

NEWS *from* Home

company news from the particular homebuilder

FALL 2010

More than just "Energy Efficient Homes"

Unlike many other homebuilders who have been focused mainly on producing an energy efficient home, T.W. Lewis has concentrated on the overall livability of the home while at the same time greatly improving the home's energy efficiency. Homebuyers are looking for the best "Total Value" including energy, design, features, quality and experience. Below are some of the key

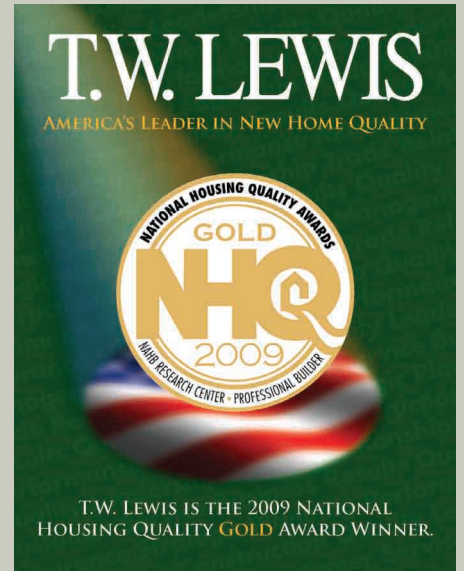
differentiators associated with a T.W. Lewis home:

- **Coordinated Energy Efficiency**

While many homebuilders are content to add a few features or products to enhance the energy efficiency rating, T.W. Lewis has put together a comprehensive energy efficiency package. T.W. Lewis was the first (and to our knowledge the only)

production homebuilder that designs the air conditioning system for each home based on the home's solar orientation. Without this important step, the energy efficient features of a new home could be compromised because the air conditioning system could be "short cycling". The solar orientation of the home is an important variable that should not be ignored in the design of the air conditioning system. Please visit us at www.twlewis.com and click on the Energy Star® tab for more information about the energy efficient features of a T.W. Lewis Energy Star® qualified home.

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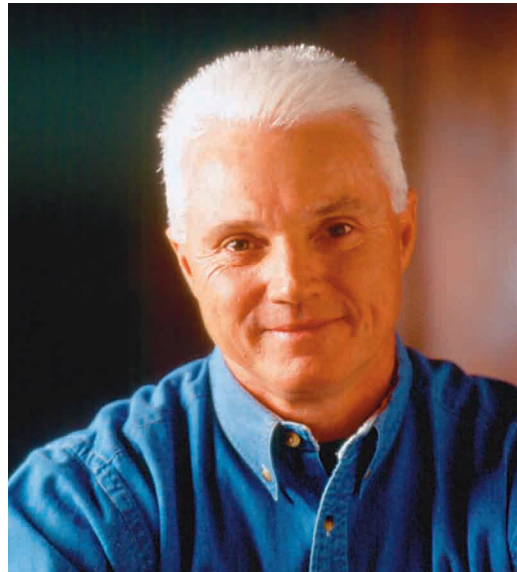
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T.W. LEWIS

Keeping the Faith

As our economy and housing market are approaching the end of yet another tough year, we find ourselves with no shortage of



unresolved problems, plenty of local, national and international issues to worry about, and lots of people we could blame.

The way I see it, to get our economy rolling again we just need more jobs. But that won't happen until

banks are willing to lend, and borrowers are willing to borrow. And that won't happen until businesses and individuals across America become more confident in

our future. And that won't happen until Congress seriously addresses our looming budget deficits. But what we really need the most of right now is optimism! We need to keep the faith.

There are many times in our country's past when we have been tested, and we have always come thru. Our political system is still the best in the world, and Americans today are getting involved and paying attention to what our leaders in Washington are doing. This is good news! And America is still the brightest beacon of hope, creativity, freedom and economic stability in the world. We just need to keep the faith.

But we also need to take personal responsibility for everything that is within our control. At every opportunity I love to tell young people: "It all starts with hard work. Hard work leads to

competence, and competence leads to confidence. And it takes confidence to succeed." So if our country needs more confidence today, it has to start with each of us doing our collective best.

