

NEWS

from

Home

company news from the
particular homebuilder

FALL 2005

T.W. Lewis' neighborhoods at The Fairways captivate buyers

Surrounded on all four sides by Estrella Mountain Ranch's Nicklaus Design championship golf course, T.W. Lewis' newest neighborhoods at The Fairways—San Vicente and Altamonte—have won the hearts of golfers and non-golfers alike.

"My clients are thrilled that they can buy a home site overlooking a Troon Golf®-managed course," said Tim O'Buckley, associate broker for Remax Achievers in Goodyear. An area expert, Tim says he takes all his high-end clients to T.W. Lewis' neighborhoods at The Fairways so they have a benchmark for high-

quality workmanship. "Personally, I'm blown away by T.W. Lewis' attention to detail and their standard features versus what would be upgrades elsewhere," said Tim. "My clients specifically like the level of interior finish—from the craftsmanship of

the baseboards to the granite slab in the kitchen and fireplace in the family room. The floor plans are appealing with courtyard entryways, and the option of elevations with stone give the neighborhood a distinct look."

Nestled in Estrella Mountain Ranch's Golf Village, both neighborhoods are all single-story and offer striking views of the Sierra Estrella Mountains. The neighborhoods' sense of seclusion is further enhanced by the adjacent 19,000-acre Estrella Mountain Regional Park and the 500,000-acre Sonoran Desert National Monument to the south. Together, San Vicente and Altamonte offer 167 homes in a breathtaking natural setting with an abundance of desirable amenities.

San Vicente at The Fairways is destined to become the pinnacle for luxury within Estrella Mountain Ranch's Golf Village. This upscale neighborhood offers seven prestigious single story plans, ranging from 3,012 to 3,530 square feet, with options for basements on all plans. Beautiful courtyard entryways, luxurious master suites (featuring oversized oval tubs and snail showers with glass block enclosures), large gourmet kitchens,

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Upcoming Communities

MONTECINA
at Vistancia

Now Pre-selling

Information: 623-328-9553

DESERT TRAILS
at Sonoran Foothills

Now Pre-selling

Model Opening: 2006

Information: 623-466-8462

T.W. LEWIS at THE WILLOWS

at Power Ranch

Pre-sales Begin early Fall 2005

Information: 480-963-3791

ANDORRA & FINESTERRA

at Valencia

Now Pre-selling

Information: 602-689-7284

ALICANTE & SAN SEBASTIAN

at Valencia

Pre-sales Begin Fall 2005

Information: 602-689-7284

*For more information on the locations
of T.W. Lewis communities, see map on reverse
or visit our Web site at www.twlewis.com.*

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T.W. LEWIS



Improving the Home Buying Process

*A*t T.W. Lewis, we have always been concerned about the buyer's experience, but never



before we had to worry about a lottery process! For buyers, the days of walking into a T.W. Lewis sales office and signing a contract are replaced by monthly drawings with rigorous registration guidelines to try to eliminate those buyers whose sole interest in T.W. Lewis home ownership is for investment purposes.

A year ago when we began having drawings at our sales offices, it was a simple process seen as a temporary solution to a blip in the market that would go away after a few months. Well, fast forward to a year later, and the depth of interest continues to build with no sign of relenting, prompting us to re-examine the whole drawing process.

For T.W. Lewis, the drawing process is a concern as it really goes against the things we stand for, like proactive service and a better buying experience. Drawings make it hard to separate future homeowners from investors, and the drawing registration process is now so cumbersome that we have developed checklists to help our customers and sales associates keep track of the required criteria. This is not taking the hassle out of homebuilding, and we don't like it any better than our customers do.

The drawing process presents a tough situation for our buyers and T.W. Lewis, and we are looking for ways to improve it. Our preference would be to build a home for every buyer that wants one, but unfortunately we simply cannot do that as long as the number of buyers exceeds our capacity of three to four homes per community per month. Unlike many other homebuilders, we have set a level for production capacity that will not sacrifice our quality.

