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# SECOND QUARTER 2022 SUPPLEMENTAL DATA

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# Orders and Absorptions

## Quarterly Orders and Absorptions by State & Region

	3Q20	Monthly	4Q20	Monthly	1Q21	Monthly	2Q21	Monthly	3Q21	Monthly	4Q21	Monthly	1Q22	Monthly	2Q22	Monthly
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	709	6.5	485	4.8	602	6.1	624	5.9	550	4.8	559	4.8	550	4.6	560	3.9
California	510	7.1	280	5.2	286	5.4	344	5.9	319	5.6	242	4.0	346	5.1	355	4.3
Colorado	188	5.2	210	6.4	169	4.9	181	4.2	207	4.2	193	3.9	209	4.0	160	2.9
West Region	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	1,075	3.8
Texas	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	1,096	4.7
Central Region	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	1,096	4.7
Florida	491	4.7	447	4.6	479	5.2	468	4.9	534	4.9	500	4.2	572	4.7	685	5.6
Georgia	172	4.1	147	5.4	164	5.8	193	5.8	176	5.3	161	4.0	220	4.9	225	5.2
No.Carolina	386	6.3	368	6.0	419	6.2	390	5.2	347	4.4	345	4.4	373	4.5	391	4.3
So. Carolina	90	5.5	108	6.0	76	4.2	88	4.5	100	3.7	126	3.4	154	3.8	144	3.2
Tennessee	122	4.1	110	4.6	148	6.6	153	5.7	138	4.8	114	3.6	154	3.9	151	3.9
East Region	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	1,596	4.7
Total	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	3,767	4.4

# Orders and Absorptions (CY/PY)

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

	3Q20		4Q20		1Q21		2Q21		3Q21		4Q21		1Q22		2Q22	
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	47%	55%	37%	38%	6%	2%	-15%	-15%	-22%	-25%	15%	1%	-9%	-25%	-10%	-34%
California	158%	137%	21%	63%	-19%	23%	-11%	29%	-37%	-21%	-14%	-22%	21%	-6%	3%	-27%
Colorado	21%	107%	48%	155%	-15%	15%	18%	6%	10%	-20%	-8%	-39%	24%	-18%	-12%	-31%
West Region	68%	88%	34%	65%	-6%	13%	-10%	-1%	-24%	-25%	2%	-14%	5%	-19%	-6%	-31%
Texas	82%	114%	46%	83%	5%	34%	-9%	8%	-10%	-14%	11%	-5%	16%	-5%	0%	-22%
Central Region	82%	114%	46%	83%	5%	34%	-9%	8%	-10%	-14%	11%	-5%	16%	-5%	0%	-22%
Florida	68%	73%	75%	86%	51%	65%	20%	32%	9%	6%	12%	-8%	19%	-10%	46%	14%
Georgia	25%	73%	39%	176%	5%	82%	2%	47%	2%	30%	10%	-27%	34%	-16%	17%	-10%
No.Carolina	105%	124%	78%	105%	46%	45%	20%	-2%	-10%	-29%	-6%	-26%	-11%	-27%	0%	-17%
So. Carolina	64%	183%	120%	246%	-13%	17%	-7%	-15%	11%	-32%	17%	-44%	103%	-10%	64%	-29%
Tennessee	23%	23%	112%	138%	97%	177%	49%	89%	13%	19%	4%	-21%	4%	-41%	-1%	-32%
East Region	63%	87%	76%	118%	39%	67%	17%	25%	3%	-4%	6%	-21%	15%	-20%	24%	-10%
Total	71%	94%	52%	87%	11%	36%	-2%	9%	-11%	-15%	6%	-14%	12%	-16%	6%	-20%

# Orders and Average Communities by Product Type

**Orders and Average Communities by Product Type**

	3Q20		4Q20		1Q21		2Q21		3Q21		4Q21		1Q22		2Q22	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	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	3,247	232.00
1st Move-Up	990	69.50	762	53.00	684	44.50	595	45.50	520	46.50	576	46.00	604	46.00	497	49.00
Other	217	19.50	135	13.00	138	10.00	89	7.50	47	6.00	44	5.50	48	5.00	23	4.50
Total	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	3,767	285.50

