



Third Quarter 2021 Supplemental Data

LIFE. BUILT. BETTER.®

Orders and Absorptions

Quarterly Orders and Absorptions by State & Region																
	4Q19		1Q20		2Q20		3Q20		4Q20		1Q21		2Q21		3Q21	
	Orders	Monthly Absorptions	Orders	Monthly Absorptions	Orders	Monthly Absorptions	Orders	Monthly Absorptions	Orders	Monthly Absorptions	Orders	Monthly Absorptions	Orders	Monthly Absorptions	Orders	Monthly Absorptions
Arizona	354	3.5	570	5.9	737	6.9	709	6.5	485	4.8	602	6.1	624	5.9	550	4.8
California	231	3.2	352	4.4	388	4.5	510	7.1	280	5.2	286	5.4	344	5.9	319	5.6
Colorado	142	2.5	199	4.3	153	3.9	188	5.2	210	6.4	169	4.9	181	4.2	207	4.2
West Region	727	3.1	1,121	5.0	1,278	5.5	1,407	6.5	975	5.2	1,057	5.7	1,149	5.5	1,076	4.9
Texas	697	3.1	1,059	4.6	1,215	5.5	1,183	6.3	1,019	5.6	1,115	6.1	1,101	6.0	1,070	5.4
Central Region	697	3.1	1,059	4.6	1,215	5.5	1,183	6.3	1,019	5.6	1,115	6.1	1,101	6.0	1,070	5.4
Florida	255	2.5	317	3.2	390	3.7	491	4.7	447	4.6	479	5.2	468	4.9	534	4.9
Georgia	106	2.0	156	3.2	190	4.0	172	4.1	147	5.4	164	5.8	193	5.8	176	5.3
No. Carolina	207	2.9	287	4.3	326	5.3	386	6.3	368	6.0	419	6.2	390	5.2	347	4.4
So. Carolina	49	1.7	87	3.6	95	5.3	90	5.5	108	6.0	76	4.2	88	4.5	100	3.7
Tennessee	52	1.9	75	2.4	103	3.0	122	4.1	110	4.6	148	6.6	153	5.7	138	4.8
East Region	669	2.4	922	3.4	1,104	4.1	1,261	4.9	1,180	5.2	1,286	5.6	1,292	5.2	1,295	4.7
Total	2,093	2.8	3,102	4.3	3,597	5.0	3,851	5.8	3,174	5.3	3,458	5.8	3,542	5.5	3,441	5.0

Orders and Absorptions (CY/PY)

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

	4Q19		1Q20		2Q20		3Q20		4Q20		1Q21		2Q21		3Q21	
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	18%	46%	25%	44%	27%	32%	47%	55%	37%	38%	6%	2%	-15%	-15%	-22%	-25%
California	112%	37%	111%	51%	87%	35%	158%	137%	21%	63%	-19%	23%	-11%	29%	-37%	-21%
Colorado	22%	29%	-2%	35%	-30%	18%	21%	107%	48%	155%	-15%	15%	18%	6%	10%	-20%
West Region	38%	38%	35%	41%	27%	31%	68%	88%	34%	65%	-6%	13%	-10%	-1%	-24%	-25%
Texas	18%	46%	22%	41%	47%	58%	82%	114%	46%	83%	5%	34%	-9%	8%	-10%	-14%
Central Region	18%	46%	22%	41%	47%	58%	82%	114%	46%	83%	5%	34%	-9%	8%	-10%	-14%
Florida	34%	19%	5%	-1%	18%	14%	68%	73%	75%	86%	51%	65%	20%	32%	9%	6%
Georgia	13%	37%	8%	36%	28%	59%	25%	73%	39%	176%	5%	82%	2%	47%	2%	30%
No. Carolina	39%	33%	25%	39%	36%	59%	105%	124%	78%	105%	46%	45%	20%	-2%	-10%	-29%
So. Carolina	-26%	-5%	7%	56%	38%	129%	64%	183%	120%	246%	-13%	17%	-7%	-15%	11%	-32%
Tennessee	37%	53%	-1%	-1%	-6%	-10%	23%	23%	112%	138%	97%	177%	49%	89%	13%	19%
East Region	25%	29%	11%	20%	23%	36%	63%	87%	76%	118%	39%	67%	17%	25%	3%	-4%
Total	27%	37%	23%	35%	32%	42%	71%	94%	52%	87%	11%	36%	-2%	9%	-11%	-15%

Orders and Average Communities by Product Type

Orders and Average Communities by Product Type

	4Q19		1Q20		2Q20		3Q20		4Q20		1Q21		2Q21		3Q21	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	1,146	111.00	1,906	119.00	2,511	128.50	2,644	131.50	2,277	133.50	2,636	144.50	2,858	161.50	2,874	178.50
1st Move-Up	778	103.50	1,020	96.00	938	86.50	990	69.50	762	53.00	684	44.50	595	45.50	520	46.50
Other	169	32.50	176	27.50	148	24.00	217	19.50	135	13.00	138	10.00	89	7.50	47	6.00
Total	2,093	247.00	3,102	242.50	3,597	239.00	3,851	220.50	3,174	199.50	3,458	199.00	3,542	214.50	3,441	231.00

