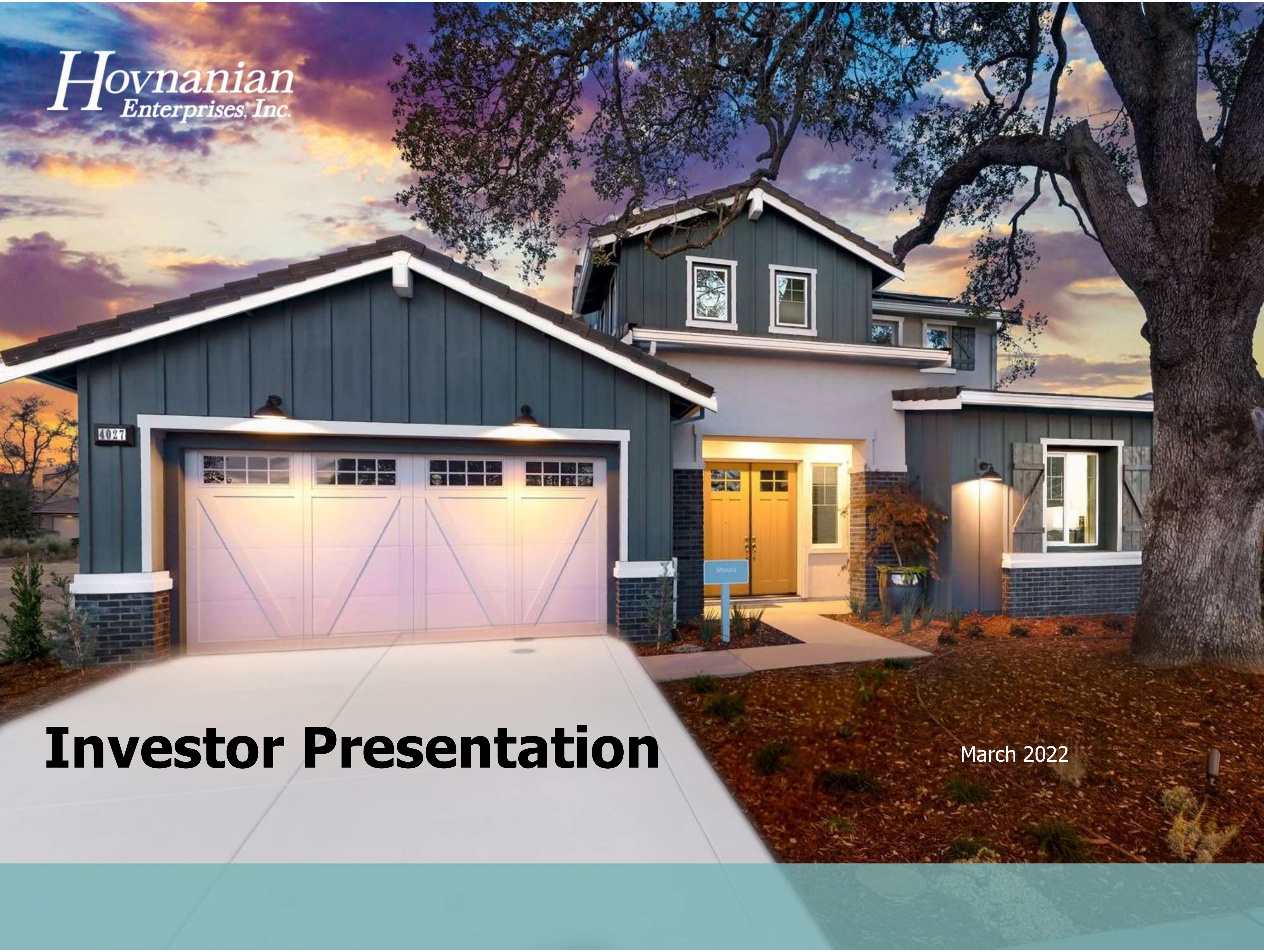
Hovnanian Enterprises, Inc.



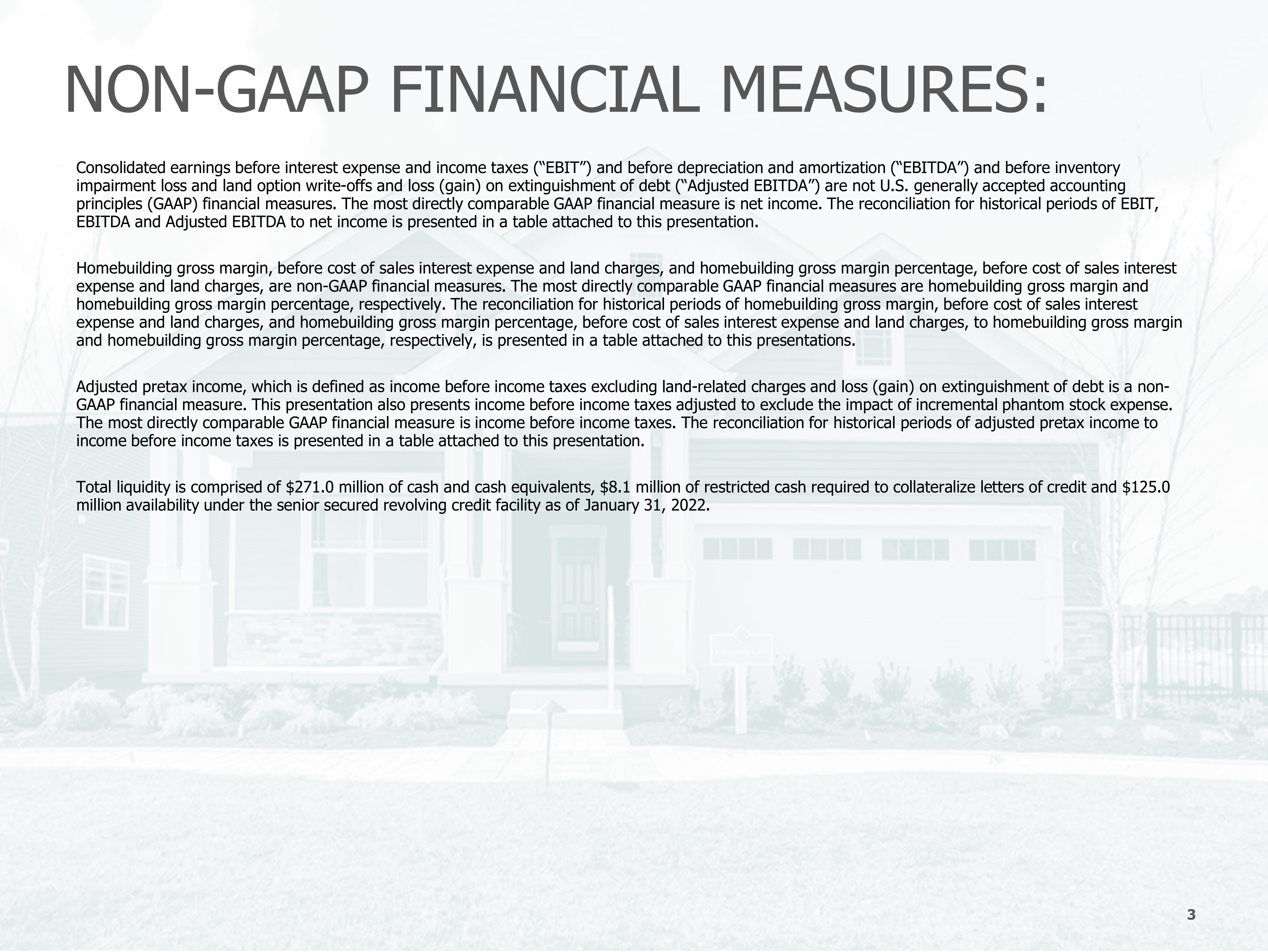
Investor Presentation

March 2022

Forward-Looking Statements

Note: All statements in this presentation that are not historical facts should be considered as “Forward-Looking Statements” within the meaning of the “Safe Harbor” provisions of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Such forward-looking statements include but are not limited to statements related to the Company’s guidance for fiscal 2022 and the Company’s targets, goals and expectations with respect to its financial results for future financial periods such as its statements related to its guidance and key metric targets for total consolidated revenue, adjusted homebuilding gross margin, total SG&A as a percentage of total revenues, adjusted EBITDA, interest expense, adjusted income before taxes, total debt (including non recourse debt), adjusted EBITDA/interest incurred, equity, debt to capitalization, inventory (excluding inventory not owned) and inventory turnover (excluding inventory not owned and capitalized interest. Although we believe that our guidance for fiscal 2022 and the Company’s targets, plans, intentions and expectations reflected in, or suggested by, such forward-looking statements are reasonable, we can give no assurance that such guidance for fiscal 2022 and the Company’s targets, plans, intentions or expectations will be achieved. By their nature, forward-looking statements: (i) speak only as of the date they are made, (ii) are not guarantees of future performance or results and (iii) are subject to risks, uncertainties and assumptions that are difficult to predict or quantify. Therefore, actual results could differ materially and adversely from those forward-looking statements as a result of a variety of factors. Such risks, uncertainties and other factors include, but are not limited to, (1) changes in general and local economic, industry and business conditions and impacts of a significant homebuilding downturn; (2) shortages in, and price fluctuations of, raw materials and labor, including due to changes in trade policies, including the imposition of tariffs and duties on homebuilding materials and products and related trade disputes with and retaliatory measures taken by other countries; (3) the outbreak and spread of COVID-19 and the measures that governments, agencies, law enforcement and/or health authorities implement to address it; (4) adverse weather and other environmental conditions and natural disasters; (5) the seasonality of the Company’s business; (6) the availability and cost of suitable land and improved lots and sufficient liquidity to invest in such land and lots; (7) reliance on, and the performance of, subcontractors; (8) regional and local economic factors, including dependency on certain sectors of the economy, and employment levels affecting home prices and sales activity in the markets where the Company builds homes; (9) increases in cancellations of agreements of sale; (10) fluctuations in interest rates and the availability of mortgage financing; (11) changes in tax laws affecting the after-tax costs of owning a home; (12) legal claims brought against us and not resolved in our favor, such as product liability litigation, warranty claims and claims made by mortgage investors; (13) levels of competition; (14) utility shortages and outages or rate fluctuations; (15) information technology failures and data security breaches; (16) negative publicity; (17) high leverage and restrictions on the Company’s operations and activities imposed by the agreements governing the Company’s outstanding indebtedness; (18) availability and terms of financing to the Company; (19) the Company’s sources of liquidity; (20) changes in credit ratings; (21) government regulation, including regulations concerning development of land, the home building, sales and customer financing processes, tax laws and the environment; (22) operations through unconsolidated joint ventures with third parties; (23) significant influence of the Company’s controlling stockholders; (24) availability of net operating loss carryforwards; (25) loss of key management personnel or failure to attract qualified personnel; (26) increases in inflation; and (27) certain risks, uncertainties and other factors described in detail in the Company’s Annual Report on Form 10-K for the fiscal year ended October 31, 2021 and the Company’s Quarterly Reports on Form 10-Q for the quarterly periods during fiscal 2022 and subsequent filings with the Securities and Exchange Commission. Except as otherwise required by applicable securities laws, we undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, changed circumstances or any other reason.

NON-GAAP FINANCIAL MEASURES:



Consolidated earnings before interest expense and income taxes (“EBIT”) and before depreciation and amortization (“EBITDA”) and before inventory impairment loss and land option write-offs and loss (gain) on extinguishment of debt (“Adjusted EBITDA”) are not U.S. generally accepted accounting principles (GAAP) financial measures. The most directly comparable GAAP financial measure is net income. The reconciliation for historical periods of EBIT, EBITDA and Adjusted EBITDA to net income is presented in a table attached to this presentation.

