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FOURTH QUARTER 2022 SUPPLEMENTAL DATA

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Orders and Absorptions

Quarterly Orders and Absorptions by State & Region

	1Q21	Monthly	2Q21	Monthly	3Q21	Monthly	4Q21	Monthly	1Q22	Monthly	2Q22	Monthly	3Q22	Monthly	4Q22	Monthly
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	602	6.1	624	5.9	550	4.8	559	4.8	550	4.6	560	3.9	232	1.4	198	1.3
California	286	5.4	344	5.9	319	5.6	242	4.0	346	5.1	355	4.3	187	1.9	246	2.6
Colorado	169	4.9	181	4.2	207	4.2	193	3.9	209	4.0	160	2.9	37	0.7	18	0.3
West Region	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	462	1.6
Texas	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	614	2.6
Central Region	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	614	2.6
Florida	479	5.2	468	4.9	534	4.9	500	4.2	572	4.7	685	5.6	531	5.0	252	2.8
Georgia	164	5.8	193	5.8	176	5.3	161	4.0	220	4.9	225	5.2	175	3.6	117	2.1
No. Carolina	419	6.2	390	5.2	347	4.4	345	4.4	373	4.5	391	4.3	251	2.8	182	2.2
So. Carolina	76	4.2	88	4.5	100	3.7	126	3.4	154	3.8	144	3.2	137	3.1	94	2.8
Tennessee	148	6.6	153	5.7	138	4.8	114	3.6	154	3.9	151	3.9	125	3.5	87	2.8
East Region	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	732	2.5
Total	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	1,808	2.2

Orders and Absorptions (CY/PY)

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

	1Q21		2Q21		3Q21		4Q21		1Q22		2Q22		3Q22		4Q22	
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	6%	2%	-15%	-15%	-22%	-25%	15%	1%	-9%	-25%	-10%	-34%	-58%	-70%	-65%	-73%
California	-19%	23%	-11%	29%	-37%	-21%	-14%	-22%	21%	-6%	3%	-27%	-41%	-65%	2%	-35%
Colorado	-15%	15%	18%	6%	10%	-20%	-8%	-39%	24%	-18%	-12%	-31%	-82%	-84%	-91%	-92%
West Region	-6%	13%	-10%	-1%	-24%	-25%	2%	-14%	5%	-19%	-6%	-31%	-58%	-70%	-54%	-64%
Texas	5%	34%	-9%	8%	-10%	-14%	11%	-5%	16%	-5%	0%	-22%	-41%	-49%	-46%	-51%
Central Region	5%	34%	-9%	8%	-10%	-14%	11%	-5%	16%	-5%	0%	-22%	-41%	-49%	-46%	-51%
Florida	51%	65%	20%	32%	9%	6%	12%	-8%	19%	-10%	46%	14%	-1%	1%	-50%	-33%
Georgia	5%	82%	2%	47%	2%	30%	10%	-27%	34%	-16%	17%	-10%	-1%	-32%	-27%	-48%
No. Carolina	46%	45%	20%	-2%	-10%	-29%	-6%	-26%	-11%	-27%	0%	-17%	-28%	-36%	-47%	-50%
So. Carolina	-13%	17%	-7%	-15%	11%	-32%	17%	-44%	103%	-10%	64%	-29%	37%	-15%	-25%	-18%
Tennessee	97%	177%	49%	89%	13%	19%	4%	-21%	4%	-41%	-1%	-32%	-9%	-28%	-24%	-22%
East Region	39%	67%	17%	25%	3%	-4%	6%	-21%	15%	-20%	24%	-10%	-6%	-20%	-41%	-39%
Total	11%	36%	-2%	9%	-11%	-15%	6%	-14%	12%	-16%	6%	-20%	-33%	-46%	-46%	-51%

Orders and Average Communities by Product Type

Orders and Average Communities by Product Type

	1Q21		2Q21		3Q21		4Q21		1Q22		2Q22		3Q22		4Q22	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	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	1,617	219.50
1st Move-Up	684	44.50	595	45.50	520	46.50	576	46.00	604	46.00	497	49.00	265	51.00	187	49.50
Other	138	10.00	89	7.50	47	6.00	44	5.50	48	5.00	23	4.50	9	4.00	4	4.00
Total	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	1,808	273.00