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

	3Q20		4Q20		1Q21		2Q21		3Q21		4Q21		1Q22		2Q22	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	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%	86.2%	81.3%
1st Move-Up	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%	13.2%	17.2%
Other	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%	0.6%	1.5%
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																
	3Q20		4Q20		1Q21		2Q21		3Q21		4Q21		1Q22		2Q22	
	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue
Arizona	-3%	-1%	21%	22%	-11%	-9%	13%	17%	24%	35%	8%	33%	12%	44%	13%	42%
California	66%	49%	56%	58%	33%	28%	29%	32%	-11%	-12%	-21%	-20%	-1%	9%	-20%	-12%
Colorado	8%	3%	-9%	-17%	-6%	-8%	-21%	-16%	-21%	-9%	-10%	12%	-25%	-8%	-12%	3%
West Region	17%	19%	25%	27%	1%	4%	10%	15%	3%	4%	-4%	5%	0%	18%	-2%	11%
Texas	31%	26%	43%	36%	24%	24%	26%	36%	-4%	10%	-10%	6%	-9%	9%	-9%	5%
Central Region	31%	26%	43%	36%	24%	24%	26%	36%	-4%	10%	-10%	6%	-9%	9%	-9%	5%
Florida	12%	5%	41%	25%	77%	50%	21%	16%	14%	12%	-20%	-13%	5%	19%	-1%	6%
Georgia	28%	34%	24%	29%	27%	31%	3%	6%	-22%	-17%	4%	22%	-13%	2%	5%	30%
No.Carolina	43%	27%	23%	14%	35%	35%	15%	21%	26%	48%	19%	40%	-1%	11%	9%	24%
So. Carolina	4%	7%	46%	48%	60%	60%	-17%	-7%	18%	24%	17%	29%	42%	43%	63%	57%
Tennessee	42%	38%	21%	7%	87%	54%	90%	84%	27%	28%	-26%	-16%	17%	37%	-6%	11%
East Region	25%	19%	32%	22%	55%	43%	18%	19%	13%	19%	-4%	9%	5%	18%	6%	19%
Total	24%	21%	32%	28%	25%	21%	18%	23%	4%	10%	-6%	6%	-1%	15%	-2%	11%

# Home Closing Gross Margins and Real Estate Stats

Home Closing Gross Margin												
	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
Home Closing Revenue	\$ 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	\$ 1,408,947
Cost of Home Closings	(753,068)	(884,778)	(712,057)	(810,895)	(889,654)	(1,071,375)	(813,327)	(919,342)	(879,759)	(1,064,068)	(867,807)	(964,208)
Home Closing Gross Profit	\$ 186,117	\$ 218,963	\$ 178,360	\$ 220,696	\$ 243,567	\$ 337,785	\$ 266,655	\$ 345,301	\$ 371,676	\$ 434,745	\$ 377,649	\$ 444,739
Home Closing Gross Margin	19.8%	19.8%	20.0%	21.4%	21.5%	24.0%	24.7%	27.3%	29.7%	29.0%	30.3%	31.6%

Other												
	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
Total Lot Supply	37,300	41,399	41,501	42,861	47,875	55,502	58,085	63,336	69,767	75,049	75,176	71,096
Owned Lots (% of total)	66%	63%	63%	60%	58%	59%	60%	63%	64%	65%	65%	66%
Completed Spec Homes	639	853	746	474	314	224	154	115	68	67	41	92
Incomplete Spec Homes	2,167	2,172	1,957	1,736	1,962	2,295	2,118	2,439	2,691	3,113	3,203	4,360
Average Specs/ Ending Community	11.2	12.4	11.2	9.3	11.2	12.9	11.2	11.3	11.7	12.3	12.1	14.7
Cancellation Rate	16.8%	16.6%	12.7%	15.4%	12.6%	13.6%	10.8%	7.8%	10.2%	12.2%	9.6%	12.9%



# Home Buyer Mortgage Statistics

MTH Mortgage Statistics (based on backlog at quarter-end)												
	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22
Average DTI	38%	38%	38%	38%	38%	38%	38%	38%	38%	39%	40%	41%
Average FICO score	732	733	730	730	728	733	735	733	734	736	737	737
Average Down Payment	16%	15%	15%	13%	13%	13%	13%	14%	14%	15%	15%	16%
Loan Type (% of total):												
Conventional	69%	66%	67%	63%	64%	66%	69%	72%	72%	75%	74%	75%
FHA	15%	17%	16%	21%	22%	20%	17%	15%	15%	14%	15%	14%
VA	14%	15%	15%	14%	13%	13%	13%	12%	12%	9%	10%	10%
Jumbo	1%	1%	1%	0%	0%	0%	0%	1%	1%	2%	1%	1%
USDA	1%	1%	1%	2%	1%	1%	1%	0%	0%	0%	0%	0%