



# BEAZER HOMES

## Beazer Homes and BuildNet Jointly Developing Web-Based Sales Solution

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### Web-Based Customer Management and Sales Office Solution Will Help New Homebuyers Navigate Through Loan, Contract and Purchase Process

RESEARCH TRIANGLE PARK, N.C.--(BUSINESS WIRE)--July 19, 2000--BuildNet, Inc., a leading provider of management software to homebuilders and suppliers in the residential construction industry, announced today that it has signed an agreement with Beazer Homes USA, Inc. (NYSE: BZH) ([www.beazer.com](http://www.beazer.com)), to jointly develop a Web-based sales office product based on BuildNet's TrueSell sales management software system. TrueSell is a Windows-based sales office system designed for homebuilders to manage the entire sales process from initial customer contact to home closing.

In this initiative with Beazer, TrueSell will be integrated with BuildNet's J.D. Edwards back-office software suite, which Beazer Homes uses. Additionally, the product will be enabled to run completely over the Web, combining the power of a truly integrated sales office system with the usability of the Internet. TrueSell automates the sales process with sophisticated and automated prospect management features and a fully integrated buyer proposal system.

"This effort makes great strides in bringing integrated Web-based services to our builder users at the most crucial point in the sales process by providing efficient customer service to home owners who are ready to buy," said Mychal Brosamer, vice president of National Builders Group for BuildNet. "We're pleased to enter this development partnership with Beazer Homes, which is among America's premier and most technologically advanced home builders."

"Beazer Homes is committed to being the leader in embracing technological changes in the homebuilding industry," said Ian McCarthy, Beazer Homes president and CEO. "Our co-development with BuildNet in this Web-based solution further demonstrates the level of that commitment."

In May, BuildNet entered an agreement with Beazer Homes to provide business-to-business electronic commerce services. BuildNet agreed to provide Beazer Homes the capability to request prices and quotes, issue purchase orders and process invoices. BuildNet plans to link JD Edward Homebuilder's enterprise resource planning (ERP) system, one of seven BuildNet project management solutions, to the ERP systems of Beazer Homes' suppliers through the BuildNet E-Building Exchange. The agreement also provides Beazer Homes incentives to encourage adoption of the BuildNet E-Building Exchange among its trading partners, subcontractors and suppliers.

#### About Beazer Homes USA, Inc.

Beazer Homes USA, Inc., based in Atlanta, Ga., is one of the country's 10 largest single-family homebuilders, with operations in Arizona, California, Florida, Georgia, Maryland, Nevada, New Jersey, North Carolina, South Carolina, Tennessee, Texas and Virginia. Beazer Homes also provides mortgage origination services for its homebuyers through Beazer Mortgage Corporation, and title and escrow services in certain markets. The company has been doing business in the United States since 1985 and was listed on the New York Stock Exchange (NYSE: BZH) in February 1994.

#### About BuildNet

BuildNet, Inc., located in Research Triangle Park, N.C., is a leading provider of management software to homebuilders and suppliers in the residential construction industry. BuildNet's objective is to be the business-to-business e-commerce solution for the residential construction industry. To reach that objective, BuildNet has designed the BuildNet E-Building Exchange to provide secure Internet-based procurement, e-commerce and information services for homebuilders, suppliers and manufacturers. The BuildNet E-Building Exchange will allow users to confirm pricing and product specifications, place purchase orders and add both product and order information automatically to builders' and suppliers' management systems. In addition, manufacturers will be able to place product information and catalogs on the BuildNet E-Building Exchange for access by homebuilders and suppliers. BuildNet is testing the BuildNet E-Building Exchange and expects to initiate a limited market rollout in 2000. BuildNet's aggregated software customer base includes homebuilders that accounted for approximately 43% of 1999 U.S. single-family home closings.

This press release contains forward-looking statements. The actual results might differ materially from those projected in the forward-looking statements for various reasons, including our limited Internet operating history, the development and rollout of the BuildNet E-Building Exchange and the acceptance of the BuildNet E-Building Exchange by any of the Company's existing software customers or any new customers. Additional information concerning factors that could cause actual results to materially differ from those in the forward-looking statements is contained in the Company's SEC filings, including its Registration Statement on Form S-1 and periodic reports under the Securities Exchange Act of 1934, as amended.

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