

ALL 2019 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 | 924 | 9.47% | Lennar Homes | 1340 | 23.46% | Lennar Homes | 2215 | 14.32% |
| Lennar Homes | 875 | 8.97% | KB Home | 551 | 9.65% | KB Home | 1475 | 9.54% |
| Pulte Group | 515 | 5.28% | Taylor Morrison | 443 | 7.76% | Taylor Morrison | 794 | 5.13% |
| Toll Brothers | 473 | 4.85% | K. Hovnanian Homes | 406 | 7.11% | D.R. Horton | 782 | 5.06% |
| Richmond American | 447 | 4.58% | D.R. Horton | 399 | 6.99% | Richmond American | 562 | 3.63% |
| Century Communities | 419 | 4.30% | JMC Homes (John Mourier) | 373 | 6.53% | Toll Brothers | 548 | 3.54% |
| D.R. Horton | 383 | 3.93% | Woodside Homes | 235 | 4.11% | Pulte Group | 515 | 3.33% |
| Meritage Homes | 369 | 3.78% | Elliott Homes | 222 | 3.89% | K. Hovnanian Homes | 476 | 3.08% |
| Taylor Morrison | 351 | 3.60% | The New Home Company | 218 | 3.82% | Meritage Homes | 465 | 3.01% |
| DeNova Homes | 341 | 3.50% | Beazer Homes | 211 | 3.69% | Century Communities | 419 | 2.71% |
| Discovery/Seeno Homes | 331 | 3.39% | Tim Lewis Communities | 141 | 2.47% | JMC Homes (John Mourier) | 373 | 2.41% |
| TRI Pointe Homes | 324 | 3.32% | Richmond American | 115 | 2.01% | Woodside Homes | 360 | 2.33% |
| Shea Homes | 297 | 3.04% | LGI Homes | 107 | 1.87% | DeNova Homes | 341 | 2.20% |
| Landsea Homes | 204 | 2.09% | Meritage Homes | 96 | 1.68% | The New Home Company | 339 | 2.19% |
| William Lyon Homes | 187 | 1.92% | Northwest Land Park | 92 | 1.61% | TRI Pointe Homes | 334 | 2.16% |
| LGI Homes | 164 | 1.68% | Toll Brothers | 75 | 1.31% | Discovery/Seeno Homes | 332 | 2.15% |
| Brookfield Homes | 158 | 1.62% | Anthem United | 73 | 1.28% | Shea Homes | 320 | 2.07% |
| FCB Homes | 155 | 1.59% | Black Pine Communities | 68 | 1.19% | Elliott Homes | 283 | 1.83% |
| Van Daele Homes | 154 | 1.58% | Cresleigh Homes | 60 | 1.05% | LGI Homes | 271 | 1.75% |
| City Ventures | 151 | 1.55% | Signature Homes | 55 | 0.96% | Beazer Homes | 211 | 1.36% |
| <i>Out of 9,755 Total Homes</i> | | | <i>Out of 5,712 Total Homes</i> | | | <i>Out of 15,467 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)

ALL 2019

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 | 924 | 9.47% | Century Communities | 419 | 4.30% | Discovery/Seeno Homes | 331 | 3.39% | LGI Homes | 164 | 1.68% |
| Lennar Homes | 875 | 8.97% | D.R. Horton | 383 | 3.93% | TRI Pointe Homes | 324 | 3.32% | Brookfield Homes | 158 | 1.62% |
| Pulte Group | 515 | 5.28% | Meritage Homes | 369 | 3.78% | Shea Homes | 297 | 3.04% | FCB Homes | 155 | 1.59% |
| Toll Brothers | 473 | 4.85% | Taylor Morrison | 351 | 3.60% | Landsea Homes | 204 | 2.09% | Van Daele Homes | 154 | 1.58% |
| Richmond American | 447 | 4.58% | DeNova Homes | 341 | 3.50% | William Lyon Homes | 187 | 1.92% | City Ventures | 151 | 1.55% |

