

FIRST HALF 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	484	11.36%	Lennar Homes	756	26.35%	Lennar Homes	1167	16.37%
Lennar Homes	411	9.65%	JMC Homes (John Mourier)	213	7.42%	KB Home	666	9.34%
Richmond American	305	7.16%	D.R. Horton	184	6.41%	Richmond American	381	5.35%
Century Communities	265	6.22%	KB Home	182	6.34%	D.R. Horton	362	5.08%
Toll Brothers	198	4.65%	Taylor Morrison	168	5.86%	Century Communities	265	3.72%
Meritage Homes	192	4.51%	Woodside Homes	161	5.61%	Meritage Homes	258	3.62%
Pulte Group	188	4.41%	K. Hovnanian Homes	130	4.53%	Taylor Morrison	258	3.62%
D.R. Horton	178	4.18%	Beazer Homes	113	3.94%	JMC Homes (John Mourier)	213	2.99%
Discovery/Seeno Homes	174	4.09%	Elliott Homes	83	2.89%	Toll Brothers	210	2.95%
Summerhill Homes	149	3.50%	The New Home Company	77	2.68%	Discovery/Seeno Homes	198	2.78%
TRI Pointe Homes	134	3.15%	Richmond American	76	2.65%	Pulte Group	188	2.64%
DeNova Homes	123	2.89%	Tim Lewis Communities	71	2.47%	TRI Pointe Homes	186	2.61%
Shea Homes	100	2.35%	Meritage Homes	66	2.30%	Woodside Homes	185	2.60%
Taylor Morrison	90	2.11%	Northwest Land Park	58	2.02%	K. Hovnanian Homes	174	2.44%
Kiper Homes	80	1.88%	LGI Homes	53	1.85%	Summerhill Homes	149	2.09%
William Lyon Homes	77	1.81%	TRI Pointe Homes	52	1.81%	The New Home Company	124	1.74%
Van Daele Homes	70	1.64%	Cresleigh Homes	37	1.29%	DeNova Homes	123	1.73%
Brookfield Homes	66	1.55%	Signature Homes	31	1.08%	Beazer Homes	113	1.59%
City Ventures	66	1.55%	Anthem United	28	0.98%	Shea Homes	108	1.52%
The New Home Company	47	1.10%	Sacramento Suburban Cohousing Group, LI	28	0.98%	Elliott Homes	98	1.37%
Out of 4,259 Total Homes			Out of 2,869 Total Homes			Out of 7,128 Total Homes		

Notes:

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

FIRST HALF 2020

Top 20 Builders in Bay Area & San Joaquin Counties Combined

(Includes: Alameda, Contra Costa, Monterey, San Benito, San Francisco, San Joaquin, San Mateo, Santa Clara, Solano, 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	484	11.36%	Meritage Homes	192	4.51%	TRI Pointe Homes	134	3.15%	William Lyon Homes	77	1.81%
Lennar Homes	411	9.65%	Pulte Group	188	4.41%	DeNova Homes	123	2.89%	Van Daele Homes	70	1.64%
Richmond American	305	7.16%	D.R. Horton	178	4.18%	Shea Homes	100	2.35%	Brookfield Homes	66	1.55%
Century Communities	265	6.22%	Discovery/Seeno Homes	174	4.09%	Taylor Morrison	90	2.11%	City Ventures	66	1.55%
Toll Brothers	198	4.65%	Summerhill Homes	149	3.50%	Kiper Homes	80	1.88%	The New Home Company	47	1.10%

