Meritage Homes®

Setting the standard for energy-efficient homes®

Strategy Delivering Results

2019 Zelman Housing Summit

Boston, MA -- September 18, 2019

LIFE. BUILT. BETTER.®

Forward-Looking Statements

This presentation and the accompanying comments during our analyst call contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements include management's projected home closings, home closing revenue, home closing gross margin and diluted earnings per share.

Such statements are based on the current beliefs and expectations of Company management, and current market conditions, which are subject to significant uncertainties and fluctuations. Actual results may differ from those set forth in the forward-looking statements. The Company makes no commitment, and disclaims any duty, to update or revise any forward-looking statements to reflect future events or changes in these expectations, except as required by law. Meritage's business is subject to a number of risks and uncertainties. As a result of those risks and uncertainties, the Company's stock and note prices may fluctuate dramatically. These risks and uncertainties include, but are not limited to, the following: changes in interest rates and the availability and pricing of residential mortgages; legislation related to tariffs; the availability and cost of finished lots and undeveloped land; shortages in the availability and cost of labor; the success of strategic initiatives; the ability of our potential buyers to sell their existing homes; inflation in the cost of materials used to develop communities and construct homes; the adverse effect of slow absorption rates; impairments of our real estate inventory; cancellation rates; competition; changes in tax laws that adversely impact us or our homebuyers; a change to the feasibility of projects under option or contract that could result in the write-down or write-off of earnest or option deposits; our potential exposure to and impacts from natural disasters or severe weather conditions; home warranty and construction defect claims; failures in health and safety performance; our success in prevailing on contested tax positions; our ability to obtain performance and surety bonds in connection with our development work; the loss of key personnel; failure to comply with laws and regulations; our limited geographic diversification; fluctuations in quarterly operating results; our level of indebtedness; our ability to obtain financing if our credit ratings are downgraded; our ability to successfully integrate acquired companies and achieve anticipated benefits from these acquisitions; our compliance with government regulations, the effect of legislative and other governmental actions, orders, policies or initiatives that impact housing, labor availability, construction, mortgage availability, our access to capital, the cost of capital or the economy in general, or other initiatives that seek to restrain growth of new housing construction or similar measures; legislation relating to energy and climate change; the replication of our energy-efficient technologies by our competitors; our exposure to information technology failures and security breach; negative publicity that affects our reputation and other factors identified in documents filed by the Company with the Securities and Exchange Commission, including those set forth in our Form 10-K for the year ended December 31, 2018 and our Form 10-Q for the quarter ended June 30, 2019 under the caption "Risk Factors," which can be found on our website at www.investors.meritagehomes.com.

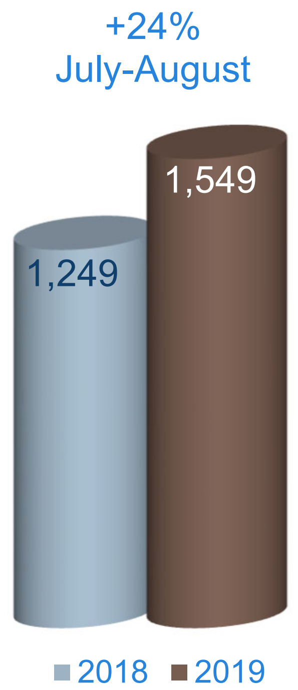
Management Representatives

Steven J. Hilton – Chairman & CEO

Hilla Sferruzza – EVP & Chief Financial Officer

Brent Anderson – VP Investor Relations

Strong order growth through August 2019



Main Drivers

- Higher absorptions per community on slightly fewer communities
- Reflects a greater percentage of entry-level communities

Strategic pivot ahead of most of our peers

- Entry-level communities up to 41% from 34%
- Entry-level orders up to 52% from 44%
- Entry-level sales/community >50% higher than move-up

