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THIRD QUARTER 2022 SUPPLEMENTAL DATA

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Orders and Absorptions

Quarterly Orders and Absorptions by State & Region

	4Q20	Monthly	1Q21	Monthly	2Q21	Monthly	3Q21	Monthly	4Q21	Monthly	1Q22	Monthly	2Q22	Monthly	3Q22	Monthly
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	485	4.8	602	6.1	624	5.9	550	4.8	559	4.8	550	4.6	560	3.9	232	1.4
California	280	5.2	286	5.4	344	5.9	319	5.6	242	4.0	346	5.1	355	4.3	187	1.9
Colorado	210	6.4	169	4.9	181	4.2	207	4.2	193	3.9	209	4.0	160	2.9	37	0.7
West Region	975	5.2	1,057	5.7	1,149	5.5	1,076	4.9	994	4.4	1,105	4.6	1,075	3.8	456	1.5
Texas	1,019	5.6	1,115	6.1	1,101	6.0	1,070	5.4	1,127	5.3	1,296	5.8	1,096	4.7	635	2.7
Central Region	1,019	5.6	1,115	6.1	1,101	6.0	1,070	5.4	1,127	5.3	1,296	5.8	1,096	4.7	635	2.7
Florida	447	4.6	479	5.2	468	4.9	534	4.9	500	4.2	572	4.7	685	5.6	531	5.0
Georgia	147	5.4	164	5.8	193	5.8	176	5.3	161	4.0	220	4.9	225	5.2	175	3.6
No.Carolina	368	6.0	419	6.2	390	5.2	347	4.4	345	4.4	373	4.5	391	4.3	251	2.8
So. Carolina	108	6.0	76	4.2	88	4.5	100	3.7	126	3.4	154	3.8	144	3.2	137	3.1
Tennessee	110	4.6	148	6.6	153	5.7	138	4.8	114	3.6	154	3.9	151	3.9	125	3.5
East Region	1,180	5.2	1,286	5.6	1,292	5.2	1,295	4.7	1,246	4.1	1,473	4.5	1,596	4.7	1,219	3.8
Total	3,174	5.3	3,458	5.8	3,542	5.5	3,441	5.0	3,367	4.5	3,874	4.9	3,767	4.4	2,310	2.7

Orders and Absorptions (CY/PY)

Quarterly Orders and Absorptions by State & Region (CY/PY)																
	4Q20		1Q21		2Q21		3Q21		4Q21		1Q22		2Q22		3Q22	
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	37%	38%	6%	2%	-15%	-15%	-22%	-25%	15%	1%	-9%	-25%	-10%	-34%	-58%	-70%
California	21%	63%	-19%	23%	-11%	29%	-37%	-21%	-14%	-22%	21%	-6%	3%	-27%	-41%	-65%
Colorado	48%	155%	-15%	15%	18%	6%	10%	-20%	-8%	-39%	24%	-18%	-12%	-31%	-82%	-84%
West Region	34%	65%	-6%	13%	-10%	-1%	-24%	-25%	2%	-14%	5%	-19%	-6%	-31%	-58%	-70%
Texas	46%	83%	5%	34%	-9%	8%	-10%	-14%	11%	-5%	16%	-5%	0%	-22%	-41%	-49%
Central Region	46%	83%	5%	34%	-9%	8%	-10%	-14%	11%	-5%	16%	-5%	0%	-22%	-41%	-49%
Florida	75%	86%	51%	65%	20%	32%	9%	6%	12%	-8%	19%	-10%	46%	14%	-1%	1%
Georgia	39%	176%	5%	82%	2%	47%	2%	30%	10%	-27%	34%	-16%	17%	-10%	-1%	-32%
No. Carolina	78%	105%	46%	45%	20%	-2%	-10%	-29%	-6%	-26%	-11%	-27%	0%	-17%	-28%	-36%
So. Carolina	120%	246%	-13%	17%	-7%	-15%	11%	-32%	17%	-44%	103%	-10%	64%	-29%	37%	-15%
Tennessee	112%	138%	97%	177%	49%	89%	13%	19%	4%	-21%	4%	-41%	-1%	-32%	-9%	-28%
East Region	76%	118%	39%	67%	17%	25%	3%	-4%	6%	-21%	15%	-20%	24%	-10%	-6%	-20%
Total	52%	87%	11%	36%	-2%	9%	-11%	-15%	6%	-14%	12%	-16%	6%	-20%	-33%	-46%

Orders and Average Communities by Product Type

Orders and Average Communities by Product Type

	4Q20		1Q21		2Q21		3Q21		4Q21		1Q22		2Q22		3Q22	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	2,277	133.50	2,636	144.50	2,858	161.50	2,874	178.50	2,747	196.00	3,222	212.50	3,247	232.00	2,036	234.00
1st Move-Up	762	53.00	684	44.50	595	45.50	520	46.50	576	46.00	604	46.00	497	49.00	265	51.00
Other	135	13.00	138	10.00	89	7.50	47	6.00	44	5.50	48	5.00	23	4.50	9	4.00
Total	3,174	199.50	3,458	199.00	3,542	214.50	3,441	231.00	3,367	247.50	3,874	263.50	3,767	285.50	2,310	289.00

