
BEAZER HOMES, "EXTREME MAKEOVER"

BEST COLOR MAGAZINE AD
TAYLOR WOODROW, "BIGGER SPACES"

BEST BILLBOARD
BEAZER HOMES, "BEAZERENESPANOL.COM"

BEST AD CAMPAIGN BY A BUILDER
TAYLOR WOODROW, "A SPECIAL INSPIRATION"

BEST BUILDER WEB SITE BY A BUILDER
CLOSING LESS THAN 1,000 HOMES PER YEAR
CAMELOT HOMES,
WWW.CAMELOTHOMES.COM

BEST BUILDER WEB SITE BY A BUILDER
CLOSING MORE THAN 1,000 HOMES PER YEAR
SHEA HOMES, WWW.SHEAHOMES.COM

BEST AD CAMPAIGN –
MASTER PLAN COMMUNITY
SHEA HOMES, VISTANCIA

BEST DESIGN CENTER
BEAZER HOMES

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$225,000
SHEA HOMES,
STONEHAVEN AT HIGHLANDS RANCH:
ROZZANO/1905

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$225,001 TO \$350,000
MERITAGE HOMES - HERITAGE AT DESERT
VALLEY: JOSHUA TREE/PLAN 512

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$350,001 TO \$600,000
CAMELOT HOMES – ALTAMONT AT WESTWING
MOUNTAIN: PLAN 80-3

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$600,001 TO \$850,000
SHEA HOMES - ESTADOS AT SEVILLE GOLF AND
COUNTRY CLUB: SERRANIA-1404

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$850,001
CAMELOT HOMES –
HACIENDAS AT DC RANCH: PLAN 104

BEST FLOOR PLAN DESIGN
FOR HOMES UNDER \$225,000
MARACAY HOMES –
THE VILLAGE AT SIENNA VISTA:
QUARTZITE PLAN 104

BEST FLOOR PLAN DESIGN
FOR HOMES FROM \$225,001 TO \$350,000
NICHOLAS HOMES, SANALINA: PLAN 4

BEST FLOOR PLAN DESIGN
FOR HOMES FROM \$350,001 TO \$600,000
SUN WEST COMMUNITIES PRESENTED BY
LINDEROTH ASSOC., SUN GROVES: SUNDANCE

BEST FLOOR PLAN DESIGN
FOR HOMES FROM \$600,001 TO \$850,000 – TIE
CAMELOT HOMES – ALTAMONT AT WESTWING
MOUNTAIN: PLAN 80-11
ELITE COMMUNITIES –
TONGO FORREST ESTATES: RESIDENCE ONE

BEST FLOOR PLAN DESIGN
FOR HOMES OVER \$850,000
CAMELOT HOMES,
VERANDAHS AT SILVERLEAF: PLAN 5

CUSTOM HOME OF THE YEAR
UNDER \$2,500,000 – TIE
CALVIS WYANT HOMES, CW #1W
RS HOMES, THE AUSTIN RESIDENCE

CUSTOM HOME OF THE YEAR
OVER \$2,500,000- TIE
CALVIS WYANT HOMES, CW #2K
RS HOMES, THE GAREAU RESIDENCE

ROOKIE OF THE YEAR
FOR A COMPANY CLOSING
LESS THAN 1,000 HOMES A YEAR
ROMIL AZEMAT, ELITE COMMUNITIES

CAT. 25 ROOKIE OF THE YEAR
FOR A COMPANY CLOSING
MORE THAN 1,000 HOMES A YEAR
ED DELESKI, ENGLE HOMES

SALESPERSON OF THE YEAR
WITH A COMPANY CLOSING
LESS THAN 750 HOMES A YEAR
CAROLYN WHITAKER, TOLL BROTHERS

SALESPERSON OF THE YEAR
WITH A COMPANY CLOSING
750 TO 1,500 HOMES A YEAR
GABRIEL BELTRAN, TAYLOR WOODROW

SALESPERSON OF THE YEAR
FOR A COMPANY CLOSING
MORE THAN 1,500 HOMES A YEAR
AL MARQUISS, MERITAGE HOMES

COMMUNITY SALES TEAM OF THE YEAR
WITH A COMPANY CLOSING
LESS THAN 750 HOMES A YEAR
MARCELLA GROUDAN, AMBER HOLDER &
JENNIFER SMITH – TOLL BROTHERS

COMMUNITY SALES TEAM OF THE YEAR
WITH A COMPANY CLOSING
750 TO 1,500 HOMES A YEAR
ALBERT GARCIA & TIM STAMOS,
TAYLOR WOODROW

COMMUNITY SALES TEAM OF THE YEAR
WITH A COMPANY CLOSING
MORE THAN 1,500 HOMES A YEAR
PAULA OSTERHOUDT & DAWN KIRCHNER,
SHEA HOMES

