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FIRST QUARTER 2022 SUPPLEMENTAL DATA

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Orders and Absorptions

Quarterly Orders and Absorptions by State & Region

	2Q20	Monthly	3Q20	Monthly	4Q20	Monthly	1Q21	Monthly	2Q21	Monthly	3Q21	Monthly	4Q21	Monthly	1Q22	Monthly
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	737	6.9	709	6.5	485	4.8	602	6.1	624	5.9	550	4.8	559	4.8	550	4.6
California	388	4.5	510	7.1	280	5.2	286	5.4	344	5.9	319	5.6	242	4.0	346	5.1
Colorado	153	3.9	188	5.2	210	6.4	169	4.9	181	4.2	207	4.2	193	3.9	209	4.0
West Region	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	1,105	4.6
Texas	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	1,296	5.8
Central Region	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	1,296	5.8
Florida	390	3.7	491	4.7	447	4.6	479	5.2	468	4.9	534	4.9	500	4.2	572	4.7
Georgia	190	4.0	172	4.1	147	5.4	164	5.8	193	5.8	176	5.3	161	4.0	220	4.9
No.Carolina	326	5.3	386	6.3	368	6.0	419	6.2	390	5.2	347	4.4	345	4.4	373	4.5
So. Carolina	95	5.3	90	5.5	108	6.0	76	4.2	88	4.5	100	3.7	126	3.4	154	3.8
Tennessee	103	3.0	122	4.1	110	4.6	148	6.6	153	5.7	138	4.8	114	3.6	154	3.9
East Region	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	1,473	4.5
Total	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	3,874	4.9

Orders and Absorptions (CY/PY)

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

	2Q20		3Q20		4Q20		1Q21		2Q21		3Q21		4Q21		1Q22	
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	27%	32%	47%	55%	37%	38%	6%	2%	-15%	-15%	-22%	-25%	15%	1%	-9%	-25%
California	87%	35%	158%	137%	21%	63%	-19%	23%	-11%	29%	-37%	-21%	-14%	-22%	21%	-6%
Colorado	-30%	18%	21%	107%	48%	155%	-15%	15%	18%	6%	10%	-20%	-8%	-39%	24%	-18%
West Region	27%	31%	68%	88%	34%	65%	-6%	13%	-10%	-1%	-24%	-25%	2%	-14%	5%	-19%
Texas	47%	58%	82%	114%	46%	83%	5%	34%	-9%	8%	-10%	-14%	11%	-5%	16%	-5%
Central Region	47%	58%	82%	114%	46%	83%	5%	34%	-9%	8%	-10%	-14%	11%	-5%	16%	-5%
Florida	18%	14%	68%	73%	75%	86%	51%	65%	20%	32%	9%	6%	12%	-8%	19%	-10%
Georgia	28%	59%	25%	73%	39%	176%	5%	82%	2%	47%	2%	30%	10%	-27%	34%	-16%
No. Carolina	36%	59%	105%	124%	78%	105%	46%	45%	20%	-2%	-10%	-29%	-6%	-26%	-11%	-27%
So. Carolina	38%	129%	64%	183%	120%	246%	-13%	17%	-7%	-15%	11%	-32%	17%	-44%	103%	-10%
Tennessee	-6%	-10%	23%	23%	112%	138%	97%	177%	49%	89%	13%	19%	4%	-21%	4%	-41%
East Region	23%	36%	63%	87%	76%	118%	39%	67%	17%	25%	3%	-4%	6%	-21%	15%	-20%
Total	32%	42%	71%	94%	52%	87%	11%	36%	-2%	9%	-11%	-15%	6%	-14%	12%	-16%

Orders and Average Communities by Product Type

Orders and Average Communities by Product Type

	2Q20		3Q20		4Q20		1Q21		2Q21		3Q21		4Q21		1Q22	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	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	3,222	212.50
1st Move-Up	938	86.50	990	69.50	762	53.00	684	44.50	595	45.50	520	46.50	576	46.00	604	46.00
Other	148	24.00	217	19.50	135	13.00	138	10.00	89	7.50	47	6.00	44	5.50	48	5.00
Total	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	3,874	263.50

