

ALL 2018 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	1062	10.63%	Lennar Homes	1299	23.82%	Lennar Homes	1921	12.44%
Pulte Group	683	6.84%	Taylor Morrison	453	8.31%	KB Home	1431	9.26%
Lennar Homes	622	6.22%	K. Hovnanian Homes	444	8.14%	D.R. Horton	875	5.66%
D.R. Horton	530	5.30%	JMC Homes (John Mourier)	413	7.57%	Taylor Morrison	857	5.55%
TRI Pointe Homes	463	4.63%	KB Home	369	6.77%	Pulte Group	778	5.04%
Meritage Homes	427	4.27%	D.R. Horton	345	6.33%	Meritage Homes	524	3.39%
Taylor Morrison	404	4.04%	Beazer Homes	275	5.04%	K. Hovnanian Homes	479	3.10%
Century Communities	382	3.82%	Woodside Homes	247	4.53%	TRI Pointe Homes	465	3.01%
Richmond American	331	3.31%	The New Home Company	204	3.74%	JMC Homes (John Mourier)	413	2.67%
Toll Brothers	314	3.14%	Elliott Homes	179	3.28%	Century Communities	382	2.47%
Shea Homes	313	3.13%	Signature Homes	98	1.80%	Woodside Homes	372	2.41%
Trumark Homes	279	2.79%	Meritage Homes	97	1.78%	Richmond American	361	2.34%
Kiper Homes	258	2.58%	Pulte Group	95	1.74%	The New Home Company	344	2.23%
Shea Communities	226	2.26%	Anthem United	69	1.27%	Toll Brothers	343	2.22%
William Lyon Homes	219	2.19%	Westmark Partners, LP	67	1.23%	Shea Homes	332	2.15%
Discovery/Seeno Homes	195	1.95%	Cresleigh Homes	64	1.17%	Discovery/Seeno Homes	291	1.88%
DeNova Homes	187	1.87%	Tim Lewis Communities	56	1.03%	Trumark Homes	279	1.81%
Brookfield Homes	186	1.86%	Black Pine Communities	56	1.03%	Beazer Homes	275	1.78%
Landsea Homes	179	1.79%	Hilbers New Home Communities	51	0.94%	Kiper Homes	258	1.67%
FCB Homes	167	1.67%	The Mill at Broadway	44	0.81%	Shea Communities	226	1.46%
<i>Out of 10,136 Total Homes</i>			<i>Out of 5,454 Total Homes</i>			<i>Out of 15,590 Total Homes</i>		

Notes:

* Above data compiled from Market Trend and First American's MRS

* Includes 16 Northern California Counties (9 Bay Area, 1 Central Valley, 6 Sacramento Area)

*The 2018 new home closing report is compiled from data obtained from a new supplier and we are continually evaluating it for accuracy.

ALL 2018

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	1062	10.63%	Meritage Homes	427	4.27%	Shea Homes	313	3.13%	William Lyon Homes	219	2.19%
Pulte Group	683	6.84%	Taylor Morrison	404	4.04%	Discovery/Seeno Homes	291	2.91%	DeNova Homes	187	1.87%
Lennar Homes	622	6.22%	Century Communities	382	3.82%	Trumark Homes	279	2.79%	Brookfield Homes	186	1.86%
D.R. Horton	530	5.30%	Richmond American	331	3.31%	Kiper Homes	258	2.58%	Landsea Homes	179	1.79%
TRI Pointe Homes	463	4.63%	Toll Brothers	314	3.14%	Shea Communities	226	2.26%	FCB Homes	167	1.67%

