

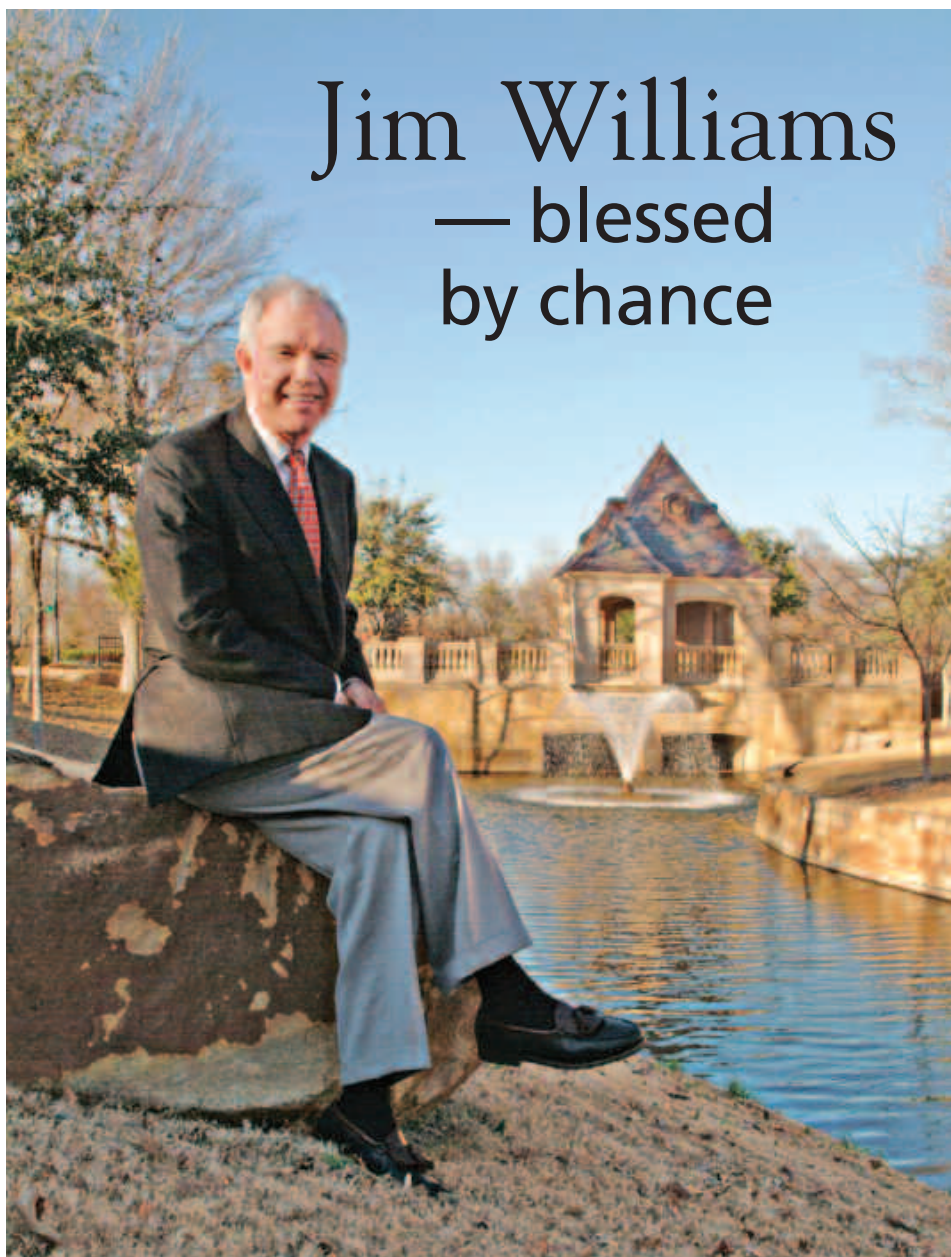


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## Jim Williams — blessed by chance

**It was the fourth quarter at the Cotton Bowl game in Dallas on Jan. 1, 1965. The unbeaten University of Arkansas football team led the game 10-7 against the University of Nebraska, but the Cornhuskers appeared to be driving for another touchdown.**

As the teams lined up for a fourth-down play that could keep the Cornhuskers' drive alive, Jim Williams, the 208-pound defensive tackle for the University of Arkansas, was told he had to make the tackle.

When the ball snapped, the two-time All-Southwest Conference player broke through the line and made the game-winning tackle.

Now, 43 years later as one of the premier land developers and builders in North Texas, Mr. Williams looks back on that game and his successful real estate career and civic accomplishments and asks, "Why does all this happen?"

He clearly has lived a charmed life.