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

	1Q21		2Q21		3Q21		4Q21		1Q22		2Q22		3Q22		4Q22	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	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%	89.4%	80.4%
1st Move-Up	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%	10.4%	18.1%
Other	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%	0.2%	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																
	1Q21		2Q21		3Q21		4Q21		1Q22		2Q22		3Q22		4Q22	
	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue
Arizona	-11%	-9%	13%	17%	24%	35%	8%	33%	12%	44%	13%	42%	13%	31%	-21%	-18%
California	33%	28%	29%	32%	-11%	-12%	-21%	-20%	-1%	9%	-20%	-12%	9%	33%	17%	26%
Colorado	-6%	-8%	-21%	-16%	-21%	-9%	-10%	12%	-25%	-8%	-12%	3%	15%	23%	22%	28%
West Region	1%	4%	10%	15%	3%	4%	-4%	5%	0%	18%	-2%	11%	12%	31%	-5%	5%
Texas	24%	24%	26%	36%	-4%	10%	-10%	6%	-9%	9%	-9%	5%	20%	30%	37%	43%
Central Region	24%	24%	26%	36%	-4%	10%	-10%	6%	-9%	9%	-9%	5%	20%	30%	37%	43%
Florida	77%	50%	21%	16%	14%	12%	-20%	-13%	5%	19%	-1%	6%	10%	19%	86%	90%
Georgia	27%	31%	3%	6%	-22%	-17%	4%	22%	-13%	2%	5%	30%	-16%	2%	65%	71%
No. Carolina	35%	35%	15%	21%	26%	48%	19%	40%	-1%	11%	9%	24%	-8%	2%	9%	12%
So. Carolina	60%	60%	-17%	-7%	18%	24%	17%	29%	42%	43%	63%	57%	60%	54%	71%	48%
Tennessee	87%	54%	90%	84%	27%	28%	-26%	-16%	17%	37%	-6%	11%	9%	32%	97%	126%
East Region	55%	43%	18%	19%	13%	19%	-4%	9%	5%	18%	6%	19%	5%	15%	57%	60%
Total	25%	21%	18%	23%	4%	10%	-6%	6%	-1%	15%	-2%	11%	12%	25%	29%	32%

Home Closing Gross Margins and Real Estate Stats

Home Closing Gross Margin												
	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Home Closing	\$ 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	\$ 1,984,063
Cost of Home	(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)	(1,484,071)
Home Closing	\$ 178,360	\$ 220,696	\$ 243,567	\$ 337,785	\$ 266,655	\$ 345,301	\$ 371,676	\$ 434,745	\$ 377,649	\$ 444,739	\$ 450,638	\$ 499,992
Home Closing	20.0%	21.4%	21.5%	24.0%	24.7%	27.3%	29.7%	29.0%	30.3%	31.6%	28.7%	25.2%

Other												
	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Total Lot Supply	41,501	42,861	47,875	55,502	58,085	63,336	69,767	75,049	75,176	71,096	66,348	63,182
Owned Lots (% of	63%	60%	58%	59%	60%	63%	64%	65%	65%	66%	69%	73%
Completed Spec	746	474	314	224	154	115	68	67	41	92	301	757
Incomplete Spec	1,957	1,736	1,962	2,295	2,118	2,439	2,691	3,113	3,203	4,360	4,372	4,134
Ending												
Community	11.2	9.3	11.2	12.9	11.2	11.3	11.7	12.3	12.1	14.7	17.0	18.0
Cancellation Rate	12.7%	15.4%	12.6%	13.6%	10.8%	7.8%	10.2%	12.2%	9.6%	12.9%	29.8%	39.3%

Home Buyer Mortgage Statistics

MTH Mortgage Statistics (based on backlog at quarter-end)												
	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Average DTI	38%	38%	38%	38%	38%	38%	38%	39%	40%	41%	41%	41%
Average FICO score	730	730	728	733	735	733	734	736	737	737	735	735
Average Down Payment	15%	13%	13%	13%	13%	14%	14%	15%	15%	16%	16%	16%
Loan Type (% of total):												
Conventional	67%	63%	64%	66%	69%	72%	72%	75%	74%	75%	76%	74%
FHA	16%	21%	22%	20%	17%	15%	15%	14%	15%	14%	14%	17%
VA	15%	14%	13%	13%	13%	12%	12%	9%	10%	10%	9%	8%
Jumbo	1%	0%	0%	0%	0%	1%	1%	2%	1%	1%	1%	1%
USDA	1%	2%	1%	1%	1%	0%	0%	0%	0%	0%	0%	0%