SALES MANAGER OF THE YEAR
STACIE MACDONALD, KB HOME

SALES AND MARKETING MANAGER/
DIRECTOR OF THE YEAR
KEN PETERSON, SHEA HOMES

SMALL VOLUME BUILDER AWARD
ALEXANDER HOMES

GRAND AWARD
CAMELOT HOMES

MAME XXVII

BEST BLACK & WHITE NEWSPAPER AD - TIE
SHEA HOMES, WISHES GRANTED
SHEA HOMES, WHAT A WONDERFUL PLACE

BEST COLOR NEWSPAPER AD
SHEA HOMES, WISHES GRANTED

BEST COLOR MAGAZINE AD
MONTEREY HOMES

BEST BILLBOARD
SHEA HOMES, CELEBRATING 125 YEARS

BEST AD CAMPAIGN BY A BUILDER
ROSEWOOD HOMES, CUSTOM QUALITY HOMES

BEST BUILDER WEB SITE
CLOSING LESS THAN 1,000 HOMES PER YEAR
CAMELOT HOMES

BEST BUILDER WEB SITE
CLOSING MORE THAN 1,000 HOMES PER YEAR
SHEA HOMES

BEST TELEVISION AD
TAYLOR WOODROW HOMES

BEST RADIO AD
BEAZER HOMES

BEST DESIGN CENTER BY A BUILDER
TREND HOMES

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$200,000
SHEA HOMES, CIMARRON AT SAN TAN HEIGHTS
- THE ST. CROIX PLAN #2215

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$200,001 TO \$300,000
TREND HOMES, KASSANDRA AT TARTESSO - 204

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$300,001 TO \$450,000
ROSEWOOD HOMES, MOUNTAINGATE AT
VISTANCIA - RESIDENCE TWO

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$450,001 TO \$600,000
ROSEWOOD HOMES, MOUNTAINGATE AT
VISTANCIA - RESIDENCE THREE

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$600,000
CSE & ASSOCIATES,
CASITAS AT SILVERLEAF - PLAN 4

BEST FLOOR PLAN
FOR HOMES UNDER \$200,000
MERITAGE HOMES, ALMERIA AT THE LAKES AT
RANCHO EL DORADO - BENDROCK PLAN 304

BEST FLOOR PLAN
FOR HOMES FROM \$200,001 TO \$300,000
NICHOLAS HOMES, MCCARTNEY RANCH -
RESIDENCE 4

BEST FLOOR PLAN
FOR HOMES FROM \$300,001 TO \$450,000
CENTEX HOMES,
CRESTVIEW ESTATES - ESPLANADE

BEST FLOOR PLAN
FOR HOMES FROM \$450,001 TO \$600,000
ALEXANDER HOMES, CORDERA

BEST FLOOR PLAN
FOR HOMES OVER \$600,000
ALEXANDER HOMES, PORTABELLO

CUSTOM HOME OF THE YEAR
UNDER \$2,500,000
RS HOMES, NAIFF/COHEN RESIDENCE

CUSTOM HOME OF THE YEAR
OVER \$2,500,000
DESERT STAR CONSTRUCTION, DLB RESIDENCE

ROOKIE OF THE YEAR FOR A COMPANY
CLOSING LESS THAN 750 HOMES A YEAR
TARA TALLEY, ELITE COMMUNITIES

ROOKIE OF THE YEAR FOR A COMPANY
CLOSING 750 OR MORE HOMES A YEAR
HESTER FIELDER,
RICHMOND AMERICAN HOMES - EAST

SALESPERSON OF THE YEAR WITH A COMPANY
CLOSING LESS THAN 1,000 HOMES A YEAR
HILAL CHABOUN, CAMELOT HOMES

SALESPERSON OF THE YEAR WITH A COMPANY
CLOSING 1,000 OR MORE HOMES A YEAR – TIE
JIM POPE, PULTE HOMES
KATY SPENCER, STANDARD PACIFIC HOMES

COMMUNITY SALES TEAM OF THE YEAR
WITH A COMPANY CLOSING
LESS THAN 1,000 HOMES A YEAR
LAURA HENDERSON & NANCY BANCHICK,
MONTEREY HOMES

COMMUNITY SALES TEAM OF THE YEAR
WITH A COMPANY CLOSING
1,000 OR MORE HOMES A YEAR - TIE
PAULA OSTERHOUDT & DAWN KIRCHNER,
SHEA HOMES
CINDY HERRERA & LENNON GARDNER,
TAYLOR WOODROW HOMES

