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# FOURTH QUARTER 2021 SUPPLEMENTAL DATA

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# Orders and Absorptions

Quarterly Orders and Absorptions by State & Region

	1Q20		2Q20		3Q20		4Q20		1Q21		2Q21		3Q21		4Q21	
	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	570	5.9	737	6.9	709	6.5	485	4.8	602	6.1	624	5.9	550	4.8	559	4.8
California	352	4.4	388	4.5	510	7.1	280	5.2	286	5.4	344	5.9	319	5.6	242	4.0
Colorado	199	4.3	153	3.9	188	5.2	210	6.4	169	4.9	181	4.2	207	4.2	193	3.9
West Region	1,121	5.0	1,278	5.5	1,407	6.5	975	5.2	1,057	5.7	1,149	5.5	1,076	4.9	994	4.4
Texas	1,059	4.6	1,215	5.5	1,183	6.3	1,019	5.6	1,115	6.1	1,101	6.0	1,070	5.4	1,127	5.3
Central Region	1,059	4.6	1,215	5.5	1,183	6.3	1,019	5.6	1,115	6.1	1,101	6.0	1,070	5.4	1,127	5.3
Florida	317	3.2	390	3.7	491	4.7	447	4.6	479	5.2	468	4.9	534	4.9	500	4.2
Georgia	156	3.2	190	4.0	172	4.1	147	5.4	164	5.8	193	5.8	176	5.3	161	4.0
No. Carolina	287	4.3	326	5.3	386	6.3	368	6.0	419	6.2	390	5.2	347	4.4	345	4.4
So. Carolina	87	3.6	95	5.3	90	5.5	108	6.0	76	4.2	88	4.5	100	3.7	126	3.4
Tennessee	75	2.4	103	3.0	122	4.1	110	4.6	148	6.6	153	5.7	138	4.8	114	3.6
East Region	922	3.4	1,104	4.1	1,261	4.9	1,180	5.2	1,286	5.6	1,292	5.2	1,295	4.7	1,246	4.1
Total	3,102	4.3	3,597	5.0	3,851	5.8	3,174	5.3	3,458	5.8	3,542	5.5	3,441	5.0	3,367	4.5

# Orders and Absorptions (CY/PY)

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

	1Q20		2Q20		3Q20		4Q20		1Q21		2Q21		3Q21		4Q21	
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	25%	44%	27%	32%	47%	55%	37%	38%	6%	2%	-15%	-15%	-22%	-25%	15%	1%
California	111%	51%	87%	35%	158%	137%	21%	63%	-19%	23%	-11%	29%	-37%	-21%	-14%	-22%
Colorado	-2%	35%	-30%	18%	21%	107%	48%	155%	-15%	15%	18%	6%	10%	-20%	-8%	-39%
West Region	35%	41%	27%	31%	68%	88%	34%	65%	-6%	13%	-10%	-1%	-24%	-25%	2%	-14%
Texas	22%	41%	47%	58%	82%	114%	46%	83%	5%	34%	-9%	8%	-10%	-14%	11%	-5%
Central Region	22%	41%	47%	58%	82%	114%	46%	83%	5%	34%	-9%	8%	-10%	-14%	11%	-5%
Florida	5%	-1%	18%	14%	68%	73%	75%	86%	51%	65%	20%	32%	9%	6%	12%	-8%
Georgia	8%	36%	28%	59%	25%	73%	39%	176%	5%	82%	2%	47%	2%	30%	10%	-27%
No.Carolina	25%	39%	36%	59%	105%	124%	78%	105%	46%	45%	20%	-2%	-10%	-29%	-6%	-26%
So. Carolina	7%	56%	38%	129%	64%	183%	120%	246%	-13%	17%	-7%	-15%	11%	-32%	17%	-44%
Tennessee	-1%	-1%	-6%	-10%	23%	23%	112%	138%	97%	177%	49%	89%	13%	19%	4%	-21%
East Region	11%	20%	23%	36%	63%	87%	76%	118%	39%	67%	17%	25%	3%	-4%	6%	-21%
Total	23%	35%	32%	42%	71%	94%	52%	87%	11%	36%	-2%	9%	-11%	-15%	6%	-14%