Out of 10,136 Total Homes

ALL 2018

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 Joaquin</u>	<u># Homes</u>	<u>Market %</u>
Trumark Homes	279	11.40%	Toll Brothers	240	17.48%	Pulte Group	421	19.77%	KB Home	218	11.63%
KB Home	257	10.50%	Discovery/Seeno Homes	176	12.82%	KB Home	341	16.02%	Meritage Homes	184	9.82%
TRI Pointe Homes	225	9.19%	Pulte Group	120	8.74%	D.R. Horton	223	10.47%	Richmond American	169	9.02%
William Lyon Homes	212	8.66%	KB Home	109	7.94%	Taylor Morrison	212	9.96%	FCB Homes	167	8.91%
D.R. Horton	189	7.72%	Shea Communities	106	7.72%	Lennar Homes	188	8.83%	Lennar Homes	155	8.27%
Lennar Homes	226	9.24%	Kiper Homes	104	7.57%	Landsea Homes	179	8.41%	Kiper Homes	114	6.08%
Shea Homes	108	4.41%	Brookfield Homes	96	6.99%	Meritage Homes	140	6.58%	D.R. Horton	113	6.03%
City Ventures	99	4.05%	Taylor Morrison	80	5.83%	Classic Communities	77	3.62%	Shea Homes	101	5.39%
Meritage Homes	88	3.60%	Davidon Homes	61	4.44%	The New Home Company	61	2.87%	Raymus Homes	73	3.90%
Brookfield Homes	81	3.31%	TRI Pointe Homes	57	4.15%	Dividend Homes	57	2.68%	TRI Pointe Homes	63	3.36%
Warmington Residential	78	3.19%	Kennedy Wilson/Emerald Fund	34	2.48%	Summerhill Homes	52	2.44%	Woodside Homes	50	2.67%
Taylor Morrison	73	2.98%	DeNova Homes	32	2.33%	Regis Homes	37	1.74%	Pulte Group	46	2.45%
Pulte Group	69	2.82%	Richmond American	29	2.11%	Robson Homes	30	1.41%	DeNova Homes	45	2.40%
Summerhill Homes	62	2.53%	Shea Homes	28	2.04%	TRI Pointe Homes	24	1.13%	Homestead Community Builders	43	2.29%
Toll Brothers	62	2.53%	Signature Homes	23	1.68%	City Ventures	21	0.99%	The New Home Company	42	2.24%
Robson Homes	46	1.88%	Nuvera Homes	13	0.95%	Ponderosa Homes	16	0.75%	Taylor Morrison	39	2.08%
Ponderosa Homes	39	1.59%	Lafferty Communities	11	0.80%	Toll Brothers	12	0.56%	Van Daele Homes	37	1.97%
Level Four	35	1.43%	Ponderosa Homes	10	0.73%	Edenbridge Homes	10	0.47%	Tim Lewis Communities	32	1.71%
Classic Communities	24	0.98%	SummerHill Homes	9	0.66%	Brookfield Homes	9	0.42%	Atherton Homes	23	1.23%
Tim Lewis Communities	24	0.98%	Brooks Street	8	0.58%	William Lyon Homes	7	0.33%	Bright Homes	23	1.23%

Out of 2,447 Total Homes

Out of 1,373 Total Homes

Out of 2,129 Total Homes

Out of 1,874 Total Homes

*The 2018 new home closing report is compiled from data obtained from a new supplier and we are continually evaluating it for accuracy.

ALL 2018

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 Francisco</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>
CIM Group	64	27.35%	Shea Communities	120	17.78%	Lennar Homes	37	19.79%	Century Communities	228	50.44%
JS Sullivan Development	54	23.08%	DeNova Homes	105	15.56%	KB Home	34	18.18%	Blue Mountain Homes	55	12.17%
Tishman Speyer	34	14.53%	Discovery/Seeno Homes	101	14.96%	Pulte Group	27	14.44%	Shea Homes	54	11.95%
Jay Paul Company	29	12.39%	TRI Pointe Homes	94	13.93%	Classic Communities	23	12.30%	Wathen Castanos Homes	50	11.06%
Presidio Development Partners	14	5.98%	LGI Homes	83	12.30%	Shea Homes	22	11.76%	Legacy Homes	32	7.08%
DM Development	6	2.56%	Woodside Homes	75	11.11%	The New Home Company	16	8.56%	Renasci Development	20	4.42%
KB Home	6	2.56%	Richmond American	43	6.37%	City Ventures	15	8.02%	Creekbridge Homes	10	2.21%
Encore Capital	5	2.14%	Blue Mountain Homes	16	2.37%	Edenbridge Homes	8	4.28%	CHISPA Housing	3	0.66%
Lennar Homes	5	2.14%	KB Home	13	1.93%	JCJ Group	2	1.07%			
Belrich International	4	1.71%	Lennar Homes	11	1.63%	Lafferty Communities	2	1.07%			
Timespace San Francisco, LLC	4	1.71%	Richmond American Homes	5	0.74%	Kenmark	1	0.53%			
Celtic Development	3	1.28%	D.R. Horton	5	0.74%						
401 Harrison Owner, LLC	2	0.85%	Oaks Senior Apartments , LLC	3	0.44%						
A-Plus Builder Investment Inc.	2	0.85%	Citation Homes Northern	1	0.15%						
Bosa Development	1	0.43%									
Comstock Homes	1	0.43%									

Out of 234 Total Homes

Out of 675 Total Homes

Out of 187 Total Homes

Out of 452 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	136	32.54%	McDonald Real Estate, Inc.	2	0.48%	Richmond American	90	25.94%	Focus Realty Services	3	0.86%
Blue Mountain Homes	79	18.90%				KB Home	84	24.21%	Treewell, LLC	3	0.86%
Anderson Homes	63	15.07%				Signature Homes	49	14.12%	Comstock Homes	2	0.58%
Kiper Homes	40	9.57%				City Ventures	23	6.63%	Ravello Investors, LLC	2	0.58%
Legacy Homes	35	8.37%				Synergy Group	21	6.05%	DeNova Homes	1	0.29%
K. Hovnanian Homes	33	7.89%				Willow Glen Homes	20	5.76%			
Stonebridge Homes	11	2.63%				Skyhawk Development	19	5.48%			
Meritage Homes	8	1.91%				Blue Mountain Homes	12	3.46%			
Del Curto Brothers Construction	6	1.44%				Morgan Properties	10	2.88%			
Hugh Bikle	5	1.20%				Cratus Homes	8	2.31%			

Out of 418 Total Homes

Out of 347 Total Homes

*The 2018 new home closing report is compiled from data obtained from a new supplier and we are continually evaluating it for accuracy.