Homebuilding gross margin, before cost of sales interest expense and land charges, and homebuilding gross margin percentage, before cost of sales interest expense and land charges, are non-GAAP financial measures. The most directly comparable GAAP financial measures are homebuilding gross margin and homebuilding gross margin percentage, respectively. The reconciliation for historical periods of homebuilding gross margin, before cost of sales interest expense and land charges, and homebuilding gross margin percentage, before cost of sales interest expense and land charges, to homebuilding gross margin and homebuilding gross margin percentage, respectively, is presented in a table attached to this presentations.

Adjusted pretax income, which is defined as income before income taxes excluding land-related charges and loss (gain) on extinguishment of debt is a non-GAAP financial measure. This presentation also presents income before income taxes adjusted to exclude the impact of incremental phantom stock expense. The most directly comparable GAAP financial measure is income before income taxes. The reconciliation for historical periods of adjusted pretax income to income before income taxes is presented in a table attached to this presentation.

Total liquidity is comprised of $271.0 million of cash and cash equivalents, $8.1 million of restricted cash required to collateralize letters of credit and $125.0 million availability under the senior secured revolving credit facility as of January 31, 2022.

What's new about the Hovnanian story?

	Then	Now
Footprint	Multiple underperforming markets	Focused on stronger markets with improving share
Profitability and margin improvement	Unprofitable	Profitable
Cash flow generation	Insufficient to adequately address debt maturities and grow business	Material excess operating cash flow after land reinvestment
Inventory strategy	Over-reliance on off-market costly financing to acquire lots, reducing returns	Increased inventory efficiency driving high turnover and ROI
Maturity profile	Short dated; difficulty extending near term maturities	Significant runway, strategic priority to repay debt

Successfully implementing strategies for long-term profitability and value creation

Hovnanian Enterprises, Inc.

Growth-oriented strategy	**Grow revenues to improve scale and enhance margin profile**	**Risk-adverse land strategy and maintain multi-year lot supply**	**High return on invested capital and sharpened asset efficiency**	**Generate excess cash flow and improve balance sheet flexibility**
Actions undertaken	▪ Actively manage sales pace, ASP and community count ▪ Streamline organizational structure and reduce overhead	▪ Control land with minimal cash investment ▪ Target 1-2 years of owned lot supply	▪ Accelerate inventory turnover to unlock capital ▪ Reactivate formerly mothballed inventory	▪ Maintain ample liquidity ▪ Prioritize debt repayment opportunities ▪ Proactively extend and ladder maturities

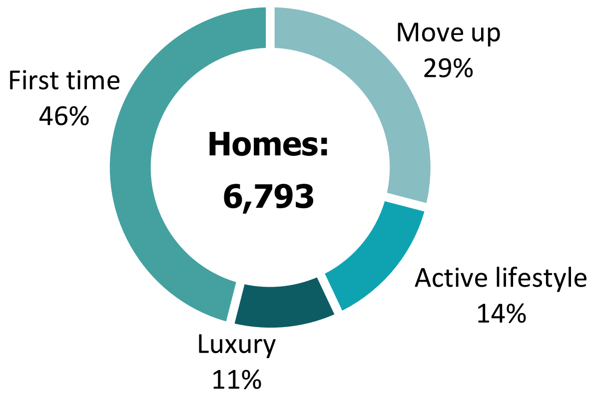
Recent operating and financial performance

Hovnanian Enterprises at a Glance

- Among the top 15 homebuilders in the United States in both homebuilding revenues and home deliveries(2)
- Markets and builds homes across the product and buyer spectrum, with a first-time and move-up focus

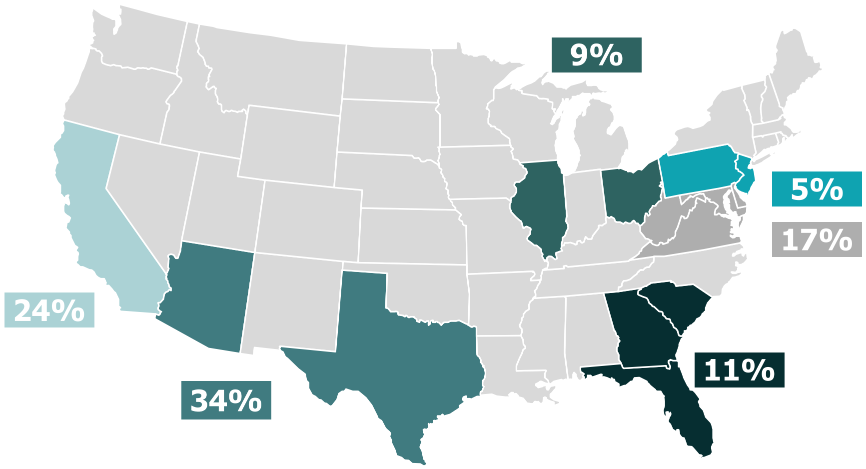
Home deliveries by product(1)

(Year ended October 31, 2021)



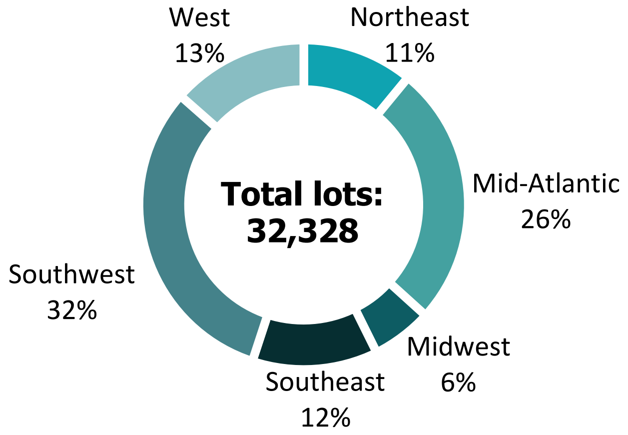
Homebuilding revenues by region

(TTM ended January 31, 2022)



Lots controlled by region

(As of January 31, 2022)



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(1) Includes unconsolidated joint ventures deliveries.
(2) Company SEC filings and press release of 03/01/22.

Guidance Compared with Actuals for First Quarter 2022

($ in millions)

	Guidance Q1 2022 Revised	Actuals Q1 2022	Q1 2022 Actuals Excluding Incremental Phantom Expense(1)
Total Revenues	**$640 - $670**	**$565**	**$565**
Adjusted Homebuilding Gross Margin(2)	**20.5% - 22.0%**	**22.4%**	**22.4%**
Total SG&A as Percentage of Total Revenues(3)	**10.8% - 11.8%**	**12.8%**	**11.8%**
Adjusted Income Before Income Taxes(4)	**$30 - $35**	**$36**	**$41**

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(1) SG&A expenses in the first quarter of fiscal 2022 included $5.7 million of incremental expense due to the phantom stock awards, which is solely related to our common stock price increasing from $84.26 at the end of the fourth quarter to $96.88 at the end of the first quarter.

(2) Adjusted homebuilding gross margin percentage is before cost of sales interest expense and land charges. See appendix for a reconciliation to the most directly comparable GAAP measure.

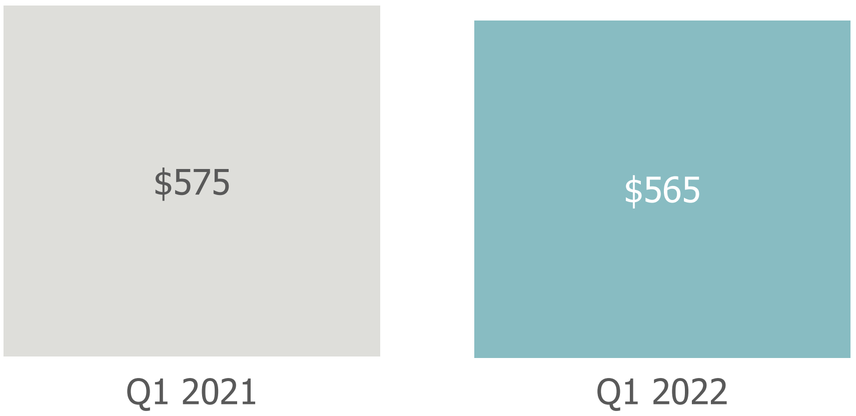
(3) Total SG&A includes homebuilding selling, general and administrative costs and corporate general and administrative costs. Ratio calculated as a percentage of total revenues.

(4) Adjusted Income Before Income Taxes excludes land-related charges. See appendix for a reconciliation to the most directly comparable GAAP measure.

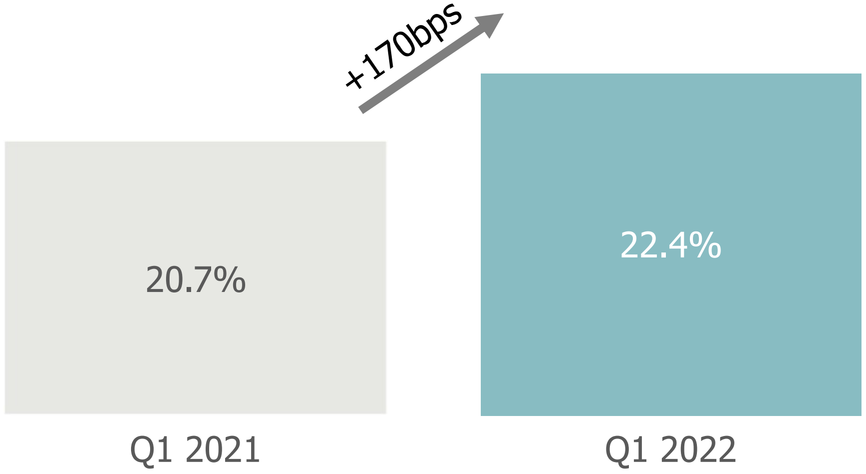
First Quarter Operating Results

($ in millions, unless specified otherwise)

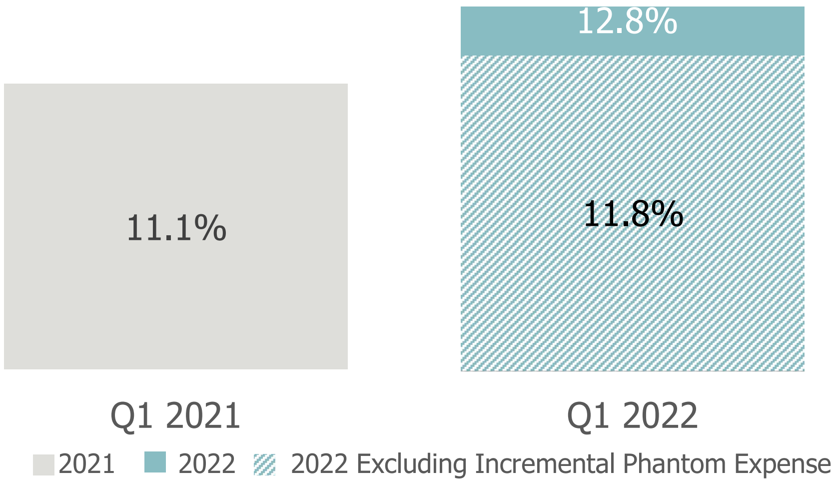
Total Revenues



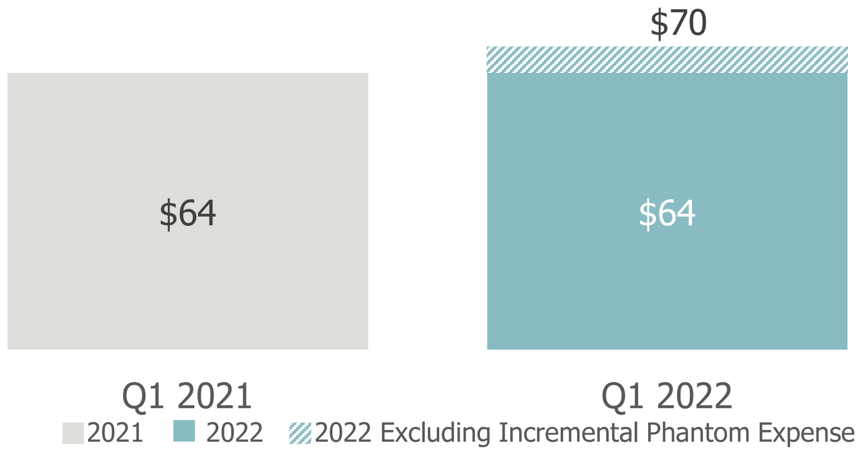
Adjusted Homebuilding Gross Margin(1)



