



Second Quarter 2020 Supplemental Data

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Orders and absorptions

Quarterly Orders and Absorptions by State & Region												
	1Q19		2Q19		3Q19		4Q19		1Q20		2Q20	
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	457	12.4	582	15.7	482	12.5	354	10.4	570	17.8	737	20.8
California	167	8.8	207	10.1	198	9.0	231	9.6	352	13.3	388	13.6
Colorado	204	9.5	220	10.0	156	7.6	142	7.5	199	12.8	153	11.8
West Region	828	10.7	1,009	12.7	836	10.3	727	9.4	1,121	15.1	1,278	16.6
Texas	870	9.7	827	10.5	649	8.8	697	9.2	1,059	13.7	1,215	16.6
Central Region	870	9.7	827	10.5	649	8.8	697	9.2	1,059	13.7	1,215	16.6
Florida	301	9.6	331	9.7	293	8.1	255	7.4	317	9.5	390	11.1
Georgia	144	7.0	149	7.5	138	7.1	106	5.9	156	9.5	190	11.9
No. Carolina	230	9.2	240	10.0	188	8.4	207	8.8	287	12.8	326	15.9
So. Carolina	81	7.0	69	6.9	55	5.8	49	5.2	87	10.9	95	15.8
Tennessee	76	7.2	110	10.0	99	9.9	52	5.8	75	7.1	103	9.0
East Region	832	8.4	899	9.1	773	7.9	669	7.1	922	10.1	1,104	12.4
Total	2,530	9.5	2,735	10.6	2,258	9.0	2,093	8.5	3,102	12.8	3,597	15.1

Orders and absorptions (CY/PY)

Quarterly Orders and Absorptions by State & Region (CY/PY)												
	1Q19		2Q19		3Q19		4Q19		1Q20		2Q20	
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	0%	2%	40%	45%	39%	51%	18%	46%	25%	44%	27%	32%
California	-24%	-30%	9%	-20%	90%	25%	112%	37%	111%	51%	87%	35%
Colorado	17%	-24%	33%	9%	-1%	-6%	22%	29%	-2%	35%	-30%	18%
West Region	-3%	-14%	31%	18%	38%	29%	38%	38%	35%	41%	27%	31%
Texas	8%	13%	8%	28%	2%	26%	18%	46%	22%	41%	47%	58%
Central Region	8%	13%	8%	28%	2%	26%	18%	46%	22%	41%	47%	58%
Florida	14%	2%	3%	-12%	27%	5%	34%	19%	5%	-1%	18%	14%
Georgia	-3%	-5%	37%	42%	55%	69%	13%	37%	8%	36%	28%	59%
No. Carolina	46%	8%	68%	39%	35%	20%	39%	33%	25%	39%	36%	59%
So. Carolina	1%	9%	-22%	-10%	-15%	2%	-26%	-5%	7%	56%	38%	129%
Tennessee	58%	-10%	112%	35%	62%	46%	37%	53%	-1%	-1%	-6%	-10%
East Region	20%	2%	26%	12%	32%	23%	25%	29%	11%	20%	23%	36%
Total	7%	0%	22%	19%	24%	27%	27%	37%	23%	35%	32%	42%

Orders and communities by product type

Orders and Communities by Product Type												
	1Q19		2Q19		3Q19		4Q19		1Q20		2Q20	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	1,130	93	1,408	105	1,218	107	1,146	115	1,906	123	2,511	134
1st Move-Up	1,079	127	1,048	114	853	109	778	98	1,020	94	938	79
Other	321	40	279	35	187	34	169	31	176	24	148	24
Total	2,530	260	2,735	254	2,258	250	2,093	244	3,102	241	3,597	237

Orders and Communities by Product Type (Pct% of Totals)												
	1Q19		2Q19		3Q19		4Q19		1Q20		2Q20	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	45%	36%	51%	41%	54%	43%	55%	47%	61%	51%	70%	57%
1st Move-Up	43%	49%	38%	45%	38%	44%	37%	40%	33%	39%	26%	33%
Other	13%	15%	10%	14%	8%	14%	8%	13%	6%	10%	4%	10%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Home closings and home closing revenue (CY/PY)

