



# Second Quarter 2021 Supplemental Data

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# Orders and Absorptions

## Quarterly Orders and Absorptions by State & Region

	3Q19		4Q19		1Q20		2Q20		3Q20		4Q20		1Q21		2Q21	
	Orders	Monthly Absorptions	Orders	Monthly Absorptions	Orders	Monthly Absorptions	Orders	Monthly Absorptions	Orders	Monthly Absorptions	Orders	Monthly Absorptions	Orders	Monthly Absorptions	Orders	Monthly Absorptions
Arizona	482	4.2	354	3.5	570	5.9	737	6.9	709	6.5	485	4.8	602	6.1	624	5.9
California	198	3.0	231	3.2	352	4.4	388	4.5	510	7.1	280	5.2	286	5.4	344	5.9
Colorado	156	2.5	142	2.5	199	4.3	153	3.9	188	5.2	210	6.4	169	4.9	181	4.2
West Region	836	3.4	727	3.1	1,121	5.0	1,278	5.5	1,407	6.5	975	5.2	1,057	5.7	1,149	5.5
Texas	649	2.9	697	3.1	1,059	4.6	1,215	5.5	1,183	6.3	1,019	5.6	1,115	6.1	1,101	6.0
Central Region	649	2.9	697	3.1	1,059	4.6	1,215	5.5	1,183	6.3	1,019	5.6	1,115	6.1	1,101	6.0
Florida	293	2.7	255	2.5	317	3.2	390	3.7	491	4.7	447	4.6	479	5.2	468	4.9
Georgia	138	2.4	106	2.0	156	3.2	190	4.0	172	4.1	147	5.4	164	5.8	193	5.8
No. Carolina	188	2.8	207	2.9	287	4.3	326	5.3	386	6.3	368	6.0	419	6.2	390	5.2
So. Carolina	55	1.9	49	1.7	87	3.6	95	5.3	90	5.5	108	6.0	76	4.2	88	4.5
Tennessee	99	3.3	52	1.9	75	2.4	103	3.0	122	4.1	110	4.6	148	6.6	153	5.7
East Region	773	2.6	669	2.4	922	3.4	1,104	4.1	1,261	4.9	1,180	5.2	1,286	5.6	1,292	5.2
Total	2,258	3.0	2,093	2.8	3,102	4.3	3,597	5.0	3,851	5.8	3,174	5.3	3,458	5.8	3,542	5.5

# Orders and Absorptions (CY/PY)

Quarterly Orders and Absorptions by State & Region (CY/PY)

	3Q19		4Q19		1Q20		2Q20		3Q20		4Q20		1Q21		2Q21	
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	39%	51%	18%	46%	25%	44%	27%	32%	47%	55%	37%	38%	6%	2%	-15%	-15%
California	90%	25%	112%	37%	111%	51%	87%	35%	158%	137%	21%	63%	-19%	23%	-11%	29%
Colorado	-1%	-6%	22%	29%	-2%	35%	-30%	18%	21%	107%	48%	155%	-15%	15%	18%	6%
West Region	38%	29%	38%	38%	35%	41%	27%	31%	68%	88%	34%	65%	-6%	13%	-10%	-1%
Texas	2%	26%	18%	46%	22%	41%	47%	58%	82%	114%	46%	83%	5%	34%	-9%	8%
Central Region	2%	26%	18%	46%	22%	41%	47%	58%	82%	114%	46%	83%	5%	34%	-9%	8%
Florida	27%	5%	34%	19%	5%	-1%	18%	14%	68%	73%	75%	86%	51%	65%	20%	32%
Georgia	55%	69%	13%	37%	8%	36%	28%	59%	25%	73%	39%	176%	5%	82%	2%	47%
No. Carolina	35%	21%	39%	33%	25%	39%	36%	59%	105%	124%	78%	105%	46%	45%	20%	-2%
So. Carolina	-15%	3%	-26%	-5%	7%	56%	38%	129%	64%	183%	120%	246%	-13%	17%	-7%	-15%
Tennessee	62%	46%	37%	53%	-1%	-1%	-6%	-10%	23%	23%	112%	138%	97%	177%	49%	89%
East Region	32%	24%	25%	29%	11%	20%	23%	36%	63%	87%	76%	118%	39%	67%	17%	25%
Total	24%	27%	27%	37%	23%	35%	32%	42%	71%	94%	52%	87%	11%	36%	-2%	9%

# Orders and Average Communities by Product Type

**Orders and Average Communities by Product Type**

	3Q19		4Q19		1Q20		2Q20		3Q20		4Q20		1Q21		2Q21	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	1,218	106.00	1,146	111.00	1,906	119.00	2,511	128.50	2,644	131.50	2,277	133.50	2,636	144.50	2,858	161.50
1st Move-Up	853	111.50	778	103.50	1,020	96.00	938	86.50	990	69.50	762	53.00	684	44.50	595	45.50
Other	187	34.50	169	32.50	176	27.50	148	24.00	217	19.50	135	13.00	138	10.00	89	7.50
<b>Total</b>	<b>2,258</b>	<b>252.00</b>	<b>2,093</b>	<b>247.00</b>	<b>3,102</b>	<b>242.50</b>	<b>3,597</b>	<b>239.00</b>	<b>3,851</b>	<b>220.50</b>	<b>3,174</b>	<b>199.50</b>	<b>3,458</b>	<b>199.00</b>	<b>3,542</b>	<b>214.50</b>