Total SG&A Ratio(2),(3)



Adjusted EBITDA(3),(4)



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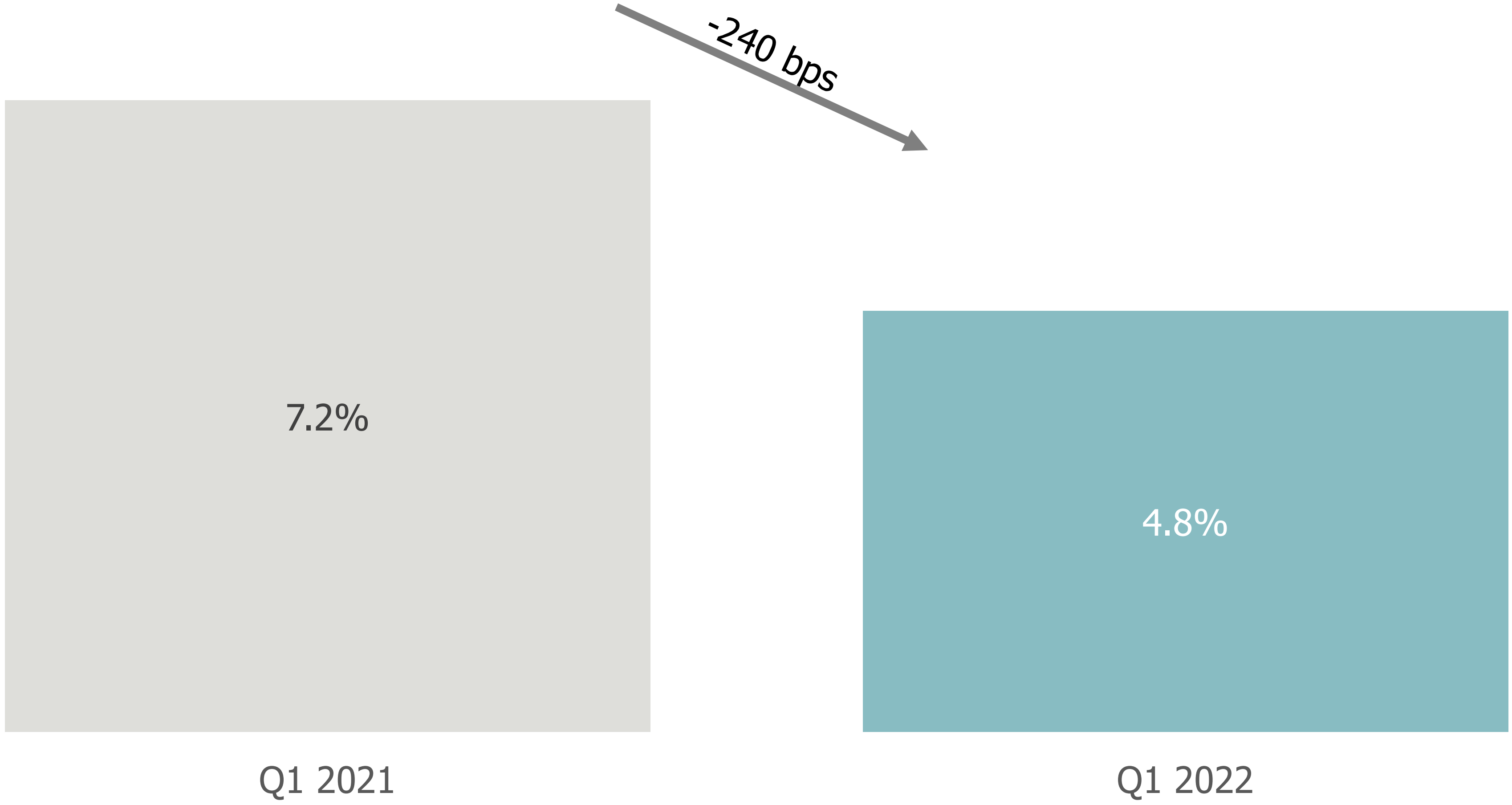
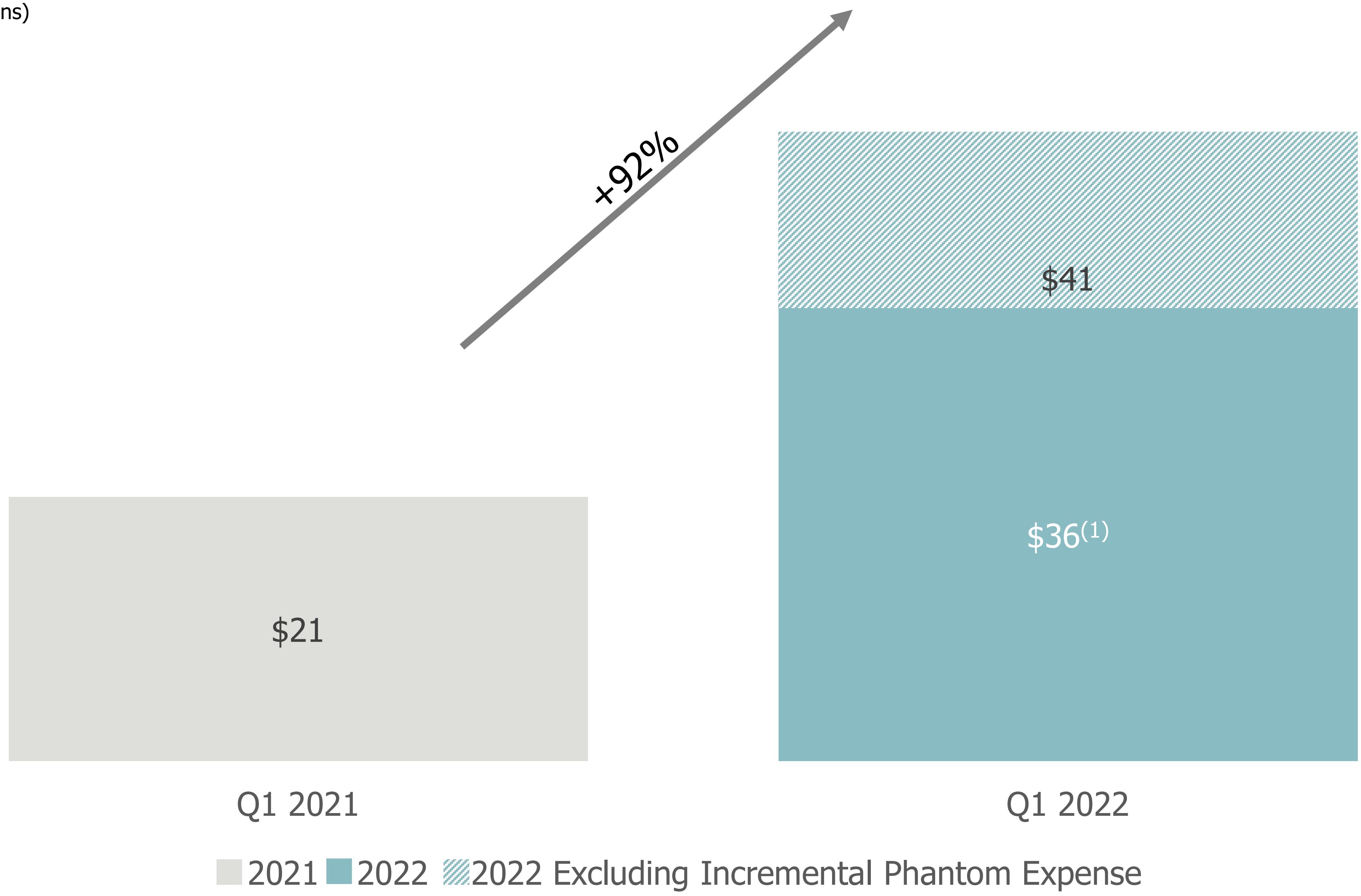
(2) Total SG&A includes homebuilding selling, general and administrative costs and corporate general and administrative costs. Ratio calculated as a percentage of total revenues.
(3) Included $5.7 million of incremental expense due to the phantom stock awards, which is solely related to our common stock price increasing from $84.26 at the end of the fourth quarter to $96.88 at the end of the first quarter.
(4) Adjusted EBITDA is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income. Adjusted EBITDA represents earnings before interest expense, income taxes, depreciation, amortization and land-related charges.

Total Interest Expense as a % of Total Revenues



Adjusted Pretax Income

($ in millions)



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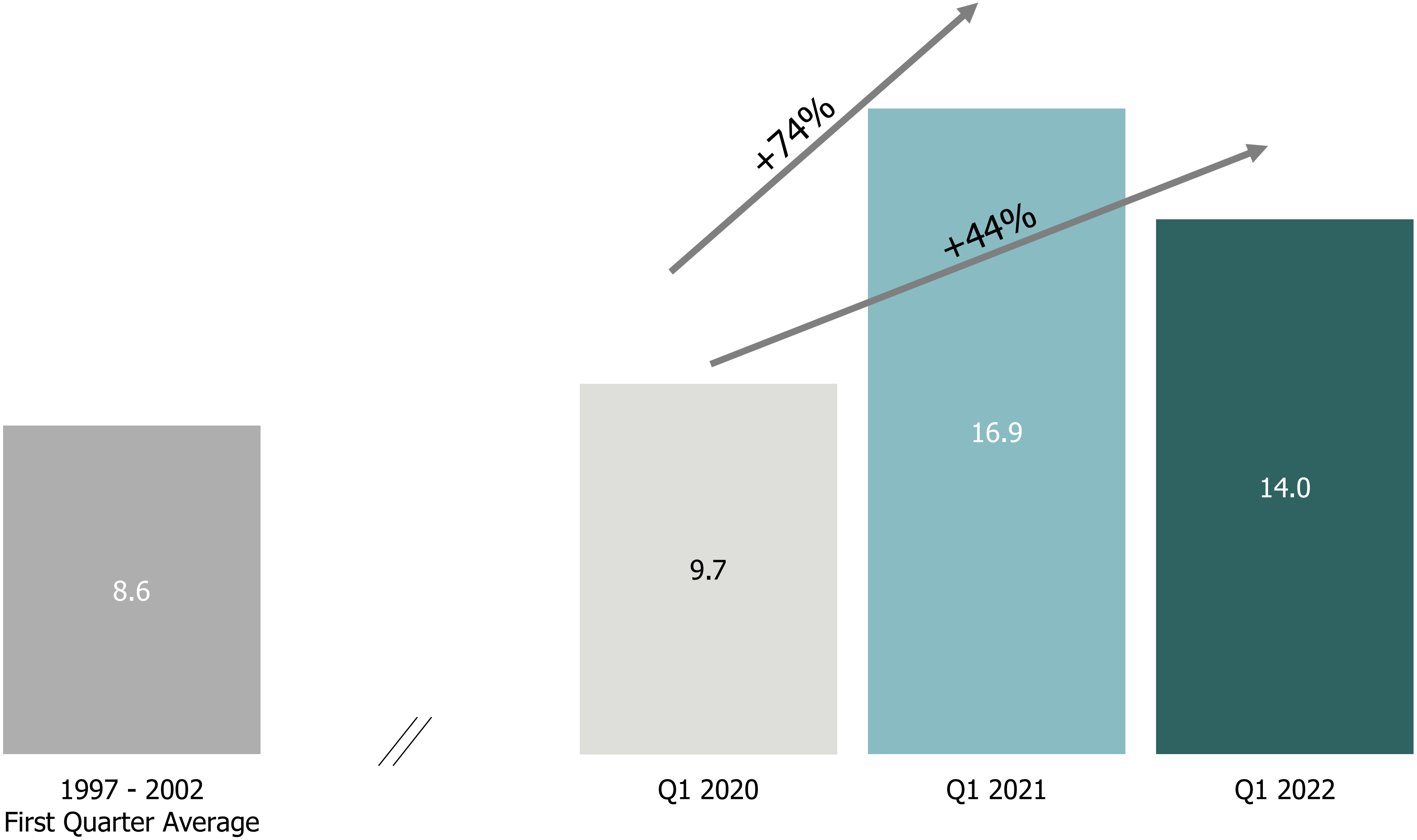
Note: Adjusted Income Before Income Taxes excludes land-related charges . See appendix for a reconciliation to the most directly comparable GAAP measure.