After being on the National Championship team, Mr. Williams played for the Houston Oilers "to make some money" to buy a duplex and pay for a master's degree at Southern Methodist University. Several years later, Mr. Williams was showing a house he had built in Dallas' Briarwood neighborhood. An older gentleman wandered in and mumbled his name. He asked Mr. Williams if he was interested in building houses for him.

"I like the way you build," the man said. He then opened the trunk of an old yellow Chevrolet and unrolled a sketch of

the land that Mr. Williams recognized was the Caruth Homeplace area near U.S. Highway 75.

"What did you say your name was?" the incredulous Mr. Williams asked W.W. Caruth, one of the largest landowners in Dallas and University Park. That was the start of a business partnership that would catapult Mr. Williams into the ranks of major Dallas-area real estate developers.

Today, as president of LandPlan Development Corp., the one-time home-builder of the year is among the largest land developers in Frisco. Homes in most of his communities are priced at \$600,000 and up. LandPlan also builds hospitals, churches, retail centers and office buildings. It owns land or is developing projects from Anna to Southlake.

"Some guys are bean counters. I am more the visionary type," says the lanky Mr. Williams, who still weighs about the same as he did when he played for then-coach Frank Broyles and alongside fellow players that included future Dallas Cowboys coach Jimmy Johnson and owner Jerry Jones. "I can see a piece of dirt and know what to do with it."

Mr. Williams also developed a reputation early for building quality homes on under-appreciated lots. One day, Richard Rainwater, who worked for the Bass brothers in Fort Worth, called him. "I did not know who Richard Rainwater was," Mr. Williams says.

The partner and friend of now President George W. Bush was impressed with the attached homes Mr. Williams had built in Dallas and asked him to build some in Fort Worth. Mr. Williams initially declined, but when he needed \$7 million to buy some land from Mr. Caruth, he agreed — if Mr. Rainwater would lend him the \$7 million.

Years later, after Mr. Williams started developing land in Frisco, Dr. Jim Lafferney, a prominent anesthesiologist, walked into his office and said he wanted to start a hospital. "I never dreamed that it would result in anything like this," Mr. Williams says of the hospital that would become Baylor Medical Center at Frisco.

Mr. Williams, often in the right place at the right time, was appointed to the Parkland Health & Hospital System board of directors at a time when Parkland was struggling with buildings that were increasingly overcrowded. He helped assemble a team that drew up what was initially thought to be an impossible \$1.2 billion expansion plan, which now appears to be moving forward.

But his heart was farther north. Mr. Williams, who started buying land in 1990 when little else was in Frisco, particularly likes the west Frisco terrain and its creeks. He takes pride in preserving the trees of the former North Texas farmland. In Frisco's Stonebriar Park, "we saved 98 percent of the trees and are adding more," he says.

In addition to Stonebriar Park, which is now entering its third phase, Mr. Williams is currently developing a major residential community at Frisco's Chapel Creek. LandPlan also built 500 townhomes, stacked flats and condominiums on 30 acres near Frisco City Hall.

"In all, we have added about \$600 million to the Frisco tax base," he says.

For all his success, Mr. Williams still wonders how it happened to him. One of Mr. Williams' favorite scriptures says that the race is not always won by the fastest, the strongest or the smartest, "but time and chance happen to them all."

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### EBBY HALLIDAY

## Tri-Counties office sales manager offers experience

Connie Niedzwiecki feels right at home in Ebby Halliday Realtors' Tri-Counties office. The sales manager of the office spent much of her early career as an Ebby sales associate, garnering her share of sales honors.

"We are delighted to have Connie on our Management Home Team," says Mary Frances Burleson, chief executive officer and president of Ebby Halliday Realtors. "She is well-known in the real

estate industry and for volunteering her time to serve professional organizations and community projects."

"It's great to be associated with Ebby again and be a part of the Tri-Counties team," Ms. Niedzwiecki says. "Our new office offers the best floor plan design and comfort, plus the latest technology to better serve our associates and clients."

See HALLIDAY on Page 3Z.



Pictured are staff members of Ebby Halliday Realtors' Tri-Counties office.

### REAL ESTATE STATION

## Teresa Rather showcases property in Bartonville

The property at 261 Hunter Court in Bartonville is presented by Teresa Rather and The Real Estate Station.

It is located on 26.78 acres with an

updated home, a garage/shop area, ponds, a cultivated pasture and a deep Trinity well. The property is priced at \$2.2 million.

The home includes 2,310 square feet of



The property at 261 Hunter Court in Bartonville is priced at \$2.2 million.

living space with three bedrooms and two baths. It is located in the Argyle school district.

Bartonville is far enough away so that homeowners will feel like they are in the country, but it is also close to shops and restaurants.

The property is in a wooded area with a pool and spa and is surrounded by wildlife.

The existing residence can be used as a permanent home or a place to live while owners build a new home.

For more information, call The Real Estate Station at 940-464-1111 or visit the Web site at www.realestatestation.com.

