

FIRST HALF 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>
Lennar Homes	405	9.25%	Lennar Homes	653	23.92%	Lennar Homes	1058	14.88%
KB Home	312	7.13%	Taylor Morrison	248	9.08%	KB Home	501	7.05%
Richmond American	212	4.84%	K. Hovnanian Homes	217	7.95%	Taylor Morrison	435	6.12%
Century Communities	207	4.73%	JMC Homes (John Mourier)	206	7.55%	D.R. Horton	360	5.06%
D.R. Horton	194	4.43%	KB Home	189	6.92%	Richmond American	271	3.81%
Pulte Group	188	4.29%	D.R. Horton	166	6.08%	K. Hovnanian Homes	261	3.67%
Taylor Morrison	187	4.27%	Elliott Homes	139	5.09%	Toll Brothers	220	3.10%
Toll Brothers	183	4.18%	The New Home Company	118	4.32%	Century Communities	207	2.91%
TRI Pointe Homes	129	2.95%	Beazer Homes	89	3.26%	JMC Homes (John Mourier)	206	2.90%
Meritage Homes	125	2.86%	Richmond American	59	2.16%	Pulte Group	188	2.64%
Seenos Homes	103	2.35%	Woodside Homes	58	2.12%	Elliott Homes	160	2.25%
LGI Homes	101	2.31%	Northwest Land Park	56	2.05%	The New Home Company	156	2.19%
Shea Homes	96	2.19%	Tim Lewis Communities	54	1.98%	Meritage Homes	154	2.17%
DeNova Homes	94	2.15%	LGI Homes	41	1.50%	LGI Homes	142	2.00%
William Lyon Homes	86	1.96%	Toll Brothers	37	1.36%	TRI Pointe Homes	129	1.81%
Landsea Homes	85	1.94%	Westmark Partners, LP	34	1.25%	Woodside Homes	120	1.69%
Trumark Homes	83	1.90%	Cresleigh Homes	33	1.21%	Seenos Homes	104	1.46%
Shea Communities	80	1.83%	Meritage Homes	29	1.06%	Shea Homes	101	1.42%
Van Daele Homes	76	1.74%	Anthem United	28	1.03%	DeNova Homes	94	1.32%
Brookfield Homes	66	1.51%	Black Pine Communities	26	0.95%	Beazer Homes	89	1.25%
Out of 4,378 Total Homes			Out of 2,730 Total Homes			Out of 7,108 Total Homes		

Notes:

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

FIRST HALF 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>
Lennar Homes	405	9.25%	Pulte Group	188	4.29%	Seeno Homes	103	2.35%	Landsea Homes	85	1.94%
KB Home	312	7.13%	Taylor Morrison	187	4.27%	LGI Homes	101	2.31%	Trumark Homes	83	1.90%
Richmond American	212	4.84%	Toll Brothers	183	4.18%	Shea Homes	96	2.19%	Shea Communities	80	1.83%
Century Communities	207	4.73%	TRI Pointe Homes	129	2.95%	DeNova Homes	94	2.15%	Van Daele Homes	76	1.74%
D.R. Horton	194	4.43%	Meritage Homes	125	2.86%	William Lyon Homes	86	1.96%	Brookfield Homes	66	1.51%