MTH Key Investment Highlights

- + Strategic focus on high-demand entry-level and 1st move-up homes
- + Reducing costs & improving margins through streamlining and simplifying products and processes
- + Higher velocity in entry-level communities improves asset turnover and leverage
- + Improving operating results in East region (newer markets)

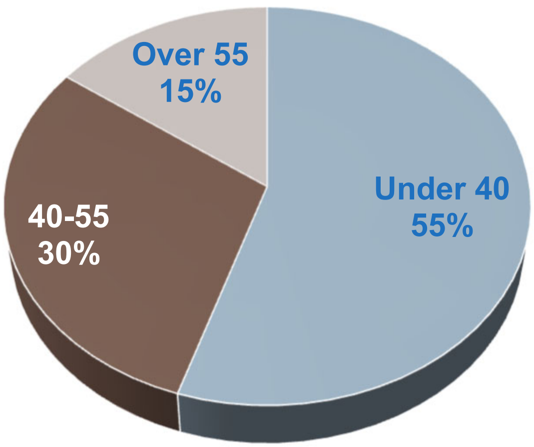
We're addressing two huge markets with our entry-level and 1st move-up homes

Millions of Millennials entering the market over the next decade in search of a new home

Millions of Baby-Boomers looking to move down and simplify their lives

LiVE.NOW.® value appeals to all ages

LiVE.NOW. Sales by age group
2017-2Q19



- Moving toward 100% of communities being entry-level (LiVE.NOW.) or 1st move-up
  - 41% EL & 45% 1MU at 6/30/19 (<14% other)
- Over 50% of LiVE.NOW. are first-time buyers
  - Other half are a mixture of move-up, move-down or rebounders
- Only half have children living with them

LiVE.NOW. homes appeal equally well to all due to the great value we provide with a variety of sizes, floorplans & attractive elevations, upgraded finishes (granite, tile, LVT, stainless steel, etc), extreme energy efficiency & M.Connected Home.® Automation Suite – together with simplified, transparent & streamlined processes

Simplifying and streamlining to reduce costs and make purchasing a home easier

Right strategy + execution = results

	2Q19	2Q18	*Y/Y*		1H19	1H18	*Y/Y*
Orders	2,735	2,250	*+22%*		5,265	4,608	*+14%*
Avg Communities	257	253	*+2%*		263	249	*+6%*
Absorptions (orders/avg community)	10.6	8.9	*+19%*		20.0	18.5	*+8%*

Highest quarterly pace since 2Q06

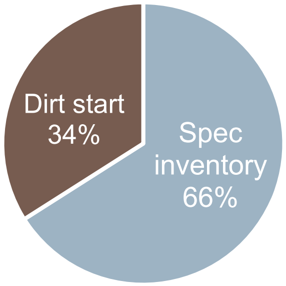
LIFE. BUILT. BETTER.®

Tenets / Goals

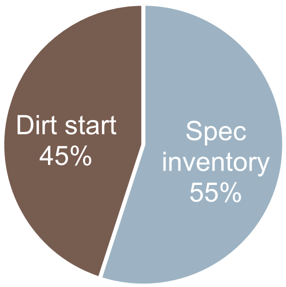
- Make all upgrade pricing transparent to the buyer
- Eliminate a la carte design studio processes
- Focus Upgrade Packages on functional areas that have high consumer value and high take rates
- Bundle Collections and Upgrades to drive option cost down and deliver significant value and higher margins
- Reduce Design Studio appointments to one

Spec inventory allows us to capture demand and convert orders to closings more quickly

2Q19 Closings



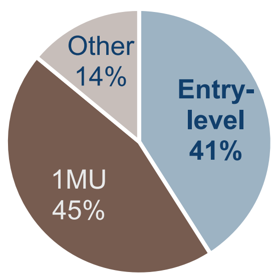
2Q18 Closings



($millions except ASP)	2Q19	2Q18	Y/Y %Chg
Beginning backlog	3,198	3,508	*-9%*
Spec inventory	**2,406**	**2,323**	***4%***
Backlog conversion rate	**70%**	**61%**	***+900 bps***
Home closings	2,253	2,139	*+5%*
ASP (closings)	$383K	$408K	*-6%*
Home closing revenue	$863.1	$872.4	*-1%*