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

	2Q20		3Q20		4Q20		1Q21		2Q21		3Q21		4Q21		1Q22	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	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%	83.2%	80.6%
1st Move-Up	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%	15.6%	17.5%
Other	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%	1.2%	1.9%
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																
	2Q20		3Q20		4Q20		1Q21		2Q21		3Q21		4Q21		1Q22	
	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue
Arizona	10%	14%	-3%	-1%	21%	22%	-11%	-9%	13%	17%	24%	35%	8%	33%	12%	44%
California	87%	80%	66%	49%	56%	58%	33%	28%	29%	32%	-11%	-12%	-21%	-20%	-1%	9%
Colorado	9%	-1%	8%	3%	-9%	-17%	-6%	-8%	-21%	-16%	-21%	-9%	-10%	12%	-25%	-8%
West Region	24%	28%	17%	19%	25%	27%	1%	4%	10%	15%	3%	4%	-4%	5%	0%	18%
Texas	11%	2%	31%	26%	43%	36%	24%	24%	26%	36%	-4%	10%	-10%	6%	-9%	9%
Central Region	11%	2%	31%	26%	43%	36%	24%	24%	26%	36%	-4%	10%	-10%	6%	-9%	9%
Florida	31%	24%	12%	5%	41%	25%	77%	50%	21%	16%	14%	12%	-20%	-13%	5%	19%
Georgia	36%	36%	28%	34%	24%	29%	27%	31%	3%	6%	-22%	-17%	4%	22%	-13%	2%
No.Carolina	47%	40%	43%	27%	23%	14%	35%	35%	15%	21%	26%	48%	19%	40%	-1%	11%
So. Carolina	40%	30%	4%	7%	46%	48%	60%	60%	-17%	-7%	18%	24%	17%	29%	42%	43%
Tennessee	11%	9%	42%	38%	21%	7%	87%	54%	90%	84%	27%	28%	-26%	-16%	17%	37%
East Region	35%	29%	25%	19%	32%	22%	55%	43%	18%	19%	13%	19%	-4%	9%	5%	18%
Total	23%	20%	24%	21%	32%	28%	25%	21%	18%	23%	4%	10%	-6%	6%	-1%	15%

Home Closing Gross Margins and Real Estate Stats

Home Closing Gross Margin												
	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
Home Closing Revenue	\$ 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	\$ 1,245,456
Cost of Home Closings	(703,935)	(753,068)	(884,778)	(712,057)	(810,895)	(889,654)	(1,071,375)	(813,327)	(919,342)	(879,759)	(1,064,068)	(867,807)
Home Closing Gross Profit	\$ 159,118	\$ 186,117	\$ 218,963	\$ 178,360	\$ 220,696	\$ 243,567	\$ 337,785	\$ 266,655	\$ 345,301	\$ 371,676	\$ 434,745	\$ 377,649
Home Closing Gross Margin	18.4%	19.8%	19.8%	20.0%	21.4%	21.5%	24.0%	24.7%	27.3%	29.7%	29.0%	30.3%

Other												
	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
Total Lot Supply	34,654	37,300	41,399	41,501	42,861	47,875	55,502	58,085	63,336	69,767	75,049	75,176
Owned Lots (% of total)	66%	66%	63%	63%	60%	58%	59%	60%	63%	64%	65%	65%
Completed Spec Homes	547	639	853	746	474	314	224	154	115	68	67	41
Incomplete Spec Homes	1,859	2,167	2,172	1,957	1,736	1,962	2,295	2,118	2,439	2,691	3,113	3,203
Average Specs/ Ending Community	9.5	11.2	12.4	11.2	9.3	11.2	12.9	11.2	11.3	11.7	12.3	12.1
Cancellation Rate	12.3%	16.8%	16.6%	12.7%	15.4%	12.6%	13.6%	10.8%	7.8%	10.2%	12.2%	9.6%

Home Buyer Mortgage Statistics

MTH Mortgage Statistics (based on backlog at quarter-end)												
	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22
Average DTI	38%	38%	38%	38%	38%	38%	38%	38%	38%	38%	39%	40%
Average FICO score	732	732	733	730	730	728	733	735	733	734	736	737
Average Down Payment	16%	16%	15%	15%	13%	13%	13%	13%	14%	14%	15%	15%
Loan Type (% of total):												
Conventional	69%	69%	66%	67%	63%	64%	66%	69%	72%	72%	75%	74%
FHA	16%	15%	17%	16%	21%	22%	20%	17%	15%	15%	14%	15%
VA	13%	14%	15%	15%	14%	13%	13%	13%	12%	12%	9%	10%
Jumbo	1%	1%	1%	1%	0%	0%	0%	0%	1%	1%	2%	1%
USDA	1%	1%	1%	1%	2%	1%	1%	1%	0%	0%	0%	0%