

# HOMEBUILDERS

Rank Prev. Rank	Company •Address	•Website •Email	Total OC homes sold in 2016 (attached and detached) •yearly % change	OC attached homes sold •yearly % change	OC detached homes sold •yearly % change	OC employees •yearly % change	Parent company •Headquarters	Top local official(s) •Title •Phone/fax
<b>1</b> (1)	<b>Irvine Pacific LP</b> 550 Newport Center Drive Newport Beach 92660-7061	irvinepacific.com info@irvinepacific.com	626 0%	171 88%	455 -15%	78 <sup>(1)</sup> NA	Irvine Company Newport Beach	Dan Hedigan president, Irvine Company Community Development and Irvine Pacific (949) 720-2000
<b>2</b> (3)	<b>Toll Brothers Inc.</b> 725 W. Town & Country Road, Ste. 200 Orange 92868-4723	tollbrothers.com	485 37%	42 -76%	443 150%	249 28%	Toll Brothers Inc. Horsham, Pa.	Jim Boyd/Seth Ring regional president/group president (714) 347-1300
<b>3</b> (2)	<b>Shea Homes</b> 655 Brea Canyon Road Walnut 91789-3078	sheahomes.com	409 9%	156 16%	253 5%	111 0%	J.F. Shea Co. Walnut	Bert Selva CEO/president (909) 594-9500
<b>4</b> (17)	<b>California Pacific Homes Inc.</b> 16530 Bake Parkway, Ste. 200 Irvine 92618-4685	calpacifichomes.com	298 473%	161 1,050%	137 261%	wnd	California Pacific Homes Inc. Irvine	Cary Bren CEO (949) 833-6000/(949) 833-6133
<b>5</b> (9)	<b>KB Home</b> 10990 Wilshire Blvd. Los Angeles 90024-3913	kbhome.com customerrelations@kbhome.com	257 82%	71 4%	186 155%	0 NA	KB Home Los Angeles	Jeffrey Mezger CEO/president/director (310) 231-4000/(310) 231-4222
<b>6</b> (13)	<b>Lennar Corp.</b> 25 Enterprise Aliso Viejo 92656-2601	lennar.com	247 166%	107 215%	140 137%	163 <sup>(1)</sup> NA	Lennar Corp. Miami	Jonathan Jaffe COO/VP (949) 349-8000
<b>7</b> (12)	<b>William Lyon Homes Inc.</b> 4695 MacArthur Court, eighth floor Newport Beach 92660-1882	lyonhomes.com	244 149%	145 215%	99 90%	162 -9%	William Lyon Homes Inc. Newport Beach	William H. Lyon/Matthew Zaist chairman of the board/CEO, president (949) 833-3600/(949) 476-2178
<b>8</b> (7)	<b>Taylor Morrison Inc.</b> 100 Spectrum Center Drive, Ste. 1450 Irvine 92618-4984	taylormorrison.com	220 23%	29 -69%	191 122%	40 <sup>(1)</sup> NA	Taylor Morrison Inc. Scottsdale, Ariz.	Phil Bodem division president (949) 341-1200
<b>9</b> (NR)	<b>CalAtlantic Group Inc.</b> <sup>(2)</sup> 15360 Barranca Parkway Irvine 92618-2215	calatlantichomes.com	216 <sup>(1)</sup> NA	0 <sup>(1)</sup> NA	216 <sup>(1)</sup> NA	228 NA	CalAtlantic Group Inc. <sup>(2)</sup> Irvine	Scott Stowell/Larry Nicholson executive chairman/CEO, president (949) 789-1600
