

# THE LIST

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## BAY AREA RESIDENTIAL BUILDERS

RANKED BY NEW HOMES CLOSED IN 2015

Company/Prior rank Website	Address <sup>1</sup> Phone	2015 Bay Area new homes closed	2015 Bay Area housing starts	2015 Bay Area market share	Mode sale price <sup>2</sup>	No. of homes sold at mode sale price	Top local executive(s)
1 <b>KB Home</b> <sup>®</sup> kbhome.com	5000 Executive Pkwy., #125 San Ramon, CA 94583 925-933-4600	440	379	11.11%	\$501,000-\$550,000	67	Chris Apostolopoulos, President/Regional GM, KB Home Northern California
2 <b>Toll Brothers</b> <sup>®</sup> tollbrothers.com	6800 Koll Center Pkwy., #320 Pleasanton, CA 94566 925-855-0260	323	429	8.16%	\$951,000-\$1,000,000	29	Bob Moore Rick Nelson, Division presidents
3 <b>A.D. Seeno Construction Co.</b> <sup>®</sup> discoverhomes.com	4021 Peri Chicago Hwy. Cocoma, CA 94524 925-671-7711	275	324	6.94%	\$401,000-\$450,000	50	Albert Seeno, President
4 <b>Shea Homes</b> <sup>®</sup> sheahomes.com	2630 Shea Center Dr. Livermore, CA 94550 925-245-3600	265	275	6.69%	\$501,000-\$550,000	56 <sup>3</sup>	Layne Marceau, President, Shea Homes Northern California
5 <b>Tri Pointe Homes</b> <sup>®</sup> tripointehomes.com	2010 Crow Canyon Pl. #390 San Ramon, CA 94583 925-904-2220	232	272	5.86%	\$551,000-\$600,000	31	Jeff Frankel, Division president
6 <b>William Lyon Homes</b> <sup>®</sup> lyonhomes.com	2603 Camino Ramon #450 San Ramon, CA 94583 925-543-5500	221	161	5.58%	\$451,000-\$500,000	49	Carl Morabito, VP/Division manager
7 <b>Lennar</b> <sup>®</sup> lennar.com	2603 Camino Ramon #525 San Ramon, CA 94583 925-242-0811	179	336	4.52%	\$451,000-\$500,000	23	Brian Olin, Division president, Lennar Bay Area Alex Waterbury, President, Northern California, Lennar Multifamily Communities
8 <b>Kiper Development</b> <sup>®</sup> kiperhomes.com	1646 N. California Blvd., #650 Walnut Creek, CA 94596 925-648-8888	136	122	3.43%	\$451,000-\$500,000	50	Rick Kiper, President
9 <b>Standard Pacific Homes</b> <sup>®</sup> standardpacifichomes.com	3825 Hopyard Rd., #275 Pleasanton, CA 94588 925-847-8700	133	116	3.36%	\$501,000-\$550,000	24	Tom Burrill, Division president, Bay Area
10 <b>Tishman Speyer</b> <sup>®</sup> tishmanspeyer.com	1 Bush St., #450 San Francisco, CA 94104 415-536-1850	118	0	2.98%	\$1,250,000-\$1,300,000	14	Carl Shannon, Senior managing director
11 <b>D.R. Horton</b> <sup>®</sup> dhorton.com	6630 Owens Dr. Pleasanton, CA 94588 925-225-7400	116	82	2.93%	\$701,000-\$750,000	18	Rich Ambrosini, Northern California division president
12 <b>Taylor Morrison</b> <sup>®</sup> taylorcmorrison.com	81 Blue Ravine Rd., #220 Folsom, CA 95630 916-355-8900	112	178	2.83%	\$651,000-\$700,000	24	Dar Ahrens, California regional president
13 <b>Oyster Development</b> <sup>®</sup> oysterdev.com	50 California St., #1500 San Francisco, CA 94111 415-298-3326	107	260	2.7%	\$801,000-\$850,000	13	Dean Givas, President
14 <b>PulteGroup (Pulte-Del Webb-Centex)</b> <sup>®</sup> pultegroupinc.com	6210 Stoneridge Mall Rd. Pleasanton, CA 94588 925-249-3200	89	122	2.25%	\$551,000-\$600,000	28	Steve Kalmbach, Northern California division president
15 <b>Bosa Development</b> <sup>®</sup> bosadev.com	201 King St. San Francisco, CA 94107 415-618-0161	82	0	2.07%	\$1,250,000-\$1,300,000	20 <sup>4</sup>	Andrea Jones, VP, U.S.
16 <b>Brookfield Homes</b> <sup>®</sup> brookfieldnorcal.com	500 La Gonda Way #100 Danville, CA 94526 925-743-8000	81	148	2.05%	\$751,000-\$800,000	19	John Ryan, President
17 <b>Trumark Cos.</b> <sup>®</sup> trumark-co.com	4185 Elackhawk Plz. Cir., #200 Danville, CA 94506 925-648-8300	75	482	1.89%	\$851,000-\$900,000	16	Arden Hearing, Managing director
18 <b>Comstock Homes</b> <sup>®</sup> comstock-homes.com	2301 Rosecrans Ave., #1150 El Segundo, CA 90245 310-546-5781	67	0	1.69%	\$1,000,000-\$1,050,000	11	Stephen Tindle Ray Ferrarini, Northern California principals
19 <b>DDG Partners</b> <sup>®</sup> ddgpartners.com	448 Linden St. San Francisco, CA 94102 415-692-5050	64	0	1.62%	\$201,000-\$250,000	7	Craig Hamburg, VP
20 <b>Signature Homes</b> <sup>®</sup> sigprop.com	4670 Willow Rd., #200 Pleasanton, CA 94588 925-463-1122	61	39	1.54%	\$551,000-\$600,000	17	Jim Ghisletti, CEO
21 <b>Van Daele Development</b> <sup>®</sup> vandaele.com	2430 Camino Ramon #125 San Ramon, CA 94583 855-558-2632	59	46	1.49%	\$601,000-\$650,000	20	Brian Hardy, VP of operations
22 <b>The New Home Co.</b> <sup>®</sup> thenewhomecompany.com	1990 N. California Blvd. #650 Walnut Creek, CA 94596 925-244-0700	48	130	1.21%	> \$2,000,000 <sup>5</sup>	6	Kevin Carson, Northern California president
23 <b>Ponderosa Homes</b> <sup>®</sup> ponderosahomes.com	6130 Stoneridge Mall Rd., #185 Pleasanton, CA 94588 925-460-8900	46	56	1.16%	\$1,100,000-\$1,150,000	6	Dick Baker, President
24 <b>The Pauls Corp.</b> <sup>®</sup> thepaulscorporation.com	270 Saint Paul St. Denver, CO 80205 303-371-9000	42	0	1.06%	\$951,000-\$1,000,000	11	Paul Powers, President
25 <b>Nuvera Homes</b> <sup>®</sup> nuverahomes.com	7041 Koll Center Pkwy. #170 Pleasanton, CA 94566 925-309-8888	40	16	1.01%	\$751,000-\$800,000	18	James Wang Carlson Chan, Principals