Over the summer we invested in a prototype online drawing system developed by a local software

company that eliminates the necessity of attending a drawing in person. In July, we implemented this online drawing system for our customers who appreciated that they didn't have to attend the drawing.

Another advantage of the online drawing system is that it keeps track of the number of entries for each individual and automatically doubles the entries for each future drawing, thus improving the odds for repeat participants. Also, because the online drawing system is number-based, no identifying personal information is shared and the drawing itself is done by computer making it totally objective and fair to all.

In the meantime, we ask that you bear with us. We also welcome any ideas you may have for other improvements. Our commitment to quality over quantity and personalized service with a smile is stronger than ever! Please let us know how we can help you.

Tom Lewis, Owner & CEO 

T.W. Lewis launches Foundation Web site

*O*ver the summer, T.W. Lewis launched the Web site www.twlewisfoundation.org as a place where visitors can go to learn about the Foundation and its philanthropic efforts and many activities. The T.W. Lewis Foundation was formed to help focus the company's charitable work and to serve as a funding source for those activities. The purpose of the T.W. Lewis Foundation is to provide educational opportunities and improve the quality of life for children in need. **For more information, please visit twlewisfoundation.org.**



Valencia begins pre-sales

With the East Valley new home market exploding, T.W. Lewis quietly began pre-sales for two neighborhoods, Andorra and Finesterra, at its upcoming Valencia master-planned

playground/ recreational amenities. The desirability of Valencia is further enhanced by the proposed future school site and city park. Meanwhile, the team at T.W. Lewis has been busy carrying on land development activities to prepare the site for the four sales office/ model complexes that are targeted for completion next year:

- **Andorra at Valencia**
Pre-sales underway
Model completion targeted for Spring 2006
- **Finesterra at Valencia**
Pre-sales underway
Model completion targeted for Spring 2006
- **Alicante at Valencia**
Pre-sales begin Fall 2005
Model completion targeted for early Summer 2006
- **San Sebastian at Valencia**
Pre-sales begin Fall 2005
Model completion targeted for early Summer 2006

community in south Chandler. Of course, "quietly" is a relative term when one considers that over 2,800 individuals signed up on the Valencia email registration list established this spring to inform interested parties of approaching pre-sales dates. A good percentage of those interested went on to enter the first month's drawings for Andorra and Finesterra, with many more individuals waiting on the sidelines for the chance to buy at Alicante and San Sebastian which are slated to begin pre-sales in the fall.

Eventually, Valencia will be comprised of six distinct T.W. Lewis neighborhoods, each with its own gated entrance and

For more information on what is destined to become Chandler's finest luxury community, please visit twlewis.com/Valencia or visit the on-site sales pavilion, west of Lindsay between Chandler Heights and Riggs Road. 🏠

"Welcome Home" new homeowners

Arroyo Vista

Jim & Jinifer Barber
Jeffrey & Susan Buth
Randall & Christina Butts
Gary Connolly & Jane Anton
Kevin & Linda Hall
Bryce & Colleen Johnson
Leonard & Mildred Komisarek
Gary & Margaret Mathews
Kenneth & Patrice Mousseau
Rogelio Ortiz
Jeffery & Lynn Patton
Mike Perryman
Gary & Amy Popham
Jamie Reiser
Fred & Carol Risano
Dan & Tania Schlatter
Jim & Anna Tillman
Brad & Jennifer Walker
John & Kathy Young

MiraVista

Raymond G. Brehm III
John & Janice Butkiewicz
Jonathan & Kathleen Dang
Michael & Darlene Fassette
Jason Le
Ngoc Dung Michelle Nguyen
Joyce Mee Pak
Bill Romley
Larry & Judy Lee Russell
Mahamed & Norma Shaat
Scott & Jan Sonken
John & Kimberly Thompson
David Alan Vo
Aswin Welikala