# Orders and Average Communities by Product Type

**Orders and Average Communities by Product Type**

	1Q20		2Q20		3Q20		4Q20		1Q21		2Q21		3Q21		4Q21	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	1,906	119.00	2,511	128.50	2,644	131.50	2,277	133.50	2,636	144.50	2,858	161.50	2,874	178.50	2,747	196.00
1st Move-Up	1,020	96.00	938	86.50	990	69.50	762	53.00	684	44.50	595	45.50	520	46.50	576	46.00
Other	176	27.50	148	24.00	217	19.50	135	13.00	138	10.00	89	7.50	47	6.00	44	5.50
Total	3,102	242.50	3,597	239.00	3,851	220.50	3,174	199.50	3,458	199.00	3,542	214.50	3,441	231.00	3,367	247.50

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

	1Q20		2Q20		3Q20		4Q20		1Q21		2Q21		3Q21		4Q21	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	61.4%	49.1%	69.8%	53.8%	68.7%	59.6%	71.7%	66.9%	76.2%	72.6%	80.7%	75.3%	83.5%	77.3%	81.6%	79.2%
1st Move-Up	32.9%	39.6%	26.1%	36.2%	25.7%	31.5%	24.0%	26.6%	19.8%	22.4%	16.8%	21.2%	15.1%	20.1%	17.1%	18.6%
Other	5.7%	11.3%	4.1%	10.0%	5.6%	8.8%	4.3%	6.5%	4.0%	5.0%	2.5%	3.5%	1.4%	2.6%	1.3%	2.2%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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

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

# Home Closing Gross Margins and Real Estate Stats

## Home Closing Gross Margin

	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21
Home Closing Revenue	\$ 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	\$ 1,251,435	\$ 1,498,813
Cost of Home Closings	(582,188)	(703,935)	(753,068)	(884,778)	(712,057)	(810,895)	(889,654)	(1,071,375)	(813,327)	(919,342)	(879,759)	(1,064,068)
Home Closing Gross Profit	\$ 116,462	\$ 159,118	\$ 186,117	\$ 218,963	\$ 178,360	\$ 220,696	\$ 243,567	\$ 337,785	\$ 266,655	\$ 345,301	\$ 371,676	\$ 434,745
Home Closing Gross Margin	16.7%	18.4%	19.8%	19.8%	20.0%	21.4%	21.5%	24.0%	24.7%	27.3%	29.7%	29.0%

## Other

	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21
Total Lot Supply	33,809	34,654	37,300	41,399	41,501	42,861	47,875	55,502	58,085	63,336	69,767	75,049
Owned Lots (% of total)	71%	66%	66%	63%	63%	60%	58%	59%	60%	63%	64%	65%
Completed Spec Homes	800	547	639	853	746	474	314	224	154	115	68	67
Incomplete Spec Homes	1,405	1,859	2,167	2,172	1,957	1,736	1,962	2,295	2,118	2,439	2,691	3,113
Average Specs/ Ending Community	8.5	9.5	11.2	12.4	11.2	9.3	11.2	12.9	11.2	11.3	11.7	12.3

# Home Buyer Mortgage Statistics

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

	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21
Average DTI	39%	38%	38%	38%	38%	38%	38%	38%	38%	38%	38%	39%
Average FICO score	729	732	732	733	730	730	728	733	735	733	734	736
Average Down Payment	16%	16%	16%	15%	15%	13%	13%	13%	13%	14%	14%	15%
Loan Type (% of total):												
Conventional	66%	69%	69%	66%	67%	63%	64%	66%	69%	72%	72%	75%
FHA	19%	16%	15%	17%	16%	21%	22%	20%	17%	15%	15%	14%
VA	12%	13%	14%	15%	15%	14%	13%	13%	13%	12%	12%	9%
Jumbo	3%	1%	1%	1%	1%	0%	0%	0%	0%	1%	1%	2%
USDA	0%	1%	1%	1%	1%	2%	1%	1%	1%	0%	0%	0%