Out of 4,259 Total Homes

FIRST HALF 2020

Top 20 Builders in Bay Area & San Joaquin Counties Combined

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

<u>Alameda</u>	<u># Homes</u>	<u>Market %</u>	<u>Contra Costa</u>	<u># Homes</u>	<u>Market %</u>	<u>Monterey</u>	<u># Homes</u>	<u>Market %</u>	<u>San Benito</u>	<u># Homes</u>	<u>Market %</u>
Lennar Homes	138	14.11%	Discovery/Seeno Homes	71	12.96%	Century Communities	102	55.74%	KB Home	46	23.12%
Toll Brothers	138	14.11%	Lennar Homes	47	8.58%	KB Home	41	22.40%	DeNova Homes	39	19.60%
KB Home	85	8.69%	Toll Brothers	39	7.12%	Nino Homes	25	13.66%	Century Communities	35	17.59%
Meritage Homes	64	6.54%	Pulte Group	36	6.57%	Wathen Castanos Homes	11	6.01%	Meritage Homes	18	9.05%
William Lyon Homes	61	6.24%	Meritage Homes	35	6.39%	Shea Homes	3	1.64%	Edenbridge Homes	17	8.54%
Pulte Group	57	5.83%	Davidon Homes	32	5.84%	Monterey Capital	1	0.55%	Anderson Homes	13	6.53%
D.R. Horton	55	5.62%	K. Hovnanian Homes	31	5.66%				Legacy Homes	12	6.03%
City Ventures	43	4.40%	Shea Homes	29	5.29%				K. Hovnanian Homes	9	4.52%
TRI Pointe Homes	40	4.09%	Brookfield Homes	27	4.93%				Hugh Bikle	6	3.02%
Brookfield Homes	39	3.99%	Kiper Homes	24	4.38%				Chao Wu	2	1.01%
Shea Homes	37	3.78%	D.R. Horton	21	3.83%				Sunset Hills Development	2	1.01%
Summerhill Homes	34	3.48%	Century Communities	20	3.65%						
Richmond American	32	3.27%	Nuvera Homes	16	2.92%						
Century Communities	30	3.07%	Taylor Morrison	16	2.92%						
Taylor Morrison	25	2.56%	William Lyon Homes	16	2.92%						
Landsea Homes	23	2.35%	DeNova Homes	14	2.55%						
Robson Homes	20	2.04%	Landsea Homes	13	2.37%						
Ponderosa Homes	18	1.84%	TRI Pointe Homes	13	2.37%						
Nuvera Homes	10	1.02%	Summerhill Homes	10	1.82%						
Discovery/Seeno Homes	8	0.82%	Davidson Communities	9	1.64%						

Out of 978 Total Homes

Out of 353 Total Homes

Out of 183 Total Homes

Out of 199 Total Homes

FIRST HALF 2020

Top 20 Builders in Bay Area & San Joaquin Counties Combined

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

<u>San Francisco</u>	<u># Homes</u>	<u>Market %</u>	<u>San Joaquin</u>	<u># Homes</u>	<u>Market %</u>	<u>San Mateo</u>	<u># Homes</u>	<u>Market %</u>	<u>Santa Clara</u>	<u># Homes</u>	<u>Market %</u>
Tishman Speyer	12	25.00%	Richmond American	139	14.10%	KB Home	85	68.00%	KB Home	144	22.43%
JS Sullivan Development	11	22.92%	Lennar Homes	95	9.63%	Lennar Homes	20	16.00%	Lennar Homes	109	16.98%
Belrich International	6	12.50%	Century Communities	78	7.91%	CHS Development	11	8.80%	Summerhill Homes	96	14.95%
Related California	5	10.42%	Kiper Homes	56	5.68%	Summerhill Homes	9	7.20%	Pulte Group	95	14.80%
West Builders	4	8.33%	KB Home	53	5.38%				DeNova Homes	32	4.98%
CIM Group	3	6.25%	Van Daele Homes	48	4.87%				TRI Pointe Homes	31	4.83%
Lennar Homes	2	4.17%	FCB Homes	44	4.46%				Dividend Homes	29	4.52%
Local Capital Group	2	4.17%	Raymus Homes	44	4.46%				Toll Brothers	21	3.27%
1001 17th Street Associates, LLC	1	2.08%	Meritage Homes	41	4.16%				Van Daele Homes	21	3.27%
Encore Capital	1	2.08%	Atherton Homes	38	3.85%				Trumark Homes	15	2.34%
Jay Paul Company	1	2.08%	D.R. Horton	36	3.65%				Taylor Morrison	13	2.02%
			Taylor Morrison	36	3.65%				D.R. Horton	5	0.78%
			Shea Homes	31	3.14%				The New Home Company	5	0.78%
			Homestead Community Builders	23	2.33%				Lola, LLC	4	0.62%
			Anthem United	22	2.23%				627 Taylor, LLC	3	0.47%
			JKB Living	21	2.13%				La Encina Dev, LLC	3	0.47%
			Sea Breeze Capital	18	1.83%				Lafferty Communities	3	0.47%
			Caresco Homes	16	1.62%				Monterey Dynasty, LLC	3	0.47%
			TRI Pointe Homes	16	1.62%				Warmington Residential	3	0.47%
			Elliott Homes	15	1.52%				Diamond Creek Villas, LLC	2	0.31%
Out of 48 Total Homes			Out of 986 Total Homes			Out of 125 Total Homes			Out of 183 Total Homes		

<u>Solano</u>	<u># Homes</u>	<u>Market %</u>	<u>Solano</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>
Richmond American	117	27.66%	Shea Communities	4	0.95%	DeNova Homes	30	23.62%	Treewell, Brad Welch	1	0.79%
Discovery/Seeno Homes	95	22.46%	Blue Mountain Homes	1	0.24%	City Ventures	23	18.11%			
D.R. Horton	61	14.42%				KB Home	20	15.75%			
Meritage Homes	34	8.04%				Richmond American	17	13.39%			
TRI Pointe Homes	34	8.04%				Paseo Vista, Inc.	11	8.66%			
The New Home Company	30	7.09%				Signature Homes	11	8.66%			
LGI Homes	18	4.26%				Lafferty Communities	9	7.09%			
Woodside Homes	17	4.02%				JKB Living	3	2.36%			
DeNova Homes	8	1.89%				Skyhawk Development	1	0.79%			
KB Home	4	0.95%				Swenson Builders	1	0.79%			
Out of 423 Total Homes						Out of 127 Total Homes					