<b>10</b> (6)	<b>Brookfield Residential Southern California</b> 3200 Park Center Drive, Ste. 1000 Costa Mesa 92626-7228	brookfieldsocal.com info@brookfieldrp.com	204 -10%	62 -62%	142 125%	280 53%	Brookfield Residential Properties Inc. Calgary, Canada	Adrian Foley COO (714) 427-6868/(714) 200-1835
<b>11</b> (15)	<b>City Ventures LLC</b> 3121 Michelson Drive, Ste. 150 Irvine 92612-5679	cityventures.com	171 151%	154 295%	17 -41%	40 -25%	City Ventures LLC Irvine	Phil Kerr CEO, homebuilding (949) 258-7555
<b>12</b> (4)	<b>TRI Pointe Group Inc.</b> 19540 Jamboree Road, Ste. 300 Irvine 92612-8452	tripointegroup.com info@tripointegroup.com	170 -42%	18 -76%	152 -29%	188 6%	TRI Pointe Group Inc. Irvine	Doug Bauer CEO (949) 438-1400
<b>13</b> (NR)	<b>D.R. Horton Inc.</b> 535 N. Brand Blvd., Ste. 900 Glendale 91203-1958	drhorton.com investorrelations@drhorton.com	142 914%	110 686%	32 NA	0 NA	D.R. Horton Inc. Fort Worth, Texas	John Scull division president (818) 334-1955
<b>14</b> (11)	<b>The New Home Co.</b> 85 Enterprise, Ste. 450 Aliso Viejo 92656-2680	nwhm.com press@nwhm.com	141 8%	2 -95%	139 54%	168 5%	The New Home Co. Aliso Viejo	Larry Webb CEO (949) 382-7800/(949) 382-7801
<b>15</b> (8)	<b>Richmond American Homes</b> 5171 California Ave., Ste. 120 Irvine 92617-3036	richmondamerican.com ismiller@mdch.com	134 -8%	0 NA	134 -8%	40 14%	M.D.C. Holdings Inc. Denver	Leonard Miller regional president, California (949) 467-2600
<b>16</b> (25)	<b>Pulte Homes Inc.</b> <sup>(3)</sup> 27101 Puerta Real, Ste. 300 Mission Viejo 92691-8589	pulte.com	132 450%	0 NA	132 450%	90 114%	PulteGroup Inc. Atlanta	Chris Edgar PulteGroup Southern California division president (949) 330-8600/(949) 330-8601
<b>17</b> (20)	<b>Brandywine Homes</b> 16580 Aston Irvine 92606-4805	brandywine-homes.com dave@brandywine-homes.com	116 190%	62 77%	54 980%	28 22%	Brandywine Homes Irvine	James Barisic chairman (949) 296-2400/(949) 296-2420
<b>18</b> (NR)	<b>Van Daele Homes</b> 2900 Adams St., Ste. C-25 Riverside 92504-8312	vandaele.com buyerservices@vandaele.com	105 NA	69 NA	36 NA	wnd	Van Daele Homes Riverside	Michael Van Daele CEO (951) 354-2121/(951) 354-2996
<b>19</b> (19)	<b>Melia Homes Inc.</b> 8951 Research Drive, Ste. 100 Irvine 92618-4237	meliahomes.com info@melia-homes.com	64 56%	24 200%	40 21%	31 24%	Melia Homes Inc. Irvine	BJ Delzer president (949) 759-4367/(949) 988-7179
<b>20</b> (16)	<b>Olson Co.</b> 3010 Old Ranch Parkway, Ste. 100 Seal Beach 90740-2751	olsonhomes.com vbaena@theolsonco.com	63 -26%	63 -10%	0 NA	96 -1%	Olson Co. Seal Beach	Stephen Olson/Scott Laurie executive chairman/CEO (562) 596-4770/(562) 430-4742