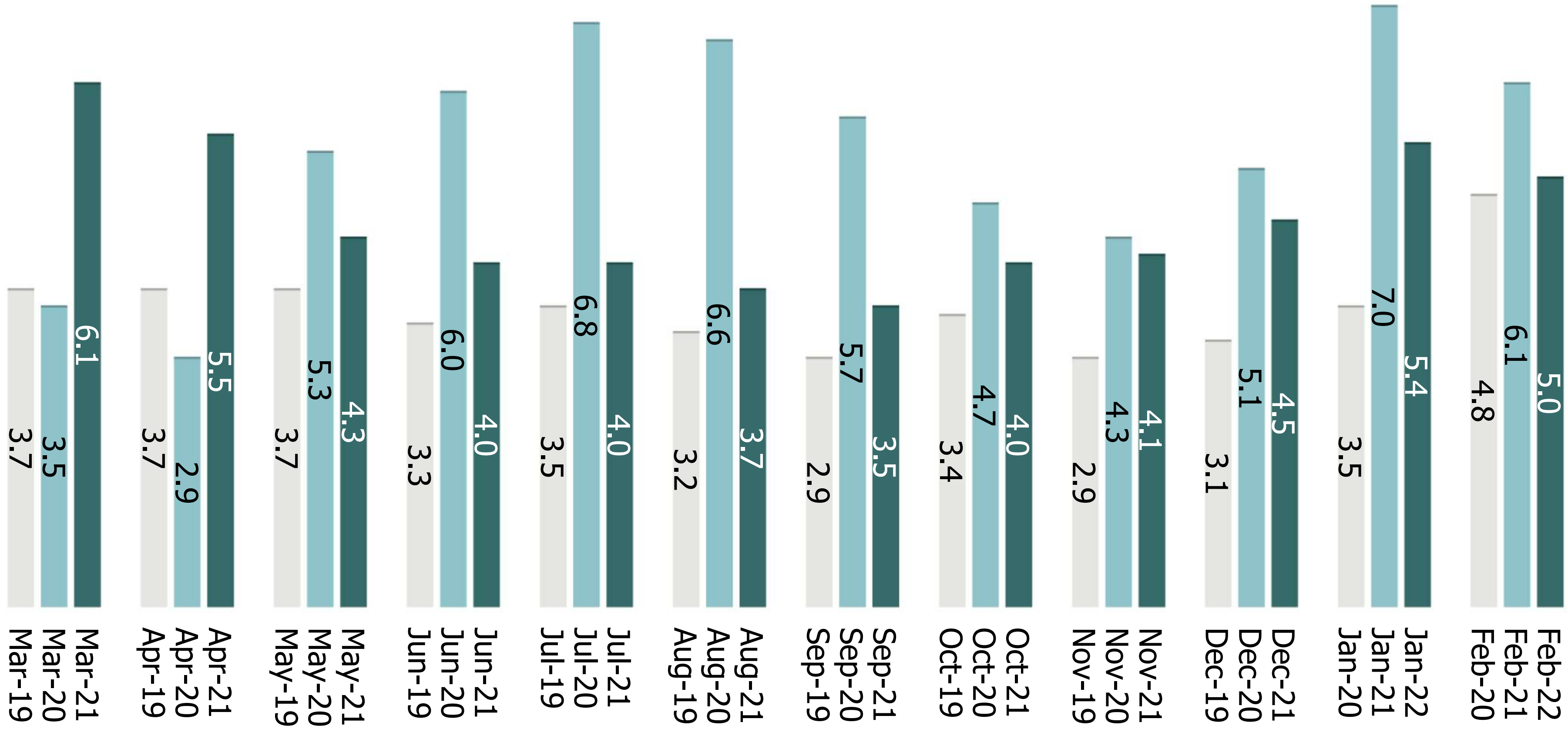
Quarterly Contracts Per Community



Note: Excludes unconsolidated joint ventures.

Number of Monthly Contracts Per Community, Excludes Unconsolidated Joint Ventures

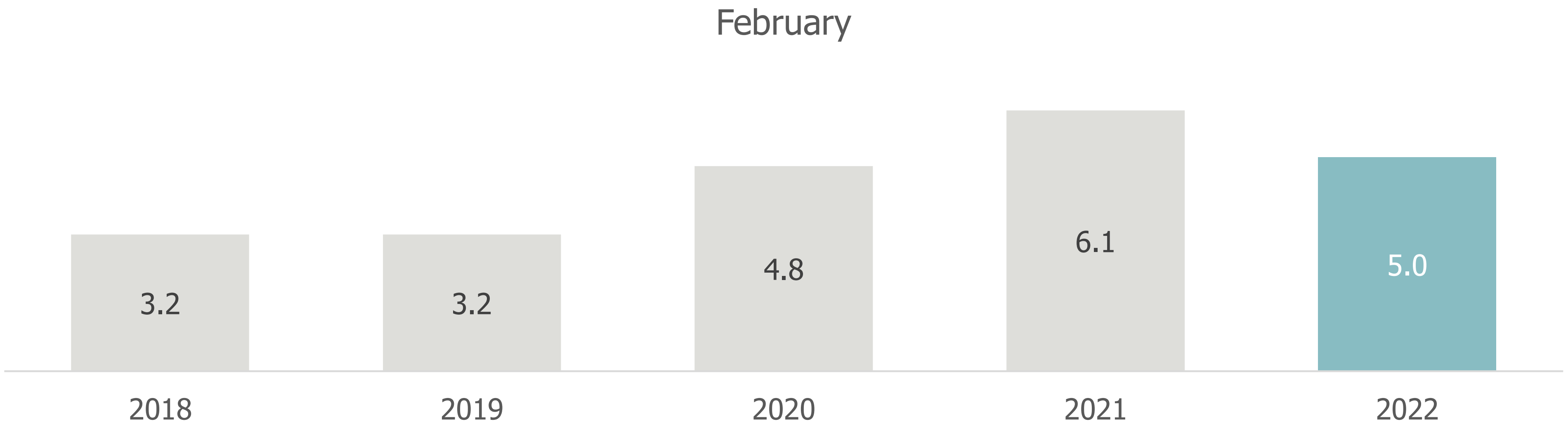
- *Every month better than the same month two years ago*

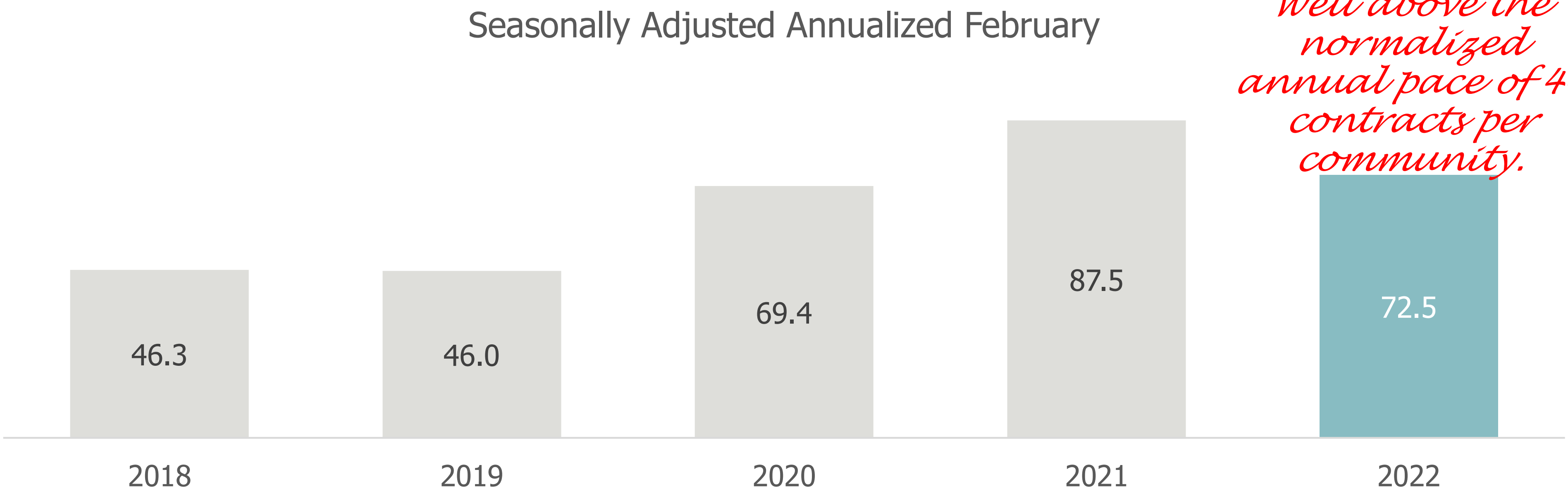


Number of Sundays		Monthly contracts
5	Mar-19	553
5	Mar-20	463
4	Mar-21	620
4	Apr-19	544
4	Apr-20	377
4	Apr-21	538
4	May-19	536
5	May-20	687
5	May-21	413
5	Jun-19	491
4	Jun-20	745
4	Jun-21	384
4	Jul-19	488
4	Jul-20	794
4	Jul-21	414
4	Aug-19	445
5	Aug-20	735
5	Aug-21	383
5	Sep-19	416
4	Sep-20	634
4	Sep-21	390
4	Oct-19	484
4	Oct-20	549
5	Oct-21	490
4	Nov-19	404
5	Nov-20	493
4	Nov-21	467
5	Dec-19	436
4	Dec-20	551
4	Dec-21	486
4	Jan-20	482
5	Jan-21	734
5	Jan-22	598
4	Feb-20	647
4	Feb-21	613
4	Feb-22	548

Note: Excludes unconsolidated joint ventures.

