

ALL 2015 Overall Closings
Bay Area, San Joaquin and Sacramento Area Counties
Top 20 Builders

Bay Area & San Joaquin Counties			Sacramento Area Counties			ALL Counties Combined		
Builder	# Homes	Market %	Builder	# Homes	Market %	Builder	# Homes	Market %
KB Home	838	9.72%	Lennar Homes	533	14.15%	KB Home	1,032	8.33%
D.R. Horton	477	5.53%	Taylor Morrison	402	10.67%	Lennar Homes	846	6.83%
Discovery/Seeno Homes	472	5.48%	D.R. Horton	352	9.35%	D.R. Horton	829	6.69%
Meritage Homes	401	4.65%	Elliott Homes	324	8.60%	Taylor Morrison	682	5.51%
William Lyon Homes	382	4.43%	JMC Homes (John Mourier)	279	7.41%	Meritage Homes	609	4.92%
Tri Pointe Homes	326	3.78%	Pulte Group	225	5.97%	Pulte Group	515	4.16%
Toll Brothers	316	3.67%	Meritage Homes	208	5.52%	Discovery/Seeno Homes	511	4.13%
Lennar Homes	313	3.63%	CalAtlantic	204	5.42%	CalAtlantic	410	3.31%
Pulte Group	290	3.36%	KB Home	194	5.15%	William Lyon Homes	382	3.08%
Shea Homes	287	3.33%	Woodside Homes	121	3.21%	Woodside Homes	345	2.79%
Taylor Morrison	280	3.25%	Richmond American	82	2.18%	Tri Pointe Homes	326	2.63%
Shea Communities	276	3.20%	K. Hovnanian Homes	74	1.96%	Elliott Homes	324	2.62%
Woodside Homes	224	2.60%	The New Home Company	47	1.25%	Toll Brothers	324	2.62%
CalAtlantic	206	2.39%	Silverado Homes	45	1.19%	Shea Homes	287	2.32%
Brookfield Homes	202	2.34%	DMB/Highlands Group, LLC	43	1.14%	JMC Homes (John Mourier)	279	2.25%
Richmond American	172	2.00%	Discovery/Seeno Homes	39	1.04%	Shea Communities	276	2.23%
DeNova Homes	147	1.71%	Tim Lewis Communities	30	0.80%	Richmond American	254	2.05%
Trumark Homes	143	1.66%	Watt Communities	29	0.77%	Brookfield Homes	202	1.63%
Kiper Homes	141	1.64%	Black Pine Communities	27	0.72%	The New Home Company	160	1.29%
The New Home Company	113	1.31%	Beazer Homes	26	0.69%	DeNova Homes	147	1.19%
Out of 8,620 Total Homes			Out of 3,766 Total Homes			Out of 12,386 Total Homes		
Notes:								
* Above data compiled from CoreLogic								
* Includes 14 Northern California Counties (7 Bay Area, 1 Central Valley, 6 Sacramento Area)								