Verrado

Jim & Susan Birger
Robert Burg
Craig Cherwinsky
Patrick Gillihan, Monika Caitlin & Sherry Nelson
Simone Goyeneche
Dan, Deb, Jeff & Linda Kelly
Victor & Christa Kelso
Kiyeon Lee
Leticia E. Leviste
Stanley Thomas Lund
Bruce & Claudia Schell
William & Nancy Schmit
Paul & Mary-Kae Vranesic
Art Welch

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Second luxury offering at Sonoran Foothills

T.W. Lewis is busy preparing its second luxury offering at Sonoran Foothills, Desert Trails, which by all indications will be just as well-received as its first Sonoran Foothills neighborhood, Desert Springs. Since



T.W. Lewis opened an on-site sales trailer this spring from which to conduct Desert Springs pre-sales, there has been a steady stream of inquires from buyers, Realtors and their clients wishing to get a glimpse of the homes to be offered at Desert Trails.

Homes at Desert Trails are sure to delight and amaze the most discriminating home buyer. Seven distinct floor plans will be offered, ranging in size from 3,012 to 3,530 square feet, and featuring great room, courtyard and split floor plan layouts. What's more, homes at Desert Trails will include exceptional luxury amenities, like a snail shower in the master bath, gas fireplace in the family room, gourmet kitchen with granite slab countertops, custom cabinetry, spacious island workstations and Jenn-air appliances.

For the ultimate in desert living, basements are offered on all plans, with options for casitas, additional

bedrooms and bathrooms, plus decorative touches like French doors, stone accent walls, coffered ceilings and courtyard fireplaces.

Located across an arroyo and directly adjacent to Desert Springs, Desert Trails is a gated, all single-story neighborhood surrounded by desert trails. All this, combined with the amenities offered within the Sonoran Foothills masterplan, make Desert Trails a highly-desirable neighborhood. Sixty-six homes will be offered in Desert Trails, with a typical lot size of 10,800 square feet. For more information and driving directions, please check twlewis.com or call 623-466-8462. 🏠



Homes at The Willows offer quality construction and luxury touches that have become T.W. Lewis' signature.

New neighborhood at Power Ranch

With its second Power Ranch neighborhood nearly sold out, T.W. Lewis is preparing to offer homes in a brand-new neighborhood at Power Ranch, called The Willows. Consisting of 51 homes sites, T.W. Lewis at The Willows will offer single- and two-story homes in a new parcel that is part of Power Ranch's northern section.

Building on the success of its recent Power Ranch neighborhoods, Meadowview and The Orchard, T.W. Lewis will offer its Meadowview floor plans at the upcoming Willows neighborhood. Pre-sales for T.W. Lewis at The Willows are expected to begin in early Fall and will be conducted from the sales office/ model complex at Meadowview.

Home sites at The Willows will average 70 x 130 feet, and the six floor plans range in size from 2,741 to 4,008 square feet with options for basements on the single-story plans. Homes at The Willows will also include all the standard features, quality construction and luxury touches that have become the builder's signature.

For more information on The Willows, please call 480-963-3791 or visit T.W. Lewis' Meadowview sales office at Power Ranch. T.W. Lewis at Meadowview is located north of Germann Road one-half mile west of Power Road in Gilbert. From US 60, go south on Power Road to Germann. Turn right on Germann, heading west. Continue about a half mile on Germann to Autumn Drive. Turn right on Autumn Drive; T.W. Lewis models are on the right. 🏠

T.W. Lewis organizes "mini-makeover" of Girls Ranch, Inc. of Arizona

T.W. Lewis rallied the support of its employees and trade partners to donate hundreds of hours of time, talent and materials to repair and improve the Girls Ranch offices. On Friday, May 20 Girls Ranch, Inc. of Arizona underwent a mini-makeover with labor and materials donated by T.W. Lewis and its partners to improve the energy-efficiency and livability of the property in Scottsdale. Girls Ranch is a residential home for teenage girls.