Out of 9,755 Total Homes

ALL 2019

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> |
|-----------------------|----------------|-----------------|----------------------------|----------------|-----------------|-----------------------|----------------|-----------------|----------------------|----------------|-----------------|
| Lennar Homes | 272 | 12.85% | Toll Brothers | 201 | 16.22% | Pulte Group | 283 | 16.82% | Richmond American | 232 | 11.46% |
| KB Home | 255 | 12.05% | Discovery/Seeno Homes | 160 | 12.91% | Lennar Homes | 267 | 15.86% | KB Home | 206 | 10.17% |
| Toll Brothers | 237 | 11.20% | Lennar Homes | 86 | 6.94% | KB Home | 250 | 14.85% | Lennar Homes | 175 | 8.64% |
| D.R. Horton | 170 | 8.03% | Meritage Homes | 85 | 6.86% | Landsea Homes | 174 | 10.34% | FCB Homes | 155 | 7.65% |
| Pulte Group | 139 | 6.57% | Shea Communities | 80 | 6.46% | Taylor Morrison | 129 | 7.66% | Van Daele Homes | 112 | 5.53% |
| Meritage Homes | 105 | 4.96% | Pulte Group | 72 | 5.81% | D.R. Horton | 94 | 5.59% | Meritage Homes | 94 | 4.64% |
| Trumark Homes | 94 | 4.44% | Shea Homes | 71 | 5.73% | Classic Communities | 69 | 4.10% | Taylor Morrison | 89 | 4.40% |
| William Lyon Homes | 90 | 4.25% | Brookfield Homes | 69 | 5.57% | Dividend Homes | 48 | 2.85% | Shea Homes | 88 | 4.35% |
| Brookfield Homes | 89 | 4.20% | William Lyon Homes | 66 | 5.33% | DeNova Homes | 47 | 2.79% | Kiper Homes | 76 | 3.75% |
| Robson Homes | 85 | 4.02% | Davidon Homes | 65 | 5.25% | Trumark Homes | 43 | 2.55% | Raymus Homes | 71 | 3.51% |
| Taylor Morrison | 83 | 3.92% | Kiper Homes | 54 | 4.36% | The New Home Company | 41 | 2.44% | D.R. Horton | 66 | 3.26% |
| TRI Pointe Homes | 77 | 3.64% | Taylor Morrison | 50 | 4.04% | TRI Pointe Homes | 38 | 2.26% | Century Communities | 64 | 3.16% |
| City Ventures | 74 | 3.50% | TRI Pointe Homes | 34 | 2.74% | Toll Brothers | 35 | 2.08% | Elliott Homes | 61 | 3.01% |
| Shea Homes | 74 | 3.50% | Nuvera Homes | 24 | 1.94% | William Lyon Homes | 31 | 1.84% | Atherton Homes | 57 | 2.81% |
| Summerhill Homes | 70 | 3.31% | D.R. Horton | 23 | 1.86% | Van Daele Homes | 29 | 1.72% | K. Hovnanian Homes | 55 | 2.72% |
| Ponderosa Homes | 31 | 1.46% | Development Solutions, LLC | 17 | 1.37% | Summerhill Homes | 22 | 1.31% | Woodside Homes | 51 | 2.52% |
| Landsea Homes | 26 | 1.23% | DeNova Homes | 16 | 1.29% | City Ventures | 21 | 1.25% | Grupe Homes | 42 | 2.07% |
| Signature Homes | 25 | 1.18% | Ponderosa Homes | 10 | 0.81% | Silicon Sage | 13 | 0.77% | TRI Pointe Homes | 40 | 1.98% |
| Richmond American | 24 | 1.13% | Castle Companies | 8 | 0.65% | Monterey Dynasty, LLC | 12 | 0.71% | The New Home Company | 38 | 1.88% |
| Tim Lewis Communities | 18 | 0.85% | Summerhill Homes | 8 | 0.65% | Meritage Homes | 11 | 0.65% | Anthem United | 35 | 1.73% |