ALL 2015

Top 20 Builders - Bay Area and San Joaquin Counties

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

<u>Alameda</u>			<u>Contra Costa</u>			<u>Santa Clara</u>			<u>San Francisco</u>		
	<u># Homes</u>	<u>Market %</u>		<u># Homes</u>	<u>Market %</u>		<u># Homes</u>	<u>Market %</u>		<u># Homes</u>	<u>Market %</u>
KB Home	169	13.43%	Discovery/Seeno Homes	257	14.50%	KB Home	348	16.19%	Tishman Speyer	109	14.32%
CalAtlantic	113	8.98%	KB Home	256	14.45%	D.R. Horton	253	11.77%	Oyster Development	107	14.06%
Toll Brothers	112	8.90%	William Lyon Homes	195	11.00%	Lennar Homes	204	9.49%	Bosa Development	79	10.38%
Tri Pointe Homes	88	7.00%	Toll Brothers	176	9.93%	Meritage Homes	184	8.56%	Lennar Hunters Point	77	10.12%
Taylor Morrison	85	6.76%	Kiper Homes	141	7.96%	Taylor Morrison	170	7.91%	Comstock Homes	64	8.41%
D.R. Horton	85	6.76%	Shea Communities	118	6.66%	William Lyon Homes	135	6.28%	DDG/DM Development	62	8.15%
Brookfield Homes	71	5.64%	Tri Pointe Homes	99	5.59%	The New Home Company	90	4.19%	William Lightner	44	5.78%
Lennar Homes	69	5.48%	Kennedy Wilson/Emerald Fund - Condo Conversion	77	4.35%	Trumark Homes	88	4.09%	JS Sullivan Development	31	4.07%
Trumark Homes	55	4.37%	Pulte Group	73	4.12%	SummerHill Homes	82	3.82%	1875 Mission Street Partners	23	3.02%
Ponderosa Homes	50	3.97%	Van Daele Homes	57	3.22%	Robson Homes	77	3.58%	KB Home	23	3.02%
Nuvera Homes	37	2.94%	Shea Homes	41	2.31%	Barry Swenson Builder	60	2.79%	Geary Terraces	18	2.37%
Lafferty Communities	35	2.78%	Signature Development Group	39	2.20%	K. Hovnanian Homes	59	2.75%	Martin Building Company	15	1.97%
Urban Dynamics	32	2.54%	City Ventures	35	1.98%	Dividend Homes	59	2.75%	17th Street Associates	13	1.71%
Shea Homes	30	2.38%	D.R. Horton	32	1.81%	Classic Communities	53	2.47%	16th Street Homes-John Fox	11	1.45%
DeNova Homes	29	2.31%	The New Home Company	23	1.30%	Pulte Group	52	2.42%	Core Builders	10	1.31%
Discovery/Seeno Homes	19	1.51%	Richmond American	19	1.07%	Randy Lamb & Scott Eschen	42	1.95%	Knickerbocker SF	9	1.18%
Meritage Homes	17	1.35%	Taylor Morrison	18	1.02%	Tri Pointe Homes	30	1.40%	Trumark Urban	8	1.05%
Pulte Group	16	1.27%	Signature Homes	16	0.90%	Edenbridge Homes	22	1.02%	1400 Mission Acquisition, LP	8	1.05%
iStar Financial	14	1.11%	Thompson Dorfman	13	0.73%	CalAtlantic	20	0.93%	4132 Third Street-Nancy Zeng	7	0.92%
William Lyon Homes	14	1.11%	Wistera Land Group, LLC	13	0.73%	DeNova Homes	17	0.79%	3150 Geary Associates, LLC	6	0.79%
<i>Out of 1,258 Total Homes</i>			<i>Out of 1,772 Total Homes</i>			<i>Out of 2,149 Total Homes</i>			<i>Out of 761 Total Homes</i>		

ALL 2015

Top 20 Builders in Bay Area & San Joaquin Counties Combined

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

<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	838	9.72%	Tri Pointe Homes	326	3.78%	Taylor Morrison	280	3.25%	Richmond American	172	2.00%
D.R. Horton	477	5.53%	Toll Brothers	316	3.67%	Shea Communities	276	3.20%	DeNova Homes	147	1.71%
Discovery/Seeno Homes	472	5.48%	Lennar Homes	313	3.63%	Woodside Homes	224	2.60%	Trumark Homes	143	1.66%
Meritage Homes	401	4.65%	Pulte Group	290	3.36%	CalAtlantic	206	2.39%	Kiper Homes	141	1.64%
William Lyon Homes	382	4.43%	Shea Homes	287	3.33%	Brookfield Homes	202	2.34%	The New Home Company	113	1.31%
<i>Out of 8,620 Total Homes</i>											