**Orders and Average Communities by Product Type (Pct% of Totals)**

	3Q19		4Q19		1Q20		2Q20		3Q20		4Q20		1Q21		2Q21	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	53.9%	42.1%	54.8%	44.9%	61.4%	49.1%	69.8%	53.8%	68.7%	59.6%	71.7%	66.9%	76.2%	72.6%	80.7%	75.3%
1st Move-Up	37.8%	44.2%	37.2%	41.9%	32.9%	39.6%	26.1%	36.2%	25.7%	31.5%	24.0%	26.6%	19.8%	22.4%	16.8%	21.2%
Other	8.3%	13.7%	8.1%	13.2%	5.7%	11.3%	4.1%	10.0%	5.6%	8.8%	4.3%	6.5%	4.0%	5.0%	2.5%	3.5%
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

# Home Closings and Home Closing Revenue (CY/PY)

Closings and Home Closing Revenue CY/PY																
	3Q19		4Q19		1Q20		2Q20		3Q20		4Q20		1Q21		2Q21	
	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue
Arizona	7%	7%	28%	33%	55%	54%	10%	14%	-3%	-1%	21%	22%	-11%	-9%	13%	17%
California	-3%	-5%	38%	26%	58%	57%	87%	80%	66%	49%	56%	58%	33%	28%	29%	32%
Colorado	6%	-2%	-4%	-8%	10%	3%	9%	-1%	8%	3%	-9%	-17%	-6%	-8%	-21%	-16%
West Region	4%	0%	23%	19%	43%	38%	24%	28%	17%	19%	25%	27%	1%	4%	10%	15%
Texas	12%	9%	-4%	-8%	43%	34%	11%	2%	31%	26%	43%	36%	24%	24%	26%	36%
Central Region	12%	9%	-4%	-8%	43%	34%	11%	2%	31%	26%	43%	36%	24%	24%	26%	36%
Florida	21%	12%	17%	17%	4%	3%	31%	24%	12%	5%	41%	25%	77%	50%	21%	16%
Georgia	0%	-1%	-3%	-7%	-3%	0%	36%	36%	28%	34%	24%	29%	27%	31%	3%	6%
No. Carolina	25%	23%	60%	57%	42%	40%	47%	40%	43%	27%	23%	14%	35%	35%	15%	21%
So. Carolina	9%	1%	-29%	-32%	-7%	-11%	40%	30%	4%	7%	46%	48%	60%	60%	-17%	-7%
Tennessee	86%	80%	63%	64%	-5%	-3%	11%	9%	42%	38%	21%	7%	87%	54%	90%	84%
East Region	20%	15%	20%	19%	10%	10%	35%	29%	25%	19%	32%	22%	55%	43%	18%	19%
Total	12%	7%	13%	11%	31%	27%	23%	20%	24%	21%	32%	28%	25%	21%	18%	23%

# Home Closing Gross Margins and Real Estate Stats

## Home Closing Gross Margin

	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21
Home Closing Revenue	\$ 877,734	\$ 996,063	\$ 698,650	\$ 863,053	\$ 939,185	\$ 1,103,741	\$ 890,417	\$ 1,031,591	\$ 1,133,221	\$ 1,409,160	\$ 1,079,982	\$ 1,264,643
Cost of Home Closings	(719,142)	(806,550)	(582,188)	(703,935)	(753,068)	(884,778)	(712,057)	(810,895)	(889,654)	(1,071,375)	(813,327)	(919,342)
Home Closing Gross Profit	\$ 158,592	\$ 189,513	\$ 116,462	\$ 159,118	\$ 186,117	\$ 218,963	\$ 178,360	\$ 220,696	\$ 243,567	\$ 337,785	\$ 266,655	\$ 345,301
Home Closing Gross Margin	18.1%	19.0%	16.7%	18.4%	19.8%	19.8%	20.0%	21.4%	21.5%	24.0%	24.7%	27.3%

## Other

	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21
Total Lot Supply	34,423	34,553	33,809	34,654	37,300	41,399	41,501	42,861	47,875	55,502	58,085	63,336
Owned Lots (% of total)	66%	69%	71%	66%	66%	63%	63%	60%	58%	59%	60%	63%
Completed Spec Homes	767	797	800	547	639	853	746	474	314	224	154	115
Incomplete Spec Homes	1,819	1,710	1,405	1,859	2,167	2,172	1,957	1,736	1,962	2,295	2,118	2,439
Average Specs/ Ending Community	9.8	9.2	8.5	9.5	11.2	12.4	11.2	9.3	11.2	12.9	11.2	11.3

# Home Buyer Mortgage Statistics

MTH Mortgage Statistics (based on backlog at quarter-end)												
	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21
Average DTI	39%	39%	39%	38%	38%	38%	38%	38%	38%	38%	38%	38%
Average FICO score	733	734	729	732	732	733	730	730	728	733	735	733
Average Down Payment	17%	17%	16%	16%	16%	15%	15%	13%	13%	13%	13%	14%
Loan Type (% of total):												
Conventional	68%	68%	66%	69%	69%	66%	67%	63%	64%	66%	69%	72%
FHA	18%	16%	19%	16%	15%	17%	16%	21%	22%	20%	17%	15%
VA	12%	14%	12%	13%	14%	15%	15%	14%	13%	13%	13%	12%
Jumbo	2%	2%	3%	1%	1%	1%	1%	0%	0%	0%	0%	1%
USDA	0%	0%	0%	1%	1%	1%	1%	2%	1%	1%	1%	0%