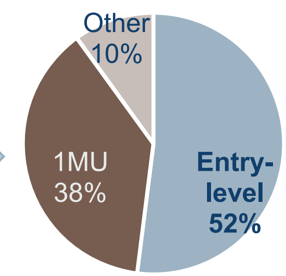
Higher absorptions in entry-level & 1st move-up communities driving order growth as mix shifts

2Q19 Communities (ending)

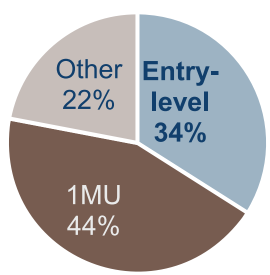


EL >1.5X absorption pace of MU

2Q19 Orders

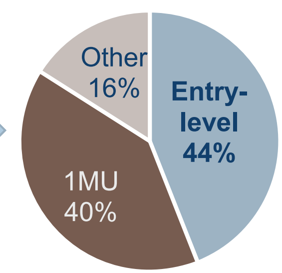


2Q18 Communities (ending)



EL ~1.5X absorption pace of MU

2Q18 Orders



Maintaining lot supply with lower land spending
Spec inventory accelerates revenue with quicker sale-to-close

Real assets key metrics	2Q19	2Q18
As of period ended June 30:		
Total lots controlled	34,654	33,719
Years supply of lots	*4.0*	*4.2*
Unsold homes (specs)	2,406	2,323
Avg specs/community:	*9.5*	*9.2*
Under construction	77%	69%
Completed	23%	31%
Land & development spending	$175M	$221M

LIFE. BUILT. BETTER.®

Guidance provided in July*

Full Year 2019	▪ 8,700-9,100 home closings ▪ $3.4-3.6 billion home closing revenue ▪ Home closing gross margin in mid-18's % ▪ Slightly higher SG&A as % of home closing revenue ▪ Interest expense trending down through 2019 ▪ Diluted EPS $5.20-5.50
3Q 2019	▪ 2,200-2,400 home closings ▪ $860-935 million home closing revenue ▪ Home closing gross margin high-18's % ▪ Diluted EPS $1.40-1.50

- 3Q19 beginning backlog +2% Y/Y
- Lower ASP due to product shift toward more entry-level
- Higher GM% reflects fewer incentives & greater efficiencies in 3Q19