ALL 2015

Top 20 Builders - Bay Area and San Joaquin Counties

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

<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>
Woodside Homes	224	16.35%	Discovery/Seeno Homes	196	25.26%	Shea Homes	76	25.94%	Benchmark Communities	92	38.17%
Pulte Group	149	10.88%	Shea Communities	158	20.36%	Tri Pointe Homes	51	17.41%	Shea Homes	54	22.41%
DeNova Homes	100	7.30%	Meritage Homes	100	12.89%	The Pauls Corp.	41	13.99%	Blue Mountain Homes	52	21.58%
Meritage Homes	99	7.23%	Richmond American	91	11.73%	Lennar Homes	32	10.92%	Creekbridge Homes	21	8.71%
Atherton Homes	74	5.40%	Brookfield Homes	62	7.99%	Toll Brothers	28	9.56%	Rogge Homes	8	3.32%
D.R. Horton	72	5.26%	Citation Homes Northern	39	5.03%	Mills Trousdale, LLC	19	6.48%	CHISPA Housing	5	2.07%
Raymus Homes	71	5.18%	D.R. Horton	35	4.51%	Edenbridge Homes	7	2.39%	Pebble Beach Co.	4	1.66%
Shea Homes	67	4.89%	Tri Pointe Homes	27	3.48%	Taylor Morrison	7	2.39%	Mendonsa Ents, Inc.	2	0.83%
Richmond American	62	4.53%	CalAtlantic	21	2.71%	Kenmark	5	1.71%	Coastal Development Company, LLC	1	0.41%
Brookfield Homes	53	3.87%	Shea Homes	19	2.45%	Wanmei Properties	4	1.37%	Ultiprf, LLC	1	0.41%
CalAtlantic	45	3.28%	KB Home	11	1.42%	Valota Dev Partners	4	1.37%	David Ave Partners, LLC	1	0.41%
Bright Homes	44	3.21%	Mandarich Developments	10	1.29%	Brewster Investments, LLC	4	1.37%			
Van Daele Homes	43	3.14%	Davidon Homes	3	0.39%	Warmington Residential	3	1.02%			
William Lyon Homes	38	2.77%	Blue Mountain Homes	2	0.26%	Oak Knoll Drive	3	1.02%			
Signature Homes	38	2.77%	DeNova Homes	1	0.13%	Kelly Gordon Development Corp.	2	0.68%			
Tri Pointe Homes	31	2.26%	O'Brien Homes	1	0.13%	TDR Properties, LLC	2	0.68%			
KB Home	31	2.26%				NGS Chestnut	1	0.34%			
Lafferty Communities	28	2.04%				Meridian Financial Services, Inc.	1	0.34%			
Caresco Homes	23	1.68%				Project Ninety, Inc.	1	0.34%			
McRoy-Wilbur Communities	15	1.09%				1160 Weeks Street	1	0.34%			