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

	4Q19		1Q20		2Q20		3Q20		4Q20		1Q21		2Q21		3Q21	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	54.8%	44.9%	61.4%	49.1%	69.8%	53.8%	68.7%	59.6%	71.7%	66.9%	76.2%	72.6%	80.7%	75.3%	83.5%	77.3%
1st Move-Up	37.2%	41.9%	32.9%	39.6%	26.1%	36.2%	25.7%	31.5%	24.0%	26.6%	19.8%	22.4%	16.8%	21.2%	15.1%	20.1%
Other	8.1%	13.2%	5.7%	11.3%	4.1%	10.0%	5.6%	8.8%	4.3%	6.5%	4.0%	5.0%	2.5%	3.5%	1.4%	2.6%
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		4Q19		1Q20		2Q20		3Q20		4Q20		1Q21		2Q21		3Q21	
	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	
Arizona	28%	33%	55%	54%	10%	14%	-3%	-1%	21%	22%	-11%	-9%	13%	17%	24%	35%	
California	38%	26%	58%	57%	87%	80%	66%	49%	56%	58%	33%	28%	29%	32%	-11%	-12%	
Colorado	-4%	-8%	10%	3%	9%	-1%	8%	3%	-9%	-17%	-6%	-8%	-21%	-16%	-21%	-9%	
West Region	23%	19%	43%	38%	24%	28%	17%	19%	25%	27%	1%	4%	10%	15%	3%	4%	
Texas	-4%	-8%	43%	34%	11%	2%	31%	26%	43%	36%	24%	24%	26%	36%	-4%	10%	
Central Region	-4%	-8%	43%	34%	11%	2%	31%	26%	43%	36%	24%	24%	26%	36%	-4%	10%	
Florida	17%	17%	4%	3%	31%	24%	12%	5%	41%	25%	77%	50%	21%	16%	14%	12%	
Georgia	-3%	-7%	-3%	0%	36%	36%	28%	34%	24%	29%	27%	31%	3%	6%	-22%	-17%	
No. Carolina	60%	57%	42%	40%	47%	40%	43%	27%	23%	14%	35%	35%	15%	21%	26%	48%	
So. Carolina	-29%	-32%	-7%	-11%	40%	30%	4%	7%	46%	48%	60%	60%	-17%	-7%	18%	24%	
Tennessee	63%	64%	-5%	-3%	11%	9%	42%	38%	21%	7%	87%	54%	90%	84%	27%	28%	
East Region	20%	19%	10%	10%	35%	29%	25%	19%	32%	22%	55%	43%	18%	19%	13%	19%	
Total	13%	11%	31%	27%	23%	20%	24%	21%	32%	28%	25%	21%	18%	23%	4%	10%	

Home Closing Gross Margins and Real Estate Stats

Home Closing Gross Margin

	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21
Home Closing Revenue	\$ 996,063	\$ 698,650	\$ 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
Cost of Home Closings	(806,550)	(582,188)	(703,935)	(753,068)	(884,778)	(712,057)	(810,895)	(889,654)	(1,071,375)	(813,327)	(919,342)	(879,759)
Home Closing Gross Profit	\$ 189,513	\$ 116,462	\$ 159,118	\$ 186,117	\$ 218,963	\$ 178,360	\$ 220,696	\$ 243,567	\$ 337,785	\$ 266,655	\$ 345,301	\$ 371,676
Home Closing Gross Margin	19.0%	16.7%	18.4%	19.8%	19.8%	20.0%	21.4%	21.5%	24.0%	24.7%	27.3%	29.7%

Other

	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21
Total Lot Supply	34,553	33,809	34,654	37,300	41,399	41,501	42,861	47,875	55,502	58,085	63,336	69,767
Owned Lots (% of total)	69%	71%	66%	66%	63%	63%	60%	58%	59%	60%	63%	64%
Completed Spec Homes	797	800	547	639	853	746	474	314	224	154	115	68
Incomplete Spec Homes	1,710	1,405	1,859	2,167	2,172	1,957	1,736	1,962	2,295	2,118	2,439	2,691
Average Specs/ Ending Community	9.2	8.5	9.5	11.2	12.4	11.2	9.3	11.2	12.9	11.2	11.3	11.7

Home Buyer Mortgage Statistics

MTH Mortgage Statistics (based on backlog at quarter-end)												
	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21
Average DTI	39%	39%	38%	38%	38%	38%	38%	38%	38%	38%	38%	38%
Average FICO score	734	729	732	732	733	730	730	728	733	735	733	734
Average Down Payment	17%	16%	16%	16%	15%	15%	13%	13%	13%	13%	14%	14%
Loan Type (% of total):												
Conventional	68%	66%	69%	69%	66%	67%	63%	64%	66%	69%	72%	72%
FHA	16%	19%	16%	15%	17%	16%	21%	22%	20%	17%	15%	15%
VA	14%	12%	13%	14%	15%	15%	14%	13%	13%	13%	12%	12%
Jumbo	2%	3%	1%	1%	1%	1%	0%	0%	0%	0%	1%	1%
USDA	0%	0%	1%	1%	1%	1%	2%	1%	1%	1%	0%	0%