<sup>1</sup> In cases where builders do not have Bay Area offices, non-local addresses and companywide executives are listed.

<sup>2</sup> Mode sale price is defined as the most frequently occurring sale price.

<sup>3</sup> 28 were sold in the \$501,000 to \$550,000 range; another 28 were sold in the \$601,000 to \$650,000 range.

<sup>4</sup> 10 were sold in the \$1,250,000 to \$1,300,000 range; another 10 were sold in the \$1,400,000 to \$1,450,000 range.

<sup>5</sup> \$2,000,000 or more.

### ► CLOSER LOOK

## 3,411

Total combined number of new home sales that closed in the Bay Area by the top 25 builders on the List

## 3,973

Total combined number of 2015 housing starts in the Bay Area by the top 25 residential builders on the List. Housing starts are defined as the number of new residential construction projects that have begun during a specific time period.

**ABOUT THE LIST**  
This List includes residential builders in the Bay Area, which is defined as Alameda, Contra Costa, Marin, San Francisco and San Mateo counties, and the city of Palo Alto.

Information was obtained from Metrostudy, a Hanley Wood Co. Additional information obtained from building representatives, websites and SFBT research.

Mode sale price is defined as the most frequently occurring sale price.

A closed home is defined as the final step in the sale and purchase of real estate in which a deed of title, financing documents, title insurance policies, and remaining funds due are exchanged. Some of the final documents, including the deed and mortgage or deed of trust, are then delivered to the county recorder to be recorded.

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#### NOTES