At T.W. Lewis Company, we have done (and are still doing) everything we can to succeed in this environment. We have downsized, reduced costs and have significantly improved our product by making it more cost effective and energy efficient. And we have still maintained our outstanding quality and service, refusing to cut any corners. We are doing this, because even in this economy, we still believe that quality matters. We're Keeping the Faith.

Best,

Tom Lewis, Owner & CEO

Testimonials

The homeowners always 'write'

"I will recommend this builder to anyone and everyone interested in purchasing a new home, strictly due to my personal experience. As a Senior VP and State Division Manager for a Title Company with over 30-years in this type of business, I have had my share of experiences – good and bad, with many, many builders. Bar none, T.W. Lewis Company stands the tallest. A builder that actually

stands behind his product and delivers what has been committed to, without question, is rare. I am duly impressed and since my company is owned by a National Builder, that is not easy to accomplish. I absolutely love my new home and when I am ready to sell and purchase again, I will look only to a T.W. Lewis home."

~ Patricia

Alta Vista at Vistancia, Peoria

"The house we bought surpassed our wants and needs in quality and design. We looked at many different developments and T.W. Lewis always exceeded others in quality. We are also very pleased with the care and follow-up provided by the staff we have worked with."

~ Marcia & Giuseppe

Calderra at Portales, Goodyear

Coming Soon!

to the Southeast Valley

Two New T.W. Lewis Communities

The **LANDING** *at* **REID'S RANCH**

Luxury single story homes ranging from 3,000 square feet to 5,000 square feet from the high \$400s.

The Landing at Reid's Ranch is a gated community located in Chandler just north of the T.W. Lewis Valencia community. These luxury homes are on large custom lots starting at 18,000 square feet. Reid's Ranch is minutes from schools, shopping and access to the 202 loop.

Anticipated Sales Opening – January 2011
For information call 480-768-4956 or email ReidsRanch@twlewis.com



SEVILLE GOLF & COUNTRY CLUB

Luxury single story homes ranging from 2,600 square feet to 3,400 square feet from the low \$300s.

Seville Golf & Country Club is located in Gilbert in the gated golf course community of Siena at Seville just west of the private country club facility. The Siena Community is surrounded by the golf course and has expansive views in all directions.

Seville features a 30,000 square foot club house, sports club and fitness center with a water park, restaurant and an outstanding championship golf course. The Seville community also has expansive walking trails, parks and an elementary school located within walking distance of Siena!

Anticipated Sales Opening – Spring 2011
For information call 480-768-4913 or email Seville@twlewis.com



Energy Efficient Homes

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- **Product Quality**

T.W. Lewis has a nationally recognized quality process system that ensures every home is built to exacting standards. Utilizing the right trade contractors is a key element in delivering a consistent high-quality product.

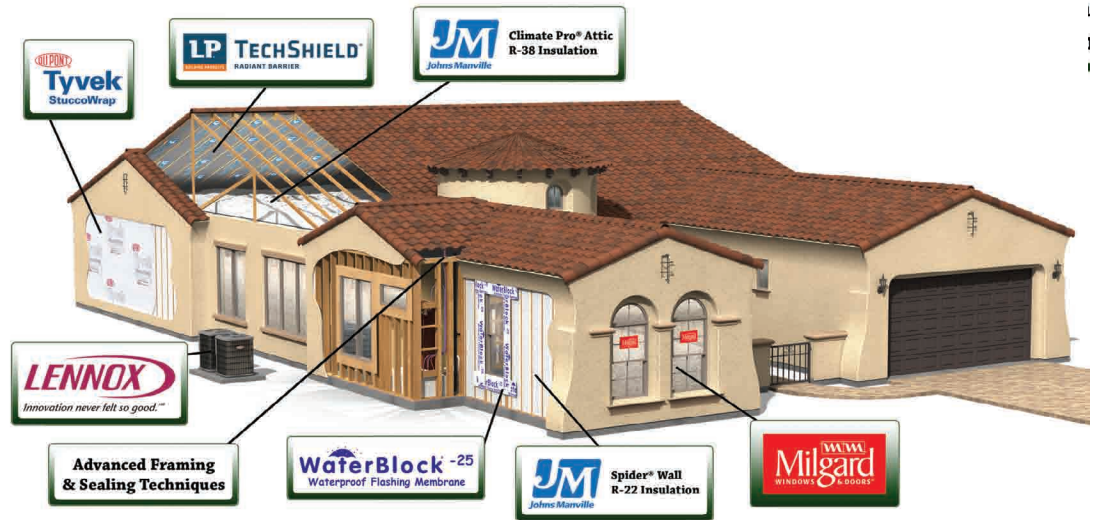
T.W. Lewis has developed long-term relationships with many trade contractors. These relationships are measured in years rather than months, with some of these relationships approaching 20 years. This is an important factor for those who are interested in long-term value.

