

ALL 2016 Overall Closings
Bay Area, San Joaquin and Sacramento Area Counties
Top 20 Builders

Bay Area & San Joaquin Counties			Sacramento Area Counties			ALL Counties Combined		
<u>Builder</u>	<u># Homes</u>	<u>Market %</u>	<u>Builder</u>	<u># Homes</u>	<u>Market %</u>	<u>Builder</u>	<u># Homes</u>	<u>Market %</u>
KB Home	722	7.21%	Lennar Homes	771	15.63%	Lennar Homes	1263	8.45%
Pulte Group	532	5.31%	Taylor Morrison	426	8.64%	KB Home	1039	6.95%
Discovery/Seeno Homes	494	4.93%	D.R. Horton	362	7.34%	D.R. Horton	834	5.58%
Lennar Homes	492	4.91%	KB Home	317	6.43%	Pulte Group	757	5.06%
Toll Brothers	473	4.72%	JMC Homes (John Mourier)	283	5.74%	Meritage Homes	636	4.25%
D.R. Horton	472	4.71%	CalAtlantic	282	5.72%	Taylor Morrison	631	4.22%
Tishman Speyer	469	4.68%	Elliott Homes	249	5.05%	Discovery/Seeno Homes	558	3.73%
Meritage Homes	405	4.04%	Meritage Homes	231	4.68%	Toll Brothers	498	3.33%
TRI Pointe Homes	369	3.68%	Pulte Group	225	4.56%	CalAtlantic	497	3.32%
Shea Homes	343	3.42%	K. Hovnanian Homes	214	4.34%	Tishman Speyer	469	3.14%
Brookfield Homes	340	3.39%	Beazer Homes	194	3.93%	K. Hovnanian Homes	376	2.52%
Shea Communities	302	3.01%	Woodside Homes	173	3.51%	Shea Homes	370	2.48%
Richmond American	220	2.20%	Richmond American	122	2.47%	TRI Pointe Homes	369	2.47%
William Lyon Homes	219	2.19%	The New Home Company	80	1.62%	Richmond American	342	2.29%
DeNova Homes	216	2.16%	Silverado Homes	74	1.50%	Brookfield Homes	340	2.27%
CalAtlantic	215	2.15%	Northwest Land Park, LLC	66	1.34%	Shea Communities	302	2.02%
Taylor Morrison	205	2.05%	Discovery/Seeno Homes	64	1.30%	JMC Homes (John Mourier)	283	1.89%
Oyster Development Corp	198	1.98%	Black Pine Communities	54	1.09%	Woodside Homes	271	1.81%
Kennedy Wilson/Emerald Fund	195	1.95%	Homes by Towne	51	1.03%	Elliott Homes	249	1.67%
Bosa Development	180	1.80%	Capital Valley Homes, LLC	36	0.73%	The New Home Company	243	1.63%
<i>Out of 10,017 Total Homes</i>			<i>Out of 4,932 Total Homes</i>			<i>Out of 14,949 Total Homes</i>		

Notes:

* Above data compiled from Corelogic

* Includes 14 Northern California Counties (7 Bay Area, 1 Central Valley, 6 Sacramento Area)

ALL 2016

Top 20 Builders in Bay Area & San Joaquin Counties

(Includes: Alameda, Contra Costa, Santa Clara, San Francisco, San Joaquin, Solano, San Mateo and Monterey)

