

THE LIST

RESIDENTIAL REAL ESTATE DEVELOPERS

Ranked by number of units sold in L.A. County in 2023

Rank	Company • name • address • website	L.A. County Units Sold • 2023 • 2022	Average Sale Price • 2023	Average Square Footage • 2023	Profile • headquarters • ownership • stock ticker	Top Local Executive • name • title • phone	
1	 KB Home 10990 Wilshire Blvd., Floor 7 Los Angeles 90024; kbhome.com	287 340	\$990,843	2,056	Los Angeles, CA public KBH	Jeffrey Mezger CEO, Chair & President (310) 231-4000	
2	 Toll Bros. Inc. 11280 Corbin Ave. Porter Ranch 91326; tollbrothers.com	267 370	2,405,937	4,277	Fort Washington, PA public TOL	Seth Ring Executive Vice President (818) 366-1132	
3	 Meritage Homes 5 Peters Canyon, Suite 310 Irvine 92606; meritagehomes.com	198 28	725,897	1,591	Scottsdale, AZ public MTH	Phillippe Lord CEO (949) 299-3824	
4	 Lennar Corp. 15131 Alton Parkway Irvine 92618; lennar.com	187 641	897,261	1,759	Miami, FL public LEN	Stuart Miller Executive Chair & Co-CEO (949) 349-8000	
5	 Tri Pointe Homes Inc. 5 Peters Canyon Rd., Suite 100 Irvine 92606; tripointehomes.com	128 181	1,012,806	2,762	Incline Village, Nev. public TPH	Douglas Bauer CEO (949) 478-8600	
6	 Trumark Companies LLC 450 Newport Center Dr., Suite 300 Newport Beach 92660; trumarkhomes.com	122 21	597,865	2,332	San Ramon, CA public	John Willisie CAO (949) 999-9800	
7	 Brandywine Homes 2355 Main St., Suite 220 Irvine 92614; brandywine-homes.com	118 82	714,917	3,751	Irvine, CA private	Brett Whitehead CEO (949) 296-2400	
8	 Williams Homes Inc. 24911 Ave. Stanford Santa Clarita 91355; williamshomes.com	115 35	1,072,385	2,412	Santa Clarita private	Lance Williams CEO & President (661) 222-9207	
9	 D.R. Horton 8501 Fallbrook Ave., Suite 270 West Hills 91304; drhorton.com	106 83	560,000	2,291	Arlington, Texas public DHI	Paul J. Romanowski CEO & President (818) 251-5700	
10	 City Ventures 2000 Avenue of the Stars, 9th Floor Los Angeles 90067; cityventures.com	103 21	829,447	3,248	Irvine, CA private	Phil Kerr CEO (949) 258-7555	
11	 Olson Homes 3010 Old Ranch Pkwy., Suite 100 Seal Beach 90740; olsonhomes.com	73 104	690,042	3,149	Seal Beach private	Scott Laurie CEO & President (562) 596-4770	
12	 Taylor Morrison 6440 Oak Canyon, Suite 200 Irvine 92618; taylor Morrison.com	64 19	899,203	1,836	Scottsdale, AZ public TMHC	Sheryl Palmer CEO (949) 833-3600	
13	 Richmond American Homes of California Inc. 5171 California Ave., Suite 150 Irvine 92617; richmondamerican.com	56 86	646,527	2,320	Irvine, CA public MDC	Larry A. Mizel Executive Chair (909) 579-3301	
14	 EtcO Homes 8447 Wilshire Blvd., Suite 400 Beverly Hills 90211; etcOHomes.com	39 80	1,888,216	1,694	Beverly Hills, CA private	Afshin Etebar President (310) 691-5500	
15	 Intracorp 895 Dove St., Suite 400 Newport Beach 92660; intracorphomes.com	37 NA	971,486	3,152	NA private	Joe Houssian Founder & Owner (949) 955-2370	
16	 Adept Urban 388 Cordova St., Suite 280 Pasadena 91101; adepturban.com	36 14	1,602,078	1,660	Pasadena, CA public	Patrick Chraghchian Founder & CEO (626) 304-0800	
17	 Melia Homes 7113 Ryder Ln. Gardena 90248; meliahomes.com	33 34	730,955	1,645	Irvine private	BJ Delzer President (949) 704-6418	
18	 G3 Urban 15235 S. Western Ave. Gardena 90249; g3urban.com	28 89	834,696	1,933	Gardena, CA private	Herb Gardner CEO (424) 396-3188	
19	 Coe Real Estate 830 S. Sepulveda Blvd, Suite 200 El Segundo 90245; mynewlahome.com	24 NA	881,042	1,940	El Segundo, CA private	David Coe CEO (310) 466-0021	
20	 The Pulte Group 8300 Mariposa Ct. West Hills 91304; pulte.com	22 25	1,693,725	3,713	Atlanta, Georgia public PHM	Ryan Marshall CEO & President (818) 875-9105	

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.
NA - Not Available Note: Number of units sold in L.A. County provided by Zonda. Other information was provided by representatives of the companies. Companies are ranked by the number of residential units sold in L.A. County in 2023. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy

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