- **Product Features**

Durable materials are used throughout every home. For example, T.W. Lewis uses state of the art DuPont™ Tyvek® StuccoWrap® air & water-resistant barrier instead of "black paper" to keep water out of your home. Additionally, our included feature list is filled with items that most other builders list as options.

- **Style & Design**

The elements of a T.W. Lewis home are unique. Buyers notice the spacious feeling inside a T.W. Lewis home with its wider hallways, gourmet kitchens, extensive natural light, and larger bedrooms.



- **Design Center**

Unlike many homebuilders who pressure homebuyers to make their home interior selections within a few-hour period during a single visit to their design center, T.W. Lewis affords its homebuyers generous amounts of time and anticipates that its buyers will need multiple visits in order to truly personalize home. The nationally recognized T.W. Lewis Design Center is a phenomenal resource where homebuyers typically complete their selections after several appointments and approximately 12 hours of designer time.

- **Attractive Communities in the right Locations**

T.W. Lewis builds its homes in attractive communities that complement the home offering with close proximity to neighborhood parks and the valley's best school districts.

These are just a few of the differentiating elements that set a T.W. Lewis home apart from the rest of the new home market. T.W. Lewis focuses on strategically packaging the most meaningful elements of a home in order to deliver the very best overall home package for our homebuyers. A T.W. Lewis home is more than just energy efficient, it is the best in "Total Value." 🏠



T.W. Lewis was one of the first valley builders to commit 100 percent of its communities to the Energy Star® qualified home program as opposed to just committing a few select communities. In fact, we have been so committed to the energy efficient movement that since January 1, 2009, all the Energy Star® features in our homes have been standard included features. For more information about all the energy efficient aspects of a T.W. Lewis home, please visit www.twlewis.com and click on the Energy Star® tab.

T.W. Lewis Foundation Awards its 8th and 9th Classes of Scholarships

Twenty more Valley high school seniors received college scholarships, bringing the total scholarships awarded since 2002 to 91.

T.W. LEWIS FOUNDATION

The purpose of the Foundation's Scholarship Program is to assist outstanding Phoenix area students with the means to attend a four-year college of their choice. Awards are granted on the basis of academic achievement, demonstrated leadership potential and financial need. Recipients will receive \$5,000 per year in financial aid for four years for expenses at the college or university of their choice. 🏠

T.W. Lewis Foundation Scholarship Recipients, Class of 2010



Standing, left to right: Alex Lazo, Cactus Shadows High School attending Georgetown, Tom and Jan Lewis, Logan Bilby, Chaparral High School attending University of Arizona, Zack Dale, Pinnacle High School attending Case Western Reserve, Nelson Guillen, Camelback High School attending Notre Dame.

Seated, left to right: Ariana Qayumi, Mesquite High School attending Duke University, Laura McNerney, Saguaro High School attending UCLA, Sophie Cohen, Chaparral High School attending College of William & Mary, Ashley Bennett, Desert Vista High School attending Arizona State University, Katherine Shelton, Pinnacle High School attending Dartmouth, Samantha Enriquez, Bioscience High School attending Brown University.

