

ALL 2017 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	988	9.40%	Lennar Homes	903	15.76%	KB Home	1425	8.78%
D.R. Horton	614	5.84%	KB Home	437	7.63%	Lennar Homes	1406	8.66%
Pulte Group	593	5.64%	Taylor Morrison	409	7.14%	D.R. Horton	874	5.38%
Lennar Homes	503	4.79%	Woodside Homes	327	5.71%	Taylor Morrison	762	4.69%
Discovery/Seeno Homes	455	4.33%	Elliott Homes	325	5.67%	Pulte Group	716	4.41%
TRI Pointe Homes	423	4.03%	JMC Homes (John Mourier)	316	5.51%	CalAtlantic	586	3.61%
Taylor Morrison	353	3.36%	K. Hovnanian Homes	315	5.50%	Meritage Homes	557	3.43%
Century Communities	350	3.33%	CalAtlantic	279	4.87%	Discovery/Seeno Homes	532	3.28%
Shea Homes	346	3.29%	D.R. Horton	260	4.54%	Woodside Homes	500	3.08%
Meritage Homes	341	3.25%	Beazer Homes	241	4.21%	TRI Pointe Homes	425	2.62%
Toll Brothers	329	3.13%	Meritage Homes	216	3.77%	K. Hovnanian Homes	418	2.57%
CalAtlantic	307	2.92%	The New Home Company	155	2.70%	Richmond American	394	2.43%
William Lyon Homes	282	2.68%	Richmond American	134	2.34%	Shea Homes	383	2.36%
Brookfield Homes	273	2.60%	Pulte Group	123	2.15%	Century Communities	350	2.16%
Shea Communities	261	2.48%	Black Pine Communities	112	1.95%	Toll Brothers	349	2.15%
Richmond American	260	2.47%	Northwest Land Park, LLC	97	1.69%	Elliott Homes	325	2.00%
DeNova Homes	257	2.45%	Discovery/Seeno Homes	77	1.34%	JMC Homes (John Mourier)	316	1.95%
Trumark Homes	214	2.04%	Silverado Homes	71	1.24%	The New Home Company	288	1.77%
City Ventures	185	1.76%	Tim Lewis Communities	47	0.82%	William Lyon Homes	282	1.74%
Woodside Homes	173	1.65%	Hilbers New Home Communities	39	0.68%	Brookfield Homes	273	1.68%
<i>Out of 10,507 Total Homes</i>			<i>Out of 5,731 Total Homes</i>			<i>Out of 16,238 Total Homes</i>		

Notes:

* Above data compiled from Corelogic

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

ALL 2017

Top 20 Builders in Bay Area & San Joaquin Counties Combined

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

<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	988	9.40%	TRI Pointe Homes	423	4.03%	Toll Brothers	329	3.13%	Richmond American	260	2.47%
D.R. Horton	614	5.84%	Taylor Morrison	353	3.36%	CalAtlantic	307	2.92%	DeNova Homes	257	2.45%
Pulte Group	593	5.64%	Century Communities	350	3.33%	William Lyon Homes	282	2.68%	Trumark Homes	214	2.04%
Lennar Homes	503	4.79%	Shea Homes	346	3.29%	Brookfield Homes	273	2.60%	City Ventures	185	1.76%
Discovery/Seeno Homes	455	4.33%	Meritage Homes	341	3.25%	Shea Communities	261	2.48%	Woodside Homes	173	1.65%