Out of 4378 Total Homes

FIRST HALF 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>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>
Lennar Homes	127	14.55%	Toll Brothers	98	18.08%	Pulte Group	129	16.13%	Belrich International	21	19.44%
KB Home	93	10.65%	Seeno Homes	60	11.07%	Lennar Homes	120	15.00%	Lennar Homes	21	19.44%
D.R. Horton	84	9.62%	Shea Communities	54	9.96%	KB Home	95	11.88%	Local Capital Group	13	12.04%
Toll Brothers	62	7.10%	Lennar Homes	45	8.30%	Landsea Homes	83	10.38%	Celtic Development	11	10.19%
Trumark Homes	62	7.10%	Davidon Homes	31	5.72%	Taylor Morrison	77	9.63%	Encore Capital	10	9.26%
Taylor Morrison	60	6.87%	Meritage Homes	31	5.72%	D.R. Horton	69	8.63%	CIM Group	7	6.48%
TRI Pointe Homes	50	5.73%	Brookfield Homes	28	5.17%	Classic Communities	47	5.88%	Tishman Speyer	6	5.56%
Robson Homes	47	5.38%	Taylor Morrison	25	4.61%	William Lyon Homes	31	3.88%	401 Harrison Owner, LLC	4	3.70%
William Lyon Homes	39	4.47%	Shea Homes	24	4.43%	Toll Brothers	23	2.88%	Presidio Development Partners	4	3.70%
Brookfield Homes	38	4.35%	Kiper Homes	20	3.69%	Trumark Homes	21	2.63%	Jay Paul Company	3	2.78%
Pulte Group	27	3.09%	Discovery Homes	16	2.95%	Dividend Homes	20	2.50%	Dolmen Property Group	2	1.85%
Summerhill Homes	27	3.09%	William Lyon Homes	16	2.95%	City Ventures	19	2.38%	Joel Campos	2	1.85%
City Ventures	26	2.98%	DeNova Homes	15	2.77%	Silicon Sage	12	1.50%	Bosa Development	1	0.93%
Shea Homes	25	2.86%	Pulte Group	15	2.77%	Van Daele Homes	7	0.88%	JS Sullivan Development	1	0.93%
Meritage Homes	17	1.95%	Nuvera Homes	12	2.21%	TRI Pointe Homes	6	0.75%	Laguna Hayes, LLC	1	0.93%
Ponderosa Homes	16	1.83%	TRI Pointe Homes	12	2.21%	Monterey Dynasty, LLC	5	0.63%	West Builders	1	0.93%
Signature Homes	13	1.49%	Development Solutions, LLC	11	2.03%	Summerhill Homes	5	0.63%			
Tim Lewis Communities	13	1.49%	Castle Companies	7	1.29%	The New Home Company	5	0.63%			
Edenbridge Homes	12	1.37%	Brighton Felton	4	0.74%	Alan Enterprise, LLC	4	0.50%			
Habitat For Humanity	10	1.15%	D.R. Horton	3	0.55%	DeNova Homes	4	0.50%			

Out of 873 Total Homes

Out of 542 Total Homes

Out of 800 Total Homes

Out of 108 Total Homes

FIRST HALF 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>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>
Richmond American	120	12.71%	LGI Homes	101	25.57%	Regis Homes	55	60.44%	Century Communities	150	57.92%
Lennar Homes	79	8.37%	Richmond American	51	12.91%	Pulte Group	17	18.68%	Wathen Castanos Homes	40	15.44%
KB Home	72	7.63%	TRI Pointe Homes	48	12.15%	Lennar Homes	13	14.29%	Shea Homes	27	10.42%
Van Daele Homes	67	7.10%	Seeno Homes	40	10.13%	Shea Homes	3	3.30%	Legacy Homes	15	5.79%
FCB Homes	66	6.99%	Discovery Homes	32	8.10%	Summerhill Homes	3	3.30%	Nino Homes	8	3.09%
Meritage Homes	47	4.98%	Woodside Homes	32	8.10%				Renasci Development	8	3.09%
Raymus Homes	44	4.66%	Shea Communities	26	6.58%				Mendonsa Enterprises Inc.	6	2.32%
K. Hovnanian Homes	41	4.34%	KB Home	25	6.33%				Creekbridge Homes	4	1.54%
Kiper Homes	36	3.81%	The New Home Company	14	3.54%				Blue Mountain Homes	1	0.39%
Atherton Homes	33	3.50%	DeNova Homes	13	3.29%						
Woodside Homes	30	3.18%	D.R. Horton	10	2.53%						
D.R. Horton	28	2.97%	Oaks Senior Apartments , LLC	2	0.51%						
Taylor Morrison	25	2.65%	Meritage Homes	1	0.25%						
Century Communities	23	2.44%									
Elliott Homes	21	2.22%									
Anthem United	20	2.12%									
Grupe Homes	18	1.91%									
Sea Breeze Capital	17	1.80%									
Shea Homes	17	1.80%									
The New Home Company	17	1.80%									

Out of 944 Total Homes

Out of 395 Total Homes

Out of 91 Total Homes

Out of 259 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	41	22.53%	Sunset Hills Development	1	0.55%	Richmond American	32	17.39%	Synergy Group	6	3.26%
Anderson Homes	39	21.43%				KB Home	24	13.04%	Swenson Builders	5	2.72%
Century Communities	34	18.68%				DeNova Homes	21	11.41%	Morgan Properties	4	2.17%
Meritage Homes	27	14.84%				City Ventures	19	10.33%	Habitat for Humanity	3	1.63%
Hugh Bikle	11	6.04%				Signature Homes	19	10.33%	Cratus Homes	1	0.54%
Edenbridge Homes	10	5.49%				Treewell, Brad Welch	15	8.15%	Lenox Homes	1	0.54%
Legacy Homes	10	5.49%				Paseo Vista, Inc.	9	4.89%	Skyhawk Development	1	0.54%
Blue Mountain Homes	4	2.20%				Penn Grove Mountain	9	4.89%	Urban Green Investments	1	0.54%
K. Hovnanian Homes	3	1.65%				Lafferty Communities	8	4.35%			
Del Curto Brothers Construction	2	1.10%				Blue Mountain Homes	6	3.26%			

