

Rank	Company • name • local address	L.A. Units Sold • 2010 • 2009	Units Sold			Profile • headquarters	Top Local Executive • name • title • phone
			• below \$300,000	• \$300,000-\$600,000	• above \$600,000		
1	KB Home 10990 Wilshire Blvd. Los Angeles 90024	299 376	223	75	0	Los Angeles	Jeffrey T. Mezger ceo, president (310) 231-4000
2	Lennar Corp. 25 Enterprise Aliso Viejo 92656	185 188	18	139	28	Miami	Jon Jaffe coo (949) 349-8000
3	Downtown Properties Inc. 818 W. Seventh St. Los Angeles 90017	145 NA	14	101	26	Los Angeles	Goodwin Gaw president (213) 213-8600
4	Lee Homes 310 Washington Blvd., Suite P214 Marina del Rey 90292	124 141	33	60	27	Marina del Rey	Jeff Lee president (310) 827-0171
5	Radco Cos. 5555 Canoga Ave. Woodland Hills 91367	123 NA	94	27	1	Atlanta	Kevin Price exec. v.p. (818) 456-1131
6	Salisbury Construction Corp. 17328 Ventura Blvd., Suite 400 Encino 91316	123 NA	8	101	13	Sherman Oaks	Ben Salisbury president (818) 225-2400
7	Standard Pacific Corp. 15326 Alton Parkway Irvine 92618	120 213	0	26	94	Irvine	Kenneth Campbell III chairman, ceo (949) 789-1600
8	Shapell Industries Inc. 8383 Wilshire Blvd., Suite 700 Beverly Hills 90211	115 NA	0	81	33	Beverly Hills	Nathan Shapell president (323) 655-7330
9	Beazer Homes 27202 Turnberry Lane, Suite 200 Valencia 91355	105 122	87	16	0	Atlanta	Ian J. McCarthy ceo, president (661) 294-4600
10	Kor Realty Group 1212 S. Flower St., Suite 500 Los Angeles 90015	92 175	2	69	19	Los Angeles	Bradford Korzen ceo, president (323) 930-3700
11	Kennedy Wilson 9701 Wilshire Blvd., Suite 700 Beverly Hills 90212	92 151	22	53	17	Beverly Hills	William J. McMorrow chairman, ceo (310) 887-6400
12	William Lyon Homes 4490 Von Korman Ave. Newport Beach 92660	92 59	0	88	4	Newport Beach	General William Lyon chairman, ceo (949) 833-3600
13	Howard S. Wright Cos. 2121 Alton Parkway, Suite 150-A Irvine 92606	78 198	0	46	29	Seattle	Joe Martino v.p., regional manager (949) 567-1918
14	Canfield Development 1803 Prosser Ave. Los Angeles 90025	75 NA	6	50	18	Los Angeles	Steve Erdman president (310) 446-8276
15	Watt Cos. Inc. 2716 Ocean Park Blvd., Suite 3040 Santa Monica 90405	70 84	33	74	0	Santa Monica	James Maginn ceo (310) 314-2430

16	K. Hovnian/Forecast Homes 3536 Concoors St., Suite 100 Ontario 91764	66 NA	2	64	0	Ontario	Jim Rex region president (909) 483-7320
17	Pardee Homes 10880 Wilshire Blvd., Suite 1900 Los Angeles 90024	64 68	0	53	11	Los Angeles	Michael V. McGee president (310) 475-3525
18	Bedford Group 6100 Center Drive, Suite 1200 Los Angeles 90045	62 NA	48	11	3	Los Angeles	Charles Quarles president (310) 568-8500
19	Intracorp 4041 MacArthur Blvd., Suite 401 Newport Beach 92660	59 101	0	55	3	Newport Beach	Peter Lauener regional president (949) 955-2370
20	Anastasi Development Co. LLC 511 Torrance Blvd., Second Floor Redondo Beach 90277	57 59	23	34	0	Redondo Beach	Wayne G. Anastasi ceo, president (310) 376-8077
21	Champion Development Group 11601 Wilshire Blvd., Suite 1650 Los Angeles 90025	43 88	2	37	3	Los Angeles	Bob Champion president (310) 312-8020
22	Velur Properties 5990 Sepulveda Blvd., Suite 610 Van Nuys 91411	42 NA	42	0	0	Van Nuys	Lubor Hlavacek president (818) 786-0024
23	Villa Development 5016 Parkway Calabasas, Suite 205 Calabasas 91302	42 NA	0	41	1	Calabasas	Mark Ross president (818) 222-2355
24	John Laing Homes 5805 Sepulveda Blvd., Suite 800 Van Nuys 91411	40 51	2	35	3	Newport Beach	Bill Rattazzi division president (818) 267-3700
25	Wellesley Manor Corp. 12424 Wilshire Blvd. Los Angeles 90025	39 79	0	35	2	Los Angeles	Darius Khakshouri president (310) 820-9191

NA - No Answer Note: Number of units sold in L.A. County provided by Hanley Wood Market Intelligence. The remaining information was provided by representatives of the companies themselves. Companies are ranked by the number of residential units sold in L.A. County in 2010. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and

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