



Third Quarter 2020 Supplemental Data

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Orders and absorptions

Quarterly Orders and Absorptions by State & Region														
	1Q19		2Q19		3Q19		4Q19		1Q20		2Q20		3Q20	
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	457	12.4	582	15.7	482	12.5	354	10.4	570	17.8	737	20.8	709	19.4
California	167	8.8	207	10.1	198	9.0	231	9.6	352	13.3	388	13.6	510	21.3
Colorado	204	9.5	220	10.0	156	7.6	142	7.5	199	12.8	153	11.8	188	15.7
Nevada	-	-	-	-	-	-	-	-	-	-	-	-	-	-
West Region	828	10.7	1,009	12.7	836	10.3	727	9.4	1,121	15.1	1,278	16.6	1,407	19.4
Texas	870	9.7	827	10.5	649	8.8	697	9.2	1,059	13.7	1,215	16.6	1,183	18.8
Central Region	870	9.7	827	10.5	649	8.8	697	9.2	1,059	13.7	1,215	16.6	1,183	18.8
Florida	301	9.6	331	9.7	293	8.1	255	7.4	317	9.5	390	11.1	491	14.0
Georgia	144	7.0	149	7.5	138	7.1	106	5.9	156	9.5	190	11.9	172	12.3
No. Carolina	230	9.2	240	10.0	188	8.4	207	8.8	287	12.8	326	15.9	386	18.8
So. Carolina	81	7.0	69	6.9	55	5.8	49	5.2	87	10.9	95	15.8	90	16.4
Tennessee	76	7.2	110	10.0	99	9.9	52	5.8	75	7.1	103	9.0	122	12.2
East Region	832	8.4	899	9.1	773	7.9	669	7.1	922	10.1	1,104	12.4	1,261	14.8
Total	2,530	9.5	2,735	10.6	2,258	9.0	2,093	8.5	3,102	12.8	3,597	15.1	3,851	17.5

Orders and absorptions (CY/PY)

Quarterly Orders and Absorptions by State & Region (CY/PY)															
	1Q19		2Q19		3Q19		4Q19		1Q20		2Q20		3Q20		
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	
Arizona	0%	2%	40%	45%	39%	51%	18%	46%	25%	44%	27%	32%	47%	55%	
California	-24%	-30%	9%	-20%	90%	25%	112%	37%	111%	51%	87%	35%	158%	137%	
Colorado	17%	-24%	33%	9%	-1%	-6%	22%	29%	-2%	35%	-30%	18%	21%	107%	
West Region	-3%	-13%	31%	18%	38%	29%	38%	38%	35%	41%	27%	31%	68%	88%	
Texas	8%	13%	8%	28%	2%	26%	18%	46%	22%	41%	47%	58%	82%	114%	
Central Region	8%	13%	8%	28%	2%	26%	18%	46%	22%	41%	47%	58%	82%	114%	
Florida	14%	2%	3%	-12%	27%	5%	34%	19%	5%	-1%	18%	14%	68%	73%	
Georgia	-3%	-5%	37%	42%	55%	69%	13%	37%	8%	36%	28%	59%	25%	73%	
No.Carolina	46%	8%	68%	39%	35%	21%	39%	33%	25%	39%	36%	59%	105%	124%	
So. Carolina	1%	9%	-22%	-10%	-15%	3%	-26%	-5%	7%	56%	38%	129%	64%	183%	
Tennessee	58%	-10%	112%	35%	62%	46%	37%	53%	-1%	-1%	-6%	-10%	23%	23%	
East Region	20%	2%	26%	12%	32%	23%	25%	29%	11%	20%	23%	36%	63%	87%	
Total	7%	0%	22%	19%	24%	27%	27%	37%	23%	35%	32%	42%	71%	94%	

Orders and average communities by product type

Orders and Average Communities by Product Type														
	1Q19		2Q19		3Q19		4Q19		1Q20		2Q20		3Q20	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	1,130	91.50	1,408	99.00	1,218	106.00	1,146	111.00	1,906	119.00	2,511	128.50	2,644	131.50
1st Move-Up	1,079	132.50	1,048	120.50	853	111.50	778	103.50	1,020	96.00	938	86.50	990	69.50
Other	321	42.00	279	37.50	187	34.50	169	32.50	176	27.50	148	24.00	217	19.50
Total	2,530	266.00	2,735	257.00	2,258	252.00	2,093	247.00	3,102	242.50	3,597	239.00	3,851	220.50
Orders and Average Communities by Product Type (Pct% of Totals)														
	1Q19		2Q19		3Q19		4Q19		1Q20		2Q20		3Q20	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	45%	34%	51%	39%	54%	42%	55%	45%	61%	49%	70%	54%	69%	60%
1st Move-Up	43%	50%	38%	47%	38%	44%	37%	42%	33%	40%	26%	36%	26%	32%
Other	13%	16%	10%	15%	8%	14%	8%	13%	6%	11%	4%	10%	6%	9%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Home closings and home closing revenue (CY/PY)

