

Irvine Master Planned Sales Top 40% of OC Volume

New Home Sales Near 3,700, Up 7.4%

By MARK MUELLER

Irvine again took center stage as Orange County's largest source of new homes in 2021, a year that marked a return to growth for the area's most active builders after a shortened selling season in 2020.

The top 20 builders in Orange County last year sold a cumulative 3,677 attached and detached homes in the area last year, according to this week's Business Journal list.

That's up about 7.4% from last year's listing, which included 21 builders.

Two-thirds of the builders on this year's list—which ranks builders by total OC detached and attached new home sales, and includes those with more than 30 local new home sales in 2021—saw year-over-year boosts in units sold in 2021.

2020 was effectively only a 10-month selling season—albeit a busy 10 months—as the pandemic halted the homebuilding business in its tracks in March and April. The local homebuilding sector rebounded quickly as buyers sought out homes away from denser metro areas in the latter part of 2020, a trend that continued over the course of 2021.

There were 53 new home projects in OC open at the end of 2021, 29 of which were overseen by publicly traded homebuilders (see page 23), according to data from Irvine's **Land Advisors Organization**. Ten new communities opened in the last quarter of 2021, while four projects closed out, according to data from the land brokerage.



Grading work for future phase of Orchard Hills in Irvine well underway

Prices Near \$1.3M

Last year saw a 20% year-over-year boost in sales of new condos, townhomes and other attached-home product types in OC for builders on the list, while detached new homes saw a 5.5% year-over-year boost.

Builders boosted their employment in the county by 5% last year, to nearly 1,700 area workers, according to data collected by the Business Journal for the list.

The median sales price for a new home in Orange County is now approaching \$1.3 million, a figure that's up almost 30% from year-ago levels, according to housing industry data.

The median price for an existing home sale in OC is now close to \$1.1 million, a figure up more than 20% from year-ago levels.

Ranch Rewards

Irvine's two big master-planned communities helped provide over 40% of OC's total new home sales, according to data from Irvine's **John Burns Real Estate Consulting**. The **Irvine Ranch**, which includes **Irvine**

Co.-overseen new home developments in Orchard Hills, Portola Springs and elsewhere in the city, totaled 950 sales in 2021. That marked a 19% increase from 2020 levels, according to John Burns' latest ranking of the country's largest master-planned communities.

The Irvine Ranch ranked No. 8 among U.S. communities tracked in the annual survey in 2021; it has topped the list in prior years and for nearly a decade-long stretch was the largest source of new homes in the state, though the past two years the Ontario Ranch in Riverside County has surpassed it by total unit sales.

Irvine Pacific, the in-house homebuilding division of Irvine Co. that only builds on the company's land, totaled nearly half the sales on the Irvine Ranch last year. Its 449 sales were up 41% from year-ago levels, good for the No. 2 spot on the list.

California Pacific Homes, another builder with ties to Irvine Co., placed No. 4 on the list with 286 area sales last year, all of which were on the Irvine Ranch. It has begun looking to build elsewhere (see story, page 22).

More's in store on the Irvine Ranch.

Extensive grading work is now underway just north of along Portola Parkway in North Irvine, for what will be a new phase of high-end homes at Irvine Co.'s Orchard Hills community, where some new residences sell for \$4 million or more.

Over 500 homes could be built at the nearly 260-acre site, according to city records. On average, home sizes at the project, dubbed the **Summit**, are expected to be in the 3,000 to 4,000 square feet range, records indicate.

For more details on the project and other homebuilding news from Irvine Co., see the March 21 print edition of the Business Journal.

Lennar Leads

Irvine's other big master-planned community, the **Great Park Neighborhoods**, ranked No. 23 in the U.S. last year with 655 new home sales, according to John Burns data. That's up 13% from 2020 levels.

Lennar Corp., long the most active builder at the Great Park Neighborhoods, and an investment partner in both the development itself and in developer **Five Point Holdings** (NYSE: FPH), benefitted from the growth.

The Miami-based builder (NYSE: LEN), with its West Coast hub in OC, ranks No. 1 on the list with 764 home sales in 2021, up 9% from year-ago levels.