Out of 182 Total Homes

Out of 184 Total Homes

FIRST HALF 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	653	23.92%	D.R. Horton	166	6.08%	Woodside Homes	58	2.12%	Westmark Partners, LP	34	1.25%
Taylor Morrison	248	9.08%	Elliott Homes	139	5.09%	Northwest Land Park	56	2.05%	Cresleigh Homes	33	1.21%
K. Hovnanian Homes	217	7.95%	The New Home Company	118	4.32%	Tim Lewis Communities	54	1.98%	Meritage Homes	29	1.06%
JMC Homes (John Mourier)	206	7.55%	Beazer Homes	89	3.26%	LGI Homes	41	1.50%	Anthem United	28	1.03%
KB Home	189	6.92%	Richmond American	59	2.16%	Toll Brothers	37	1.36%	Black Pine Communities	26	0.95%

Out of 2730 Total Homes

FIRST HALF 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	94	61.04%	JMC Homes (John Mourier)	191	26.02%	Lennar Homes	349	23.45%	KB Home	38	73.08%
Toll Brothers	27	17.53%	Lennar Homes	148	20.16%	K. Hovnanian Homes	161	10.82%	Interwest Homes	14	26.92%
Renasci Development	17	11.04%	Elliott Homes	77	10.49%	Taylor Morrison	155	10.42%			
Taylor Morrison	8	5.19%	Taylor Morrison	65	8.86%	KB Home	121	8.13%			
Owens Realty Mortgage, Inc.	2	1.30%	D.R. Horton	50	6.81%	D.R. Horton	91	6.12%			
Shepherds Trail, LLC	2	1.30%	Woodside Homes	39	5.31%	The New Home Company	75	5.04%			
K. Hovnanian Homes	1	0.65%	KB Home	30	4.09%	Beazer Homes	66	4.44%			
Ridge 45, LLC	1	0.65%	Meritage Homes	26	3.54%	Elliott Homes	62	4.17%			
Sherman & Boone Realtors	1	0.65%	K. Hovnanian Homes	22	3.00%	Richmond American	59	3.97%			
Sorelle Homes	1	0.65%	The New Home Company	16	2.18%	Northwest Land Park	56	3.76%			
			Tim Lewis Communities	14	1.91%	Tim Lewis Communities	40	2.69%			
			Cresleigh Homes	12	1.63%	Westmark Partners, LP	34	2.28%			
			Signature Homes	12	1.63%	Black Pine Communities	26	1.75%			
			New Martis Partners, LLC	10	1.36%	Silverado Homes	23	1.55%			
			Toll Brothers	10	1.36%	Cresleigh Homes	21	1.41%			
			Towne Development of Sacramento, Inc.	6	0.82%	Artisan Homes	19	1.28%			
			Winchester Residential, LLC	2	0.27%	Woodside Homes	19	1.28%			
			Black Mountain, Inc	1	0.14%	Signature Homes	13	0.87%			
			Northstar Homes, LLC	1	0.14%	Del Paso Homes	11	0.74%			
			Real Capital Solutions	1	0.14%	Carson Homes	10	0.67%			

Out of 154 Total Homes

Out of 734 Total Homes

Out of 1488 Total Homes

Out of 52 Total Homes

FIRST HALF 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	51	30.72%	LGI Homes	41	30.15%
The New Home Company	27	16.27%	K. Hovnanian Homes	33	24.26%
D.R. Horton	25	15.06%	Beazer Homes	23	16.91%
Taylor Morrison	20	12.05%	JMC Homes (John Mourier)	15	11.03%
Anthem United	19	11.45%	Lennar Homes	11	8.09%
Comstock Homes	9	5.42%	Hilbers New Home Communities	10	7.35%
Shea Homes	5	3.01%	Oak Grove Estates, LLC	3	2.21%
Towne Development of Sacramento, Inc.	3	1.81%			
Crowne Development, Inc.	2	1.20%			
NEXGEN Builders	2	1.20%			
TBD Homes	2	1.20%			
Seeno Homes	1	0.60%			

Out of 166 Total Homes

Out of 136 Total Homes