Closings and Home Closing Revenue CY/PY														
	1Q19		2Q19		3Q19		4Q19		1Q20		2Q20		3Q20	
	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue
Arizona	8%	8%	6%	6%	7%	7%	28%	33%	55%	54%	10%	14%	-3%	-1%
California	-43%	-46%	-36%	-41%	-3%	-5%	38%	26%	58%	57%	87%	80%	66%	49%
Colorado	80%	63%	4%	1%	6%	-2%	-4%	-8%	10%	3%	9%	-1%	8%	3%
West Region	0%	-10%	-6%	-15%	4%	0%	23%	19%	43%	38%	24%	28%	17%	19%
Texas	0%	0%	11%	12%	12%	9%	-4%	-8%	43%	34%	11%	2%	31%	26%
Central Region	0%	0%	11%	12%	12%	9%	-4%	-8%	43%	34%	11%	2%	31%	26%
Florida	-13%	-19%	12%	1%	21%	12%	17%	17%	4%	3%	31%	24%	12%	5%
Georgia	63%	69%	17%	24%	0%	-1%	-3%	-7%	-3%	0%	36%	36%	28%	34%
No. Carolina	22%	12%	1%	-8%	25%	23%	60%	57%	42%	40%	47%	40%	43%	27%
So. Carolina	-14%	-11%	-8%	-14%	9%	1%	-29%	-32%	-7%	-11%	40%	30%	4%	7%
Tennessee	18%	16%	92%	81%	86%	80%	63%	64%	-5%	-3%	11%	9%	42%	38%
East Region	7%	1%	11%	4%	20%	15%	20%	19%	10%	10%	35%	29%	25%	19%
Total	2%	-4%	5%	-1%	12%	7%	13%	11%	31%	27%	23%	20%	24%	21%

Home closing gross margins and real estate stats

Home Closing Gross Margin											
	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20
Home Closing Revenue	\$ 728,532	\$ 872,383	\$ 877,734	\$ 996,063	\$ 698,650	\$ 863,053	\$ 939,185	\$ 1,103,741	\$ 890,417	\$ 1,031,591	\$ 1,133,221
Cost of Home Closings	(604,202)	(712,868)	(719,142)	(806,550)	(582,188)	(703,935)	(753,068)	(884,778)	(712,057)	(810,895)	(889,654)
Home Closing Gross Profit	\$ 124,330	\$ 159,515	\$ 158,592	\$ 189,513	\$ 116,462	\$ 159,118	\$ 186,117	\$ 218,963	\$ 178,360	\$ 220,696	\$ 243,567
Home Closing Gross Margin	17.1%	18.3%	18.1%	19.0%	16.7%	18.4%	19.8%	19.8%	20.0%	21.4%	21.5%
Other											
	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20
Total Lot Supply	33,987	33,719	34,423	34,553	33,809	34,654	37,300	41,399	41,501	42,861	47,875
Owned Lots (% of total)	71%	71%	66%	69%	71%	66%	66%	63%	63%	60%	58%
Completed Spec Homes	654	718	767	797	800	547	639	853	746	474	314
Incomplete Spec Homes	1,344	1,605	1,819	1,710	1,405	1,859	2,167	2,172	1,957	1,736	1,962
Average Specs/ Average Community	8.0	9.2	10.0	9.4	8.3	9.4	11.1	12.2	11.1	9.2	10.3

Home buyer mortgage statistics

MTH Mortgage Statistics (based on backlog at quarter-end)											
	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20
Average DTI	38%	39%	39%	39%	39%	38%	38%	38%	38%	38%	38%
Average FICO score	731	738	733	734	729	732	732	733	730	730	728
Average Down Payment	17%	17%	17%	17%	16%	16%	16%	15%	15%	13%	13%
Loan Type (% of total):											
Conventional	66%	71%	68%	68%	66%	69%	69%	66%	67%	63%	64%
FHA	16%	14%	18%	16%	19%	16%	15%	17%	16%	21%	22%
VA	15%	12%	12%	14%	12%	13%	14%	15%	15%	14%	13%
Jumbo	2%	2%	2%	2%	3%	1%	1%	1%	1%	0%	0%
USDA	1%	1%	0%	0%	0%	1%	1%	1%	1%	2%	1%