February Contracts Per Community

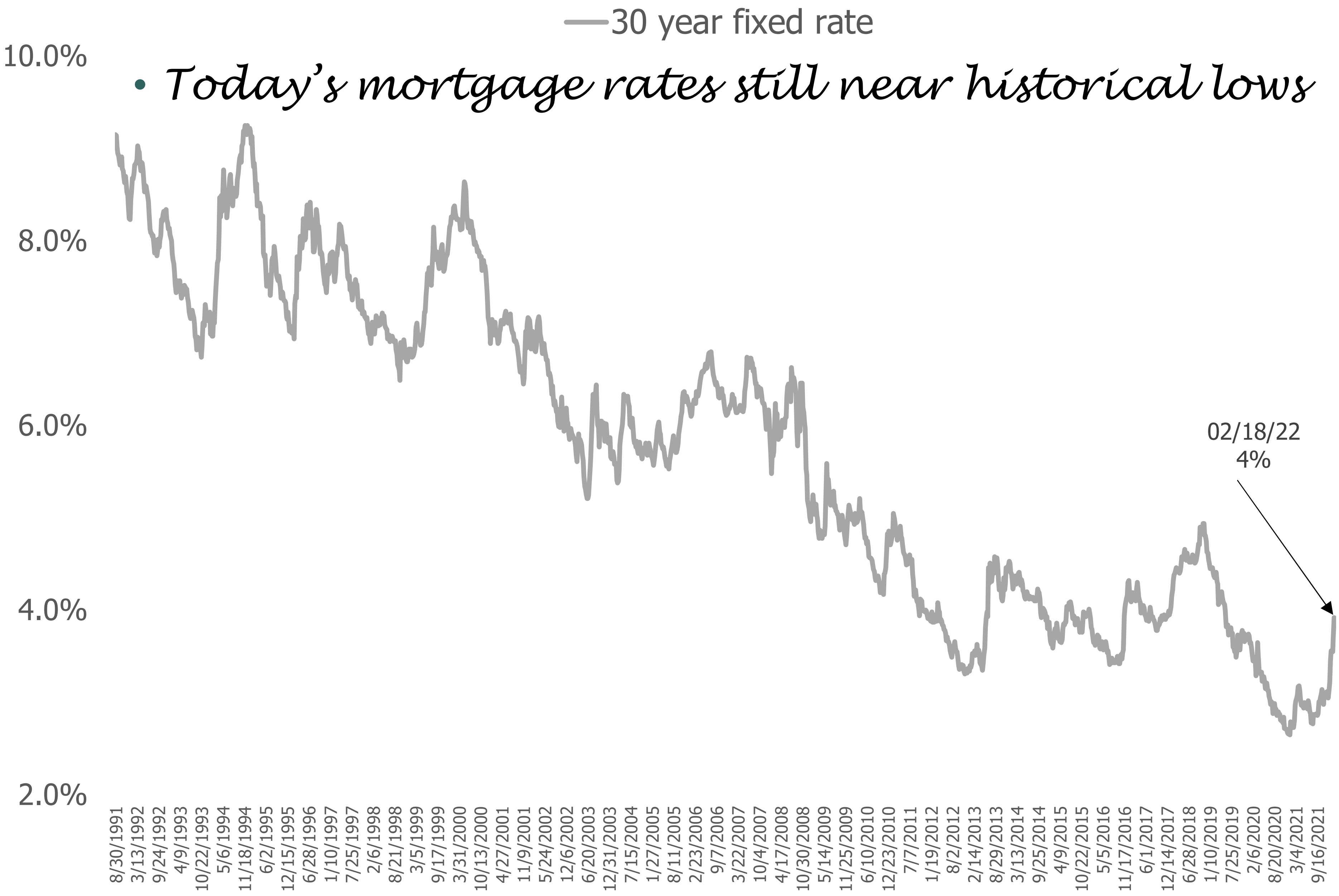




Well above the normalized annual pace of 44 contracts per community.

Note: Contracts per community for February 2022 are based on preliminary results.
Source: Seasonally adjusted annualized February contracts per community based on actual results for the month of February and US Census Bureau's Seasonal Index.

Mortgage Rates – Long Term Perspective

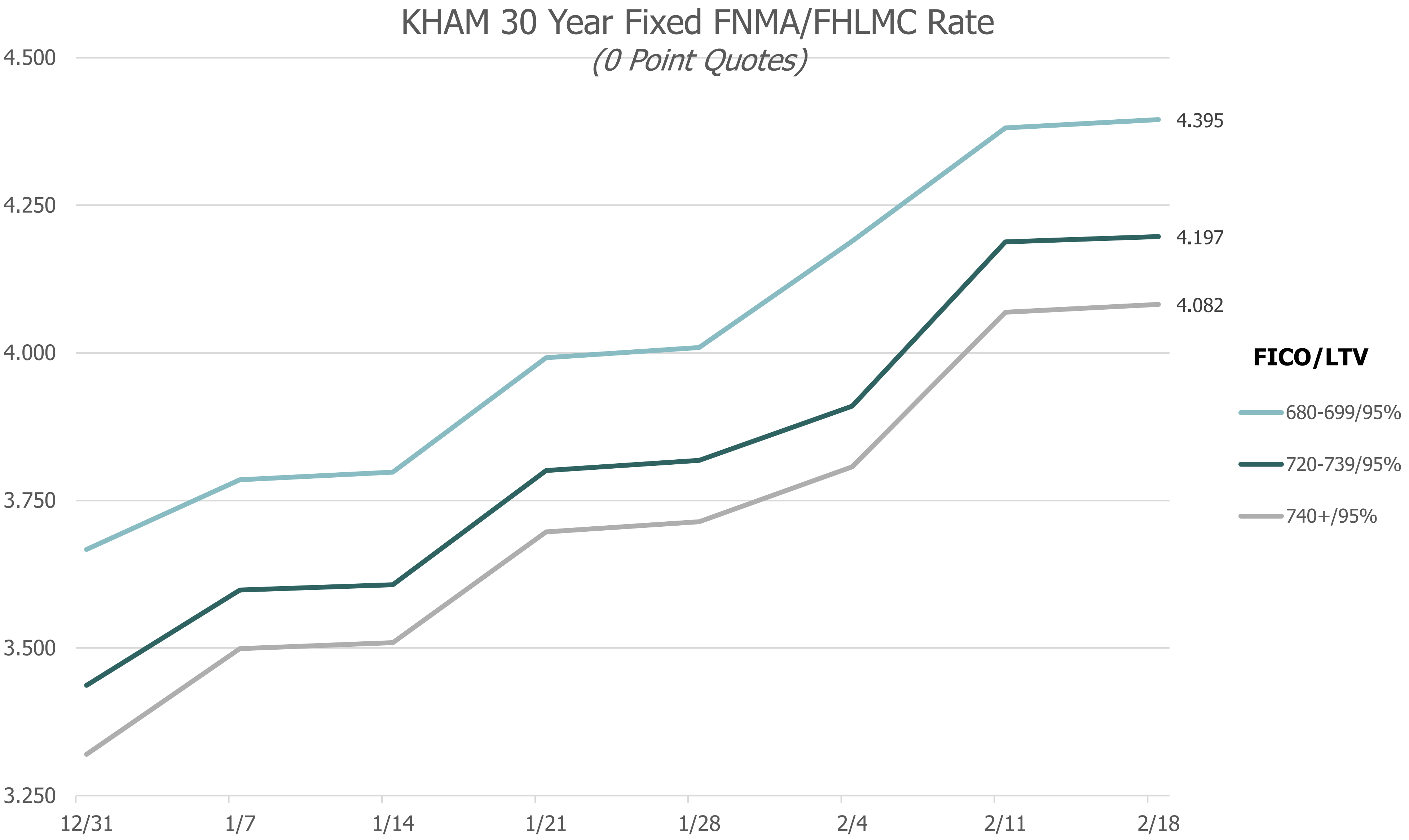


- *Today's mortgage rates still near historical lows*

02/18/22
4%

Source: Freddie Mac.

Recent Runup in Mortgage Rates



Streamlined geographic footprint with room for organic growth

- **26 markets in 14 states**
    - **Northeast:** New Jersey and Pennsylvania
    - **Mid-Atlantic:** Delaware, Maryland, Virginia, Washington D.C. and West Virginia
    - **Midwest:** Illinois and Ohio
    - **Southeast:** Florida, Georgia and South Carolina
    - **Southwest:** Arizona and Texas
    - **West:** California

Q1 2022 LTM(1)

	Northeast	Mid-Atlantic	Midwest	Southeast	Southwest	West
Homebuilding revenues	4.8%	17.7%	9.2%	10.7%	33.9%	23.7%
Homes delivered	2.9%	14.1%	12.5%	10.1%	40.8%	19.6%
Average selling price of deliveries	$735K	$561K	$328K	$474K	$370K	$540K
Net new contracts ($)	5.1%	14.0%	12.3%	11.7%	42.5%	14.4%
Backlog homes	6.6%	15.0%	16.9%	15.0%	34.1%	12.4%

Exited 5 non-core markets over the last 5 years

Geographic diversification mitigates market-specific economic impacts

Honed our market footprint to our 26 most profitable locations

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(1) Regional breakdown as percentage of total company.

Virtually all of the land and communities necessary to achieve growth through fiscal 2023 are already under contract

Lot portfolio balanced across our segments(1)

	January 31, 02022 Owned			
Segment	**Active lots**	**Mothballed lots**	**Optioned lots**	**Total lots**
Northeast	647	–	2,881	3,528
Mid-Atlantic	1,741	247	6,357	8,345
Midwest	700	6	1,224	1,930
Southeast	1,637	–	2,356	3,993
Southwest	4,021	–	6,157	10,178
West	1,631	1,159	1,564	4,354
Consolidated total	10,377	1,412	20,539	32,328
Unconsolidated joint ventures	1,337	–	229	1,566
Grand total	**11,714**	**1,412**	**20,768**	**33,894**

- Reactivated ~8,600 lots in 106 communities since January 31, 2009
- As of January 31, 2022, mothballed lots in 6 communities with a book value of $4 million net of impairment balance of $57 million

Growing lot supply despite torrid sales pace(2)

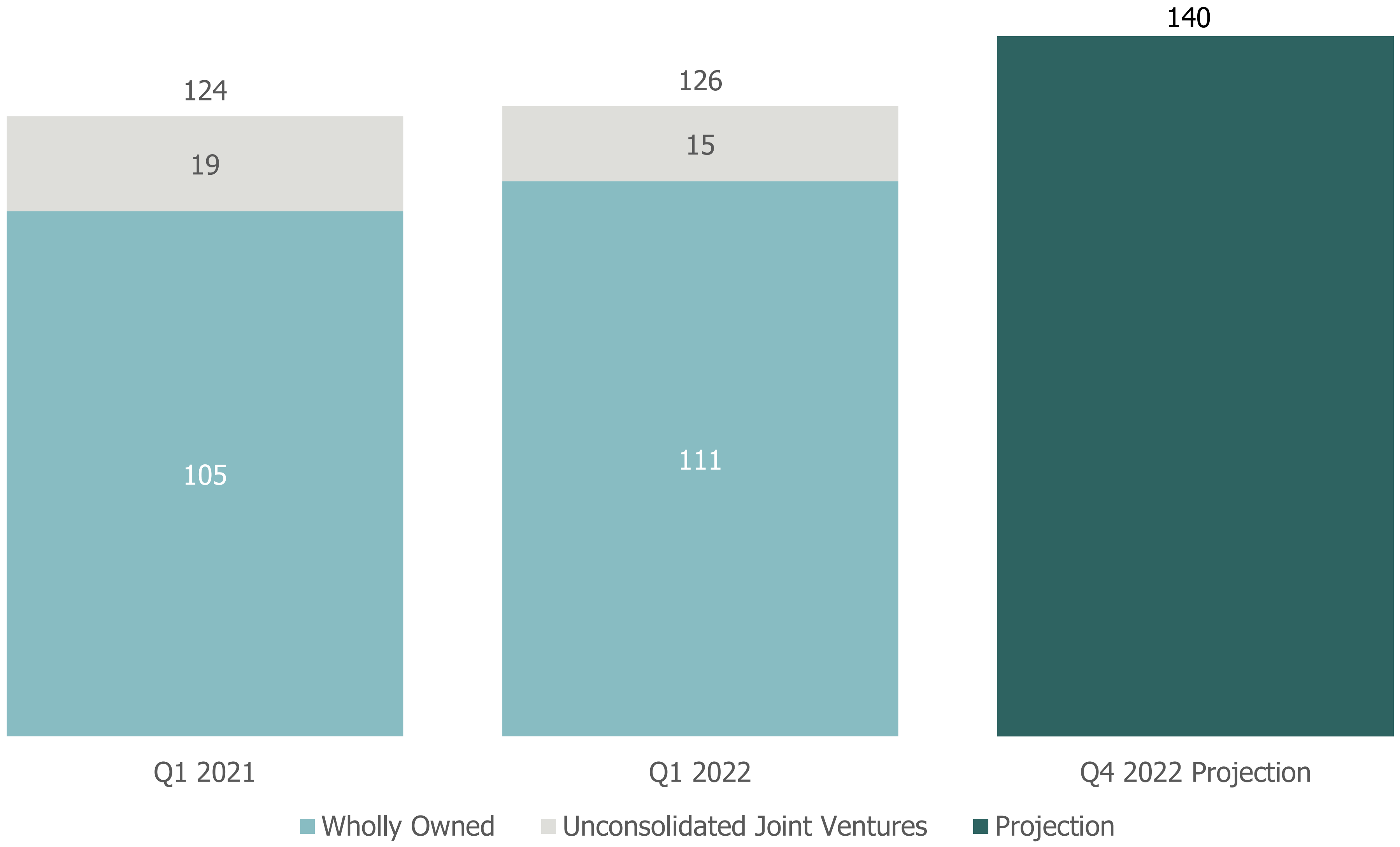
	Q1 2022
Newly controlled lots	2,629(3)
Deliveries and lot sales	1,175
# of newly controlled lots in excess of deliveries	1,454
Newly controlled lots as a percentage of deliveries & lot sales	224%