<u>Alameda</u>			<u>Contra Costa</u>			<u>Santa Clara</u>			<u>San Francisco</u>		
<u># Homes</u>	<u>Market %</u>		<u># Homes</u>	<u>Market %</u>		<u># Homes</u>	<u>Market %</u>		<u># Homes</u>	<u>Market %</u>	
KB Home	289	14.34%	Toll Brothers	391	20.30%	Lennar Homes	204	11.74%	Tishman Speyer	469	34.46%
Lennar Homes	243	12.05%	Discovery/Seeno Homes	249	12.93%	KB Home	201	11.57%	Oyster Development Corp	198	14.55%
Brookfield Homes	161	7.99%	Kennedy Wilson/Emerald Fund	195	10.12%	D.R. Horton	154	8.86%	Bosa Development	180	13.23%
TRI Pointe Homes	124	6.15%	Pulte Group	144	7.48%	K. Hovnanian Homes	126	7.25%	Lennar Hunters Point	69	5.07%
D.R. Horton	123	6.10%	Shea Communities	143	7.42%	Meritage Homes	116	6.67%	Comstock Homes	62	4.56%
Pulte Group	118	5.85%	TRI Pointe Homes	106	5.50%	The New Home Company	110	6.33%	7x7 Development	59	4.34%
Taylor Morrison	117	5.80%	Kiper Homes	92	4.78%	William Lyon Homes	94	5.41%	401 Harrison Owner, LLC	58	4.26%
Shea Homes	108	5.36%	William Lyon Homes	68	3.53%	Pulte Group	84	4.83%	KB Home	54	3.97%
Trumark Homes	95	4.71%	Richmond American	62	3.22%	Classic Communities	71	4.09%	Trumark Homes	42	3.09%
Toll Brothers	81	4.02%	Brookfield Homes	55	2.86%	SummerHill Homes	63	3.62%	DM Development	33	2.42%
CalAtlantic	73	3.62%	Meritage Homes	51	2.65%	Dividend Homes	62	3.57%	JS Sullivan Development	25	1.84%
DeNova Homes	62	3.08%	D.R. Horton	50	2.60%	Taylor Morrison	49	2.82%	Belrich Partners	23	1.69%
Landsea Homes	50	2.48%	KB Home	39	2.02%	Silicon Sage	45	2.59%	17th Street Associates	20	1.47%
Meritage Homes	48	2.38%	Taylor Morrison	39	2.02%	CalAtlantic	44	2.53%	Geary Terraces	13	0.96%
William Lyon Homes	46	2.28%	DeNova Homes	38	1.97%	CIM Group	37	2.13%	Shipleigh Street, LLC	9	0.66%
K. Hovnanian Homes	36	1.79%	Castle Companies	34	1.77%	Signature Homes	34	1.96%	1875 Mission Street Partners	6	0.44%
Robson Homes	33	1.64%	Signature Homes	27	1.40%	City Ventures	30	1.73%	3838 Clement Street, LLC	6	0.44%
Silicon Sage	27	1.34%	Van Daele Homes	25	1.30%	Van Daele Homes	30	1.73%	Folsom Star, LLC	5	0.37%
Ponderosa Homes	24	1.19%	Claremont Homes, Inc.	24	1.25%	Brookfield Homes	28	1.61%	Park Lane Associates	4	0.29%
Urban Dynamics	23	1.14%	The New Home Company	23	1.19%	Barry Swenson Builder	26	1.50%	3820 24th Street, LLC	3	0.22%

Out of 2016 Total Homes

Out of 1926 Total Homes

Out of 1738 Total Homes

Out of 1361 Total Homes

ALL 2016

Top 20 Builders in Bay Area & San Joaquin Counties Combined

(Includes: Alameda, Contra Costa, Santa Clara, San Francisco, San Joaquin, Solano, San Mateo and Monterey)

<u>Builder</u>	<u># Homes</u>	<u>Market %</u>	<u>Builder</u>	<u># Homes</u>	<u>Market %</u>	<u>Builder</u>	<u># Homes</u>	<u>Market %</u>	<u>Builder</u>	<u># Homes</u>	<u>Market %</u>
KB Home	722	7.21%	D.R. Horton	472	4.71%	Brookfield Homes	340	3.39%	CalAtlantic	215	2.15%
Pulte Group	532	5.31%	Tishman Speyer	469	4.68%	Shea Communities	302	3.01%	Taylor Morrison	205	2.05%
Discovery/Seeno Homes	494	4.93%	Meritage Homes	405	4.04%	Richmond American	220	2.20%	Oyster Development Corp	198	1.98%
Lennar Homes	492	4.91%	TRI Pointe Homes	369	3.68%	William Lyon Homes	219	2.19%	Kennedy Wilson/Emerald Fund	195	1.95%
Toll Brothers	473	4.72%	Shea Homes	345	3.44%	DeNova Homes	216	2.16%	Bosa Development	180	1.80%

Out of 10017 Total Homes

ALL 2016

Top 20 Builders in Bay Area & San Joaquin Counties

(Includes: Alameda, Contra Costa, Santa Clara, San Francisco, San Joaquin, Solano, San Mateo and Monterey)

