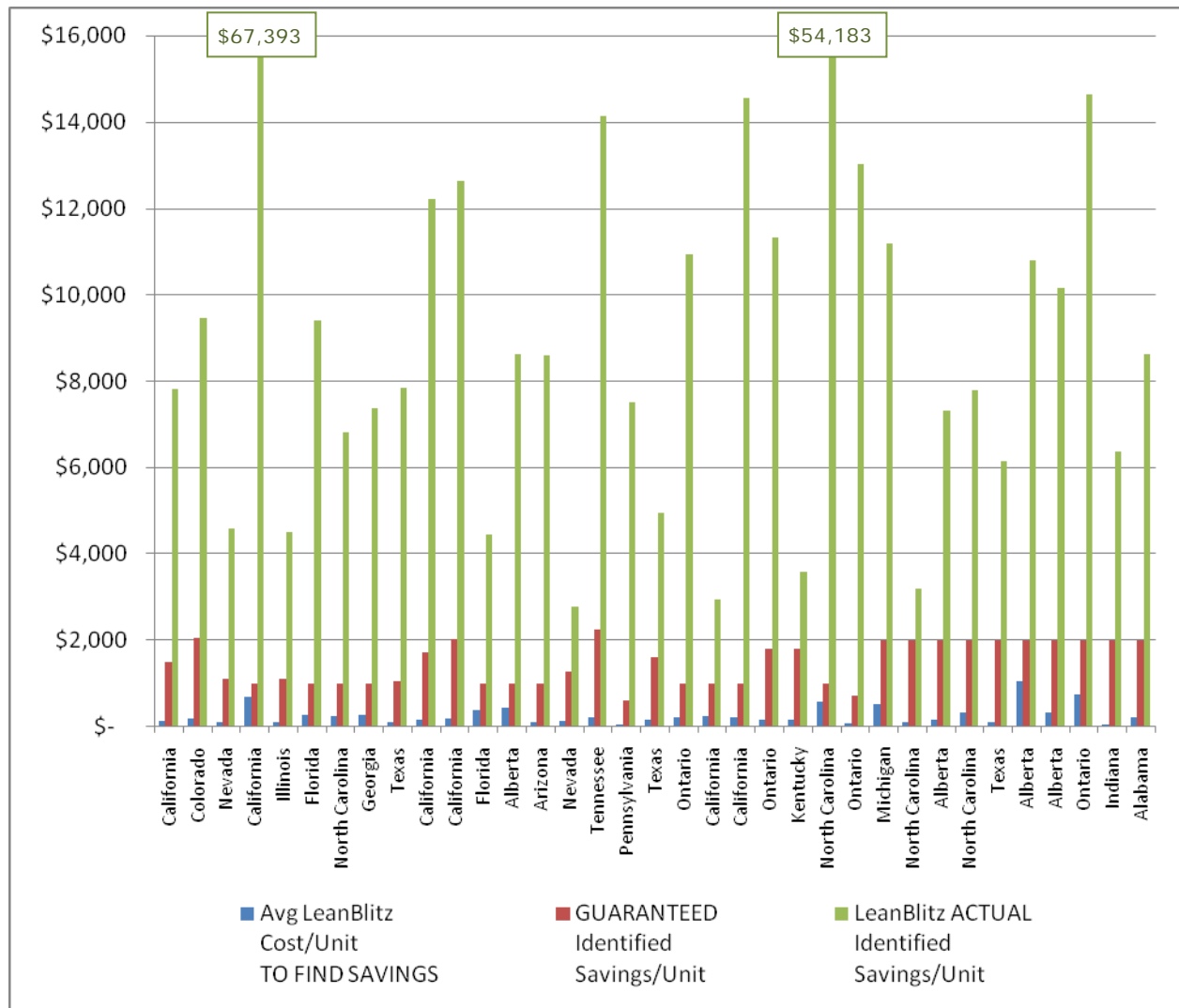




LEANBUILDING BLITZ™ RESULTS

The LeanBuilding Blitz track record is stunning. **No LeanBlitz has been omitted** 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 now guarantee at least \$2,000/unit in identified savings.
- The green column represents **actual** identified savings, averaging more than **32 TIMES** the cost of the Blitz (even excluding the two huge savings found for luxury custom builders, numbers 3 and 4 in the following table.)