**Should not be interpreted as updating or reaffirming guidance, only providing what was previously issued*

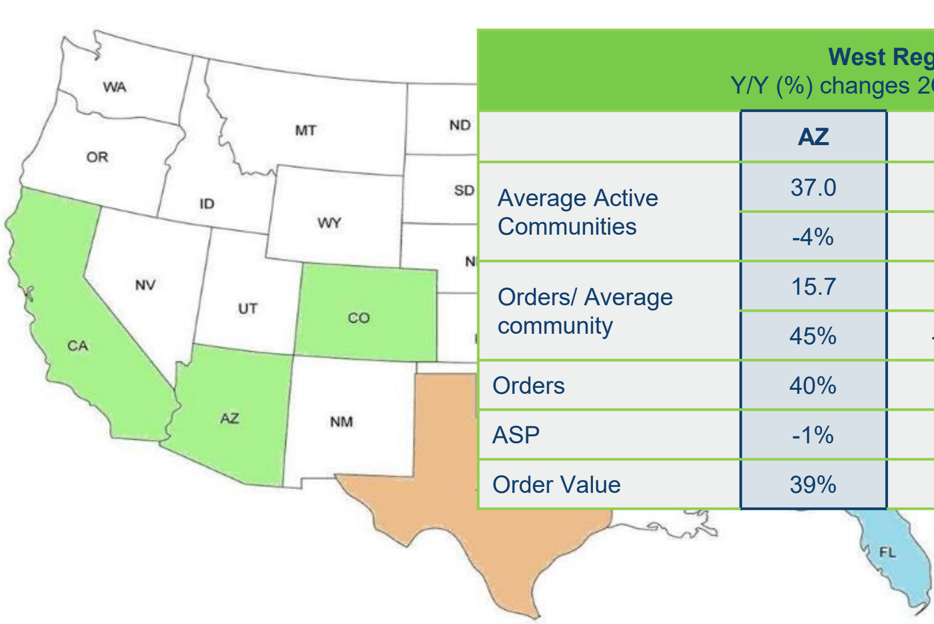
Summary

+ Healthy demand continues for entry-level homes
+ Extended spring selling season
+ Housing market drivers remain positive
+ Confident in strategic focus on entry-level & 1st move-up
+ Multiple benefits to simplified & streamlined processes


LIFE.
BUILT.
BETTER.™

Appendix

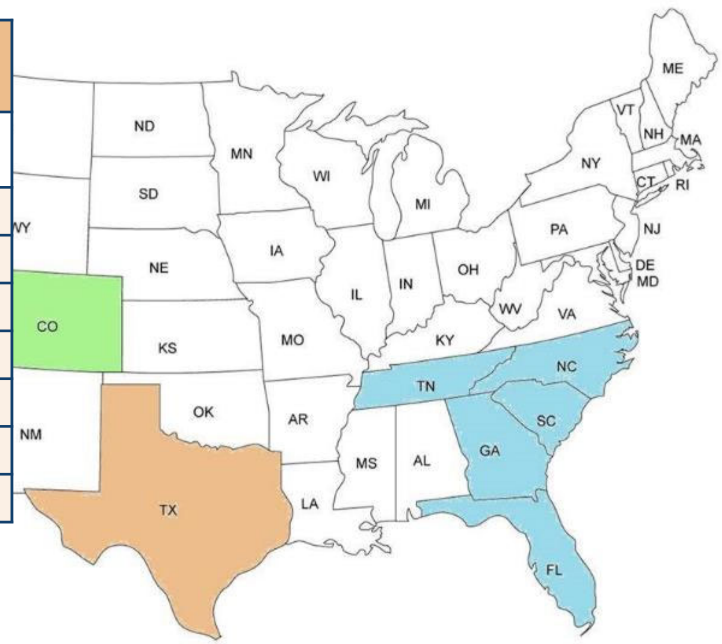
West: Highest absorptions drove 31% order growth and 22% increase in total order value