FIRST HALF 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	756	26.35%	Woodside Homes	161	5.61%	Richmond American	76	2.65%	TRI Pointe Homes	52	1.81%
JMC Homes (John Mourier)	213	7.42%	K. Hovnanian Homes	130	4.53%	Tim Lewis Communities	71	2.47%	Cresleigh Homes	37	1.29%
D.R. Horton	184	6.41%	Beazer Homes	113	3.94%	Meritage Homes	66	2.30%	Signature Homes	31	1.08%
KB Home	182	6.34%	Elliott Homes	83	2.89%	Northwest Land Park	58	2.02%	Anthem United	28	0.98%
Taylor Morrison	168	5.86%	The New Home Company	77	2.68%	LGI Homes	53	1.85%	Sacramento Suburban Cohousing	28	0.98%

Out of 2,869 Total Homes

FIRST HALF 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	120	81.08%	JMC Homes (John Mourier)	197	26.41%	Lennar Homes	399	26.46%	KB Home	13	48.15%
Woodside Homes	7	4.73%	Lennar Homes	120	16.09%	D.R. Horton	150	9.95%	Interwest Homes	12	44.44%
Toll Brothers	5	3.38%	KB Home	89	11.93%	Beazer Homes	113	7.49%	K. Hovnanian Homes	2	7.41%
Cameron Glen Estates, LLC	4	2.70%	Woodside Homes	77	10.32%	Taylor Morrison	90	5.97%			
Owens Realty Mortgage, Inc.	4	2.70%	Taylor Morrison	48	6.43%	Richmond American	76	5.04%			
1201 Wildwood Inc.	3	2.03%	Meritage Homes	45	6.03%	Woodside Homes	71	4.71%			
Parker Development	2	1.35%	Elliott Homes	43	5.76%	KB Home	64	4.24%			
Renasci Development	2	1.35%	K. Hovnanian Homes	28	3.75%	Northwest Land Park	58	3.85%			
Taylor Morrison	1	0.68%	TRI Pointe Homes	24	3.22%	Tim Lewis Communities	57	3.78%			
			The New Home Company	16	2.14%	The New Home Company	49	3.25%			
			Tim Lewis Communities	14	1.88%	Elliott Homes	40	2.65%			
			Signature Homes	12	1.61%	Cresleigh Homes	33	2.19%			
			New Martis Partners, LLC	10	1.34%	Sacramento Suburban Cohousing	28	1.86%			
			Toll Brothers	7	0.94%	TRI Pointe Homes	28	1.86%			
			D.R. Horton	6	0.80%	K. Hovnanian Homes	25	1.66%			
			Riverland Homes, Inc.	3	0.40%	Silverado Homes	25	1.66%			
			Towne Development of Sacramento, Inc.	2	0.27%	Meritage Homes	21	1.39%			
			Winchester Residential, LLC	2	0.27%	Riverland Homes, Inc.	21	1.39%			
			Cresleigh Homes	1	0.13%	Signature Homes	19	1.26%			
			Mosswood Holdings, LLC	1	0.13%	Del Paso Homes	18	1.19%			

Out of 148 Total Homes

Out of 746 Total Homes

Out of 1,508 Total Homes

Out of 27 Total Homes

FIRST HALF 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	85	33.07%	K. Hovnanian Homes	52	28.42%
Taylor Morrison	29	11.28%	LGI Homes	39	21.31%
Discovery/Seeno Homes	24	9.34%	Lennar Homes	32	17.49%
K. Hovnanian Homes	23	8.95%	D.R. Horton	21	11.48%
KB Home	16	6.23%	JMC Homes (John Mourier)	16	8.74%
LGI Homes	14	5.45%	Capital Valley Homes - Larry Your	9	4.92%
Anthem United	13	5.06%	Hilbers New Home Communities	7	3.83%
The New Home Company	12	4.67%	Bennett Homes, Inc	4	2.19%
Crowne Development, Inc.	9	3.50%	Cresleigh Homes	3	1.64%
Shea Homes	8	3.11%			
D.R. Horton	7	2.72%			
Woodside Homes	6	2.33%			
Fulcrum Properties	5	1.95%			
Towne Development of Sacramento, Inc.	4	1.56%			
Fouts Homes	2	0.78%			

Out of 257 Total Homes

Out of 183 Total Homes