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	Ontario	47	2 nd & 3 rd Move up, Multi-Family	\$679,601	\$14,654
3	California	50	High End Luxury	\$3,369,625	\$67,393
4	North Carolina	60	Luxury	\$3,427,020	\$54,183
5	Michigan	75	Entry, 1 st & 2 nd Move up	\$844,500	\$11,200
6	Alberta	92	Entry & 1 st Move up	\$882,200	\$8,627
7	Florida	102	2 nd & 3 rd Move up	\$456,000	\$4,471
8	Alberta	115	Single Family, Town Home, Condo, & Apartments	\$1,205,900	\$10,181
9	North Carolina	120	2 nd & 3 rd Move up	\$959,744	\$7,789
10	Georgia	150	2 nd & 3 rd Move up	\$1,551,470	\$7,380
11	Florida	150	2 nd & 3 rd Move up	\$1,107,000	\$9,408
12	California	157	2 nd & 3 rd Move up	\$532,160	\$2,964
13	North Carolina	164	2 nd & 3 rd Move up	\$1,117,280	\$6,813
14	Ontario	170	2 nd & 3 rd Move up	\$1,993,160	\$10,959
15	California	191	1 st & 2 nd Move up	\$2,849,466	\$14,567
16	Tennessee	200	1 st & 2 nd Move up	\$3,044,100	\$14,150
17	Alabama	200	Entry, 1 st & 2 nd Move up	\$1,724,670	\$8,623
18	Colorado	220	Entry & 1 st Move up	\$2,080,950	\$9,459
19	California	222	2 nd & 3 rd Move up	\$2,562,900	\$12,643
20	Kentucky	250	Entry, 1 st & 2 nd Move up	\$2,933,855	\$3,600
21	Ontario	250	1 st & 2 nd Move up	\$1,073,767	\$11,247
22	California	260	Move up & Multifamily	\$3,180,100	\$12,231
23	Alberta	269	Entry & Townhomes	\$2,015,612	\$7,329
24	Texas	278	1st & 2nd Move up	\$1,465,000	\$4,964





LEANBUILDING BLITZ™ RESULTS (CONTINUED)

Case	State - Province	Annual Units	Unit Type	Total \$ Identified	Identified \$ Savings/Unit
25	California	300	2nd & 3rd Move up	\$2,393,920	\$7,840
26	Nevada	350	Entry & 1 st Move up	\$1,159,675	\$2,776
27	Nevada	400	Entry & 1 st Move up	\$1,836,750	\$4,592
28	Illinois	400	Entry, 1 st & 2 nd Move up	\$1,800,000	\$4,500
29	Texas	430	Mostly 2 nd Move up	\$3,372,713	\$7,844
30	Arizona	500	2 nd & 3 rd Move up	\$4,310,000	\$8,620
31	North Carolina	500	Entry, 1 st & 2 nd Move up	\$1,607,873	\$3,192
32	Texas	500	3 rd Move up & Custom	\$3,137,585	\$6,161
33	Indiana	600	Entry, 1 st , 2 nd , 3 rd Move up	\$3,825,364	\$6,376
34	Ontario	700	2 nd & 3 rd Move up	\$9,363,235	\$13,026
35	Pennsylvania	800	2 nd & 3 rd Move up	\$6,295,000	\$7,521
36	Texas	1300	3 rd Move up	\$7,251,000	\$5,578

Total identified savings to date = \$87,910,695

Total builders represented = 36

Total units represented = 10,605

Average savings/unit = **\$8,290**

Least savings/unit = **\$2,776**