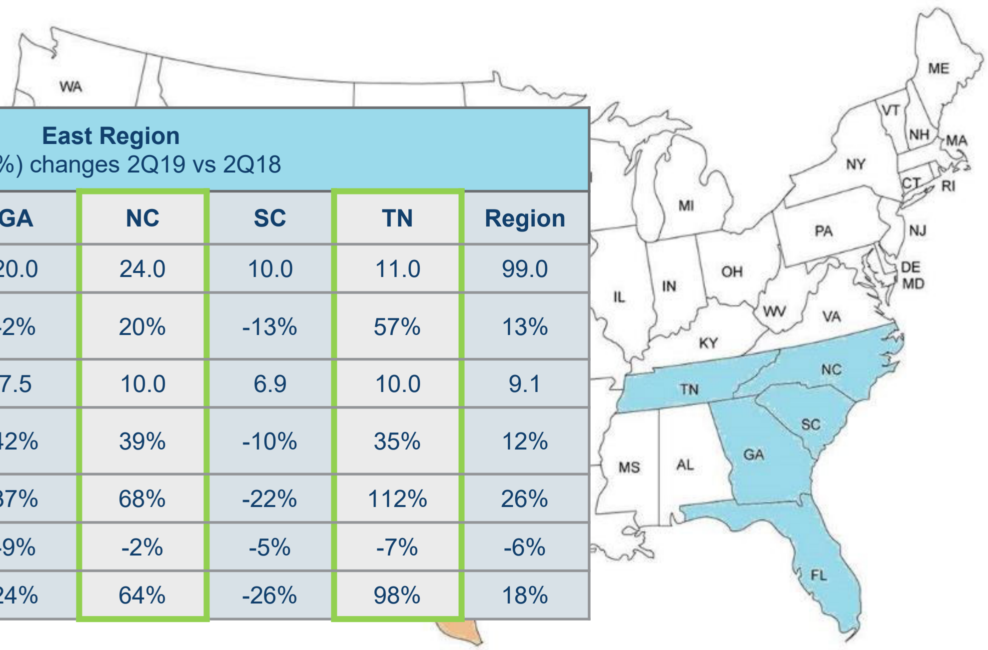
West Region Y/Y (%) changes 2Q19 vs 2Q18				
	AZ	**CA**	**CO**	Region
Average Active Communities	37.0	20.5	22.0	79.5
	-4%	37%	22%	11%
Orders/ Average community	15.7	10.1	10.0	12.7
	45%	-20%	9%	18%
Orders	40%	9%	33%	31%
ASP	-1%	-6%	-7%	-7%
Order Value	39%	3%	23%	22%

Central: Strong and steady

Central Region Y/Y (%) changes 2Q19 vs 2Q18	
	TX
Average Active Communities	78.5
	-16%
Orders/ Average Community	10.5
	28%
Orders	8%
ASP	-8%
Order Value	-1%



East: Continued improvement with 26% order growth



East Region Y/Y (%) changes 2Q19 vs 2Q18						
	FL	**GA**	**NC**	**SC**	**TN**	**Region**
Average Active Communities	34.0	20.0	24.0	10.0	11.0	99.0
	17%	-2%	20%	-13%	57%	13%
Orders/ Average Community	9.7	7.5	10.0	6.9	10.0	9.1
	-12%	42%	39%	-10%	35%	12%
Orders	3%	37%	68%	-22%	112%	26%
ASP	-7%	-9%	-2%	-5%	-7%	-6%
Order Value	-3%	24%	64%	-26%	98%	18%

LIFE. BUILT. BETTER.®

Difficult comparisons against strong first half 2018

($millions)	Year to Date Jun-30,		
	2019	**2018**	**%Chg**
Home closings	4,018	3,864	**+4%**
ASP (closings)	$389K	$414K	**-6%**
Home closing revenue	*$1,562*	*$1,601*	*-2%*
Home closing gross profit	*$276*	*$284*	*-3%*
Home closing gross margin	*17.6%*	*17.7%*	***-10 bps***
SG&A expenses	*$181*	*$179*	--
% of home closing revenue	*11.6%*	*11.2%*	*+40 bps*
Earnings before taxes	*$100*	*$120*	*-17%*
Interest expense	*$7*	--	*n/m*
Tax rate	*24%*	*19%*	*+500 bps*
Net earnings	*$76*	*$98*	***-22%***

- Increased closing volume mostly offset ASP decline from our pivot to entry-level
- Better margins on entry-level mix helped maintain gross margin (actually better than 2018 excluding 1-time item)
- Higher interest expense & income taxes accounted for most of Y/Y decline in earnings

Reconciliation of Non-GAAP Financial Metrics (cont'd)

($millions)	2013	2014	2015	2016	2017	2018	LTM 6/30/19
Total Debt	$909	$925	$1,117	$1,127	$1,284	$1,310	$1,308
Shareholders' Equity	$841	$1,109	$1,259	$1,421	$1,577	$1,721	$1,798
Total Capitalization	$1,750	$2,034	$2,376	$2,548	$2,861	$3,031	$3,106
Total Debt / Capitalization	51.9%	45.5%	47.0%	44.2%	44.9%	43.2%	42.1%