SALES MANAGER OF THE YEAR - TIE
TONY LANESE, SHEA HOMES
TIM STAMOS, TAYLOR WOODROW HOMES

SALES AND MARKETING MANAGER/
DIRECTOR OF THE YEAR
KENNETH PATTERSON, SHEA HOMES

SMALL VOLUME BUILDER OF THE YEAR
ALEXANDER HOMES

GRAND AWARD
SHEA HOMES

MAME XXVIII

BEST COLOR NEWSPAPER AD
STANDARD PACIFIC HOMES,
STANDARD PACIFIC TIME

BEST COLOR MAGAZINE AD
MATTAMY HOMES, CIRCLE CROSS RANCH

BEST BILLBOARD
BEAZER HOMES, LA CASA ADEQUADA

BEST AD CAMPAIGN BY A BUILDER
ROSEWOOD HOMES, CUSTOM QUALITY HOMES

BEST BUILDER WEB SITE
CLOSING LESS THAN 500 HOMES PER YEAR
ALEXANDER HOMES

BEST BUILDER WEB SITE
CLOSING MORE THAN 500 HOMES PER YEAR
TREND HOMES

BEST DESIGN CENTER BY A BUILDER
MONTALBANO HOMES

BEST INTERIOR MERCHANDISING
FOR HOMES UNDER \$200,000
TREND HOMES,
THE COLONY AT VISTANCIA, 1303 PLAN

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$200,001 TO \$300,000
SHEA HOMES, SPUR CROSSING AT OLD STONE
RANCH, THE MARTINIQUE PLAN 2233

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$300,001 TO \$450,000
ROSEWOOD HOMES, MOUNTAIN GATE AT
VISTANCIA, RESIDENCE TWO

BEST INTERIOR MERCHANDISING
FOR HOMES FROM \$450,001 TO \$600,000
ROSEWOOD HOMES, MOUNTAIN GATE AT
VISTANCIA, RESIDENCE THREE

BEST INTERIOR MERCHANDISING
FOR HOMES OVER \$600,000
ROSEWOOD HOMES, ROSEWOOD AT DC
RANCH, RESIDENCE THREE

BEST DETACHED FLOOR PLAN
FOR HOMES UNDER \$200,000
STANDARD PACIFIC HOMES,
VILLAGES AT GLENNWILDE, PLAN 3531

BEST DETACHED FLOOR PLAN
FOR HOMES FROM \$200,001 TO \$300,000
BEAZER HOMES, PALO BREA HIGHLAND,
BALSAM 2576

BEST DETACHED FLOOR PLAN
FOR HOMES FROM \$300,001 TO \$450,000
STANDARD PACIFIC HOMES,
THE CROSSINGS AT CANYON TRAILS, PLAN 5507

BEST DETACHED FLOOR PLAN
FOR HOMES FROM \$450,001 TO \$600,000
NICHOLAS HOMES,
VALENCIA AT MONTECITO, LEON
SUBMITTED BY LINDEROTH ASSOCIATES
ARCHITECTS, INC.

BEST DETACHED FLOOR PLAN
FOR HOMES OVER \$600,000
TOLL BROTHERS, INC., WINDGATE RANCH
SCOTTSDALE, VAQUERO

BEST ATTACHED FLOOR PLAN
FOR HOMES FROM \$200,000 TO \$500,000
DEL WEBB,
DESERT RIDGE INFINITY SERIES, BORA PLAN 3
SUBMITTED BY LINDEROTH ASSOCIATES
ARCHITECTS, INC.

CUSTOM HOME OF THE YEAR
UNDER \$2,500,000
RS HOMES, SCHWARTZ/THRASHER RESIDENCE

CUSTOM HOME OF THE YEAR
OVER \$2,500,000
CALVIS WYANT LUXURY HOMES,
DESERT MOUNTAIN – SAGUARO FOREST,
PRIVATE RESIDENCE

ROOKIE OF THE YEAR
FOR A COMPANY CLOSING
LESS THAN 500 HOMES A YEAR
CRYSTAL NEILL, ASHTON WOODS HOMES

ROOKIE OF THE YEAR
FOR A COMPANY CLOSING
500 OR MORE HOMES A YEAR
BILL KNUTSON, BROWN FAMILY COMMUNITIES

SALESPERSON OF THE YEAR
WITH A COMPANY CLOSING
LESS THAN 500 HOMES A YEAR
MARCELLA GROUDAN, TOLL BROTHERS, INC.

SALESPERSON OF THE YEAR
WITH A COMPANY CLOSING
500 OR MORE HOMES A YEAR
PAUL BRUCCOLERI, BEAZER HOMES

COMMUNITY SALES TEAM OF THE YEAR
PAULA OSTERHOUDT, DAWN KIRCHNER,
SHEA HOMES

SALES MANAGER OF THE YEAR
OVER 500 HOMES
STEVE TROTH, STANDARD PACIFIC HOMES

SALES AND MARKETING MANAGER/
DIRECTOR OF THE YEAR
GUY MELTON, BEAZER HOMES

SMALL VOLUME BUILDER OF THE YEAR
ROSEWOOD HOMES

GRAND AWARD – TIE
BEAZER HOMES
STANDARD PACIFIC HOMES