



First Quarter 2021 Supplemental Data

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Orders and Absorptions

Quarterly Orders and Absorptions by State & Region																
	2Q19		3Q19		4Q19		1Q20		2Q20		3Q20		4Q20		1Q21	
	Orders	Quarterly Absorptions	Orders	Quarterly Absorptions	Orders	Quarterly Absorptions	Orders	Quarterly Absorptions	Orders	Quarterly Absorptions	Orders	Quarterly Absorptions	Orders	Quarterly Absorptions	Orders	Quarterly Absorptions
Arizona	582	15.7	482	12.5	354	10.4	570	17.8	737	20.8	709	19.4	485	14.3	602	18.2
California	207	10.1	198	9.0	231	9.6	352	13.3	388	13.6	510	21.3	280	15.6	286	16.3
Colorado	220	10.0	156	7.6	142	7.5	199	12.8	153	11.8	188	15.7	210	19.1	169	14.7
West Region	1,009	12.7	836	10.3	727	9.4	1,121	15.1	1,278	16.6	1,407	19.4	975	15.5	1,057	17.0
Texas	827	10.5	649	8.8	697	9.2	1,059	13.7	1,215	16.6	1,183	18.8	1,019	16.8	1,115	18.3
Central Region	827	10.5	649	8.8	697	9.2	1,059	13.7	1,215	16.6	1,183	18.8	1,019	16.8	1,115	18.3
Florida	331	9.7	293	8.1	255	7.4	317	9.5	390	11.1	491	14.0	447	13.8	479	15.7
Georgia	149	7.5	138	7.1	106	5.9	156	9.5	190	11.9	172	12.3	147	16.3	164	17.3
No. Carolina	240	10.0	188	8.4	207	8.8	287	12.8	326	15.9	386	18.8	368	18.0	419	18.6
So. Carolina	69	6.9	55	5.8	49	5.2	87	10.9	95	15.8	90	16.4	108	18.0	76	12.7
Tennessee	110	10.0	99	9.9	52	5.8	75	7.1	103	9.0	122	12.2	110	13.8	148	19.7
East Region	899	9.1	773	7.9	669	7.1	922	10.1	1,104	12.4	1,261	14.8	1,180	15.5	1,286	16.9
Total	2,735	10.6	2,258	9.0	2,093	8.5	3,102	12.8	3,597	15.1	3,851	17.5	3,174	15.9	3,458	17.4

Orders and Absorptions (CY/PY)

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

	2Q19		3Q19		4Q19		1Q20		2Q20		3Q20		4Q20		1Q21	
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	40%	45%	39%	51%	18%	46%	25%	44%	27%	32%	47%	55%	37%	38%	6%	2%
California	9%	-20%	90%	25%	112%	37%	111%	51%	87%	35%	158%	137%	21%	63%	-19%	23%
Colorado	33%	9%	-1%	-6%	22%	29%	-2%	35%	-30%	18%	21%	107%	48%	155%	-15%	15%
West Region	31%	18%	38%	29%	38%	38%	35%	41%	27%	31%	68%	88%	34%	65%	-6%	13%
Texas	8%	28%	2%	26%	18%	46%	22%	41%	47%	58%	82%	114%	46%	83%	5%	34%
Central Region	8%	28%	2%	26%	18%	46%	22%	41%	47%	58%	82%	114%	46%	83%	5%	34%
Florida	3%	-12%	27%	5%	34%	19%	5%	-1%	18%	14%	68%	73%	75%	86%	51%	65%
Georgia	37%	42%	55%	69%	13%	37%	8%	36%	28%	59%	25%	73%	39%	176%	5%	82%
No. Carolina	68%	39%	35%	21%	39%	33%	25%	39%	36%	59%	105%	124%	78%	105%	46%	45%
So. Carolina	-22%	-10%	-15%	3%	-26%	-5%	7%	56%	38%	129%	64%	183%	120%	246%	-13%	17%
Tennessee	112%	35%	62%	46%	37%	53%	-1%	-1%	-6%	-10%	23%	23%	112%	138%	97%	177%
East Region	26%	12%	32%	23%	25%	29%	11%	20%	23%	36%	63%	87%	76%	118%	39%	67%
Total	22%	19%	24%	27%	27%	37%	23%	35%	32%	42%	71%	94%	52%	87%	11%	36%

Orders and Average Communities by Product Type

Orders and Average Communities by Product Type

	2Q19		3Q19		4Q19		1Q20		2Q20		3Q20		4Q20		1Q21	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	1,408	99.00	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
1st Move-Up	1,048	120.50	853	111.50	778	103.50	1,020	96.00	938	86.50	990	69.50	762	53.00	684	44.50
Other	279	37.50	187	34.50	169	32.50	176	27.50	148	24.00	217	19.50	135	13.00	138	10.00
Total	2,735	257.00	2,258	252.00	2,093	247.00	3,102	242.50	3,597	239.00	3,851	220.50	3,174	199.50	3,458	199.00