Lennar also has large projects underway elsewhere in Irvine, Anaheim, and other sites across the county. It reported 425 attached home sales in OC last year, up 17%, while its detached home sales of 339 was flat from 2020 levels. ■



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▶ NEXT WEEK'S LIST *Law Firms*

RANKED BY NUMBER OF OC HOMES SOLD

Rank	Company Prev. Rank	Address	Company logo	OC homes sold in 2021 (attached and detached) •yearly % change	OC attached homes sold •yearly % change	OC detached homes sold •yearly % change	OC employees •yearly % change	Parent company •Headquarters	Top local official(s) •Title •Phone/fax	
1	(1)	Lennar Corp. 2000 FivePoint, Ste. 365 Irvine 92618-2385 Website: lennar.com		764 9%	425 18%	339 1%	215 NA	Lennar Corp. Miami	Jeff Roos regional president (949) 349-8000	
2	(3)	Irvine Pacific LP 550 Newport Center Drive Newport Beach 92660-7011 Website: irvinepacific.com Email: info@irvinepacific.com		449 41%	0 NA	449 41%	70 ⁽¹⁾ NA	Irvine Company Newport Beach	Dave Prolo president, Irvine Pacific/division president, Irvine Company Land Sales and Homebuilding (949) 720-5921	
3	(5)	Toll Brothers Inc. 725 W. Town & Country Road, Ste. 200 Orange 92868-4723 Website: tollbrothers.com		329 60%	134 NA	195 -5%	144 1%	Toll Brothers Inc. Horsham, Pa.	Robert Parahus/Seth Ring president, COO/regional president (714) 347-1300	
4	(6)	California Pacific Homes Inc. 5251 California Ave., Ste. 250 Irvine 92617-3080 Website: calpacifichomes.com		286 40%	240 100%	46 -45%	50 ⁽¹⁾ NA	California Pacific Homes Inc. Irvine	Cary Bren CEO (949) 833-6000	
5	(9)	KB Home 10990 Wilshire Blvd., seventh floor Los Angeles 90024-3907 Website: kbhome.com Email: customerrelations@kbhome.com		269 86%	99 254%	170 45%	0 NA	KB Home Los Angeles	Jeffrey Mezger chairman/CEO/president (310) 231-4000/(310) 231-4222	
6	(8)	Shea Homes 2 Ada, Ste. 200 Irvine 92618-5325 Website: sheahomes.com Email: andy.parnes@sheahomes.com		261 49%	50 4,900%	211 21%	83 0%	J.F. Shea Co. Walnut	Bert Selva CEO/president (949) 526-8800	
7	(2)	Taylor Morrison 4695 MacArthur Court, eighth floor Newport Beach 92660-1863 Website: taylor-morrison.com		204 -43%	118 -63%	86 121%	160 ⁽¹⁾ NA	Taylor Morrison Home Corp. Scottsdale, Ariz.	Lisa Fjelstad VP, operations (949) 833-6300	
8	(4)	Tri Pointe Homes Inc. 19540 Jamboree Road, Ste. 300 Irvine 92612-8452 Website: tripointehomes.com Email: info@tripointehomes.com		193 -16%	126 -4%	67 -32%	282 54%	Tri Pointe Homes Inc. Incline Village, Nev.	Tom Grable OC/LA division president (949) 438-1400	
9	(19)	The Olson Co. 3010 Old Ranch Parkway, Ste. 100 Seal Beach 90740-2751 Website: olsonhomes.com Email: dexline@theolsonco.com		122 130%	106 100%	16 NA	67 -4%	The Olson Co. Seal Beach	Stephen Olson/Scott Laurie founder, executive chairman/CEO, president (562) 596-4770/(562) 430-4742	
10	(7)	Brookfield Residential Southern California 3200 Park Center Drive, Ste. 1000 Costa Mesa 92626-7228 Website: brookfieldresidential.com Email: info@brookfieldrp.com		116 -39%	116 -38%	0 NA	160 -16%	Brookfield Asset Management Calgary, Canada	Nicole Burdette president, Southern California division (714) 427-6868	
11	(11)	Landsea Homes Corp. 660 Newport Center Drive, Ste. 300 Newport Beach 92660-6499 Website: landseahomes.com Email: info@landseahomes.com		110 -17%	102 34%	8 -86%	69 NA	Landsea Homes Corp. Newport Beach	John Ho CEO (949) 345-8080	
12	(13)	Pulte Homes Inc. ⁽²⁾ 27401 Los Altos, Ste. 400 Mission Viejo 92691-8550 Website: pulte.com Email: sfergus@pulte.com		108 19%	48 269%	60 -23%	125 1%	PulteGroup Inc. Atlanta	Chris Edgar PulteGroup Southern California division president (949) 523-6801/(949) 330-8601	
13	(17)	Melia Homes Inc. 8951 Research Drive, Ste. 100 Irvine 92618-4237 Website: meliahomes.com Email: info@melia-homes.com		98 66%	98 69%	0 NA	34 10%	Melia Homes Inc. Irvine	BJ Delzer CEO (949) 759-4367	
14	(15)	Intracorp Homes 895 Dove St., Ste. 400 Newport Beach 92660-8921 Website: intracorphomes.com Email: newportbeach@intracorphomes.com		82 26%	82 26%	0 NA	25 25%	Intracorp Homes Vancouver	Brad Perozzi division president (949) 955-2370	
15	(10)	Trumark Homes 450 Newport Center Drive, Ste. 300 Newport Beach 92660-7657 Website: trumarkhomes.com Email: info@trumark-co.com		69 -50%	67 -31%	2 -95%	40 ⁽¹⁾ NA	Trumark Homes San Ramon	Richard Douglass division president, Southern California (949) 999-9800	