Closings and Home Closing Revenue CY/PY												
	1Q19		2Q19		3Q19		4Q19		1Q20		2Q20	
	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue
Arizona	8%	8%	6%	6%	7%	7%	28%	33%	55%	54%	10%	14%
California	-43%	-46%	-36%	-41%	-3%	-5%	38%	26%	58%	57%	87%	80%
Colorado	80%	63%	4%	1%	6%	-2%	-4%	-8%	10%	3%	9%	-1%
West Region	0%	-10%	-6%	-15%	4%	0%	23%	19%	43%	38%	0%	28%
Texas	0%	0%	11%	12%	12%	9%	-4%	-8%	43%	34%	11%	2%
Central Region	0%	0%	11%	12%	12%	9%	-4%	-8%	43%	34%	11%	2%
Florida	-13%	-19%	12%	1%	21%	12%	17%	17%	4%	3%	-41%	24%
Georgia	63%	69%	17%	24%	0%	-1%	-3%	-7%	-3%	0%	136%	36%
No.Carolina	22%	12%	1%	-8%	25%	23%	60%	57%	42%	40%	-50%	40%
So. Carolina	-14%	-11%	-8%	-14%	9%	1%	-29%	-32%	-7%	-11%	13%	30%
Tennessee	18%	16%	92%	81%	86%	80%	63%	64%	-5%	-3%	0%	9%
East Region	7%	1%	11%	4%	20%	15%	20%	19%	10%	10%	35%	29%
Total	2%	-4%	5%	-1%	12%	7%	13%	11%	31%	27%	23%	20%

Home closing gross margins and real estate stats

Home Closing Gross Margin										
	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
Home Closing Revenue	\$ 728,532	\$ 872,383	\$ 877,734	\$ 996,063	\$ 698,650	\$ 863,053	\$ 939,185	\$ 1,103,741	\$ 890,417	\$ 1,031,591
Cost of Home Closings	(604,202)	(712,868)	(719,142)	(806,550)	(582,188)	(703,935)	(753,068)	(884,778)	(712,057)	(810,895)
Home Closing Gross Profit	\$ 124,330	\$ 159,515	\$ 158,592	\$ 189,513	\$ 116,462	\$ 159,118	\$ 186,117	\$ 218,963	\$ 178,360	\$ 220,696
Home Closing Gross Margin	17.1%	18.3%	18.1%	19.0%	16.7%	18.4%	19.8%	19.8%	20.0%	21.4%
Other										
	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
Total Lot Supply	33,987	33,719	34,423	34,553	33,809	34,654	37,300	41,399	41,501	42,861
Owned Lots (% of total)	71%	71%	66%	69%	71%	66%	66%	63%	63%	60%
Completed Spec Homes	654	718	767	797	800	547	639	853	746	474
Incomplete Spec Homes	1,344	1,605	1,819	1,710	1,405	1,859	2,167	2,172	1,957	1,736
Average Specs/Community	7.9	9.2	9.8	9.2	8.5	9.5	11.2	12.4	11.2	9.3

Home buyer mortgage statistics

MTH Mortgage Statistics (based on backlog at quarter-end)										
	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
Average DTI	38%	39%	39%	39%	39%	38%	38%	38%	38%	38%
Average FICO score	731	738	733	734	729	732	732	733	730	730
Average Down Payment	17%	17%	17%	17%	16%	16%	16%	15%	15%	13%
Loan Type (% of total):										
Conventional	66%	71%	68%	68%	66%	69%	69%	66%	67%	63%
FHA	16%	14%	18%	16%	19%	16%	15%	17%	16%	21%
VA	15%	12%	12%	14%	12%	13%	14%	15%	15%	14%
Jumbo	2%	2%	2%	2%	3%	1%	1%	1%	1%	0%
USDA	1%	1%	0%	0%	0%	1%	1%	1%	1%	2%