5.4 years of lot supply(4)

Expect to grow FYE 2022 community count to ~140 communities, including communities from domestic unconsolidated joint ventures

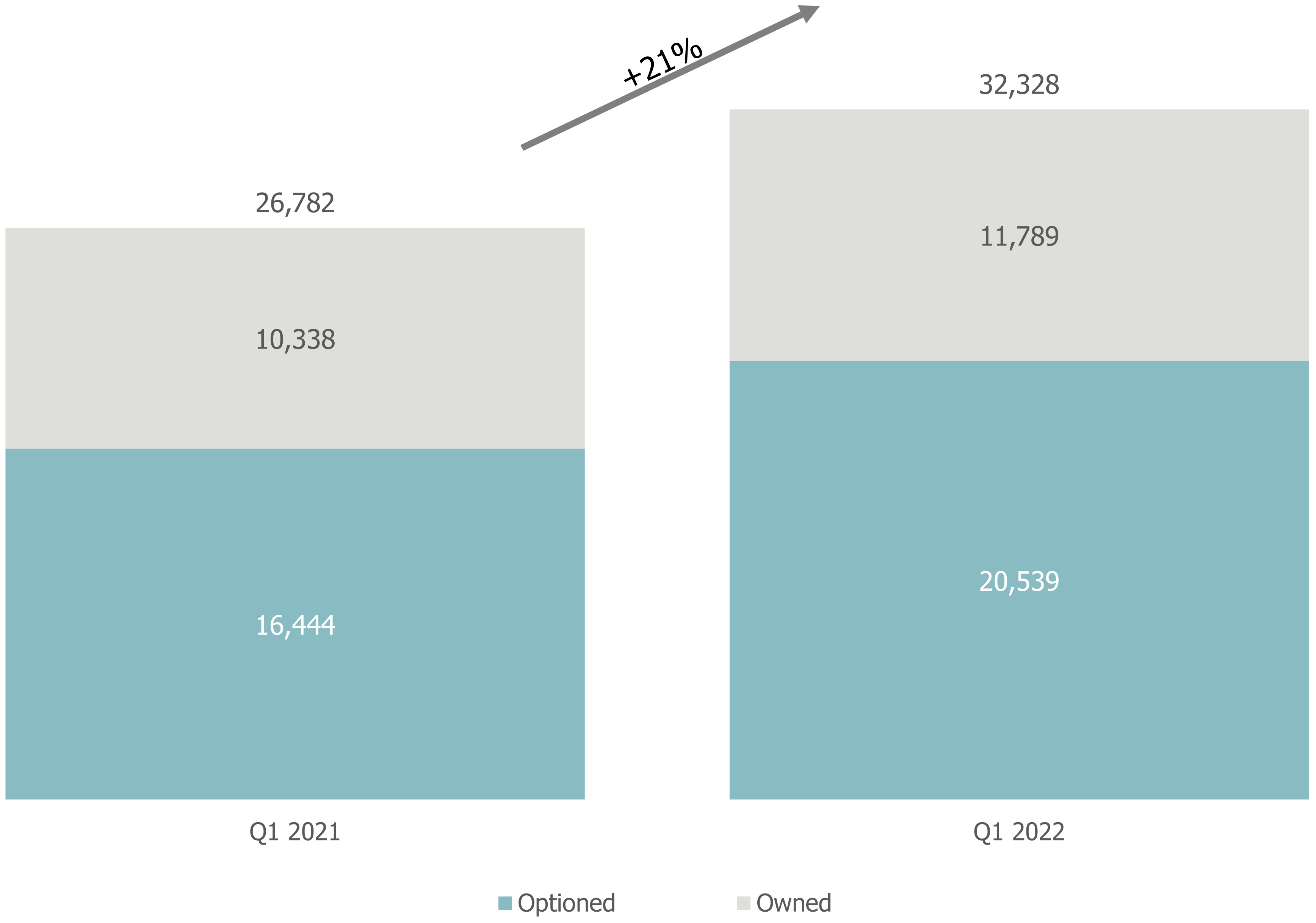
(1) Excludes our single community unconsolidated joint venture in the Kingdom of Saudi Arabia.
(2) Excludes unconsolidated joint ventures.
(3) Includes newly optioned lots net of 420 walk aways, as well as lots purchased that were not previously optioned.
(4) Represents total lots controlled (owned + optioned) / LTM unit closings.

Community Count



Note: Excludes our single community unconsolidated joint venture in the Kingdom of Saudi Arabia.

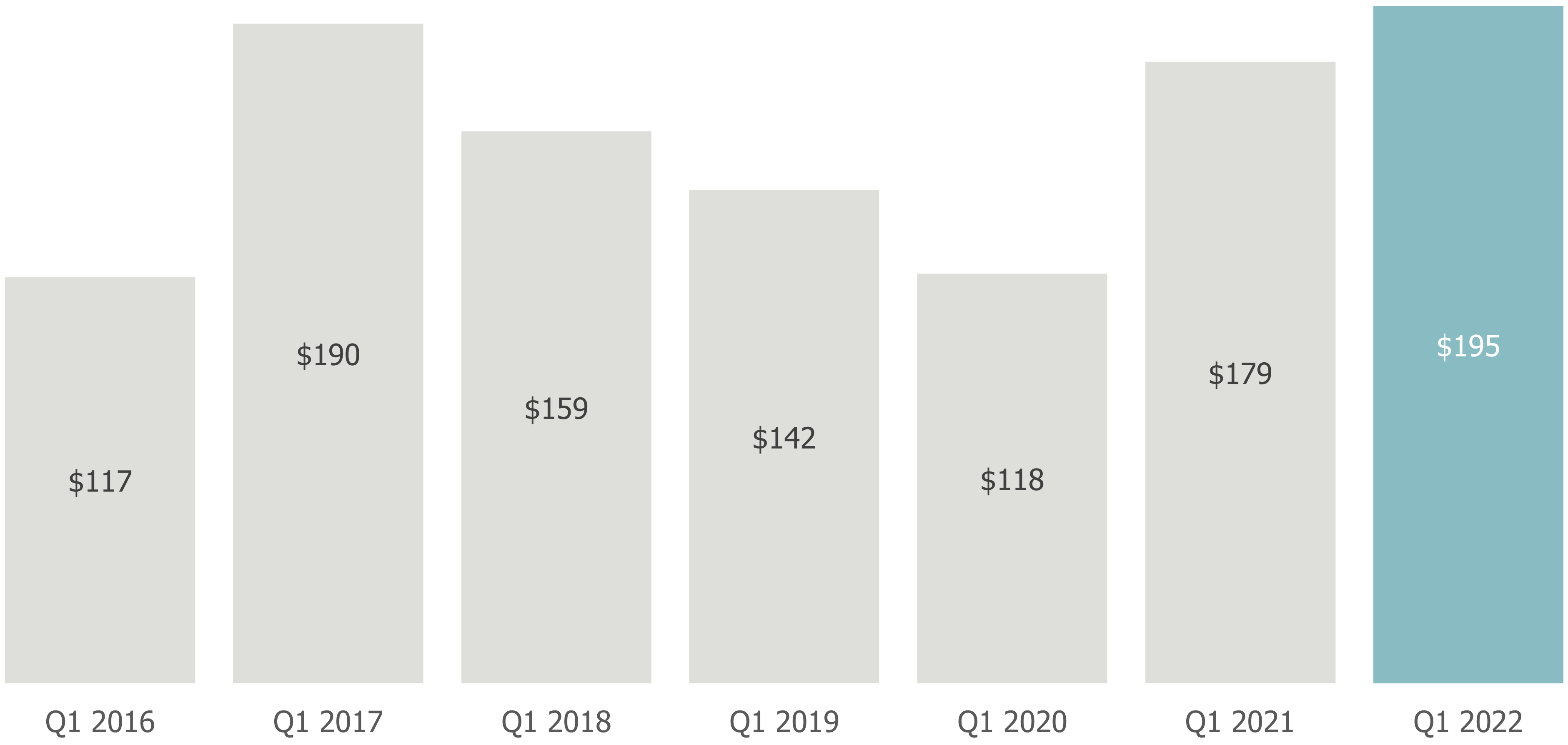
Lots Controlled(1)



(1) *Excludes unconsolidated joint ventures.*

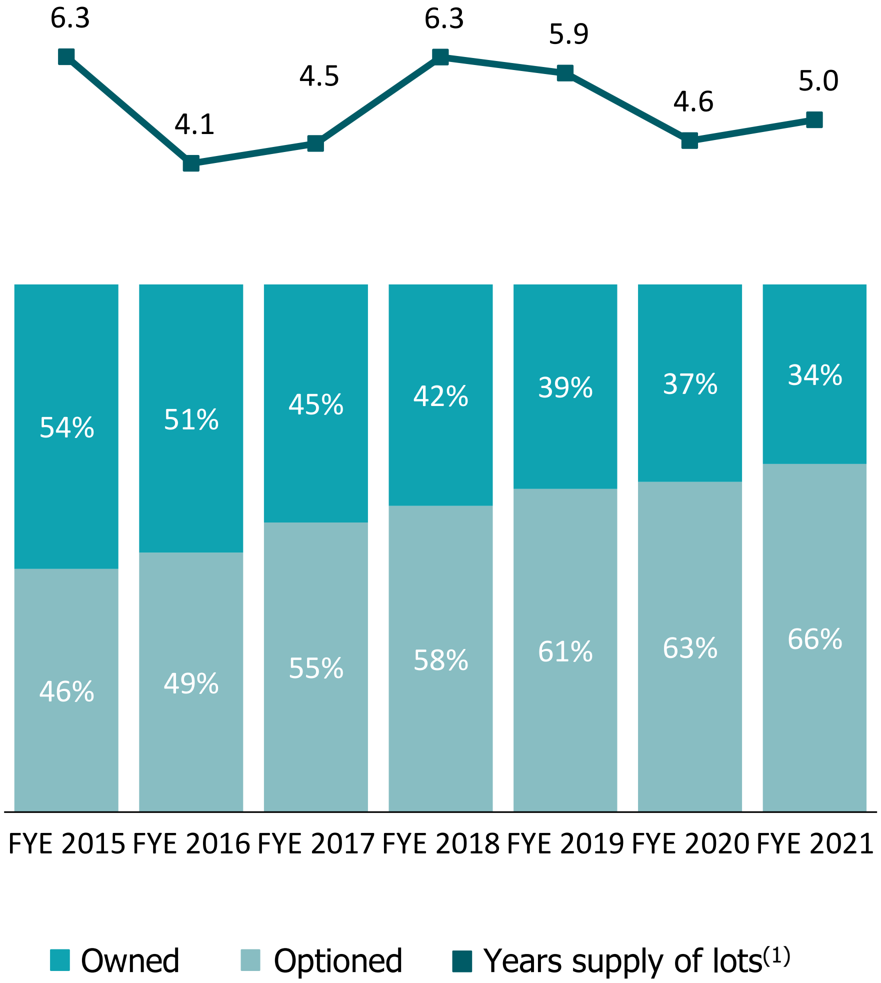
Land and Land Development Spend

($ in millions, unless specified otherwise)