Out of 10,507 Total Homes

ALL 2017

Top 20 Builders in Bay Area & San Joaquin Counties

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

<u>Alameda</u>	<u># Homes</u>	<u>Market %</u>	<u>Contra Costa</u>	<u># Homes</u>	<u>Market %</u>	<u>Santa Clara</u>	<u># Homes</u>	<u>Market %</u>	<u>San Francisco</u>	<u># Homes</u>	<u>Market %</u>
KB Home	365	14.49%	Toll Brothers	325	18.15%	Taylor Morrison	252	14.88%	Trumark Homes	170	21.36%
D.R. Horton	345	13.70%	Discovery/Seeno Homes	281	15.69%	KB Home	202	11.92%	Tishman Speyer	121	15.20%
William Lyon Homes	278	11.04%	Pulte Group	135	7.54%	Pulte Group	187	11.04%	401 Harrison Owner, LLC	75	9.42%
Lennar Homes	257	10.20%	Kennedy Wilson/Emerald Fund	123	6.87%	D.R. Horton	130	7.67%	Lennar Homes	74	9.30%
TRI Pointe Homes	217	8.61%	DeNova Homes	116	6.48%	Lennar Homes	114	6.73%	Village Properties	52	6.53%
Shea Homes	133	5.28%	Richmond American	105	5.86%	CalAtlantic	109	6.43%	CIM Group	48	6.03%
Brookfield Homes	114	4.53%	Shea Communities	105	5.86%	Meritage Homes	107	6.32%	Comstock Homes	45	5.65%
Pulte Group	108	4.29%	TRI Pointe Homes	94	5.25%	Brookfield Homes	89	5.25%	Oyster Development Corp	45	5.65%
City Ventures	97	3.85%	Taylor Morrison	81	4.52%	Dividend Homes	65	3.84%	KB Home	37	4.65%
Meritage Homes	57	2.26%	Kiper Homes	79	4.41%	City Ventures	61	3.60%	Habitat for Humanity	25	3.14%
Summerhill Homes	49	1.95%	Signature Homes	58	3.24%	K. Hovnanian Homes	61	3.60%	JS Sullivan Development	24	3.02%
Classic Communities	48	1.91%	Meritage Homes	46	2.57%	Robson Homes	47	2.77%	Peter Iwate	22	2.76%
Warmington Residential	46	1.83%	Brookfield Homes	36	2.01%	The New Home Company	46	2.72%	Pacific Eagle Holdings	15	1.88%
Trumark Homes	44	1.75%	Claremont Homes	34	1.90%	SummerHill Homes	40	2.36%	Shiple Street, LLC	10	1.26%
Landsea Homes	37	1.47%	KB Home	27	1.51%	Classic Communities	32	1.89%	Finbar Brody	7	0.88%
Nuvera Homes	30	1.19%	Shea Homes	16	0.89%	Silicon Sage	26	1.53%	7x7 Development	6	0.75%
K. Hovnanian Homes	29	1.15%	SummerHill Homes	15	0.84%	Van Daele Homes	17	1.00%	Anasazi Properties	4	0.50%
Extra Point Ventures	28	1.11%	Branagh Development	14	0.78%	Signature Homes	16	0.94%	St. Anthony Real Estate	4	0.50%
The New Home Company	23	0.91%	Lafferty Communities	13	0.73%	CIM Group	14	0.83%	17th Street Associates	3	0.38%
Elder Village Development	20	0.79%	Lazares Development	13	0.73%	Regis Homes	14	0.83%	Belrich Partners	3	0.38%

