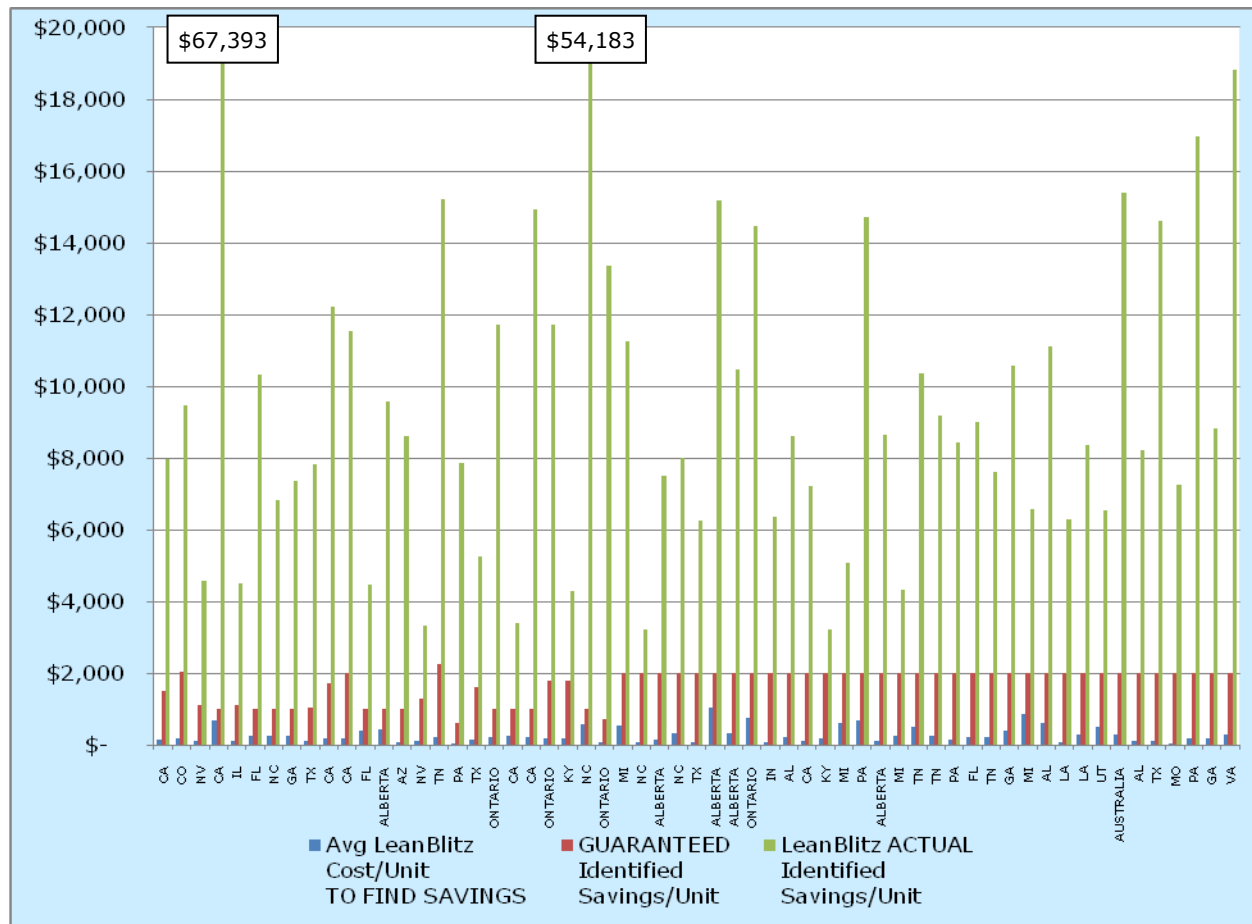




## LEANBUILDING BLITZ™ RESULTS

The LeanBuilding Blitz track record is stunning. **No LeanBlitz has been omitted** (through 12/31/10) from either the graph below or the table following. These are not just a selection of the winners; they have *all* been winners. Every builder, of every size, of every product type, and of every geographic location has found remarkable opportunity, far surpassing the cost of the event.



- The almost unnoticeable blue column is the cost/unit the builder paid to participate in the LeanBuilding Blitz™.
- The red columns are **guaranteed** savings. Because of the repeated success of the LeanBlitz, we guarantee a multiple of our fee in identified savings or you don't pay.
- The green column represents **actual** identified savings, averaging **54 TIMES** the cost of the Blitz.





