

Builder

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POWER

This group makes waves. When members of our list of 50 of the most influential people in home building—among them economists, bankers, architects, manufacturers, developers, and, of course, builders—act, stocks react and consumers line up. A look at their accomplishments helps explain much of the industry's recent success—and what is yet to come.

BROKERS

IF THE LATE DALE CARNEGIE NEEDED HELP WRITING AN UPDATE to his classic, *How to Win Friends and Influence People*, he could look to this group for help. Well, maybe they aren't the best choices for instructions on making friends, but as far as influence goes, they certainly have proven adept at making things—big things—happen in home building.

When BUILDER's editors gathered earlier this year to put together this list, we considered one primary measure: When these individuals speak, do other people listen? More important, do they act? Each

of the professionals who made the cut left no doubts.

Some made the list as a direct result of being willing to take risks such as angering adversaries, speaking out against the status

quo, and starting companies based on unproven ideas. Others stood out for the effect their good works have had on the housing industry and those it serves. Still more made it by virtue of the money they move, directly or indirectly. Finally, we recognized those whose positions atop some of the nation's biggest companies—even when compared to those outside the housing industry—have magnified their clout. These power brokers can point to many examples of their influence, and if the future is anything like the past, there'll be many more to come.—*M. Mariani*

BY THE BUILDER STAFF

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CHAIRMAN
Board of Governors of the Federal Reserve System

2 FRANKLIN RAINES
CHAIRMAN AND CEO Fannie Mae

3 GEORGE W. BUSH
PRESIDENT OF THE UNITED STATES
Federal Government

4 JERRY HOWARD
EXECUTIVE VICE PRESIDENT AND CEO
National Association of Home Builders

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FOUNDING PRINCIPAL
Duany Plater-Zyberk & Co.

6 BRUCE KARATZ
CHAIRMAN AND CEO KB Home

7 DON HORTON
CHAIRMAN D.R. Horton

8 DONALD BREN
CHAIRMAN The Irvine Co.

9 TIMOTHY R. ELLER
CHAIRMAN AND CEO Centex Corp.

10 MICHAEL MCCOOK
SENIOR INVESTMENT OFFICER, REAL ESTATE
CalPERS

11 MILLARD FULLER
FOUNDER PRESIDENT
Habitat for Humanity International

12 STUART MILLER
PRESIDENT AND CEO Lennar Homes

13 SARAH SUSANKA
ARCHITECT AND AUTHOR
Susanka Studios

14 IVY ZELMAN
MANAGING DIRECTOR
Credit Suisse First Boston

15 F. PATT SCHIEWITZ
MANAGING DIRECTOR JPMorgan Securities

16 KATHLEEN CLARK
DIRECTOR Bureau of Land Management

17 STEVEN G. HARMAN
PARTNER AND CO-FOUNDER
Richardson & Harman

18 ROBERT L. NARDELLI
CHAIRMAN, PRESIDENT, AND CEO
The Home Depot

19 DAVID KOHLER
GROUP PRESIDENT
Kohler Co. Kitchen and Bath Group

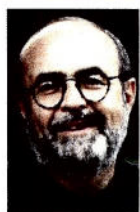
20 DAVID WEEKLEY
CEO AND OWNER
David Weekley Homes

21 JAMES Z. PUGASH
CHAIRMAN AND CEO Hearthstone

22 WILLIAM MCDONOUGH
PRINCIPAL AND FOUNDER
William McDonough + Partners Architecture

23 ARAM BASSENIAN AND CARL LAGONI
CHAIRMAN AND CEO/PRESIDENT
Bassenian/Lagoni Architects

24 MICHAEL P. KAHN
REAL ESTATE CONSULTANT
AND BROKER Michael P. Kahn & Associates
904-285-0486 www.mpka.com



A well-respected deal maker, Kahn plays hard ball in the major leagues. "We're very well received by big builders. They know we're not wasting their time," he says. Averaging about eight mergers and/or acquisitions a year, he works both sides of the business, alternating between seller and buyer's agent. His outlook for the future: even more deals, as the biggest companies scavenge for more mid-sized companies to wear their polo shirts. —M.P.

25 PAULA SONKIN
EXECUTIVE DIRECTOR, REAL ESTATE INDUSTRIES PRACTICE
J.D. Power and Associates

26 TERRY D. GRAY
PRESIDENT, CONSTRUCTION
Zurich North America

27 STEPHEN KIM
EQUITY ANALYST Smith Barney

28 NICOLAS RETSINAS
EXECUTIVE DIRECTOR
Harvard University's Joint Center for Housing Studies

29 TIM COSTELLO
CHAIRMAN, PRESIDENT, AND CEO
Builder Homesite, New Home Technologies

30 ANGELO R. MOZILO
CHAIRMAN AND CEO
Countrywide Financial Corp.

31 ALAN H. BARRY
PRESIDENT AND COO Masco Corp.

32 TOM GRUDNOWSKI
CEO Fair Isaac Corp.

33 MICHAEL LENNON
PRESIDENT AND CEO HomeAid

34 ROBERT S. DOWLING
PRINCIPAL, CORPORATE AND INVESTMENT BANKING GROUP
Banc of America Securities

35 DREW M. BROWN
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AND PRESIDENT DMB Associates

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38 CARL POPE
EXECUTIVE DIRECTOR Sierra Club

39 WARREN BUFFETT
CHAIRMAN Berkshire Hathaway

40 ALPHONSO JACKSON
SECRETARY
U.S. Department of Housing and Urban Development

41 DAVID MILES
PRESIDENT Milesbrand

42 JAMES HUMPHREY
CEO Andersen Windows and Doors

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PRESIDENT, CEO, AND DIRECTOR
Beazer Homes USA

44 KEN LOWE
FOUNDER Home & Garden Television

45 JEFFREY R. IMMELT
CHAIRMAN AND CEO General Electric

46 DOUGLAS NEFF
FOUNDER AND PARTNER
IHP Capital Partners

47 ARMANDO FALCON JR.
DIRECTOR
Office of Federal Housing Enterprise Oversight

48 CHARLES (CHAD) O. HOLIDAY JR.
CHAIRMAN AND CEO DuPont

49 TOM DENIG
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50 LARRY PAGE & SERGEY BRIN
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