

ALL 2020 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	906	9.27%	Lennar Homes	1513	23.84%	Lennar Homes	2310	14.33%
Lennar Homes	797	8.16%	JMC Homes (John Mourier)	530	8.35%	KB Home	1278	7.93%
Richmond American	607	6.21%	D.R. Horton	459	7.23%	D.R. Horton	857	5.32%
Meritage Homes	579	5.93%	Woodside Homes	435	6.85%	Taylor Morrison	794	4.93%
Pulte Group	521	5.33%	Taylor Morrison	420	6.62%	Richmond American	763	4.73%
Century Communities	513	5.25%	KB Home	372	5.86%	Meritage Homes	726	4.50%
Toll Brothers	444	4.54%	K. Hovnanian Homes	231	3.64%	Woodside Homes	542	3.36%
D.R. Horton	398	4.07%	Beazer Homes	224	3.53%	JMC Homes (John Mourier)	530	3.29%
Discovery/Seeno Homes	378	3.87%	Elliott Homes	219	3.45%	Pulte Group	521	3.23%
Taylor Morrison	374	3.83%	Tim Lewis Communities	210	3.31%	Century Communities	513	3.18%
DeNova Homes	297	3.04%	Richmond American	156	2.46%	Toll Brothers	485	3.01%
Summerhill Homes	283	2.90%	The New Home Company	156	2.46%	K. Hovnanian Homes	443	2.75%
TRI Pointe Homes	274	2.80%	Meritage Homes	147	2.32%	Discovery/Seeno Homes	404	2.51%
Shea Homes	273	2.79%	Cresleigh Homes	119	1.87%	TRI Pointe Homes	385	2.39%
Kiper Homes	215	2.20%	TRI Pointe Homes	111	1.75%	The New Home Company	307	1.90%
K. Hovnanian Homes	212	2.17%	LGI Homes	109	1.72%	DeNova Homes	297	1.84%
City Ventures	211	2.16%	Northwest Land Park	105	1.65%	Summerhill Homes	283	1.76%
Brookfield Homes	187	1.91%	Capital Valley Homes - Larry Young	63	0.99%	Shea Homes	282	1.75%
The New Home Company	151	1.55%	Signature Homes	59	0.93%	Elliott Homes	266	1.65%
Van Daele Homes	144	1.47%	Anthem United	58	0.91%	LGI Homes	229	1.42%
Out of 9,771 Total Homes			Out of 6,347 Total Homes			Out of 16,118 Total Homes		

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 2020

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	906	9.27%	Century Communities	513	5.25%	DeNova Homes	297	3.04%	K. Hovnanian Homes	212	2.17%
Lennar Homes	797	8.16%	Toll Brothers	444	4.54%	Summerhill Homes	283	2.90%	City Ventures	211	2.16%
Richmond American	607	6.21%	D.R. Horton	398	4.07%	TRI Pointe Homes	274	2.80%	Brookfield Homes	187	1.91%
Meritage Homes	579	5.93%	Discovery/Seeno Homes	378	3.87%	Shea Homes	273	2.79%	The New Home Company	151	1.55%
Pulte Group	521	5.33%	Taylor Morrison	374	3.83%	Kiper Homes	215	2.20%	Van Daele Homes	144	1.47%