**Sources:** Metrostudy, a Hanley Wood Company in Irvine and the homebuilders **Notes:** OC units sold is determined by 2016 escrows closed, not contractual sales. **Abbreviations:** NA: not applicable; NR: not ranked; wnd: would not disclose  
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<sup>(2)</sup> Standard Pacific and Ryland Homes merged in September 2015 and formed CalAtlantic Group Inc.

<sup>(3)</sup> Units sold includes Pulte Homes, Del Webb and Centex

<sup>(1)</sup> Business Journal estimate

Researched by Dana Truong

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<b>21</b> (NR)	<b>K. Hovnanian Homes</b> 400 Exchange, Ste. 200 Irvine 92602-1340	khov.com	55 NA	0 NA	55 NA	wnd	Hovnanian Enterprises Inc. Red Bank, N.J.	Doug Woodward division president (714) 368-4500
<b>22</b> (28)	<b>Meritage Homes Corp.</b> 1250 Corona Pointe Court, Ste. 210 Corona 92879-2099	meritagehomes.com gordon.jones@meritagehomes.com	46 109%	21 NA	25 14%	24 700%	Meritage Homes Corp. Scottsdale, Ariz.	Gordon Jones president, West Region (949) 372-3301
<b>23</b> (14)	<b>Woodbridge Pacific Group Inc.</b> 27271 Las Ramblas, Ste. 100 Mission Viejo 92691-8041	woodbridgepacific.com kspargo@woodbridgepacific.com	44 -44%	0 NA	44 -44%	46 <sup>(1)</sup> NA	Woodbridge Pacific Group Inc. Mission Viejo	Todd Cunningham president (949) 348-8162
<b>24</b> (NR)	<b>Warmington Group of Cos.</b> 3090 Pullman St. Costa Mesa 92626-5901	homesbywarmington.com	42 163%	0 NA	42 163%	107 1%	Warmington Group of Cos. Costa Mesa	Jim Warmington Jr. chairman/CEO (714) 557-5511/(714) 641-9337
<b>25</b> (NR)	<b>DeNova Homes</b> 724 Manhattan Drive Brea 92821-8011	denovahomes.com; elementbrea.com elementbrea@denovahomes.com	41 NA	41 NA	0 NA	wnd	DeNova Homes Concord	Dave Sanson CEO (714) 256-2100
<b>26</b> (24)	<b>Beazer Homes</b> 1800 E. Imperial Highway, Ste. 140 Brea 92821-6072	beazer.com	36 6%	0 NA	36 6%	wnd	Beazer Homes Atlanta	Allan P. Merrill CEO/president (714) 285-2900
<b>26</b> (22)	<b>Christopher Homes</b> 23 Corporate Plaza Drive, Ste. 246 Newport Beach 92660-7944	christopher-homes.com info@plcland.com	36 3%	0 NA	36 3%	21 <sup>(1)</sup> NA	PLC Land Co. Newport Beach	Christopher Gibbs president (949) 721-8200/(949) 729-1214
<b>28</b> (18)	<b>Bonanni Development</b> 5500 Bolsa Ave., Ste. 120 Huntington Beach 92649-1188	bonannidevelopment.com ed@bonannidevelopment.com	35 -27%	35 -27%	0 NA	3 0%	Bonanni Development Huntington Beach	Ed Bonanni CEO/president (714) 892-0123/(714) 892-0122
<b>29</b> (26)	<b>Watt Communities</b> 2716 Ocean Park Blvd., Ste. 2025 Santa Monica 90405-5209	wattcommunities.com salesinfo@wattcommunities.com	30 -29%	30 -29%	0 NA	wnd	Watt Communities Santa Monica	wnd (877) 992-9288
<b>30</b> (26)	<b>MBK Homes LLC</b> 4 Park Plaza, Ste. 1000 Irvine 92614-2552	mbkhomes.com bararakburgess@mbk.com	20 -13%	0 NA	20 -13%	67 3%	Mitsui & Co. Irvine	Timothy Kane CEO (949) 789-8300/(949) 789-9300

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<sup>(1)</sup> Business Journal estimate

Researched by Dana Truong

# New-Home Sales Surge to Levels Not Seen Since '03

## Large Projects Feed 31% Sales Growth

By MARK MUELLER

Close to \$4 billion was spent on new homes in Orange County last year as builders here posted their best sales year since 2003, thanks to new projects going up at the area's largest master-planned communities.

The county's 30 largest homebuilders sold 4,829 new single-family homes, condominiums and townhomes here, a 31% increase from a year earlier, based on this week's Business Journal list.

It's the highest total reported on our annual list since 2003, when nearly 6,400 new homes were sold. Single-family home sales, which totaled nearly 3,300, were up by 30% over 2015 levels. Condo and townhouse sales, meanwhile, posted a 32% increase to about 1,500.