Out of 2,117 Total Homes

Out of 1,239 Total Homes

Out of 1,683 Total Homes

Out of 2,025 Total Homes

ALL 2019

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>Monterey</u> | <u># Homes</u> | <u>Market %</u> | <u>San Francisco</u> | <u># Homes</u> | <u>Market %</u> | <u>San Mateo</u> | <u># Homes</u> | <u>Market %</u> | <u>Solano</u> | <u># Homes</u> | <u>Market %</u> |
|---------------------------|----------------|-----------------|-------------------------------|----------------|-----------------|-------------------|----------------|-----------------|---------------------------------|----------------|-----------------|
| Century Communities | 285 | 55.66% | JS Sullivan Development | 54 | 25.23% | Regis Homes | 74 | 46.25% | LGI Homes | 164 | 17.54% |
| Shea Homes | 61 | 11.91% | Belrich International | 34 | 15.89% | Lennar Homes | 42 | 26.25% | Discovery/Seeno Homes | 162 | 17.33% |
| Wathen Castanos Homes | 57 | 11.13% | Lennar Homes | 33 | 15.42% | Pulte Group | 21 | 13.13% | TRI Pointe Homes | 135 | 14.44% |
| KB Home | 38 | 7.42% | Local Capital Group | 20 | 9.35% | Summerhill Homes | 12 | 7.50% | Richmond American | 131 | 14.01% |
| Nino Homes | 24 | 4.69% | Celtic Development | 13 | 6.07% | CHS Development | 3 | 1.88% | Woodside Homes | 74 | 7.91% |
| Legacy Homes | 18 | 3.52% | Encore Capital | 12 | 5.61% | Fremont SM, LLC | 3 | 1.88% | KB Home | 63 | 6.74% |
| Mendonsa Enterprises Inc. | 11 | 2.15% | CIM Group | 9 | 4.21% | Shea Homes | 3 | 1.88% | Shea Communities | 56 | 5.99% |
| Renasci Development | 8 | 1.56% | Presidio Development Partners | 9 | 4.21% | SSR Projects, LLC | 2 | 1.25% | DeNova Homes | 43 | 4.60% |
| Monterey Capital | 5 | 0.98% | Jay Paul Company | 8 | 3.74% | | | | The New Home Company | 38 | 4.06% |
| Creekbridge Homes | 4 | 0.78% | Tishman Speyer | 6 | 2.80% | | | | Meritage Homes | 32 | 3.42% |
| Blue Mountain Homes | 1 | 0.20% | 401 Harrison Owner, LLC | 5 | 2.34% | | | | D.R. Horton | 30 | 3.21% |
| | | | 127 Buchanan, LLC | 2 | 0.93% | | | | Oaks Senior Apartments , LLC | 3 | 0.32% |
| | | | Dolmen Property Group | 2 | 0.93% | | | | Mayari Development, LLC | 2 | 0.21% |
| | | | Joel Campos | 2 | 0.93% | | | | Steve Hanley Construction, Inc. | 2 | 0.21% |
| | | | West Builders | 2 | 0.93% | | | | | | |
| | | | 310 Carolina Street, LLC | 1 | 0.47% | | | | | | |
| | | | Bosa Development | 1 | 0.47% | | | | | | |
| | | | Laguna Hayes, LLC | 1 | 0.47% | | | | | | |

Out of 512 Total Homes

Out of 214 Total Homes

Out of 160 Total Homes

Out of 935 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> |
|---------------------|----------------|-----------------|---------------------------------|----------------|-----------------|--------------------------------|----------------|-----------------|-------------------------|----------------|-----------------|
| DeNova Homes | 149 | 33.63% | Del Curto Brothers Construction | 3 | 0.68% | DeNova Homes | 86 | 20.14% | Synergy Group | 6 | 1.41% |
| Century Communities | 69 | 15.58% | Sunset Hills Development | 1 | 0.23% | KB Home | 64 | 14.99% | Morgan Properties | 5 | 1.17% |
| Anderson Homes | 50 | 11.29% | | | | Richmond American | 60 | 14.05% | Swenson Builders | 5 | 1.17% |
| KB Home | 45 | 10.16% | | | | City Ventures | 56 | 13.11% | Habitat For Humanity | 3 | 0.70% |
| Meritage Homes | 42 | 9.48% | | | | Signature Homes | 38 | 8.90% | Cratus Homes | 1 | 0.23% |
| Legacy Homes | 33 | 7.45% | | | | Lafferty Communities | 33 | 7.73% | Lenox Homes | 1 | 0.23% |
| Hugh Bikle | 20 | 4.51% | | | | Treewell, Brad Welch | 26 | 6.09% | Skyhawk Development | 1 | 0.23% |
| Edenbridge Homes | 18 | 4.06% | | | | Paseo Vista, Inc. | 22 | 5.15% | Urban Green Investments | 1 | 0.23% |
| K. Hovnanian Homes | 9 | 2.03% | | | | Penn Grove Mountain (Ben vanZ) | 13 | 3.04% | | | |
| Blue Mountain Homes | 4 | 0.90% | | | | Blue Mountain Homes | 6 | 1.41% | | | |

Out of 443 Total Homes

Out of 427 Total Homes

ALL 2019

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 | 1340 | 23.46% | JMC Homes (John Mourier) | 373 | 6.53% | Tim Lewis Communities | 141 | 2.47% | Toll Brothers | 75 | 1.31% |
| KB Home | 551 | 9.65% | Woodside Homes | 235 | 4.11% | Richmond American | 115 | 2.01% | Anthem United | 73 | 1.28% |
| Taylor Morrison | 443 | 7.76% | Elliott Homes | 222 | 3.89% | LGI Homes | 107 | 1.87% | Black Pine Communities | 68 | 1.19% |
| K. Hovnanian Homes | 406 | 7.11% | The New Home Company | 218 | 3.82% | Meritage Homes | 96 | 1.68% | Cresleigh Homes | 60 | 1.05% |
| D.R. Horton | 399 | 6.99% | Beazer Homes | 211 | 3.69% | Northwest Land Park | 92 | 1.61% | Signature Homes | 55 | 0.96% |