The makeover was a result of a letter sent by Girls Ranch Executive Director Becky Garcia to T.W. Lewis owner and CEO Tom Lewis,

requesting assistance with a flooding issue in the long-time Arizona nonprofit's administrative offices. Mr. Lewis' response was to send his customer care team, lead by Manager Gerard Zacchio, to tour the facility and investigate the need. After touring the Ranch, the customer care team decided they could not stop at just fixing the flooding issue, but would commit additional work in order to save electricity and create a healthier work and living environment.

"We are profoundly grateful for the generosity shown by T.W. Lewis and its trade partners, and for the willingness of its employees to help our organization," Garcia said.



Special thanks goes to the customer care team and trade contractors Arizona Wholesale, Bebout Concrete, Chas. Roberts, Custom Flow, G & P Electric, Gilbert Plumbing, Hacienda Lighting, Jordan Windows, R & B Enterprises, RC Cabinets, Sharp Drywall, Walker Painting, Woody's Painting, and Younger Brothers Door & Trim for donating materials and labor to the project. 🏠

Vistancia momentum continues

After successfully selling out its first two neighborhoods at Vistancia—Terracina and MiraVista—T.W. Lewis is offering 60 homes in a new neighborhood called Montecina.

Montecina represents a phase two neighborhood and a continuation of the stunning homes offered at Terracina.

Tucked away amidst the rolling desert hills of Vistancia, Montecina will offer oversized home sites in a privately-gated, all single-story neighborhood. Ranging in size from 2,960 to 3,530 square feet,

homes at Montecina are architecturally stunning. For the ultimate in desert living, basements are offered on five plans, with options for casitas, a snail shower in the master bath, fireplaces in the family room and/or outdoor courtyards, plus additional bathrooms and up to six bedrooms. With a typical lot size of 80 by 135 feet, Montecina is the choice for homebuyers who wish to enjoy luxury living in the West Valley's award-winning Vistancia community. Pre-sales for



Montecina offers access to Vistancia's myriad of amenities in a spectacular natural desert setting.

Montecina are underway. For more information, please check twlewis.com or call 623-328-9553.



Matt Thornton, area manager

Much like a conductor leading an orchestra, area manager Matt Thornton is responsible for bringing together all the pieces that go into a



Matt Thornton, area manager

T.W. Lewis home and more importantly, making sure that the home meets T.W. Lewis quality standards. Matt's adept skill at leading, managing and motivating construction field staff is balanced by his ability to see the big picture, and in the end Matt's homebuyers are rewarded with their own work of art—a beautiful T.W. Lewis home.

Matt joined T.W. Lewis as assistant superintendent in 2002 after another T.W. Lewis employee told Matt how great the company was to work for. "I have always thought that the way a company treats their employees is a direct reflection on how they treat their customers," says Matt. "It is awesome to see how T.W. Lewis cares so much about their employees." In fall of 2002 Matt was promoted to superintendent, and in that role he contributed to the success of two T.W. Lewis communities—Ashland Ranch and The Orchard at Power Ranch—both in Gilbert.

This year, Matt took on the role of area manager and his number one responsibility is the training of his construction field staff. "The most gratifying part of my job is the training of new and existing employees and especially seeing

them improve and grow," says Matt. "I also enjoy performing quality inspections, ensuring that each home lives up to the T.W. Lewis standard."

Though they largely work behind-the-scenes, T.W. Lewis' area managers have a huge role in ensuring T.W. Lewis homes are built to the highest standard of quality. As one of four area managers for T.W. Lewis, Matt oversees T.W. Lewis' neighborhoods at Vistancia and Verrado. Matt has a B.A. in construction management from Southern Illinois University. Originally from Nokomis, Illinois, Matt resides in the Verrado community with his wife Steffanie and children Brea, age 7; Garrett, age 5; and three-year-old Chase.



Neighborhoods at The Fairways

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10-foot volume ceilings, custom designed light fixtures and numerous display niches are just a few of the distinctive details that



Key elements of the Tuscan style—rich color and stone—are shown on the Lamara model.

are included. Nestled within T.W. Lewis' second luxury offering, Altamonte at The Fairways, San Vicente offers 80 oversized home sites averaging 80 by 130 square feet with mostly golf view lots.