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

	2Q19		3Q19		4Q19		1Q20		2Q20		3Q20		4Q20		1Q21	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	51%	39%	54%	42%	55%	45%	61%	49%	70%	54%	69%	60%	72%	67%	76%	73%
1st Move-Up	38%	47%	38%	44%	37%	42%	33%	40%	26%	36%	26%	32%	24%	27%	20%	22%
Other	10%	15%	8%	14%	8%	13%	6%	11%	4%	10%	6%	9%	4%	7%	4%	5%
Total	100%	100%	100%	100%	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																
	2Q19		3Q19		4Q19		1Q20		2Q20		3Q20		4Q20		1Q21	
	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue
Arizona	6%	6%	7%	7%	28%	33%	55%	54%	10%	14%	-3%	-1%	21%	22%	-11%	-9%
California	-36%	-41%	-3%	-5%	38%	26%	58%	57%	87%	80%	66%	49%	56%	58%	33%	28%
Colorado	4%	1%	6%	-2%	-4%	-8%	10%	3%	9%	-1%	8%	3%	-9%	-17%	-6%	-8%
West Region	-6%	-15%	4%	0%	23%	19%	43%	38%	24%	28%	17%	19%	25%	27%	1%	4%
Texas	11%	12%	12%	9%	-4%	-8%	43%	34%	11%	2%	31%	26%	43%	36%	24%	24%
Central Region	11%	12%	12%	9%	-4%	-8%	43%	34%	11%	2%	31%	26%	43%	36%	24%	24%
Florida	12%	1%	21%	12%	17%	17%	4%	3%	31%	24%	12%	5%	41%	25%	77%	50%
Georgia	17%	24%	0%	-1%	-3%	-7%	-3%	0%	36%	36%	28%	34%	24%	29%	27%	31%
No. Carolina	1%	-8%	25%	23%	60%	57%	42%	40%	47%	40%	43%	27%	23%	14%	35%	35%
So. Carolina	-8%	-14%	9%	1%	-29%	-32%	-7%	-11%	40%	30%	4%	7%	46%	48%	60%	60%
Tennessee	92%	81%	86%	80%	63%	64%	-5%	-3%	11%	9%	42%	38%	21%	7%	87%	54%
East Region	11%	4%	20%	15%	20%	19%	10%	10%	35%	29%	25%	19%	32%	22%	55%	43%
Total	5%	-1%	12%	7%	13%	11%	31%	27%	23%	20%	24%	21%	32%	28%	25%	21%

Home Closing Gross Margins and Real Estate Stats

Home Closing Gross Margin

	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21
Home Closing Revenue	\$ 872,383	\$ 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
Cost of Home Closings	(712,868)	(719,142)	(806,550)	(582,188)	(703,935)	(753,068)	(884,778)	(712,057)	(810,895)	(889,654)	(1,071,375)	(813,327)
Home Closing Gross Profit	\$ 159,515	\$ 158,592	\$ 189,513	\$ 116,462	\$ 159,118	\$ 186,117	\$ 218,963	\$ 178,360	\$ 220,696	\$ 243,567	\$ 337,785	\$ 266,655
Home Closing Gross Margin	18.3%	18.1%	19.0%	16.7%	18.4%	19.8%	19.8%	20.0%	21.4%	21.5%	24.0%	24.7%

Other

	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21
Total Lot Supply	33,719	34,423	34,553	33,809	34,654	37,300	41,399	41,501	42,861	47,875	55,502	58,085
Owned Lots (% of total)	71%	66%	69%	71%	66%	66%	63%	63%	60%	58%	59%	60%
Completed Spec Homes	718	767	797	800	547	639	853	746	474	314	224	154
Incomplete Spec Homes	1,605	1,819	1,710	1,405	1,859	2,167	2,172	1,957	1,736	1,962	2,295	2,118
Average Specs/ Average Community	9.2	10.0	9.4	8.3	9.4	11.1	12.2	11.1	9.2	10.3	12.6	11.4

Home Buyer Mortgage Statistics

MTH Mortgage Statistics (based on backlog at quarter-end)												
	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21
Average DTI	39%	39%	39%	39%	38%	38%	38%	38%	38%	38%	38%	38%
Average FICO score	738	733	734	729	732	732	733	730	730	728	733	735
Average Down Payment	17%	17%	17%	16%	16%	16%	15%	15%	13%	13%	13%	13%
Loan Type (% of total):												
Conventional	71%	68%	68%	66%	69%	69%	66%	67%	63%	64%	66%	69%
FHA	14%	18%	16%	19%	16%	15%	17%	16%	21%	22%	20%	17%
VA	12%	12%	14%	12%	13%	14%	15%	15%	14%	13%	13%	13%
Jumbo	2%	2%	2%	3%	1%	1%	1%	1%	0%	0%	0%	0%
USDA	1%	0%	0%	0%	1%	1%	1%	1%	2%	1%	1%	1%