

THE LIST

RESIDENTIAL REAL ESTATE DEVELOPERS

Ranked by number of units sold in L.A. County in 2019

▶ **NEXT WEEK**

Performing Arts Venues

Rank	Company • name • address • website	L.A. County Units Sold • 2019 • 2018	Average Sale Price • 2019	Average Square Footage • 2019	Profile • headquarters • ownership • stock ticker	Top Local Executive • name • title • phone	
1	 TRI Pointe Homes Inc. 5 Peters Canyon Road, Suite 100 Irvine 92606; tripointehomes.com	370 328	\$680,297	2,412	Irvine public TPH	Douglas Bauer CEO (949) 478-8600	
2	 KB Home 10990 Wilshire Blvd. Los Angeles 90024; kbhome.com	322 280	590,420	2,045	Los Angeles public KBH	Jeffrey Mezger CEO, Chairman, President (310) 231-4000	
3	 Toll Bros. Inc. 725 Town and Country Road Orange 92868; tollbrothers.com	285 177	1,180,123	3,447	Horsham, Pa. public TOL	Seth Ring Regional President, West Coast (714) 347-1300	
4	 Ocean Development Inc. PO Box 410 Sunset Beach 90742; oceandevlopment.com	215 202	NA	NA	Huntington Beach private	Amy Cyprus President (714) 889-7058	
5	 Lennar Corp. 25 Enterprise Aliso Viejo 92656; lennar.com	166 223	765,931	2,294	Miami public LEN	Jeff Roos Regional President (949) 349-8000	
6	 City Ventures Inc. 3121 Michelson Drive, Suite 150 Irvine 92612; cityventures.com	157 189	594,485	1,856	Irvine private	Craig Atkins Chairman (949) 258-7555	
7	 Williams Homes Inc. 21080 Centre Pointe Parkway, Suite 101 Santa Clarita 91350; williamshomes.com	134 177	601,949	1,851	Santa Clarita private	Lance Williams CEO, President (661) 222-9207	
8	 Olson Co. 3010 Old Ranch Parkway, Suite 100 Seal Beach 90740; olsonhomes.com	119 175	550,362	1,744	Seal Beach private	Stephen Olson Chairman (562) 596-4770	
9	 D.R. Horton Inc. 2280 Wardlow Circle, Suite 100 Corona 92880; drhorton.com	113 181	958,885	2,280	Arlington, Texas public DHI	Jonathan Smith Division President (951) 272-9000	
10	 Richmond American Homes of California Inc.¹ 5171 California Ave., Suite 120 Irvine 92617; richmondamerican.com	80 186	517,606	1,793	Irvine public ¹ MDC	James Furey President, Southern California (800) 852-9714	
11	 Meritage Homes Corp. 5 Peters Canyon, Suite 310 Irvine 92606; meritagehomes.com	78 3	608,628	2,012	Scottsdale, Ariz. public MTH	Elliot Mann Area President, California (949) 299-3824	
12	 Brandywine Homes 16580 Aston St. Irvine 92606; brandywine-homes.com	75 95	653,640	1,952	Irvine private	Brett Whitehead CEO (949) 296-2400	
13	 Brookfield Residential Properties Inc. 3200 Park Center Drive, Suite 1000 Costa Mesa 92626; brookfieldsocal.com	69 141	1,157,609	2,193	Toronto public BAM	Alan Norris ² CEO, Chairman (714) 427-6868	
14	 Warmington Residential California Inc. 3090 Pullman St. Costa Mesa 92626; homesbywarmington.com	65 28	808,431	2,030	Costa Mesa private	Matt Tingler President, COO (714) 557-5511	
15	 New Home Co. 85 Enterprise, Suite 450 Aliso Viejo 92656; nwhm.com	64 15	1,228,397	1,426	Aliso Viejo public NWHM	Leonard Miller CEO, President (949) 382-7800	
16	 Pacific Communities Builder Inc. 1000 Dove St., Suite 100 Newport Beach 92660; pacificcommunities.com	61 68	610,049	3,146	Newport Beach private	Nelson Chung President (949) 660-8988	
17	 Shea Homes Inc. 655 Brea Canyon Road Walnut 91789; sheahomes.com	56 97	612,143	1,635	Walnut private	Bert Selva CEO, President (909) 594-9500	

¹ Richmond American Homes of California Inc. is a subsidiary of M.D.C. Holdings, Inc., a public company that trades under the stock ticker MDC.

² Top local executive not available.













NA - Not Available Note: Number of units sold in L.A. County provided by Metrostudy, a HanleyWood company. Other information was provided by representatives of the companies. Companies are ranked by the number of residential units sold in L.A. County in 2019. To the best of our knowledge, this information is accurate as of press time. While every

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Researched by Joshua Niv

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18	 Beazer Homes USA Inc. 1800 E. Imperial Highway, Suite 140 Brea 92821; beazer.com	51 37	\$405,608	2,755	Atlanta public BZH	Tom Burrill Area President (714) 285-2900	
	 Ventana Homes Inc. 19 Spectrum Pointe Drive, Suite 605 Lake Forest 92630; bellflowerliving.com	51 NA	502,110	1,328	Lake Forest private	Paul Feilberg CEO (562) 640-7915	
20	 West Coast Housing Partners 15910 Ventura Blvd., Suite 801 Encino 91436; wchpartners.com	45 4	805,280	1,665	Encino private	Clinton Stevenson Jr. John Landau Stephen Hester Partners (818) 858-0950	
21	 Greenland USA 777 S. Figueroa Street, Suite 4650 Los Angeles 90017; greenlandusa.com	44 116	904,045	876	Los Angeles private ¹	Hu Gang CEO, President (213) 893-4688	
22	 Watt Cos. 2716 Ocean Park Blvd., Suite 2025 Santa Monica 90405; wattcompanies.com	42 14	663,500	2,148	Santa Monica private	Nadine Watt CEO (310) 314-2430	
23	 Anastasi Development Co. 511 Torrance Blvd., Second Floor Redondo Beach 90277; anastasi.com	40 NA	710,288	1,113	Redondo Beach private	Wayne Anastasi CEO, President (310) 376-8077	
24	 PulteGroup Inc. 27101 Puerta Real Mission Viejo 92691; pulte.com	28 12	1,187,891	3,534	Atlanta public PHM	Scott Wright West Area President (949) 330-8550	
25	 California Home Builders 21510 Roscoe Blvd. Canoga Park 91304; calhomebuilders.com	27 67	545,111	1,624	Canoga Park private	Shawn Evenhaim CEO, Founder (818) 999-9979	

¹ Greenland USA is a subsidiary of Greenland Holdings Corp., a Shanghai-based public company that trades under the stock ticker SHA.

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