Sources: Zonda in Costa Mesa and the homebuilders

Abbreviations: NA: not applicable

Notes: OC units sold is determined by 2021 escrows closed, not contractual sales. 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 typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show first top official listed.

⁽¹⁾ Business Journal estimate

⁽²⁾ Units sold includes Pulte Homes, Del Webb and Centex

Researched by Meghan Klierer











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RANKED BY NUMBER OF OC HOMES SOLD

Rank	Company	OC homes sold in 2021 (attached and detached)	OC attached homes sold	OC detached homes sold	OC employees	Parent company	Top local official(s)		
Prev. Rank	•Address	•yearly % change	•yearly % change	•yearly % change	•yearly % change	•Headquarters	•Title •Phone/fax		
Rank	Company logo								
16 (NR)	Zephyr 700 Second St. Encinitas 92024-4459 Website: builtbyzephyr.com Email: info@builtbyzephyr.com		55 175%	55 175%	0 NA	0 ⁽¹⁾ NA	Zephyr Ltd. Encinitas	Brad Termini CEO (858) 558-3650	
17 (12)	The New Home Co. 15231 Laguna Canyon Road, Ste. 250 Irvine 92618-7714 Website: nwhm.com Email: press@nwhm.com		48 -55%	8 -85%	40 -26%	73 -10%	The New Home Co. Irvine	Matthew Zaist/John Stephens CEO/president, CFO (949) 382-7800/(949) 382-7801	
18 (NR)	Brandywine Homes 16580 Aston Irvine 92606-4805 Website: brandywine-homes.com Email: dave@brandywine-homes.com		46 207%	46 207%	0 NA	35 9%	Brandywine Homes Irvine	James 'Jim' Barisic chairman (949) 296-2400/(949) 296-2420	
19 (NR)	WJK Development Co. 28392 Airoso St. Rancho Mission Viejo 92694-1879 Website: wjkdevelopment.com Email: grant@wjkdevelopment.com		36 57%	24 71%	12 33%	7 40%	WJK Development Co. Rancho Mission Viejo	Grant Keene CEO/president (949) 677-0668	
20 (18)	Richmond American Homes 5171 California Ave., Ste. 110 Irvine 92617-3036 Website: richmondamerican.com		32 14%	0 NA	32 14%	37 -18%	M.D.C. Holdings Inc. Denver	James Furey president, Southern California division (949) 734-4282	

Sources: Zonda in Costa Mesa and the homebuilders

Abbreviations: NA: not applicable

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Researched by Meghan Kliewer