Out of 5,712 Total Homes

ALL 2019

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 | 204 | 66.45% | JMC Homes (John Mourier) | 348 | 24.93% | Lennar Homes | 750 | 23.33% | KB Home | 88 | 79.28% |
| Toll Brothers | 52 | 16.94% | Lennar Homes | 258 | 18.48% | KB Home | 384 | 11.94% | Interwest Homes | 22 | 19.82% |
| Renasci Development | 20 | 6.51% | Woodside Homes | 130 | 9.31% | Taylor Morrison | 280 | 8.71% | Cresleigh Homes | 1 | 0.90% |
| Taylor Morrison | 13 | 4.23% | Taylor Morrison | 101 | 7.23% | D.R. Horton | 254 | 7.90% | | | |
| Owens Realty Mortgage, Inc. | 6 | 1.95% | Elliott Homes | 92 | 6.59% | K. Hovnanian Homes | 236 | 7.34% | | | |
| Cameron Glen Estates, LLC | 2 | 0.65% | D.R. Horton | 83 | 5.95% | Beazer Homes | 186 | 5.79% | | | |
| Ridge 45, LLC | 2 | 0.65% | Meritage Homes | 63 | 4.51% | Elliott Homes | 130 | 4.04% | | | |
| Shepherds Trail, LLC | 2 | 0.65% | KB Home | 62 | 4.44% | The New Home Company | 119 | 3.70% | | | |
| Sorelle Homes | 2 | 0.65% | K. Hovnanian Homes | 58 | 4.15% | Richmond American | 115 | 3.58% | | | |
| Woodside Homes | 2 | 0.65% | The New Home Company | 57 | 4.08% | Tim Lewis Communities | 113 | 3.51% | | | |
| K. Hovnanian Homes | 1 | 0.33% | Cresleigh Homes | 29 | 2.08% | Woodside Homes | 103 | 3.20% | | | |
| Sherman & Boone Realtors | 1 | 0.33% | Tim Lewis Communities | 28 | 2.01% | Northwest Land Park | 92 | 2.86% | | | |
| | | | Signature Homes | 24 | 1.72% | Black Pine Communities | 68 | 2.12% | | | |
| | | | Toll Brothers | 23 | 1.65% | Silverado Homes | 54 | 1.68% | | | |
| | | | New Martis Partners, LLC | 17 | 1.22% | Westmark Partners, LP | 34 | 1.06% | | | |
| | | | TRI Pointe Homes | 10 | 0.72% | Meritage Homes | 33 | 1.03% | | | |
| | | | Towne Development of Sacramento, Inc. | 6 | 0.43% | Anthem United | 32 | 1.00% | | | |
| | | | Winchester Residential, LLC | 3 | 0.21% | Signature Homes | 31 | 0.96% | | | |
| | | | Black Mountain, Inc | 1 | 0.07% | Cresleigh Homes | 30 | 0.93% | | | |
| | | | Northstar Homes, LLC | 1 | 0.07% | Artisan Homes | 20 | 0.62% | | | |

Out of 307 Total Homes

Out of 1,396 Total Homes

Out of 3,215 Total Homes

Out of 111 Total Homes

ALL 2019

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 | 98 | 25.45% | K. Hovnanian Homes | 106 | 35.57% |
| D.R. Horton | 62 | 16.10% | LGI Homes | 91 | 30.54% |
| Taylor Morrison | 49 | 12.73% | Lennar Homes | 30 | 10.07% |
| The New Home Company | 42 | 10.91% | Beazer Homes | 25 | 8.39% |
| Anthem United | 41 | 10.65% | JMC Homes (John Mourier) | 25 | 8.39% |
| Shea Homes | 23 | 5.97% | Hilbers New Home Communities | 14 | 4.70% |
| KB Home | 17 | 4.42% | Oak Grove Estates, LLC | 4 | 1.34% |
| LGI Homes | 16 | 4.16% | Bennett Homes, Inc | 3 | 1.01% |
| Crowne Development, Inc. | 14 | 3.64% | | | |
| Comstock Homes | 9 | 2.34% | | | |
| K. Hovnanian Homes | 5 | 1.30% | | | |
| Towne Development of Sacramento, Inc. | 4 | 1.04% | | | |
| NEXGEN Builders | 2 | 0.52% | | | |
| TBD Homes | 2 | 0.52% | | | |
| Discovery/Seenno Homes | 1 | 0.26% | | | |

Out of 385 Total Homes

Out of 298 Total Homes