



December 11, 2012

The Honorable Barack H. Obama  
President of the United States  
1600 Pennsylvania Ave., NW  
Washington, DC 20500

The Honorable John Boehner  
Speaker of the House  
House of Representatives  
Washington, DC 20515

Dear Mr. President and Mr. Speaker,

The following letter is from the undersigned CEOs from 18 member companies of Leading Builders of America who collectively build approximately 30 percent of all new homes in the United States. We write to urge you to continue your efforts to reach an agreement to avoid the fiscal cliff.

The housing industry is at the beginning of a cyclical recovery phase. We are beginning to see the industry assume its traditional role as a primary engine of economic recovery and expansion. With the “fiscal cliff” properly avoided, we believe that the housing industry will continue to recover and provide strong economic impetus for a broader economic recovery.

We support a comprehensive agreement in Washington to avoid the fiscal cliff that includes revenue increases (including tax rate adjustments) together with meaningful entitlement reforms. We believe that a properly balanced agreement will breed confidence in the political system and the U.S. economy, will enable the housing market to continue its recovery, and, in turn, will promote broader economic growth.

It is clear that we need a combination of revenue increases, entitlement reforms and economic growth to solidify our nation’s economic health. The balance and proportion of each of these components can and must be negotiated by our elected officials on both sides of the aisle. We believe that taking “no action” or failing to reach an agreement will shake the confidence of American consumers and businesses alike, and may derail the beginning phases of economic recovery.

Additionally, we believe that a bipartisan agreement on the debt limit is also critical to eliminate the recurrent uncertainty that limits economic growth.

We urge all of our elected officials to work cooperatively to avoid the fiscal cliff and to preserve economic stability and growth.

Sincerely,

**Leading Builders of America • 1455 Pennsylvania Ave., NW • Washington, DC 20004 • 202-621-1815**  
**Ken Gear, Executive Director • [ken.gear@leadingbuildersofamerica.org](mailto:ken.gear@leadingbuildersofamerica.org)**

Handwritten signature of Ken Balogh in black ink, including the initials "KTG" at the end.

Kenneth Balogh, CEO  
Ashton Woods Homes  
Roswell, GA

Handwritten signature of Allan P. Merrill in black ink.

Allan Merrill, President and CEO  
Beazer Homes  
Atlanta, GA

Handwritten signature of David Weekley in blue ink.

David Weekley, Chairman  
David Weekley Homes  
Houston, TX

*David Drees*

David Drees  
The Drees Companies  
Fort Mitchell, KY

Handwritten signature of Ara Hovnanian in green ink.

Ara Hovnanian, Chairman, President and CEO  
Hovnanian Enterprises  
Red Bank, NJ

Handwritten signature of Jeffrey A. Mezger in black ink.

Jeff Mezger, President & CEO  
KBHome  
Los Angeles, CA



Stuart Miller, CEO  
Lennar Corporation  
Miami, FL



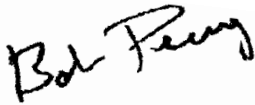
Larry A. Mizel, Chairman & CEO  
M.D.C. Holdings  
Denver, CO



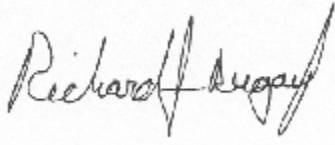
Robert Schottenstein, President & CEO  
M/I Homes  
Columbus, OH



Steve Hilton, Chairman & CEO  
Meritage Homes  
Scottsdale, AZ



Bob Perry  
Perry Homes  
Houston, TX



Richard Dugas, Chairman & CEO  
PulteGroup, Inc.  
Bloomfield Hills, MI



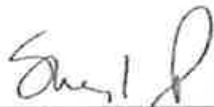
Larry Nicholson, President & CEO  
Ryland Group  
Calabasas, CA



Bert Selva, President & CEO  
Shea Homes  
Walnut, CA



Scott Stowell, CEO  
Standard Pacific Homes  
Irvine, CA



Sheryl Palmer, President & CEO  
Taylor Morrison Homes  
Scottsdale, AZ



Doug Yearley, CEO  
Toll Brothers, Inc.  
Horsham, PA



Joel Shine, CEO  
Woodside Homes  
North Salt Lake, UT