T.W. Lewis Foundation Scholarship Recipients, Class of 2009



Left to right: Amy He, Cesar Chavez H.S., Temple University, Christine Garcia (seated), Desert Mountain H.S., Dartmouth College, Hesu Yang, Mesquite H.S., Yale University, Vicki Peng, Chandler H.S., University of Chicago, Taylor Bilby, Chaparral H.S., University of Arizona, Tom and Jan Lewis, Kelly Murphy, Mountain Ridge H.S., Duke University, Lauren Buethe (seated), Dobson H.S., Georgetown University, Joseph Replogle, Thunderbird H.S., Pomona College, Grace Do, Corona del Sol H.S., Stanford University, Hannah Jiam, Desert Vista H.S., Johns Hopkins University

Mary Mullen, Operations Executive Assistant



Mary joined T.W. Lewis in 2006.

After spending almost 20 years working in management for large corporations, she decided

a change was needed and searched for a smaller company when she saw an ad for the Operations Executive Assistant at T. W. Lewis. Being a resident of Chandler for 17 years, she was very familiar with this hometown builder and its reputation for quality and customer service and felt that her background

working in Marketing, Customer Service, and Office Management seemed like a good fit for this position.

"What I find most impressive about T. W. Lewis is the dedication, loyalty and camaraderie amongst all the associates. We work together as a team to accomplish what ever task is at hand and there are no boundaries between departments."

Mary takes pride in being courteous, efficient and respectful with every person that she comes in contact with. Everyday brings new projects, challenges and deadlines and she believes that having a positive attitude and a professional work ethic brings fulfillment to what she does.

"Working on special projects is what I enjoy the most; it gives me a chance to use my creative side."

"A lot has changed in the past

five years and we have all taken on additional responsibilities, but our core values have remained the same. The T.W. Lewis Team is still the best team I have ever been part of and I appreciate all the support they have given me."

Outside of work, her husband Paul, and their two teenage daughters Sydney and Morgan, head up to the Prescott area as often as possible for a weekend of camping.

Mary's other interests include cooking, entertaining, party planning and she also enjoys volunteering for charity and school events.

Between work and family her schedule is very full but she wouldn't have it any other way.



Testimonials

The homeowners always 'write'

"Clay, JD, Phil, Candice – all were superior! We have owned eight homes in five different states. T.W. Lewis is by far the best we've ever experienced."

~ Tyler
Desert Trails at Sonoran Foothills, Phoenix

"I have purchased two other homes from another builder here in AZ. My T.W. Lewis home is by far the best and the experience itself was one of the most professional and caring that I have had. I wish I had purchased a T.W. Lewis home years ago. The staff was

simply the best. We love our new home, and the quality and workmanship is the best."

~ Rudy & Anna
Pontevedra at Valencia, Chandler

"We wanted to let you know about the quality of the team you have working for you. At every interaction with your company, we were met with only the highest level of professionalism, courtesy and competence. If you don't already know, the team you have working at Desert Springs is simply amazing. These folks are

deserving of all the recognition your company can bestow upon them. Thanks for putting this team together!"

~ Pete & Polly
Desert Springs at Sonoran Foothills, Phoenix

"This is the third new home we have bought. The quality of the home and everything that went into it went beyond our expectations."

~ Alan & Janice
Pontevedra at Valencia, Chandler

Trade Secret Revealed

T.W. Lewis is considered by many to be the highest quality homebuilder in the valley. What is our secret ... long-term relationships. Having a consistent trade contracting group based on long-term relationships allows for consistent product quality. While many homebuilding companies change their trade contractors on a regular basis for lower prices, T.W. Lewis takes a different approach. Over 50 percent of our trade contractors have been with T.W. Lewis for five



years or longer and approximately 30 percent have been with T.W. Lewis since the company's founding 19 years ago. These enduring relationships last because there is an alignment of core values. We make significant and continuous investments with our trade contractors, from the management level to the field level, in order to support our contractors and to ensure that the commitment to quality is unwavering. Over 90 percent of our trade contractors are locally owned and operated and 75 percent of our trade contractors have been rewarded with exclusive valley wide contracts. Quality does not happen by accident, it occurs by design, and with a continuous commitment to strong and mutually rewarding long-term relationships. 🏠

