THIRD QUARTER 2023 SUPPLEMENTAL DATA

Orders and Absorptions by Region

Orders and YOY Variance

	4Q21		1Q22		2Q22		3Q22		4Q22		1Q23		2Q23		3Q23	
	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var
West	994	2%	1,105	5%	1,075	-6%	456	-58%	462	-54%	1,286	16%	990	-8%	985	116%
Central	1,127	11%	1,296	16%	1,096	0%	635	-41%	614	-46%	1,073	-17%	1,065	-3%	1,099	73%
East	1,246	6%	1,473	15%	1,596	24%	1,219	-6%	732	-41%	1,128	-23%	1,285	-19%	1,390	14%
Total	3,367	6%	3,874	12%	3,767	6%	2,310	-33%	1,808	-46%	3,487	-10%	3,340	-11%	3,474	50%

Absorptions and YOY Variance

	4Q21		1Q22		2Q22		3Q22		4Q22		1Q23		2Q23		3Q23	
	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var
West	4.4	-14%	4.6	-19%	3.8	-31%	1.5	-70%	1.6	-64%	4.5	-2%	3.4	-11%	3.6	140%
Central	5.3	-5%	5.8	-5%	4.7	-22%	2.7	-49%	2.6	-51%	4.4	-24%	4.3	-9%	4.5	67%
East	4.1	-21%	4.5	-20%	4.7	-10%	3.8	-20%	2.5	-39%	3.8	-16%	4.1	-13%	4.3	13%
Total	4.5	-14%	4.9	-16%	4.4	-20%	2.7	-46%	2.2	-51%	4.2	-14%	3.9	-11%	4.1	52%

Orders and Average Communities by Product Type

Orders and % of Total

	4Q21		1Q22		2Q22		3Q22		4Q22		1Q23		2Q23		3Q23	
	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total
Entry-Level	2,747	82%	3,222	83%	3,247	86%	2,036	88%	1,617	89%	3,018	87%	2,842	85%	3,054	88%
1st Move-up	576	17%	604	16%	497	13%	265	12%	187	11%	457	13%	479	14%	410	12%
Other	44	1%	48	1%	23	1%	9	0%	4	0%	12	0%	19	1%	10	0%
Total	3,367	100%	3,874	100%	3,767	100%	2,310	100%	1,808	100%	3,487	100%	3,340	100%	3,474	100%

Average Communities and % of Total

	4Q21		1Q22		2Q22		3Q22		4Q22		1Q23		2Q23		3Q23	
	Count	% Total	Count	% Total	Count	% Total	Count	% Total	Count	% Total	Count	% Total	Count	% Total	Count	% Total
Entry-Level	196.0	79%	212.5	81%	232.0	81%	234.0	81%	219.5	80%	221.5	81%	234.5	82%	238.5	85%
1st Move-up	46.	19%	46	17%	49.0	17%	51.0	18%	49.5	18%	49.5	18%	48.0	17%	42.0	15%
Other	5.5	2%	5	2%	4.5	2%	4.0	1%	4.0	2%	3.5	1%	2.0	1%	1.0	0%
Total	247.5	100%	263.5	100%	285.5	100%	289.0	100%	273.0	100%	274.5	100%	284.5	100%	281.5	100%

Home Closings and Home Closing Revenue by Region

Closings and YOY Variance

	4Q21		1Q22		2Q22		3Q22		4Q22		1Q23		2Q23		3Q23	
	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var
West	1,278	-4%	864	0%	925	-2%	1,086	12%	1,217	-5%	785	-9%	997	8%	1,172	8%
Central	1,036	-10%	873	-9%	1,048	-9%	1,218	20%	1,417	37%	1,048	20%	1,094	4%	1,102	-10%
East	1,212	-4%	1,121	5%	1,248	6%	1,183	5%	1,906	57%	1,064	-5%	1,399	12%	1,364	15%
Total	3,526	-6%	2,858	-1%	3,221	-2%	3,487	12%	4,540	29%	2,897	1%	3,490	8%	3,638	4%

Home Closing Revenue and YOY Variance

(Revenue In Millions)	4Q21		1Q22		2Q22		3Q22		4Q22		1Q23		2Q23		3Q23	
	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var
West	$630	5%	$463	18%	$486	11%	$590	31%	$662	5%	$417	-10%	$519	7%	$607	3%
Central	$395	6%	$348	9%	$422	5%	$500	30%	$566	43%	$425	22%	$457	8%	$452	-10%
East	$474	9%	$434	18%	$501	19%	$479	15%	$756	60%	$420	-3%	$567	13%	$551	15%
Total	$1,499	6%	$1,245	15%	$1,409	11%	$1,569	25%	$1,984	32%	$1,262	1%	$1,543	10%	$1,610	3%

Real Estate Statistics

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23
Total Lot Supply	75,049	75,176	71,096	66,348	63,182	60,942	59,683	60,662
Owned Lots (% total)	65%	65%	66%	69%	73%	75%	76%	74%
Completed Spec Homes	67	41	92	301	757	975	801	800
Incomplete Spec Homes	3,113	3,203	4,360	4,372	4,134	2,890	3,672	4,105
Total Specs	3,180	3,244	4,452	4,673	4,891	3,865	4,473	4,905
Starts	3,718	4,020	5,019	2,722	2,086	2,462	4,096	3,989
Cancellation Rate	12%	10%	13%	30%	39%	15%	12%	11%
Avg Specs/ Ending Community	12.3	12.1	14.7	17.0	18.0	13.9	15.4	18.0

Homebuyer Mortgage Statistics

MTH Mortgage Statistics (based on backlog at quarter-end)

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23
Average DTI	39%	40%	41%	41%	41%	41%	41%	42%
Average FICO Score	736	737	737	735	735	736	734	737
Average Down Payment	15%	15%	16%	16%	16%	15%	16%	16%
Loan Type (% of total)								
Conventional	75%	74%	75%	76%	74%	69%	66%	64%
FHA	14%	15%	14%	14%	17%	21%	22%	25%
VA	9%	10%	10%	9%	8%	10%	12%	11%
Jumbo	2%	1%	1%	1%	1%	0%	0%	0%
USDA	0%	0%	0%	0%	0%	0%	0%	0%