Out of 2,519 Total Homes

Out of 1,791 Total Homes

Out of 1,694 Total Homes

Out of 796 Total Homes

ALL 2017

Top 20 Builders in Bay Area & San Joaquin Counties

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

<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>
CalAtlantic	169	10.27%	Discovery/Seeno Homes	174	20.40%	KB Home	69	21.56%	Century Communities	251	61.37%
FCB Homes	163	9.91%	Shea Communities	156	18.29%	Shea Homes	64	20.00%	Shea Homes	73	17.85%
KB Home	153	9.30%	Woodside Homes	104	12.19%	The New Home Company	36	11.25%	Legacy Homes	32	7.82%
Pulte Group	148	9.00%	DeNova Homes	71	8.32%	Lennar Homes	33	10.31%	Creekbridge Homes	25	6.11%
Raymus Homes	101	6.14%	Meritage Homes	62	7.27%	PanCal Homes	26	8.13%	Wathen Castanos Homes	10	2.44%
D.R. Horton	85	5.17%	Richmond American	55	6.45%	City Ventures	16	5.00%	CHISPA Housing	5	1.22%
Kiper Homes	74	4.50%	D.R. Horton	51	5.98%	Pulte Group	15	4.69%	Renasci Development	5	1.22%
Richmond American	72	4.38%	TRI Pointe Homes	46	5.39%	S&J Properties, LLC	12	3.75%	Rogge Homes, LP	4	0.98%
Meritage Homes	69	4.19%	Brookfield Homes	34	3.99%	Classic Communities	11	3.44%	Zalez, LLC	3	0.73%
Woodside Homes	69	4.19%	Citation Homes Northern	28	3.28%	NEXGEN Builders	10	3.13%	Coastal Development Company, LLC	1	0.24%
DeNova Homes	68	4.13%	Lennar Homes	25	2.93%	Kenmark	8	2.50%			
Atherton Homes	67	4.07%	CalAtlantic	16	1.88%	Gum Street Management , LLC	7	2.19%			
TRI Pointe Homes	66	4.01%	Davidon Homes	11	1.29%	Romkon	5	1.56%			
Van Daele Homes	50	3.04%	Shea Homes	11	1.29%	Edenbridge Homes	4	1.25%			
Shea Homes	49	2.98%	KB Home	4	0.47%	Lafferty Communities	4	1.25%			
Legacy Homes	37	2.25%	Vista La Terraza, LLC	4	0.47%						
Tim Lewis Communities	32	1.95%	Harbor Park	1	0.12%						
Caresco Homes	26	1.58%			0.00%						
Lafferty Communities	23	1.40%									
Signature Homes	23	1.40%									

Out of 1,645 Total Homes

Out of 853 Total Homes

Out of 320 Total Homes

Out of 409 Total Homes

<u>San Benito</u>	<u># Homes</u>	<u>Market %</u>	<u>San Benito</u>	<u># Homes</u>	<u>Market %</u>	<u>Sonoma</u>	<u># Homes</u>	<u>Market %</u>	<u>Sonoma</u>	<u># Homes</u>	<u>Market %</u>
Century Communities	99	49.50%				KB Home	102	36.43%	Acacia Associates	3	1.07%
Anderson Homes	35	17.50%				Signature Homes	48	17.14%	Focus Realty Services	2	0.71%
KB Home	29	14.50%				Richmond American	28	10.00%			
K. Hovnanian Homes	13	6.50%				Synergy Group	20	7.14%			
Legacy Homes	13	6.50%				Ryder Homes	19	6.79%			
Kiper Homes	9	4.50%				Comstock Homes	17	6.07%			
Bisceglia & Associates Inc	2	1.00%				Morgan Properties	14	5.00%			
						City Ventures	11	3.93%			
						Skyhawk Development	11	3.93%			
						Meadow Creek Associates, LLC	5	1.79%			

Out of 200 Total Homes

Out of 280 Total Homes

ALL 2017

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	903	15.76%	JMC Homes (John Mourier)	316	5.51%	Meritage Homes	216	3.77%	Northwest Land Park, LLC	97	1.69%
KB Home	437	7.63%	K. Hovnanian Homes	315	5.50%	The New Home Company	155	2.70%	Discovery/Seeno Homes	77	1.34%
Taylor Morrison	409	7.14%	CalAtlantic	279	4.87%	Richmond American	134	2.34%	Silverado Homes	71	1.24%
Woodside Homes	327	5.71%	D.R. Horton	260	4.54%	Pulte Group	123	2.15%	Tim Lewis Communities	47	0.82%
Elliott Homes	325	5.67%	Beazer Homes	241	4.21%	Black Pine Communities	112	1.95%	Hilbers New Home Communities	39	0.68%