Trade	Years of Service
Banker Insulation	19
B/H Stucco	19
Gilbert Plumbing	19
M & S Cleaning	19
Marlam Industries	19
Sharp Drywall	19
TCM	19
The Wall Company	19
Woody's Painting	19
Younger Brothers Framing	19
Diamond Glass	16
Diversified Builders Supply	16
Walker Painting Specialists	16
Younger Brothers Door & Trim	16
Artistic Stairs	12
Arizona Wholesale	10
Hacienda Lighting	10
Safeguard Security & Communications	7
Desert Springs Outdoor Environments	6
Estancia Landscape	6
Younger Brothers Concrete	6
Gomez Construction	5
Milgard Windows	5
Paradise Cleaners	5
Sonoran Air	5
Woodcase Fine Cabinetry	5

Featured Trade Partner

Marlam Industries

The T.W. Lewis "Featured Trade Contractor" is Marlam Industries. Marlam has been installing kitchen countertops for T.W. Lewis for approximately 20 years. This privately owned company's commitment to quality is perfectly aligned with the values of T.W. Lewis. Each countertop that Marlam installs is custom measured to ensure a perfect fit. Marlam has been in business for over 35 years and has become one of the



largest stone fabricators in Arizona. They are a family owned business that is known for treating its employees well. This is illustrated by a number of 3rd generation employees working at Marlam. Marlam President Lon Armel notes that "granite artistry really does run in the family". Marlam understands the balance required in the production of granite slabs. They utilize state of the art technologies when

appropriate and rely on their skilled craftsman for the final touches. As summarized by the T.W. Lewis Director of Purchasing, Steve Morgan, "The granite countertop is really a focal point in the home. Each slab is unique and we have great admiration for the finish product that Marlam delivers on a consistent basis". T.W. Lewis is proud of its relationship with Marlam and would like to congratulate Marlam on years of exceptional work. 🏠



T.W. LEWIS

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 www.twlewis.com

- 1 **Calderra at Portales**
 I-10 & Pebble Creek Pkwy.
 Goodyear – 623-414-3041
- 2 **Los Vientos at Portales**
 I-10 & Pebble Creek Pkwy.
 Goodyear – 623-414-3041
- 3 **Torremar at Portales**
 I-10 & Pebble Creek Pkwy.
 Goodyear – 623-414-3041
- 4 **Montecina at Vistancia**
 Happy Valley west of Lake Pleasant
 Peoria – 623-328-9553
- 5 **AltaVista at Vistancia**
 Happy Valley west of Lake Pleasant
 Peoria – 623-328-9553
- 6 **Blackstone at Vistancia**
 Happy Valley west of Lake Pleasant
 Peoria – 623-322-8332
- 7 **Desert Springs at Sonoran Foothills**
 I-17 & Carefree Hwy.
 Phoenix – 623-434-8461
- 8 **Desert Trails at Sonoran Foothills**
 I-17 & Carefree Hwy.
 Phoenix – 623-434-8461

- 9 **Pontevedra at Valencia**
 Lindsay & Chandler Heights
 Chandler – 480-629-4690
- 10 **Marbella at Valencia**
 Lindsay & Chandler Heights
 Chandler – 480-629-4690
- 11 **San Sebastian at Valencia**
 Lindsay & Chandler Heights
 Chandler – 480-659-1611

COMING SOON

- 12 **The Landing at Reid's Ranch**
Anticipated Sales Opening January 2011
 Lindsay & Chandler Heights
 Contact: ReidsRanch@twlewis.com
- 13 **Seville Golf & Country Club**
Anticipated Sales Opening Spring 2011
 Riggs & Higley
 Contact: Seville@twlewis.com

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