Out of 9,771 Total Homes

ALL 2020

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	284	13.83%	Discovery/Seeno Homes	177	12.78%	Pulte Group	275	18.73%	Richmond American	258	10.85%
Toll Brothers	262	12.76%	Lennar Homes	114	8.23%	KB Home	270	18.39%	Lennar Homes	181	7.61%
Taylor Morrison	165	8.03%	Meritage Homes	101	7.29%	Summerhill Homes	187	12.74%	Century Communities	165	6.94%
Meritage Homes	164	7.98%	Pulte Group	101	7.29%	Lennar Homes	185	12.60%	Meritage Homes	135	5.68%
KB Home	136	6.62%	Toll Brothers	95	6.86%	DeNova Homes	81	5.52%	Kiper Homes	134	5.64%
Pulte Group	131	6.38%	Taylor Morrison	76	5.49%	Toll Brothers	73	4.97%	Shea Homes	129	5.43%
City Ventures	126	6.13%	K. Hovnanian Homes	74	5.34%	Taylor Morrison	71	4.84%	KB Home	111	4.67%
Brookfield Homes	116	5.65%	Shea Homes	72	5.20%	TRI Pointe Homes	65	4.43%	FCB Homes	107	4.50%
D.R. Horton	80	3.89%	Brookfield Homes	71	5.13%	Dividend Homes	57	3.88%	K. Hovnanian Homes	102	4.29%
Shea Homes	69	3.36%	D.R. Horton	69	4.98%	Van Daele Homes	43	2.93%	D.R. Horton	95	4.00%
TRI Pointe Homes	68	3.31%	Century Communities	64	4.62%	Trumark Homes	36	2.45%	Van Daele Homes	92	3.87%
Landsea Homes	66	3.21%	Davidon Homes	59	4.26%	Warmington Residential	26	1.77%	Raymus Homes	88	3.70%
Summerhill Homes	65	3.16%	Kiper Homes	54	3.90%	The New Home Company	25	1.70%	LGI Homes	83	3.49%
Century Communities	64	3.12%	DeNova Homes	42	3.03%	D.R. Horton	15	1.02%	Woodside Homes	79	3.32%
Richmond American	55	2.68%	Nuvera Homes	42	3.03%	Landsea Homes	14	0.95%	Atherton Homes	75	3.16%
Robson Homes	50	2.43%	KB Home	38	2.74%	Classic Communities Inc	8	0.54%	Anthem United	66	2.78%
Nuvera Homes	31	1.51%	TRI Pointe Homes	29	2.09%	Gera Construction	6	0.41%	Taylor Morrison	62	2.61%
Ponderosa Homes	27	1.31%	Davidson Communities	19	1.37%	Lola, LLC	6	0.41%	TRI Pointe Homes	57	2.40%
Trumark Homes	25	1.22%	Landsea Homes	19	1.37%	627 Taylor, LLC	5	0.34%	Elliott Homes	47	1.98%
Discovery/Seeno Homes	12	0.58%	Summerhill Homes	19	1.37%	La Encina Dev, LLC	4	0.27%	Homestead Community Builders	41	1.72%

Out of 2,054 Total Homes

Out of 1,385 Total Homes

Out of 1,468 Total Homes

Out of 2,377 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	149	40.93%	Tishman Speyer	49	34.51%	KB Home	109	48.66%	Richmond American	219	25.17%
KB Home	78	21.43%	JS Sullivan Development	42	29.58%	Lennar Homes	30	13.39%	Discovery/Seeno Homes	189	21.72%
Wathen Castanos Homes	64	17.58%	Nuvera Homes	16	11.27%	City Ventures	19	8.48%	D.R. Horton	122	14.02%
Nino Homes	62	17.03%	Related California	7	4.93%	D.R. Horton	17	7.59%	Meritage Homes	104	11.95%
Monterey Capital	8	2.20%	Belrich International	6	4.23%	Toll Brothers	14	6.25%	The New Home Company	93	10.69%
Shea Homes	3	0.82%	West Builders	5	3.52%	CHS Development	13	5.80%	TRI Pointe Homes	55	6.32%
			CIM Group	4	2.82%	Summerhill Homes	12	5.36%	LGI Homes	37	4.25%
			1001 17th Street Associates, LLC	3	2.11%	Warmington Residential	9	4.02%	Woodside Homes	28	3.22%
			Lennar Homes	3	2.11%	Marine Homes, LLC	1	0.45%	DeNova Homes	8	0.92%
			DM Development	2	1.41%				Shea Communities	6	0.69%
			Local Capital Group	2	1.41%				Blue Mountain Homes	5	0.57%
			540 De Haro, LLC	1	0.70%				KB Home	4	0.46%
			Encore Capital	1	0.70%						
			Jay Paul Company	1	0.70%						

Out of 364 Total Homes

Out of 142 Total Homes

Out of 160 Total Homes

Out of 870 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>
KB Home	105	20.75%	RJV Investments, LLC	3	0.59%	DeNova Homes	76	19.95%	Treewell, Brad Welch	5	1.31%
Meritage Homes	75	14.82%	Sunset Hills Development	3	0.59%	Richmond American	68	17.85%	Skyhawk Development	1	0.26%
DeNova Homes	73	14.43%	Chao Wu	2	0.40%	City Ventures	66	17.32%	Swenson Builders	1	0.26%
Century Communities	71	14.03%				KB Home	55	14.44%	Synergy Group	1	0.26%
Legacy Homes	40	7.91%				Signature Homes	31	8.14%			
K. Hovnanian Homes	36	7.11%				Paseo Vista, Inc.	23	6.04%			
Edenbridge Homes	28	5.53%				Lafferty Communities	17	4.46%			
Kiper Homes	27	5.34%				Kawana Meadows Development	14	3.67%			
Hugh Bikle	25	4.94%				JKB Living	13	3.41%			
Anderson Homes	18	3.56%				Blue Mountain Homes	10	2.62%			