Out of 1,370 Total Homes

Out of 776 Total Homes

Out of 293 Total Homes

Out of 241 Total Homes

ALL 2015

Top 20 Builders - 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>
CalAtlantic	59	22.18%	JMC Homes (John Mourier)	204	14.25%	Taylor Morrison	252	14.97%	Interwest Homes	22	59.46%
Meritage Homes	57	21.43%	Lennar Homes	178	12.43%	Lennar Homes	247	14.68%	Cresleigh Homes	9	24.32%
Lennar Homes	50	18.80%	D.R. Horton	151	10.54%	Elliott Homes	207	12.30%	Crowne Properties, Inc.	3	8.11%
KB Home	26	9.77%	Meritage Homes	137	9.57%	D.R. Horton	201	11.94%	SSO Enterprises, LP	1	2.70%
Tahoe Woods, LLC	18	6.77%	Pulte Group	136	9.50%	Woodside Homes	90	5.35%	Tres Damas, LLC	1	2.70%
K. Hovnanian Homes	17	6.39%	Elliott Homes	117	8.17%	Pulte Group	89	5.29%	Heatherington Estates, LLC	1	2.70%
Serrano Associates, LLC	9	3.38%	Taylor Morrison	105	7.33%	KB Home	89	5.29%			
Toll Brothers	8	3.01%	CalAtlantic	74	5.17%	Richmond American	77	4.58%			
Renasci Development	5	1.88%	KB Home	68	4.75%	CalAtlantic	61	3.62%			
Taylor Morrison	4	1.50%	K. Hovnanian Homes	57	3.98%	JMC Homes (John Mourier)	49	2.91%			
AKT Promontory	3	1.13%	Silverado Homes	45	3.14%	Watt Communities	29	1.72%			
Ridge 45, LLC	3	1.13%	DMB/Highlands Group, LLC	43	3.00%	Beazer Homes	26	1.54%			
Oates Development Group, LLC	2	0.75%	Tim Lewis Communities	30	2.09%	The New Home Company	20	1.19%			
Premier United Communities	2	0.75%	New Martis Partners	24	1.68%	Signature Homes	19	1.13%			
Parker Development	1	0.38%	Real Capital Solutions	10	0.70%	New Faze Development	19	1.13%			
Watermark Point, LLC	1	0.38%	Black Pine Communities	10	0.70%	Gold Creek Homes	18	1.07%			
Ridgeview West, LLC	1	0.38%	The New Home Company	9	0.63%	Homes by Towne	18	1.07%			
			Crowne Properties, Inc.	8	0.56%	Riverland Homes, Inc.	18	1.07%			
			Comstock Homes	5	0.35%	Black Pine Communities	17	1.01%			
			Richmond American	5	0.35%	Clippinger Investment Properties	16	0.95%			
<i>Out of 266 Total Homes</i>			<i>Out of 1,432 Total Homes</i>			<i>Out of 1,683 Total Homes</i>			<i>Out of 37 Total Homes</i>		

ALL 2015

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	533	14.15%	Pulte Group	225	5.97%	Richmond American	82	2.18%	Discovery/Seeno Homes	39	1.04%
Taylor Morrison	402	10.67%	Meritage Homes	208	5.52%	K. Hovnanian Homes	74	1.96%	Tim Lewis Communities	30	0.80%
D.R. Horton	352	9.35%	CalAtlantic	204	5.42%	The New Home Company	47	1.25%	Watt Communities	29	0.77%
Elliott Homes	324	8.60%	KB Home	194	5.15%	Silverado Homes	45	1.19%	Black Pine Communities	27	0.72%
JMC Homes (John Mourier)	279	7.41%	Woodside Homes	121	3.21%	DMB/Highlands Group, LLC	43	1.14%	Beazer Homes	26	0.69%
<i>Out of 3,766 Total Homes</i>											

ALL 2015

Top 20 Builders - 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	58	25.11%	Woodside Homes	31	26.50%
Taylor Morrison	41	17.75%	JMC Homes (John Mourier)	26	22.22%
Discovery/Seeno Homes	39	16.88%	Capital Valley Homes	17	14.53%
The New Home Company	18	7.79%	KB Home	11	9.40%
Evolution Homes	16	6.93%	Hilbers New Home Communities	8	6.84%
Fulcrum	14	6.06%	Aitkinson Homes	7	5.98%
Meritage Homes	14	6.06%	Premier United Communities	7	5.98%
CalAtlantic	10	4.33%	Community Housing Improvement Program, Inc.	6	5.13%
Brix & Mortar Partners, LLC	5	2.16%	Larjer Inc.	2	1.71%
Blue Mountain Contractors	5	2.16%	Heartland Homes at Plumas Lake, LLC	1	0.85%
Leonard Development Company, Inc.	4	1.73%	Hust Brothers, Inc.	1	0.85%
Fouts Landscape	2	0.87%			
Safari Homes, Inc.	1	0.43%			
Genesis Quality Construction	1	0.43%			
Rleh, LLC	1	0.43%			
Woodland Springlake, LLC	1	0.43%			
Sherman Construction Company	1	0.43%			

Out of 231 Total Homes

Out of 117 Total Homes