ALL 2018

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	1299	23.82%	D.R. Horton	345	6.33%	Signature Homes	98	1.80%	Cresleigh Homes	64	1.17%
Taylor Morrison	453	8.31%	Beazer Homes	275	5.04%	Meritage Homes	97	1.78%	Tim Lewis Communities	56	1.03%
K. Hovnanian Homes	444	8.14%	Woodside Homes	247	4.53%	Pulte Group	95	1.74%	Black Pine Communities	56	1.03%
JMC Homes (John Mourier)	413	7.57%	The New Home Company	204	3.74%	Anthem United	69	1.27%	Hilbers New Home Communities	51	0.94%
KB Home	369	6.77%	Elliott Homes	179	3.28%	Westmark Partners, LP	67	1.23%	The Mill at Broadway	44	0.81%

Out of 5,454 Total Homes

ALL 2018

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	247	54.65%	JMC Homes (John Mourier)	393	21.59%	Lennar Homes	578	20.88%	Interwest Homes	16	47.06%
Renasci Development	42	9.29%	Lennar Homes	387	21.26%	K. Hovnanian Homes	354	12.79%	Cresleigh Homes	11	32.35%
The New Home Company	31	6.86%	Taylor Morrison	248	13.63%	KB Home	271	9.79%	KB Home	5	14.71%
K. Hovnanian Homes	30	6.64%	D.R. Horton	115	6.32%	Beazer Homes	250	9.03%	Five Star Properties, Inc.	1	2.94%
Toll Brothers	29	6.42%	Elliott Homes	114	6.26%	D.R. Horton	230	8.31%	Karnegis Estates	1	2.94%
Taylor Morrison	21	4.65%	Woodside Homes	104	5.71%	Taylor Morrison	184	6.65%			
Premier United Communities	12	2.65%	Pulte Group	95	5.22%	Woodside Homes	143	5.17%			
Meritage Homes	10	2.21%	KB Home	92	5.05%	The New Home Company	118	4.26%			
Owens Realty Mortgage, Inc.	10	2.21%	Meritage Homes	86	4.73%	Westmark Partners, LP	67	2.42%			
Ridge 45, LLC	8	1.77%	Signature Homes	50	2.75%	Elliott Homes	65	2.35%			
Parker Development	7	1.55%	Tim Lewis Communities	33	1.81%	Signature Homes	48	1.73%			
Sherman & Boone Realtors	2	0.44%	Cresleigh Homes	30	1.65%	The Mill at Broadway	44	1.59%			
KB Home	1	0.22%	Black Pine Communities	15	0.82%	Anthem United	43	1.55%			
McGill Construction, Inc	1	0.22%	The New Home Company	13	0.71%	Black Pine Communities	41	1.48%			
Shepherds Trail, LLC	1	0.22%	New Martis Partners, LLC	10	0.55%	Richmond American	30	1.08%			
			Evergreen Communities	8	0.44%	Westline Homes	30	1.08%			
			TKR Homes, Inc.	7	0.38%	Artisan Homes	29	1.05%			
			Real Capital Solutions	6	0.33%	MBK Homes Northern Ca Ltd	29	1.05%			
			Artisan Homes	3	0.16%	Cresleigh Homes	23	0.83%			
			Towne Development of Sacramento, Inc.	3	0.16%	Tim Lewis Communities	23	0.83%			

Out of 452 Total Homes

Out of 1,820 Total Homes

Out of 2,768 Total Homes

Out of 34 Total Homes

*The 2018 new home closing report is compiled from data obtained from a new supplier and we are continually evaluating it for accuracy.

ALL 2018
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>
Lennar Homes	64	32.82%	K. Hovnanian Homes	60	32.43%
The New Home Company	42	21.54%	Hilbers New Home Communities	51	27.57%
Anthem United	26	13.33%	Beazer Homes	25	13.51%
Shea Homes	19	9.74%	Lennar Homes	23	12.43%
Comstock Homes	13	6.67%	JMC Homes (John Mourier)	20	10.81%
Fouts Homes	12	6.15%	LGI Homes	5	2.70%
NEXGEN Builders	10	5.13%	Oak Grove Estates, LLC	1	0.54%
Mission Villas - Jim Kidd	5	2.56%			
Paso Fino Partners, LLC	2	1.03%			
Meritage Homes	1	0.51%			
TBD Homes	1	0.51%			

Out of 195 Total Homes

Out of 185 Total Homes

*The 2018 new home closing report is compiled from data obtained from a new supplier and we are continually evaluating it for accuracy.