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

	4Q20		1Q21		2Q21		3Q21		4Q21		1Q22		2Q22		3Q22	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	71.7%	66.9%	76.2%	72.6%	80.7%	75.3%	83.5%	77.3%	81.6%	79.2%	83.2%	80.6%	86.2%	81.3%	88.1%	81.0%
1st Move-Up	24.0%	26.6%	19.8%	22.4%	16.8%	21.2%	15.1%	20.1%	17.1%	18.6%	15.6%	17.5%	13.2%	17.2%	11.5%	17.6%
Other	4.3%	6.5%	4.0%	5.0%	2.5%	3.5%	1.4%	2.6%	1.3%	2.2%	1.2%	1.9%	0.6%	1.5%	0.4%	1.4%
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																
	4Q20		1Q21		2Q21		3Q21		4Q21		1Q22		2Q22		3Q22	
	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue
Arizona	21%	22%	-11%	-9%	13%	17%	24%	35%	8%	33%	12%	44%	13%	42%	13%	31%
California	56%	58%	33%	28%	29%	32%	-11%	-12%	-21%	-20%	-1%	9%	-20%	-12%	9%	33%
Colorado	-9%	-17%	-6%	-8%	-21%	-16%	-21%	-9%	-10%	12%	-25%	-8%	-12%	3%	15%	23%
West Region	25%	27%	1%	4%	10%	15%	3%	4%	-4%	5%	0%	18%	-2%	11%	12%	31%
Texas	43%	36%	24%	24%	26%	36%	-4%	10%	-10%	6%	-9%	9%	-9%	5%	20%	30%
Central Region	43%	36%	24%	24%	26%	36%	-4%	10%	-10%	6%	-9%	9%	-9%	5%	20%	30%
Florida	41%	25%	77%	50%	21%	16%	14%	12%	-20%	-13%	5%	19%	-1%	6%	10%	19%
Georgia	24%	29%	27%	31%	3%	6%	-22%	-17%	4%	22%	-13%	2%	5%	30%	-16%	2%
No. Carolina	23%	14%	35%	35%	15%	21%	26%	48%	19%	40%	-1%	11%	9%	24%	-8%	2%
So. Carolina	46%	48%	60%	60%	-17%	-7%	18%	24%	17%	29%	42%	43%	63%	57%	60%	54%
Tennessee	21%	7%	87%	54%	90%	84%	27%	28%	-26%	-16%	17%	37%	-6%	11%	9%	32%
East Region	32%	22%	55%	43%	18%	19%	13%	19%	-4%	9%	5%	18%	6%	19%	5%	15%
Total	32%	28%	25%	21%	18%	23%	4%	10%	-6%	6%	-1%	15%	-2%	11%	12%	25%

Home Closing Gross Margins and Real Estate Stats

Home Closing Gross Margin												
	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
Home Closing Revenue	\$ 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	\$ 1,245,456	\$ 1,408,947	\$ 1,569,032
Cost of Home Closings	(884,778)	(712,057)	(810,895)	(889,654)	(1,071,375)	(813,327)	(919,342)	(879,759)	(1,064,068)	(867,807)	(964,208)	(1,118,394)
Home Closing Gross Profit	\$ 218,963	\$ 178,360	\$ 220,696	\$ 243,567	\$ 337,785	\$ 266,655	\$ 345,301	\$ 371,676	\$ 434,745	\$ 377,649	\$ 444,739	\$ 450,638
Home Closing Gross Margin	19.8%	20.0%	21.4%	21.5%	24.0%	24.7%	27.3%	29.7%	29.0%	30.3%	31.6%	28.7%

Other												
	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
Total Lot Supply	41,399	41,501	42,861	47,875	55,502	58,085	63,336	69,767	75,049	75,176	71,096	66,348
Owned Lots (% of total)	63%	63%	60%	58%	59%	60%	63%	64%	65%	65%	66%	69%
Completed Spec Homes	853	746	474	314	224	154	115	68	67	41	92	301
Incomplete Spec Homes	2,172	1,957	1,736	1,962	2,295	2,118	2,439	2,691	3,113	3,203	4,360	4,372
Average Specs/ Ending Community	12.4	11.2	9.3	11.2	12.9	11.2	11.3	11.7	12.3	12.1	14.7	17.0
Cancellation Rate	16.6%	12.7%	15.4%	12.6%	13.6%	10.8%	7.8%	10.2%	12.2%	9.6%	12.9%	29.8%

Home Buyer Mortgage Statistics

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

	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22
Average DTI	38%	38%	38%	38%	38%	38%	38%	38%	39%	40%	41%	41%
Average FICO score	733	730	730	728	733	735	733	734	736	737	737	735
Average Down Payment	15%	15%	13%	13%	13%	13%	14%	14%	15%	15%	16%	16%
Loan Type (% of total):												
Conventional	66%	67%	63%	64%	66%	69%	72%	72%	75%	74%	75%	76%
FHA	17%	16%	21%	22%	20%	17%	15%	15%	14%	15%	14%	14%
VA	15%	15%	14%	13%	13%	13%	12%	12%	9%	10%	10%	9%
Jumbo	1%	1%	0%	0%	0%	0%	1%	1%	2%	1%	1%	1%
USDA	1%	1%	2%	1%	1%	1%	0%	0%	0%	0%	0%	0%