Equally impressive is T.W. Lewis' second Estrella Mountain Ranch neighborhood, Altamonte at The Fairways. Altamonte is adjacent to San Vicente and offers seven distinct floor plans, ranging in size from 2,547 to 3,119 square feet. Numerous flexible floor plan options are available, including basements, bonus rooms, additional bathrooms and up to six bedrooms. Custom design exterior themes

include Spanish Colonial, Spanish Mission, Desert Prairie, Tuscan and French Country. All homes at Altamonte feature granite slab kitchen countertops, tiled vanities and tub surrounds in the master bathroom, 10-foot ceilings with graceful archways, 8-foot wood entry doors, plus T.W. Lewis' signature wood window sills. T.W. Lewis will offer 87 home sites at Altamonte, with access to Estrella Mountain Ranch's myriad amenities. For driving directions and additional contact information, please visit www.twlewis.com or telephone San Vicente at 623-535-6667 or Altamonte at 623-386-1860.



Banker Insulation

With temperature extremes that can vary as much as 100 degrees from one season to the next, insulation is a much needed product in the construction of homes in the Southwest. For over 14 years, T.W. Lewis has relied on the experts at Banker Insulation to insulate its homes from temperature and sound.

Founded in Phoenix 28 years ago, Banker Insulation is a family owned business that shares T.W. Lewis' commitment to quality. "Our relationship with T.W. Lewis has always been one of respect, and we

trust T.W. Lewis to always maintain the high standard of workmanship that we are happy to be associated with," says President Gary Banker, who runs the business with his son Jeff.

"We began working with T.W. Lewis when they first started in business and continually strive to provide an excellent product for our customers," says Gary. Today, the company has grown to almost 500 employees with bases in Tucson, Flagstaff, Cornville, Prescott Valley, Lake Havasu City and Kingman in Arizona; Escondido, California; Las Vegas,



Gary Banker



Jeff Banker

Nevada, and their newest branch in Tumwater, Washington.

"The biggest difference in insulation from 28 years ago is that the home buying public is much more knowledgeable about the house they are buying," says Gary. "This has resulted in improved energy saving products and has given the buyer many more choices in selecting their insulation packages. T.W. Lewis has put together a very good energy program, and Banker Insulation is proud to be part of the team." 🏠



Welcome new homeowners

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Floriana

- Frank & Wendy Bricel
- Rodger & Janice Brumbaugh
- Carlos & Raquel Cabrera
- James & Susan Cole
- David & Tamerra DeMenno
- Marcy & Lisa Dionisio
- Michael L. Goss
- Marty & Sylvia Greenberg
- Ryan Harris
- Emmitt & Dianne Loggins
- Terry Nguyen & Natalie Phuong
- John & Julie Poisson
- Steve & Candace Rickard
- Jon & Roxanne Stiffler
- Richard & Donna Stonebrink
- John & Samantha White
- Robert & Sheryl Whitehouse

Emerald Greens

- Delinda & Aubrey Gray Crampton
- Keith Cutler
- Marco & Guadalupe Garnica
- Jeff Goodrich
- Tim O'Connell

Meadowview

- Desalle & Jacqueline Bui
- HeeYoung & Jong Soo Choe

- Jeffrey & Susan Crane
- Cloud Funaro & Marlene Hanzi
- Bob & Renee Galusha
- Yanni & Lorraine Kalajakis
- Jeffrey A. Martin
- Peter & Lisa Morrow
- Javier & Joan Ortega
- Steve & Linda Papenfuhs
- Lani M. Peck
- Michael & Susan Perlman
- Mark & Amy Secrest
- Fred & Susie Sedlacek
- Ui Hyang Song
- Dana & Tara Van Hoose
- Saul & Norma Velasco

The Orchard

- Milton & Michelle Bugg
- Bryan & Kathleen Curtis
- Eric Gaeta
- Abel Hernandez
- Robert & Amy Hoekstra
- Ed & Michelle Lizcano
- Karin Noffsinger
- Mike & Melody Nowotarski
- Alfonso Rodriguez & Joe Perez
- Steve Shattuck
- Mario Solorio
- Timothy Soto
- Timothy & John Soto