<u>San Joaquin</u>	<u># Homes</u>	<u>Market %</u>	<u>Solano</u>	<u># Homes</u>	<u>Market %</u>	<u>San Mateo</u>	<u># Homes</u>	<u>Market %</u>	<u>Monterey</u>	<u># Homes</u>	<u>Market %</u>
Pulte Group	186	12.53%	Discovery/Seeno Homes	245	25.68%	Shea Homes	48	22.54%	Benchmark Communities	164	50.77%
KB Home	100	6.73%	Shea Communities	159	16.67%	Lennar Homes	45	21.13%	Shea Homes	82	25.39%
Woodside Homes	98	6.60%	D.R. Horton	101	10.59%	Edenbridge Homes	42	19.72%	Creekbridge Homes	28	8.67%
TRI Pointe Homes	96	6.46%	Meritage Homes	96	10.06%	The New Home Company	20	9.39%	Blue Mountain Homes	19	5.88%
Meritage Homes	94	6.33%	Richmond American	90	9.43%	Warmington Residential	17	7.98%	Rogge Homes, LP	10	3.10%
Raymus Homes	92	6.20%	Brookfield Homes	42	4.40%	Classic Communities	10	4.69%	MHP Builders, Inc.	9	2.79%
CalAtlantic	80	5.39%	DeNova Homes	39	4.09%	Castle Companies	9	4.23%	CHISPA Housing	5	1.55%
DeNova Homes	75	5.05%	KB Home	39	4.09%	Sunbarneson, LLC	6	2.82%	Coastal Development Company, LLC	2	0.62%
FCB Homes	68	4.58%	Shea Homes	38	3.98%	Mills Trousdale, LLC	5	2.35%	Zalez, LLC	2	0.62%
Richmond American	68	4.58%	Citation Homes Northern	37	3.88%	Kenmark	3	1.41%	Casa Cipre, LLC	1	0.31%
Brookfield Homes	54	3.64%	Tri Pointe Homes	33	3.46%	West Oakwood, LLC	3	1.41%	East Dunes, LLC	1	0.31%
Florsheim Homes	53	3.57%	CalAtlantic	18	1.89%	NEXGEN Builders	2	0.94%	Pebble Beach Co.	1	0.31%
Shea Homes	50	3.37%	Davidon Homes	10	1.05%	TDR Properties, LLC	2	0.94%			
D.R. Horton	44	2.96%	Harbor Park	6	0.63%	Toll Brothers	1	0.47%			
McRoy-Wilbur Communities	38	2.56%	Blue Mountain Homes	1	0.10%						
Lafferty Communities	34	2.29%									
Bright Homes	31	2.09%									
Tim Lewis Communities	31	2.09%									
Signature Homes	29	1.95%									
Van Daele Homes	22	1.48%									

Out of 1485 Total Homes

Out of 954 Total Homes

Out of 213 Total Homes

Out of 324 Total Homes

ALL 2016

Top 20 Builders in Sacramento Area Counties

(Includes: El Dorado, Placer, Sacramento, Sutter, Yolo, and Yuba)

<u>El Dorado</u>	<u># Homes</u>	<u>Market %</u>	<u>Placer</u>	<u># Homes</u>	<u>Market %</u>	<u>Sacramento</u>	<u># Homes</u>	<u>Market %</u>	<u>Sutter</u>	<u># Homes</u>	<u>Market %</u>
Lennar Homes	212	40.54%	JMC Homes (John Mourier)	205	12.53%	Lennar Homes	295	13.59%	Interwest Homes	26	60.47%
CalAtlantic	74	14.15%	Lennar Homes	205	12.53%	KB Home	213	9.82%	Cresleigh Homes	16	37.21%
K. Hovnanian Homes	33	6.31%	Taylor Morrison	169	10.33%	Beazer Homes	194	8.94%	Trans West Carriers, Inc.	1	2.33%
Silverado Homes	31	5.93%	D.R. Horton	157	9.60%	Taylor Morrison	190	8.76%			
Toll Brothers	25	4.78%	Meritage Homes	144	8.80%	K. Hovnanian Homes	178	8.20%			
Taylor Morrison	24	4.59%	Pulte Group	129	7.89%	D.R. Horton	167	7.70%			
KB Home	22	4.21%	Elliott Homes	121	7.40%	Elliott Homes	128	5.90%			
Meritage Homes	21	4.02%	CalAtlantic	116	7.09%	Woodside Homes	112	5.16%			
The New Home Company	16	3.06%	Black Pine Communities	54	3.30%	Richmond American	102	4.70%			
Renasci Development	14	2.68%	KB Home	51	3.12%	Pulte Group	96	4.42%			
Premier United Communities	11	2.10%	Woodside Homes	43	2.63%	Northwest Land Park, LLC	66	3.04%			
Tahoe Woods, LLC	11	2.10%	Silverado Homes	43	2.63%	CalAtlantic	59	2.72%			
Ridge 45, LLC	9	1.72%	Tim Lewis Communities	33	2.02%	Homes by Towne	51	2.35%			
Serrano Associates LLC	8	1.53%	New Martis Partners, LLC	31	1.89%	JMC Homes (John Mourier)	45	2.07%			
Shepherds Trail, LLC	3	0.57%	Richmond American	20	1.22%	Black Pine Communities	25	1.15%			
Schweitzer Built, Inc.	2	0.38%	DMB/Highlands Group, LLC	19	1.16%	New American Communities	25	1.15%			
TRI West Homes	2	0.38%	Towne Development of Sacramen	14	0.86%	MBK Homes Northern Ca Ltd	24	1.11%			
Acri Construction	1	0.19%	Signature Homes	12	0.73%	Watt Communities	22	1.01%			
AKT Promontory	1	0.19%	Premier United Communities	9	0.55%	Clippinger Investment Properties	18	0.83%			
McGill Construction, Inc	1	0.19%	Artisan Homes	7	0.43%	New Faze Development	18	0.83%			