Out of 5731 Total Homes

ALL 2017

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	301	49.83%	JMC Homes (John Mourier)	277	15.45%	Lennar Homes	386	14.41%	Interwest Homes	22	61.11%
CalAtlantic	77	12.75%	Taylor Morrison	171	9.54%	KB Home	306	11.42%	Cresleigh Homes	14	38.89%
Silverado Homes	34	5.63%	CalAtlantic	163	9.09%	K. Hovnanian Homes	281	10.49%			
K. Hovnanian Homes	25	4.14%	Meritage Homes	157	8.76%	Beazer Homes	240	8.96%			
Taylor Morrison	24	3.97%	Lennar Homes	150	8.37%	Woodside Homes	208	7.76%			
KB Home	23	3.81%	Elliott Homes	129	7.19%	Taylor Morrison	199	7.43%			
The New Home Company	23	3.81%	Pulte Group	122	6.80%	Elliott Homes	196	7.32%			
Renasci Development	22	3.64%	Woodside Homes	118	6.58%	Richmond American	111	4.14%			
Premier United Communities	20	3.31%	KB Home	102	5.69%	Northwest Land Park, LLC	97	3.62%			
Toll Brothers	20	3.31%	D.R. Horton	83	4.63%	D.R. Horton	83	3.10%			
Meritage Homes	9	1.49%	Black Pine Communities	52	2.90%	The New Home Company	72	2.69%			
Ridge 45, LLC	8	1.32%	Tim Lewis Communities	47	2.62%	Black Pine Communities	60	2.24%			
Tamarack Meadows, LLC	5	0.83%	Signature Homes	39	2.18%	Silverado Homes	37	1.38%			
Shepherds Trail, LLC	4	0.66%	New Martis Partners, LLC	27	1.51%	The Village at Fair Oaks, LLC	33	1.23%			
Schweitzer Built, Inc.	3	0.50%	Riverland Homes Inc.	27	1.51%	Westmark Partners, LP	30	1.12%			
Parker Development	2	0.33%	Richmond American	23	1.28%	Westline Homes	27	1.01%			
AKT Promontory	1	0.17%	Cresleigh Homes	20	1.12%	Gold Creek Homes	23	0.86%			
McGill Construction, Inc	1	0.17%	Towne Development of Sacramento, Inc.	18	1.00%	MBK Homes Northern Ca Ltd	20	0.75%			
PanCal Homes	1	0.17%	Premier United Communities	15	0.84%	Artisan Homes	17	0.63%			
Stix Development	1	0.17%	Real Capital Solutions	11	0.61%	Fairgate Property Partners	17	0.63%			

Out of 604 Total Homes

Out of 1793 Total Homes

Out of 1158 Total Homes

Out of 36 Total Homes

ALL 2017

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>
D.R. Horton	94	19.34%	Hilbers New Home Communities	39	29.32%
Discovery/Seeno Homes	77	15.84%	Capital Valley Homes, LLC	37	27.82%
Lennar Homes	66	13.58%	JMC Homes (John Mourier)	31	23.31%
The New Home Company	60	12.35%	K. Hovnanian Homes	9	6.77%
Meritage Homes	50	10.29%	KB Home	6	4.51%
Shea Homes	37	7.61%	Highmark Land Company	5	3.76%
CalAtlantic	31	6.38%	Mandarich Developments	3	2.26%
TBD Homes	17	3.50%	Beazer Homes	1	0.75%
Red Door Building Company, Inc.	15	3.09%	Capital City Development, LLC	1	0.75%
Taylor Morrison	15	3.09%	Woodside Homes	1	0.75%
Next Generation Construction	14	2.88%			
Real Capital Solutions	6	1.23%			
Woodland Springlake, LLC	2	0.41%			
JR Homes	1	0.21%			
Leonard Development Company, Inc.	1	0.21%			

Out of 486 Total Homes

Out of 133 Total Homes