



FOURTH QUARTER 2023 SUPPLEMENTAL DATA

Orders and Absorptions by Region

Orders and YOY Variance

	1Q22		2Q22		3Q22		4Q22		1Q23		2Q23		3Q23		4Q23	
	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var
West	1,105	5%	1,075	-6%	456	-58%	462	-54	1,286	16%	990	-8%	985	116%	722	56%
Central	1,296	16%	1,096	0%	635	-41%	614	-46%	1,073	-17%	1,065	-3%	1,099	73%	1,054	72%
East	1,473	15%	1,596	24%	1,219	-6%	732	-41%	1,128	-23%	1,285	-19%	1,390	14%	1,116	52%
Total	3,874	12%	3,767	6%	2,310	-33%	1,808	-46%	3,487	-10%	3,340	-11%	3,474	50%	2,892	60%

Absorptions and YOY Variance

	1Q22		2Q22		3Q22		4Q22		1Q23		2Q23		3Q23		4Q23	
	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var
West	4.6	-19%	3.8	-31%	1.5	-70%	1.6	-64%	4.5	-2%	3.4	-11%	3.6	140%	3.0	88%
Central	5.8	-5%	4.7	-22%	2.7	-49%	2.6	-51%	4.4	-24%	4.3	-9%	4.5	67%	4.1	58%
East	4.5	-20%	4.7	-10%	3.8	-20%	2.5	-39%	3.8	-16%	4.1	-13%	4.3	13%	3.5	40%
Total	4.9	-16%	4.4	-20%	2.7	-46%	2.2	-51%	4.2	-14%	3.9	-11%	4.1	52%	3.6	64%

Orders and Average Communities by Product Type

Orders and % of Total

	1Q22		2Q22		3Q22		4Q22		1Q23		2Q23		3Q23		4Q23	
	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total
Entry-Level	3,222	83%	3,247	86%	2,036	88%	1,617	89%	3,018	87%	2,842	85%	3,054	88%	2,547	88%
1 st Move-up	604	16%	497	13%	265	12%	187	11%	457	13%	479	14%	410	12%	337	12%
Other	48	1%	23	1%	9	0%	4	0%	12	0%	19	1%	10	0%	8	0%
Total	3,874	100%	3,767	100%	2,310	100%	1,808	100%	3,487	100%	3,340	100%	3,474	100%	2,892	100%

Average Communities and % of Total

	1Q22		2Q22		3Q22		4Q22		1Q23		2Q23		3Q23		4Q23	
	Count	% Total	Count	% Total	Count	% Total	Count	% Total	Count	% Total	Count	% Total	Count	% Total	Count	% Total
Entry-Level	212.5	81%	232.0	81%	234.0	81%	219.5	80%	221.5	81%	234.5	82%	238.5	85%	236.5	87%
1 st Move-up	46.0	17%	49.0	17%	51.0	18%	49.5	18%	49.5	18%	48.0	17%	42.0	15%	33.5	13%
Other	5.0	2%	4.5	2%	4.0	1%	4.0	2%	3.5	1%	2.0	1%	1.0	0%	1.0	0%
Total	263.5	100%	285.5	100%	289.0	100%	273.0	100%	274.5	100%	284.5	100%	281.5	100%	271.0	100%

Home Closings and Home Closing Revenue by Region

Closings and YOY Variance

	1Q22		2Q22		3Q22		4Q22		1Q23		2Q23		3Q23		4Q23	
	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var
West	864	0%	925	-2%	1,086	12%	1,217	-5%	785	-9%	997	8%	1,172	8%	1,155	-5%
Central	873	-9%	1,048	-9%	1,218	20%	1,417	37%	1,048	20%	1,094	4%	1,102	-10%	1,242	-12%
East	1,121	5%	1,248	6%	1,183	5%	1,906	57%	1,064	-5%	1,399	12%	1,364	15%	1,554	-18%
Total	2,858	-1%	3,221	-2%	3,487	12%	4,540	29%	2,897	1%	3,490	8%	3,638	4%	3,951	-13%

Home Closing Revenue and YOY Variance

(Revenue In Millions)	1Q22		2Q22		3Q22		4Q22		1Q23		2Q23		3Q23		4Q23	
	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var
West	\$463	18%	\$486	11%	\$590	31%	\$662	5%	\$417	-10%	\$519	7%	\$607	3%	\$564	-15%
Central	\$348	9%	\$422	5%	\$500	30%	\$566	43%	\$425	22%	\$457	8%	\$452	-10%	\$465	-18%
East	\$434	18%	\$501	19%	\$479	15%	\$756	60%	\$420	-3%	\$567	13%	\$551	15%	\$613	-19%
Total	\$1,245	15%	\$1,409	11%	\$1,569	25%	\$1,984	32%	\$1,262	1%	\$1,543	10%	\$1,610	3%	\$1,642	-17%

Real Estate Statistics

	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Total Lot Supply	75,176	71,096	66,348	63,182	60,942	59,683	60,662	64,313
Owned Lots (% total)	65%	66%	69%	73%	75%	76%	74%	72%
Completed Spec Homes	41	92	301	757	975	801	800	1,110
Incomplete Spec Homes	3,203	4,360	4,372	4,134	2,890	3,672	4,105	4,767
Total Specs	3,244	4,452	4,673	4,891	3,865	4,473	4,905	5,877
Starts	4,020	5,019	2,722	2,086	2,462	4,096	3,989	3,977
Cancellation Rate	10%	13%	30%	39%	15%	12%	11%	13%
Avg Specs / Ending Community	12.1	14.7	17.0	18.0	13.9	15.4	18.0	21.8

Homebuyer Mortgage Statistics

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

	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
Average DTI	40%	41%	41%	41%	41%	41%	42%	41%
Average FICO Score	737	737	735	735	736	734	737	739
Average Down Payment	15%	16%	16%	16%	15%	16%	16%	17%
Loan Type (% of total)								
Conventional	74%	75%	76%	74%	69%	66%	64%	66%
FHA	15%	14%	14%	17%	21%	22%	25%	24%
VA	10%	10%	9%	8%	10%	12%	11%	9%
Jumbo	1%	1%	1%	1%	0%	0%	0%	1%
USDA	0%	0%	0%	0%	0%	0%	0%	0%