Out of 523 Total Homes
Out of 1636 Total Homes
Out of 2170 Total Homes
Out of 43 Total Homes

ALL 2016

Top 20 Builders in Sacramento Area Counties Combined

(Includes: El Dorado, Placer, Sacramento, Sutter, Yolo, and Yuba)

<u>Builder</u>	<u># Homes</u>	<u>Market %</u>	<u>Builder</u>	<u># Homes</u>	<u>Market %</u>	<u>Builder</u>	<u># Homes</u>	<u>Market %</u>	<u>Builder</u>	<u># Homes</u>	<u>Market %</u>
Lennar Homes	771	15.63%	CalAtlantic	282	5.72%	Beazer Homes	194	3.93%	Silverado Homes	74	1.50%
Taylor Morrison	426	8.63%	Elliott Homes	249	5.05%	Woodside Homes	173	3.51%	Northwest Land Park, LLC	66	1.34%
D.R. Horton	362	7.34%	Meritage Homes	231	4.68%	Richmond American	122	2.47%	Discovery/Seeno Homes	64	1.30%
KB Home	317	6.42%	Pulte Group	225	4.56%	The New Home Company	80	1.62%	Homes by Towne	51	1.03%
JMC Homes (John Mourier)	283	5.74%	K. Hovnanian Homes	214	4.34%	Black Pine Communities	79	1.60%	Capital Valley Homes, LLC	36	0.73%

Out of 4932 Total Homes

ALL 2016

Top 20 Builders in Sacramento Area Counties

(Includes: El Dorado, Placer, Sacramento, Sutter, Yolo, and Yuba)

<u>Yolo</u>	<u># Homes</u>	<u>Market %</u>	<u>Yuba</u>	<u># Homes</u>	<u>Market %</u>
Meritage Homes	66	16.46%	Capital Valley Homes, LLC	36	22.64%
Discovery/Seeno Homes	64	15.96%	JMC Homes (John Mourier)	33	20.75%
Lennar Homes	59	14.71%	Hilbers New Home Communities	31	19.50%
Taylor Morrison	43	10.72%	KB Home	31	19.50%
The New Home Company	43	10.72%	Woodside Homes	18	11.32%
D.R. Horton	38	9.48%	Community Housing Improvement	6	3.77%
CalAtlantic	33	8.23%	Heartland Homes at Plumas Lake, LLC	3	1.89%
Shea Homes	27	6.73%	Sunshine Homes	1	0.63%
TKR Homes	8	2.00%			
Leonard Development Company, Inc.	5	1.25%			
Evolution Homes	4	1.00%			
Fulcrum	3	0.75%			
Rleh, LLC	3	0.75%			
JR Homes	2	0.50%			
American Investors Group, LLC	1	0.25%			
Fourth & One, Inc.	1	0.25%			
Woodland Springlake, LLC	1	0.25%			

Out of 401 Total Homes

Out of 159 Total Homes