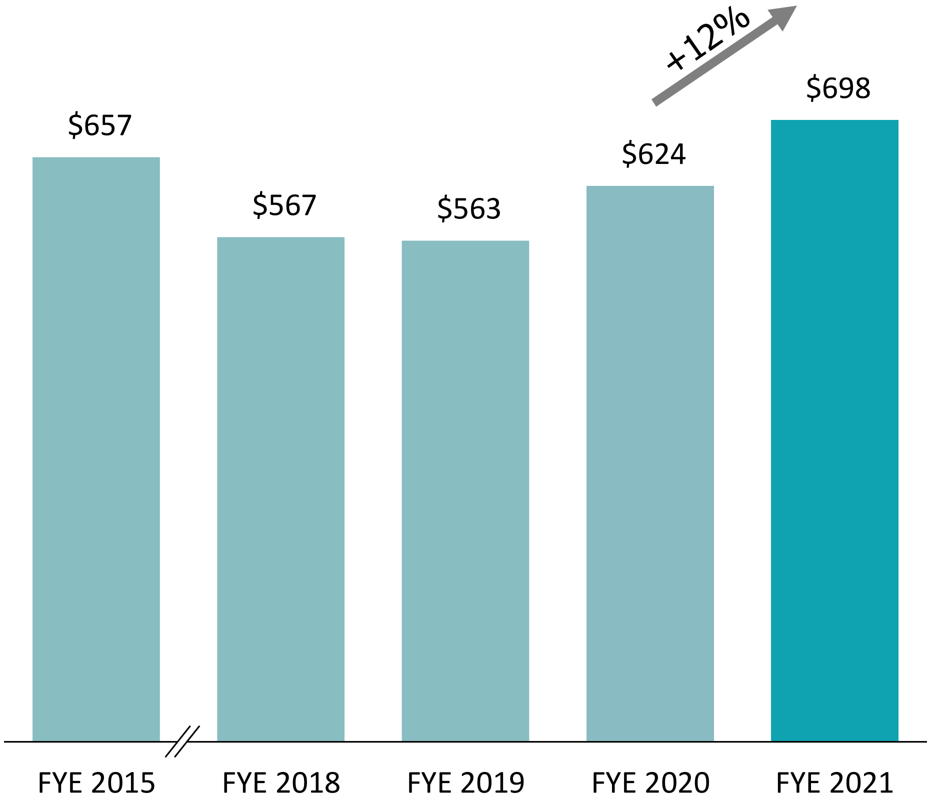
Efficient lot strategy

Multi-year lot supply



Ample inventory reinvestment

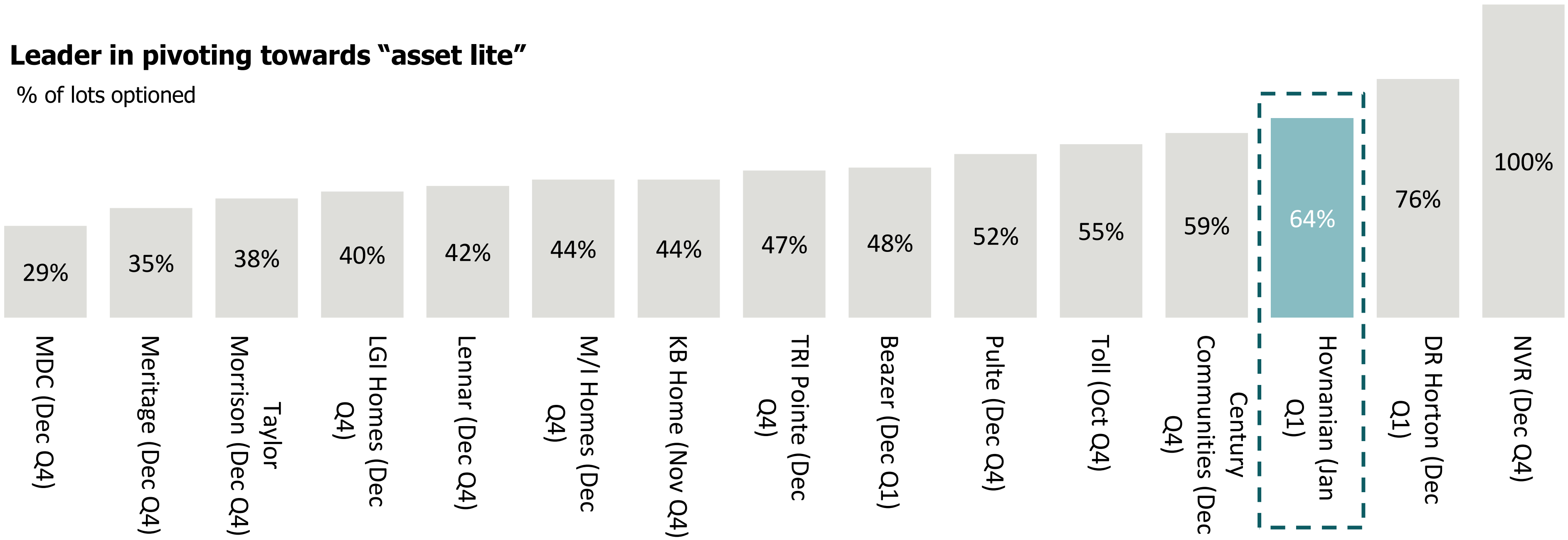
Land and land development spend
($ in millions)



Source: Company SEC filings and press releases as of 12/09/21.
Notes: Excludes unconsolidated joint ventures.
(1) Represents total lots controlled (owned + optioned) / LTM unit closings.

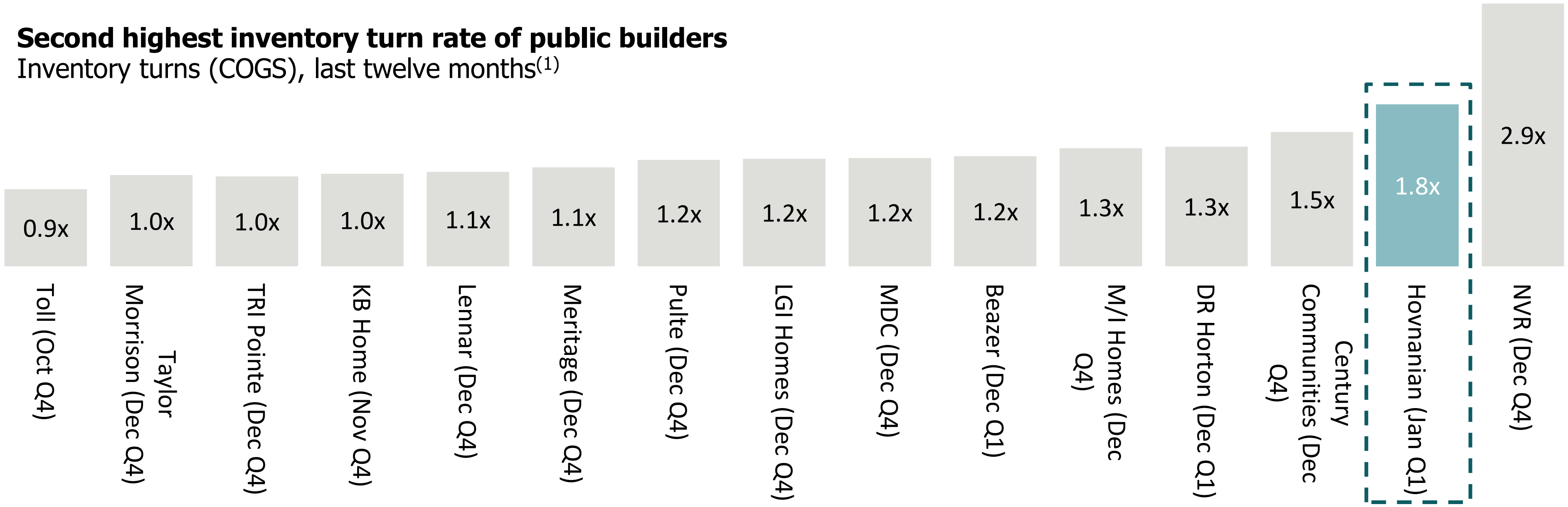
Rapid inventory turns drive improved performance

Hovnanian Enterprises, Inc.



Leader in pivoting towards "asset lite"

% of lots optioned



Second highest inventory turn rate of public builders

Inventory turns (COGS), last twelve months(1)

Source: Company SEC filings and press releases as of 03/01/22.

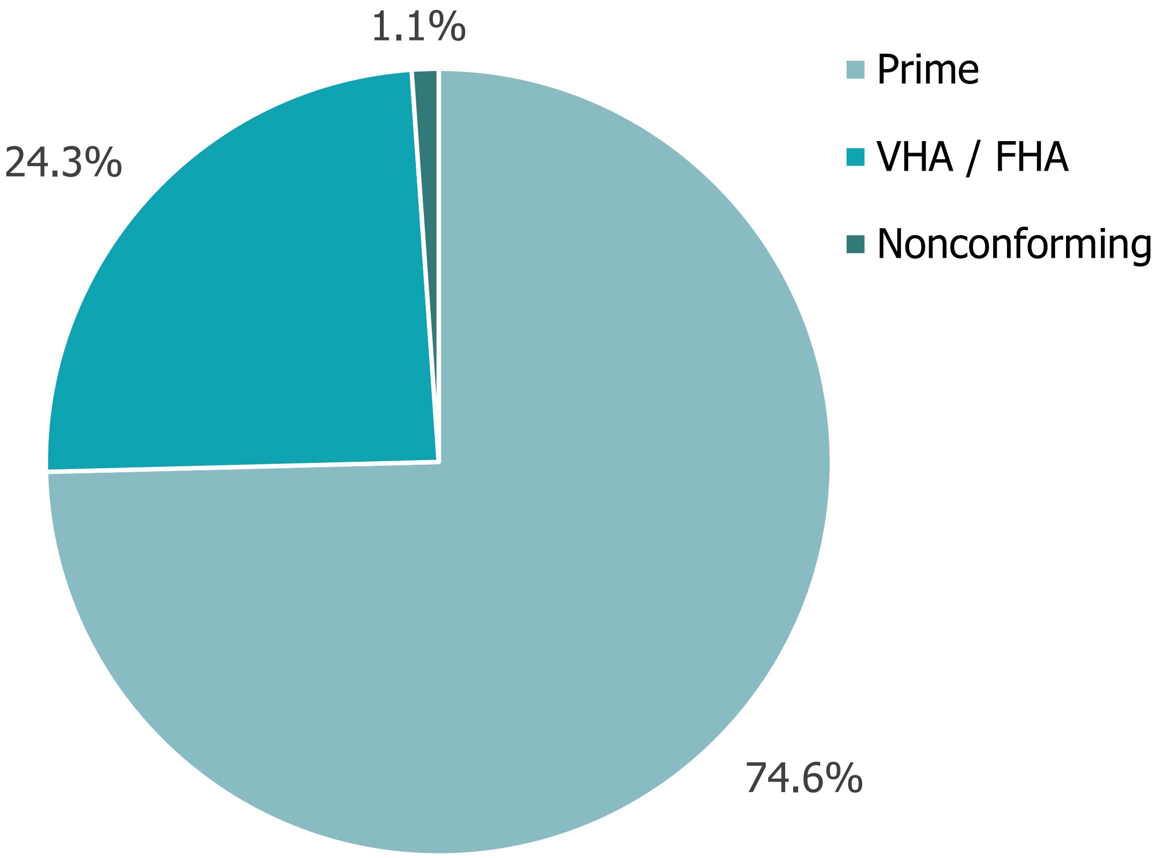
(1) Inventory turns derived by dividing cost of sales, excluding capitalized interest, by the five-quarter average homebuilding inventory, excluding inventory not owned and capitalized interest.