- James W. Stephens-Opazo
- Michael & Patricia Tomasko
- Juan de Dios Tovar
- Tony & Theresa Tran
- Charles D. Van Hoose
- Eric Wnuck

Terracina

- Craig & Sandy Boyce
- Ching & Lin Chang
- Sharon Chow
- David Hastings
- Ann Le
- Clara K. Phu
- Jason & Stephanie Stam
- Andrew & Shelley Tolman
- Bruce & Sandy Young
- Don & Ana Zach

WestWing Mountain

- Daniel & Bibiana Abrate
- Mark & Suzanne Borruso
- John & Jaclynne Brown
- Fred & Elise Day
- David Jacofsky
- Pankaj & Janaki Jain
- Nam Reeder
- Doniel Tripon
- Angel Tuazon & Melani Palacios

T.W. Lewis
 850 W. Elliot Road
 Suite 101
 Tempe, Arizona 85284

1 San Vicente at The Fairways at Estrella Mountain Ranch
in the Golf Village

I-10 & Estrella Mountain Pkwy.
 Goodyear – 623-535-6667

2 Altamonte at The Fairways at Estrella Mountain Ranch
in the Golf Village

I-10 & Estrella Mountain Pkwy.
 Goodyear – 623-386-1860

3 T.W. Lewis at Verrado

I-10 & Verrado Way (exit 120)
 Buckeye – 623-266-7157

4 Montecina at Vistancia

Happy Valley Rd.
 Four miles west of Lake Pleasant Rd.
 Peoria – 623-328-9553

5 Sonoran Foothills

2 Communities
 I-17 & Carefree Hwy.
 Phoenix – 623-466-8462

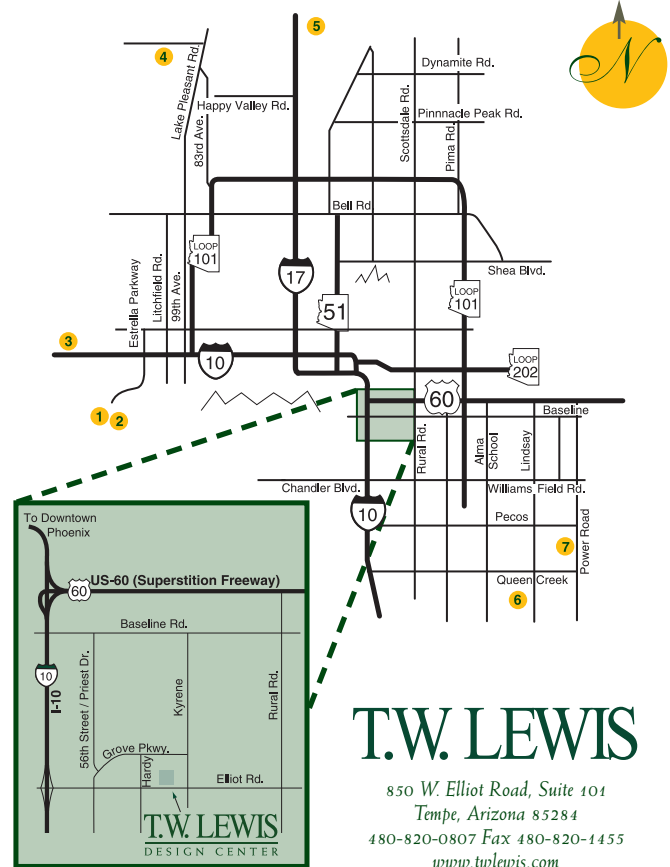
Valencia

4 Communities
 Lindsay & Chandler Heights
 Chandler – 602-689-7284

The Willows at Power Ranch

Power & Germann Roads
 Gilbert – 480-963-3791

The T.W. Lewis Design Center is located adjacent to our corporate headquarters.



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Homes for Particular People