Data for the list was provided by the Costa Mesa office of Washington, D.C.-based real estate research firm **Hanley Wood LLC** and augmented by information by individual builders and Business Journal research.

The increase in sales of attached condos and townhomes, which typically are smaller and more affordable than their single-family home counterparts, didn't result in a drop-off in pricing.

The median price of a new home sold in Orange County was nearly \$835,000 at the end of the year, one of its highest levels ever, according to data from Irvine-based **CoreLogic Inc.** New-home prices ran about 30% higher than the median price of an existing home sold in OC.

Last year's sales jump reversed a one-year decline in local activity largely resulting from several of the area's largest master-planned communities being between development phases.

That wasn't the case last year, when the area's four biggest sources of development—the Irvine Ranch, Great Park Neighborhoods in Irvine and Rancho Mission Viejo and Baker Ranch in Lake Forest—brought new offerings to market and had sales boom.

New-home sales at those developments

week's Business Journal list.

It's the highest total reported on our annual list since 2003, when nearly 6,400 new homes were sold.

Single-family home sales, which totaled nearly



Provence: 28-home project in Yorba Linda headed by Irvine-based Brandywine Homes

jumped a cumulative 31% to 3,425, according to data from Irvine-based **John Burns Real Estate Consulting**. The projects had about 70% of all the home sales represented on this week's list.

■ The Irvine Ranch remained the area's biggest source of new-home sales. **Irvine Company**-overseen projects had a cumulative 1,989 sales, up 19%, according to the John Burns Consulting report.

The area, which includes under-development communities such as Eastwood Village, Orchard Hills, Stonegate, Portola Springs and Hidden Canyon, is now the top-selling master-planned community in the U.S., according to the report.

About a third of the sales there were homes built by **Irvine Pacific LP**, the in-house building arm of Irvine Co. Irvine Pacific, with 626 home sales here last year—flat from a year earlier—retained the No. 1 spot on the list.

■ Another builder that operates only on the Irvine Ranch, Irvine-based **California Pacific Homes Inc.**, took the No. 4 spot with 298 sales here. That was up from 52 sales in 2015, making it the biggest mover on the list.

■ Horsham, Pa.-based **Toll Brothers** and Walnut-based **Shea Homes**, the two

builders heading up the Baker Ranch development in Lake Forest, swapped places on the list. Toll Brothers moved up to No. 2 with 485 sales, up 37%, and Shea dropped one spot to No. 3 with 409 sales, up 9%.

Each builder has projects under way at areas outside of Baker Ranch, which had 443 home sales last year, the 19th most of any master-planned community in the country and up 25% year-over-year.

The next set of home models at Baker Ranch is scheduled to open next month, one of several projects under way in Lake Forest (see story, page 26).

Other big OC developments show no sign of slowing down construction anytime soon.

Parasol Park, Great Park Neighborhood's newest community at the former El Toro Marine base, opened for sales in phases beginning in December and will have nearly 750 new homes.

Some of the attached homes—which emphasize an urban feel designed to attract first-time buyers and empty-nesters—will come with prices on the low side for Irvine, starting at around \$500,000.

The most recent portion of **Rancho Mission Viejo LLC**'s latest community, Esen-

cia, opened in late 2015 and continues in full swing. About 450 sales were reported there last year, and it will have about 840 homes when built out.

■ No. 9, Irvine-based **CalAtlantic Group Inc.**, with an estimated 216 sales, is among the group of builders now selling at Rancho Mission Viejo, which will hold about 14,000 homes when its multiple communities are built out.

It's also finishing the first phase of the Greenwood housing development in Tustin and is in talks with the city to buy more land at the Tustin Legacy development for an additional batch of homes.

CalAtlantic President and Chief Executive **Larry Nicholson** said this month that his company, the country's fourth largest builder by sales following the 2015 merger of Irvine-based Standard Pacific Corp. and Westlake Village-based Ryland Homes, remains optimistic on potential for growth in the industry.

"We maintain our positive view on the housing recovery. The fundamentals for housing are good, despite the somewhat volatile political climate and the recent increase in interest rates," he told analysts after the company's latest earnings report this month. ■