### RE/MAX ADVANTAGE

## Todd Chiles joins local firm

RE/MAX Advantage is welcoming Todd Chiles back to the office. Mr. Chiles has transferred from another area RE/MAX firm and has more than 15 years of experience as a Realtor.

Mr. Chiles says he is excited to return to RE/MAX Advantage as the office manager and is looking forward to working with professionals dedicated to practicing excellence in real estate.

Mr. Chiles was the 2002 Realtor of the Year and 2004 president of the Greater Lewisville Association of Realtors.

"I gained respect for the agents at RE/MAX Advantage while working at another area RE/MAX firm. Affiliating with one of the best firms in North Texas gives me the opportunity to market on a state and national level," Mr. Chiles says. "The decision to name myself a member of the RE/MAX Advantage family was an easy one. I recognized RE/MAX Advantage's strengths, and I knew that this was the firm that will bring me the most success in my career."



Todd Chiles

Charles Themar, the broker/owner of RE/MAX Advantage, was also excited about Mr. Chiles' affiliation with the office.

"We are thrilled to have him as an agent as well as our office manager. Rejoining

our growing team of professionals is a great start to making RE/MAX Advantage one of the area's premier offices," Mr. Themar says. "Todd is personable and highly dedicated to providing excellent customer service to his clients. I feel that our firm will be a great fit for him with his wide array of capabilities and skills, and I am convinced that he will grow tremendously as a Realtor and manager."

Mr. Chiles has been a life-long resident of the Lewisville/Flower Mound area. He has a bachelor of business administration. See RE/MAX on Page 3Z.

### CENTURY 21 JUDGE FITE

## Home available in Coppell

Thomas Murphy and Century 21 Judge Fite Co. are presenting the home at 525 Lake Forest in Coppell. Located in the sought-after Lakes of Coppell community and served by the Coppell school district, this home features mature trees and landscaping.

This home, which has been redone, features bamboo flooring throughout the first floor, granite countertops in the kitchen and baths and travertine tiles and backsplash.

The kitchen has been updated with stainless-steel KitchenAid Architect Series appliances. Highlights of the home include all-new frieze carpeting in the bedrooms, 2-inch blinds throughout and completely repainted walls. The home comes with a one-year warranty.

The neighborhood is near Lakeside Elementary School, canals and a park. Mr. Murphy is familiar with the community



The home at 525 Lake Forest is being offered by Thomas Murphy of Century 21 Judge Fite Co.

since he has been a resident for 15 years.

Century 21 Judge Fite Co. is a leader in the Dallas-Fort Worth real estate marketing industry and is the second-largest Century 21 group in the world.

To view this or any other property in Coppell and surrounding areas, call Mr. Murphy at 214-621-0441.

### EBBY HALLIDAY

## Firewheel/190 office announces Top 10 Realtors

Ebby Halliday Realtors' Firewheel/190 office presents its Top 10 Realtors for November and December 2007.

For November 2007, the Top 10 were Donna Nichols and The Nichols Network, Ann Stewart, Carolyn Jenkins and The Jenkins Group, Cindy Allen and The Allen Group, David Daniels and The Daniels Group, Mike Blancett, Jan Regan, Shelbi Ronnaui, Jody Luna and Woody Brownlee and The Brownlee Team.

For December 2007, the Top 10 were Donna Nichols and The Nichols Net-

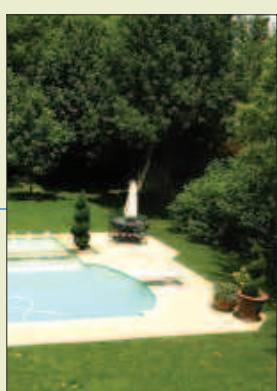
work, Woody Brownlee and The Brownlee Team, Cindy Allen and The Allen Group, Ann Stewart, Carolyn Jenkins and The Jenkins Group, David Daniels and The Daniels Team, Bea McCoy, Dawn Redmond, Becky Adams and Stacie Gooch and The Gooch Team.

"The Internet is becoming a driving force in the real estate business, and these agents can attest to their clients searching the Web," says Malinda Brownlee Howell, sales manager of the Firewheel/190 office. See HALLIDAY FIREWHEEL on Page 3Z.



Pictured are the Top 10 agents for November and December 2007 at Ebby Halliday Realtors' Firewheel/190 office.

## INSIDE



### Plano home available

Ebby Halliday Realtors' Paulette Greene is offering the residence at 5721 Woodmont Court.

See HALLIDAY GREENE on Page 2Z.

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### Home highlighted in Rockwall

Frank Lu of Coldwell Banker Residential Brokerage — Dallas/Fort Worth has listed the home at 45 Fireside Drive.

See COLDWELL on Page 3Z.

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