

# THE LIST

## RESIDENTIAL REAL ESTATE DEVELOPERS

Ranked by number of units sold in L.A. County in 2020

### ▶ NEXT WEEK

International Companies With U.S. Headquarters in L.A. County
















Rank	Company • name • address • website	L.A. County Units Sold • 2020 • 2019	Average Sale Price • 2020	Average Square Footage • 2020	Profile • headquarters • ownership • stock ticker	Top Local Executive • name • title • phone	
1	 <b>TRI Pointe Homes Inc.</b> 19540 Jamboree Road, Suite 300 Irvine 92612; tripointehomes.com	282 370	\$765,539	2,744	Incline Village, Nev. public TPH	Douglas Bauer CEO (949) 438-1400	
2	 <b>Toll Bros. Inc.</b> 725 Town and Country Road Orange 92868; tollbrothers.com	274 285	1,378,265	3,815	Fort Washington, Pa. public TOL	Seth Ring Regional President, West Coast (714) 347-1300	
3	 <b>Lennar Corp.</b> 25 Enterprise Aliso Viejo 92656; lennar.com	246 166	643,447	1,712	Miami public LEN	Jeff Roos Regional President (949) 349-8000	
4	 <b>KB Home</b> 10990 Wilshire Blvd., Floor 7 Los Angeles 90024; kbhome.com	236 322	549,272	1,845	Los Angeles public KBH	Jeffrey Mezger CEO, Chairman, President (310) 231-4000	
5	 <b>Meritage Homes Corp.</b> 5 Peters Canyon, Suite 310 Irvine 92606; meritagehomes.com	167 78	644,142	1,939	Scottsdale, Ariz. public MTH	Elliot Mann Area President, California (949) 299-3824	
6	 <b>Ocean Development Inc.</b> PO Box 410 Sunset Beach 90742; oceandevlopment.com	125 215	NA	NA	Huntington Beach private	Amy Cyprus President (714) 889-7058	
7	 <b>Richmond American Homes of California Inc.<sup>1</sup></b> 5171 California Ave., Suite 120 Irvine 92617; richmondamerican.com	124 80	433,701	2,256	Irvine public <sup>1</sup> MDC	James Furey President, Southern California (800) 852-9714	
8	 <b>D.R. Horton Inc.</b> 2280 Wardlow Circle, Suite 100 Corona 92878; drhorton.com	112 111	747,400	NA	Arlington, Texas public DHI	Jonathan Smith Region VP, Division President (951) 272-9000	
9	 <b>Watt Cos.</b> 2716 Ocean Park Blvd., Suite 2025 Santa Monica 90405; wattcompanies.com	105 42	664,780	1,948	Santa Monica private	Nadine Watt CEO (310) 314-2430	
10	 <b>PulteGroup Inc.</b> 27101 Puerta Real Mission Viejo 92691; pulte.com	99 28	1,052,028	2,785	Atlanta public PHM	Scott Wright West Area President (949) 330-8550	
11	 <b>Williams Homes Inc.</b> 21080 Centre Pointe Parkway, Suite 101 Santa Clarita 91350; williamshomes.com	76 134	661,416	1,790	Santa Clarita private	Lance Williams CEO, President (661) 222-9207	
12	 <b>City Ventures Inc.</b> 2000 Avenue of the Stars, 9th Floor South Los Angeles 90067; cityventures.com	71 157	572,627	2,121	Irvine private	Craig Atkins Chairman, Co-Founder (949) 258-7555	
13	 <b>Pacific Communities Builder Inc.</b> 1000 Dove St., Suite 100 Newport Beach 92660; pacificcommunities.com	65 61	605,600	2,882	Newport Beach private	Nelson Chung President (949) 660-8988	
14	 <b>Olson Co.</b> 3010 Old Ranch Parkway, Suite 100 Seal Beach 90740; olsonhomes.com	46 119	786,533	1,520	Seal Beach private	Stephen Olson Chairman, Founder (562) 596-4770	
	 <b>Brandywine Homes</b> 16580 Aston St. Irvine 92606; brandywine-homes.com	46 75	779,783	2,705	Irvine private	Brett Whitehead CEO (949) 296-2400	
16	 <b>Brookfield Residential Properties Inc.</b> 3200 Park Center Drive, Suite 1000 Costa Mesa 92626; brookfieldsocal.com	43 69	1,401,372	2,190	Calgary public BAM	Nicole Burdette President, Southern California (714) 427-6868	
17	 <b>Warmington Residential California Inc.</b> 3090 Pullman St. Costa Mesa 92626; homesbywarmington.com	36 65	824,708	1,691	Costa Mesa private	Matt Tingler President, COO (714) 557-5511	
	 <b>Beazer Homes USA Inc.</b> 310 Commerce, Suite 150 Irvine 92602; beazer.com	36 51	438,972	2,929	Atlanta public BZH	Jase Prewett Market Manager, Southern California (714) 672-7000	

<sup>1</sup> 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.  
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 2020. 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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19	 <b>Century Communities Inc.</b> 4695 MacArthur Court, Suite 350 Newport Beach 92660; centurycommunities.com	32 NA	\$516,453	1,841	Greenwood Village, Colo. public CCS	Thomas Hildebrandt Southern California Division President (909) 667-0142	
20	 <b>Shea Homes Inc.</b> 655 Brea Canyon Road Walnut 91789; sheahomes.com	27 56	809,185	1,784	Walnut private	Bert Selva CEO, President (909) 594-9500	
21	 <b>Greenland USA</b> 1000 W. 8th St., Unit 525 Los Angeles 90017; greenlandusa.com	25 44	899,425	871	Los Angeles private <sup>1</sup>	Hu Gang CEO, President (213) 893-4688	
	 <b>Van Daele Development Corp.</b> 2900 Adams St., Suite C25 Riverside 92504; vandaele.com	25 NA	759,500	2,864	Riverside private	Jeffrey Hack CEO, President (951) 977-8865	
23	 <b>Cape Point Development</b> 1010 S. El Camino Real, Suite 200 San Clemente 92672; capepointdev.com	23 6	1,005,500	1,468	San Clemente private	Nick Buchanan President, Owner (949) 441-7442	
24	 <b>Etc Homes</b> 8447 Wilshire Blvd., Suite 400 Beverly Hills 90211; etc-homes.com	22 15	959,311	2,244	Beverly Hills private	Afshin Etebar President (310) 691-5500	
25	 <b>Taylor Morrison Home Corp.<sup>2</sup></b> 4695 MacArthur Court, 8th Floor Newport Beach 92660; taylor-morrison.com	20 NA	819,675	2,399	Scottsdale, Ariz. public TMHC	Brian Doyle West Area President (949) 833-3600	

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

<sup>2</sup> Acquired by William Lyon Homes Inc. in February 2020.

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