Out of 506 Total Homes

Out of 381 Total Homes

ALL 2020

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	1513	23.84%	KB Home	372	5.86%	Richmond American	156	2.46%	LGI Homes	109	1.72%
JMC Homes (John Mourier)	530	8.35%	K. Hovnanian Homes	231	3.64%	The New Home Company	156	2.46%	Northwest Land Park	105	1.65%
D.R. Horton	459	7.23%	Beazer Homes	224	3.53%	Meritage Homes	147	2.32%	Capital Valley Homes - Larry Your	63	0.99%
Woodside Homes	435	6.85%	Elliott Homes	219	3.45%	Cresleigh Homes	119	1.87%	Signature Homes	59	0.93%
Taylor Morrison	420	6.62%	Tim Lewis Communities	210	3.31%	TRI Pointe Homes	111	1.75%	Anthem United	58	0.91%

Out of 6,347 Total Homes

ALL 2020

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	270	79.41%	JMC Homes (John Mourier)	469	26.39%	Lennar Homes	749	23.20%	Interwest Homes	27	45.00%
Toll Brothers	16	4.71%	Lennar Homes	269	15.14%	D.R. Horton	360	11.15%	K. Hovnanian Homes	20	33.33%
Woodside Homes	15	4.41%	Woodside Homes	204	11.48%	Beazer Homes	224	6.94%	KB Home	13	21.67%
Cameron Glen Estates, LLC	9	2.65%	KB Home	175	9.85%	Taylor Morrison	211	6.54%			
Elliott Homes	9	2.65%	Taylor Morrison	133	7.48%	Woodside Homes	187	5.79%			
1201 Wildwood Inc.	8	2.35%	Meritage Homes	97	5.46%	Tim Lewis Communities	178	5.51%			
Parker Development	5	1.47%	K. Hovnanian Homes	70	3.94%	Elliott Homes	158	4.89%			
Owens Realty Mortgage, Inc.	4	1.18%	Elliott Homes	52	2.93%	KB Home	146	4.52%			
Renasci Development	2	0.59%	The New Home Company	46	2.59%	Richmond American	141	4.37%			
Taylor Morrison	2	0.59%	New Martis Partners, LLC	45	2.53%	Northwest Land Park	105	3.25%			
			TRI Pointe Homes	42	2.36%	The New Home Company	80	2.48%			
			D.R. Horton	34	1.91%	Cresleigh Homes	79	2.45%			
			Tim Lewis Communities	32	1.80%	TRI Pointe Homes	69	2.14%			
			Signature Homes	28	1.58%	Meritage Homes	50	1.55%			
			Toll Brothers	25	1.41%	Premier Homes	48	1.49%			
			Riverland Homes, Inc.	23	1.29%	Silverado Homes	48	1.49%			
			Richmond American	13	0.73%	K. Hovnanian Homes	39	1.21%			
			Winchester Residential, LLC	8	0.45%	Riverland Homes, Inc.	35	1.08%			
			N4FL Development	4	0.23%	Reynen & Bardis Homes	33	1.02%			
			Northstar Builders, LLC	3	0.17%	Signature Homes	31	0.96%			

Out of 340 Total Homes

Out of 1,777 Total Homes

Out of 3,228 Total Homes

Out of 60 Total Homes

ALL 2020

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	161	29.65%	LGI Homes	71	17.79%
Taylor Morrison	74	13.63%	Lennar Homes	64	16.04%
K. Hovnanian Homes	43	7.92%	JMC Homes (John Mourier)	61	15.29%
KB Home	38	7.00%	K. Hovnanian Homes	59	14.79%
LGI Homes	38	7.00%	D.R. Horton	58	14.54%
Anthem United	37	6.81%	Cresleigh Homes	39	9.77%
The New Home Company	30	5.52%	Capital Valley Homes - Larry Your	33	8.27%
Woodside Homes	29	5.34%	Hilbers New Home Communities	8	2.01%
Crowne Development, Inc.	28	5.16%	Bennett Homes, Inc	4	1.00%
Discovery/Seeno Homes	26	4.79%	Richmond American	2	0.50%
Fulcrum Properties	10	1.84%			
Shea Homes	9	1.66%			
Fouts Homes	8	1.47%			
D.R. Horton	7	1.29%			
Towne Development of Sacramento, Inc.	5	0.92%			

Out of 543 Total Homes

Out of 399 Total Homes