## LEANBUILDING BLITZ™ RESULTS

Arranged from smallest builder to largest

Case	State - Province	Annual Units	Unit Type	Total \$ Identified	Identified \$ Savings/Unit
1	Alberta	33	Move up Semi-Custom	\$501,500	\$10,800
2	Michigan	40	Entry & 1 <sup>st</sup> Move up	\$202,560	\$5,064
3	Michigan	40	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$262,913	\$6,573
4	Ontario	47	2 <sup>nd</sup> & 3 <sup>rd</sup> Move up, Multi-Family	\$679,601	\$14,654
5	California	50	High End Luxury	\$3,369,625	\$67,393
6	Pennsylvania	58	Active Adult & Multi-unit	\$853,841	\$14,721
7	North Carolina	60	Luxury	\$3,427,020	\$54,183
8	Alabama	65	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$721,266	\$11,096
9	Michigan	75	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$844,500	\$11,200
10	Tennessee	80	Entry & 1 <sup>st</sup> Move up	\$828,131	\$10,352
11	Utah	80	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up, Multi-Family	\$524,807	\$6,560
12	Alberta	92	Entry & 1 <sup>st</sup> Move up	\$882,200	\$8,627
13	Georgia	100	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$1,057,125	\$10,571
14	Florida	102	2 <sup>nd</sup> & 3 <sup>rd</sup> Move up	\$456,000	\$4,471
15	Alberta	115	Single Family, Town Home, Condo, & Apartments	\$1,205,900	\$10,181
16	North Carolina	120	2 <sup>nd</sup> & 3 <sup>rd</sup> Move up	\$959,744	\$7,789
17	Louisiana	130	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$1,086,618	\$8,359
18	Virginia	130	2 <sup>nd</sup> & 3 <sup>rd</sup> Move up & Customized	\$2,445,371	\$18,811
19	Michigan	140	80% Entry & 1 <sup>st</sup> Move up	\$607,000	\$4,336
20	Australia	140	1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$2,155,351	\$15,395
21	Georgia	150	2 <sup>nd</sup> & 3 <sup>rd</sup> Move up	\$1,551,470	\$7,380
22	Florida	150	2 <sup>nd</sup> & 3 <sup>rd</sup> Move up	\$1,107,000	\$9,408
23	Tennessee	150	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up, Luxury/Custom	\$1,379,869	\$9,199
24	California	157	2 <sup>nd</sup> & 3 <sup>rd</sup> Move up	\$532,160	\$2,964
25	North Carolina	164	2 <sup>nd</sup> & 3 <sup>rd</sup> Move up	\$1,117,280	\$6,813



DENVER

DETROIT

NASHVILLE

NEW YORK

TUCSON

WASHINGTON DC



## LEANBUILDING BLITZ™ RESULTS (CONTINUED)

Case	State - Province	Annual Units	Unit Type	Total \$ Identified	Identified \$ Savings/Unit
26	Ontario	170	2 <sup>nd</sup> & 3 <sup>rd</sup> Move up	\$1,993,160	\$10,959
27	Tennessee	180	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$1,367,327	\$7,596
28	California	191	1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$2,849,466	\$14,567
29	Tennessee	200	1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$3,044,100	\$14,150
30	Alabama	200	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$1,724,670	\$8,623
31	Florida	200	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$1,801,566	\$9,008
32	Georgia	204	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$1,802,906	\$8,838
33	Pennsylvania	220	Entry & 1 <sup>st</sup> Move up	\$3,733,133	\$16,969
34	Colorado	220	Entry & 1 <sup>st</sup> Move up	\$2,080,950	\$9,459
35	California	222	2 <sup>nd</sup> & 3 <sup>rd</sup> Move up	\$2,562,900	\$12,643
36	Kentucky (1)	250	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$1,073,767	\$4,295
37	Kentucky (2)	250	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$805,785	\$3,223
38	Ontario	250	1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$2,933,855	\$11,735
39	California	260	Move up & Multifamily	\$3,180,100	\$12,231
40	Alberta	269	Entry & Townhomes	\$2,015,612	\$7,493
41	Texas	278	1st & 2nd Move up	\$1,465,000	\$5,270
42	Pennsylvania	280	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$2,356,830	\$8,417
43	California	300	2nd & 3rd Move up	\$2,393,920	\$7,980
44	Alabama	350	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$2,875,395	\$8,215
45	Nevada	350	Entry & 1 <sup>st</sup> Move up	\$1,159,675	\$3,313
46	California	375	Entry & 1 <sup>st</sup> Move up	\$2,703,883	\$7,210
47	Texas	400	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$5,845,100	\$14,613
48	Alberta	400	Mostly 2 <sup>nd</sup> & 3 <sup>rd</sup> Move up	\$3,464,000	\$8,660
49	Nevada	400	Entry & 1 <sup>st</sup> Move up	\$1,836,750	\$4,592
50	Illinois	400	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$1,800,000	\$4,500
51	Texas	430	Mostly 2 <sup>nd</sup> Move up	\$3,372,713	\$7,844





## LEANBUILDING BLITZ™ RESULTS (CONTINUED)

Case	State - Province	Annual Units	Unit Type	Total \$ Identified	Identified \$ Savings/Unit
52	Arizona	500	2 <sup>nd</sup> & 3 <sup>rd</sup> Move up	\$4,310,000	\$8,620
53	North Carolina	500	Entry, 1 <sup>st</sup> & 2 <sup>nd</sup> Move up	\$1,607,873	\$3,216
54	Texas	500	3 <sup>rd</sup> Move up & Custom	\$3,137,585	\$6,275
55	Louisiana	550	Entry & 1 <sup>st</sup> Move up	\$3,467,237	\$6,304
56	Indiana	600	Entry, 1 <sup>st</sup> , 2 <sup>nd</sup> , 3 <sup>rd</sup> Move up	\$3,825,364	\$6,376
57	Ontario	700	2 <sup>nd</sup> & 3 <sup>rd</sup> Move up	\$9,363,235	\$13,376
58	Pennsylvania	800	2 <sup>nd</sup> & 3 <sup>rd</sup> Move up	\$6,295,000	\$7,869
59	Missouri	1100	Entry, 1 <sup>st</sup> , 2 <sup>nd</sup> , 3 <sup>rd</sup> Move up	\$7,993,193	\$7,267
60	Texas	1300	3 <sup>rd</sup> Move up	\$7,251,000	\$5,578

Total identified savings to date = \$138,251,922  
 Total builders represented = 60  
 Total units represented = 16,267  
**Least savings/unit** = **\$3,216**  
**Average savings/unit** = **\$8,499**  
**Average cost/unit to find the savings** = **\$156**  
**Average ROI Multiple** = **54**