Highly profitable financial services business

Financial services overview

- Complements HOV’s homebuilding operations
- Provides mortgage originations in every state in which Hovnanian operates and title services in most states
- $75mm TTM revenues
- $31mm TTM operating income
- 41% TTM operating margin

Origination portfolio in Q1 2022

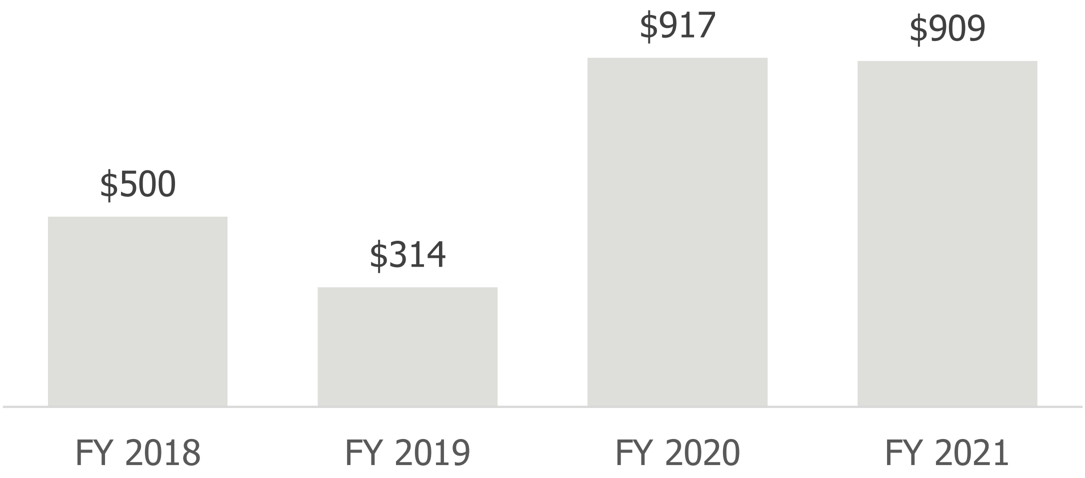


Note: Last twelve months (LTM) through January 31, 2022.

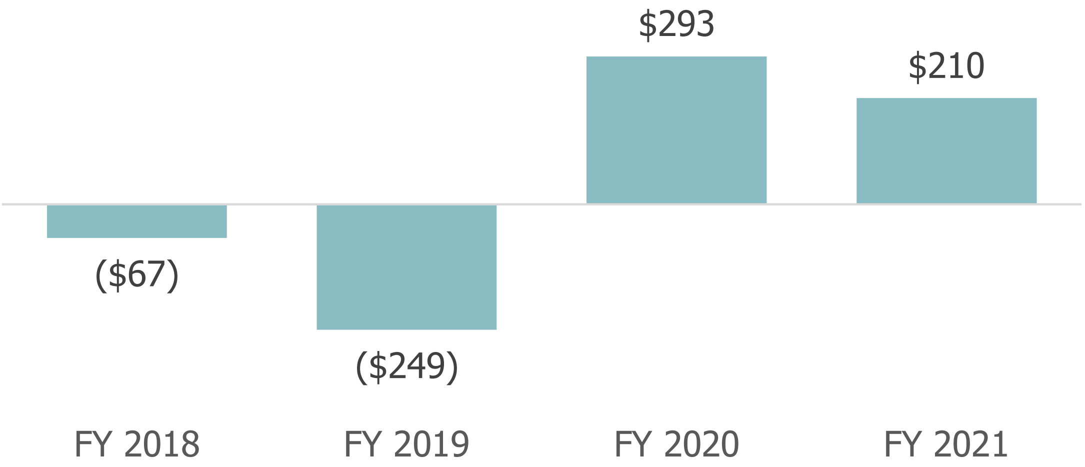
Significant cash flow generation

- Generated $2.6 billion of net operating cash flows before land and land development over the past four years
- ~$500 million of net operating cash flow in 2020 and 2021 after two years of outflows
- Strong underlying operating cash flow before land and land development
- Cash flow ramp provides optionality to retire debt

Net operating cash flow before land and land development spend
($ in millions)

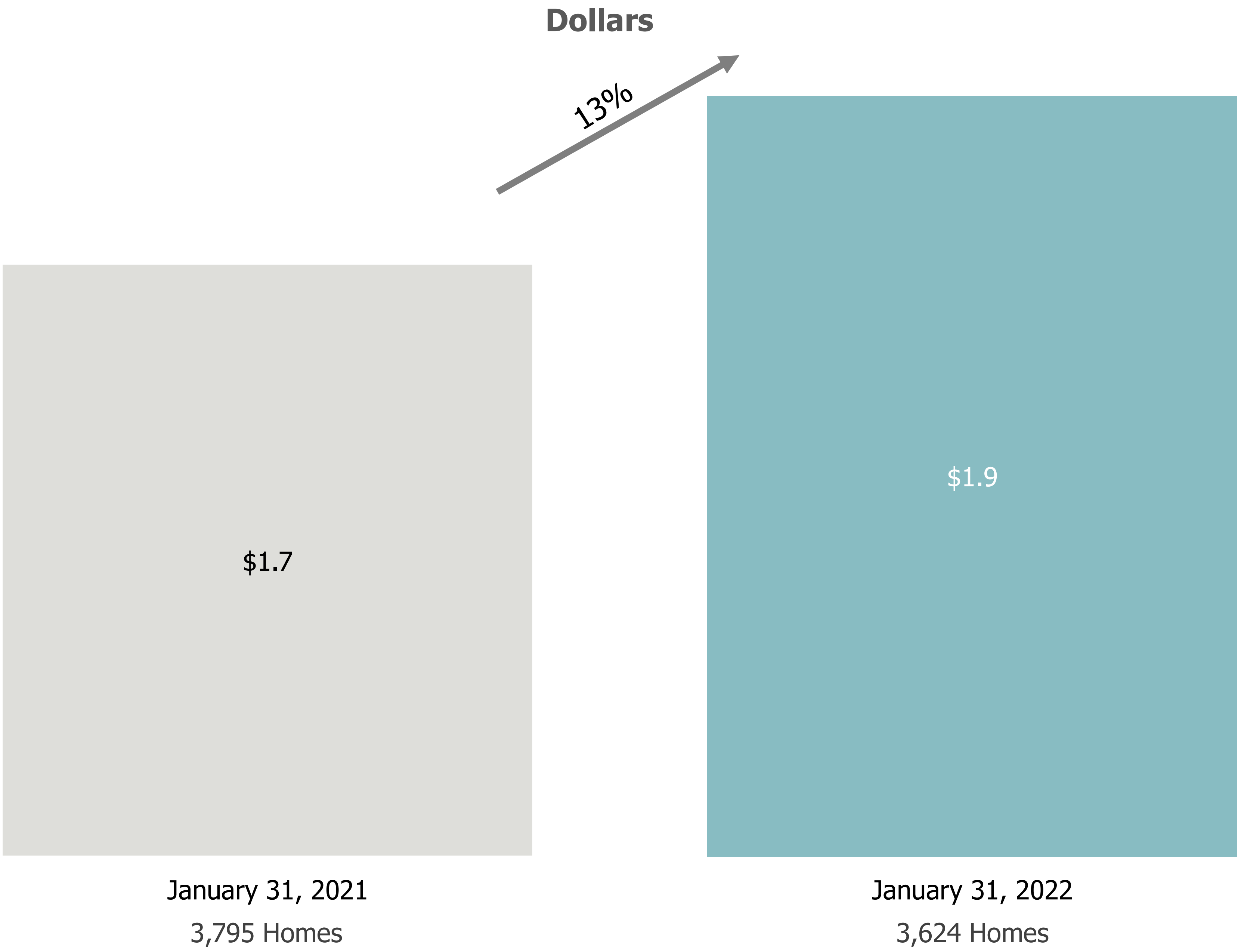


Net operating cash flow - reported
($ in millions)



Backlog

($ in billions)

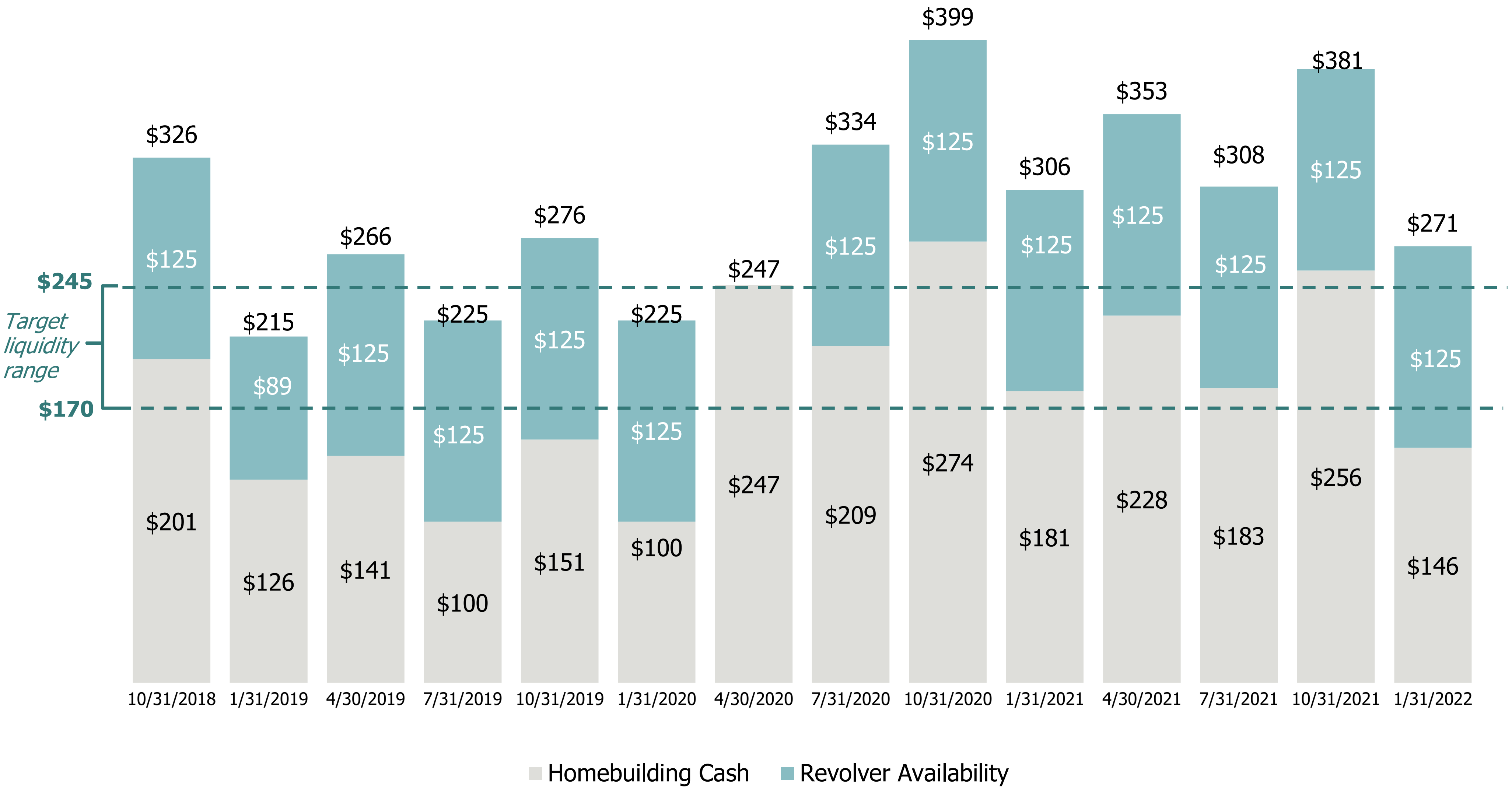


Note: Excludes domestic unconsolidated joint ventures.

Liquidity and balance sheet management

Liquidity Position and Target

($ in millions)



Note: Liquidity position includes homebuilding cash and cash equivalents (which includes unrestricted cash and restricted cash required to collateralize letters of credit) and revolving credit facility availability.

Focused on deleveraging and enhancing our debt structure

Hovnanian Enterprises, Inc.

Strategy

- ✓ Deleverage through debt repayment and growth in earnings
- ✓ Paid off 2022 and 2024 notes
- ✓ Multi-year, well-laddered debt maturity structure
- ✓ Proactively refinance high cost of debt at upcoming call dates
- ✓ Issue future note tranches in sizes to achieve HY index inclusion, secondary market liquidity and price transparency
- ✓ Reduce reliance on secured debt; unencumber balance sheet

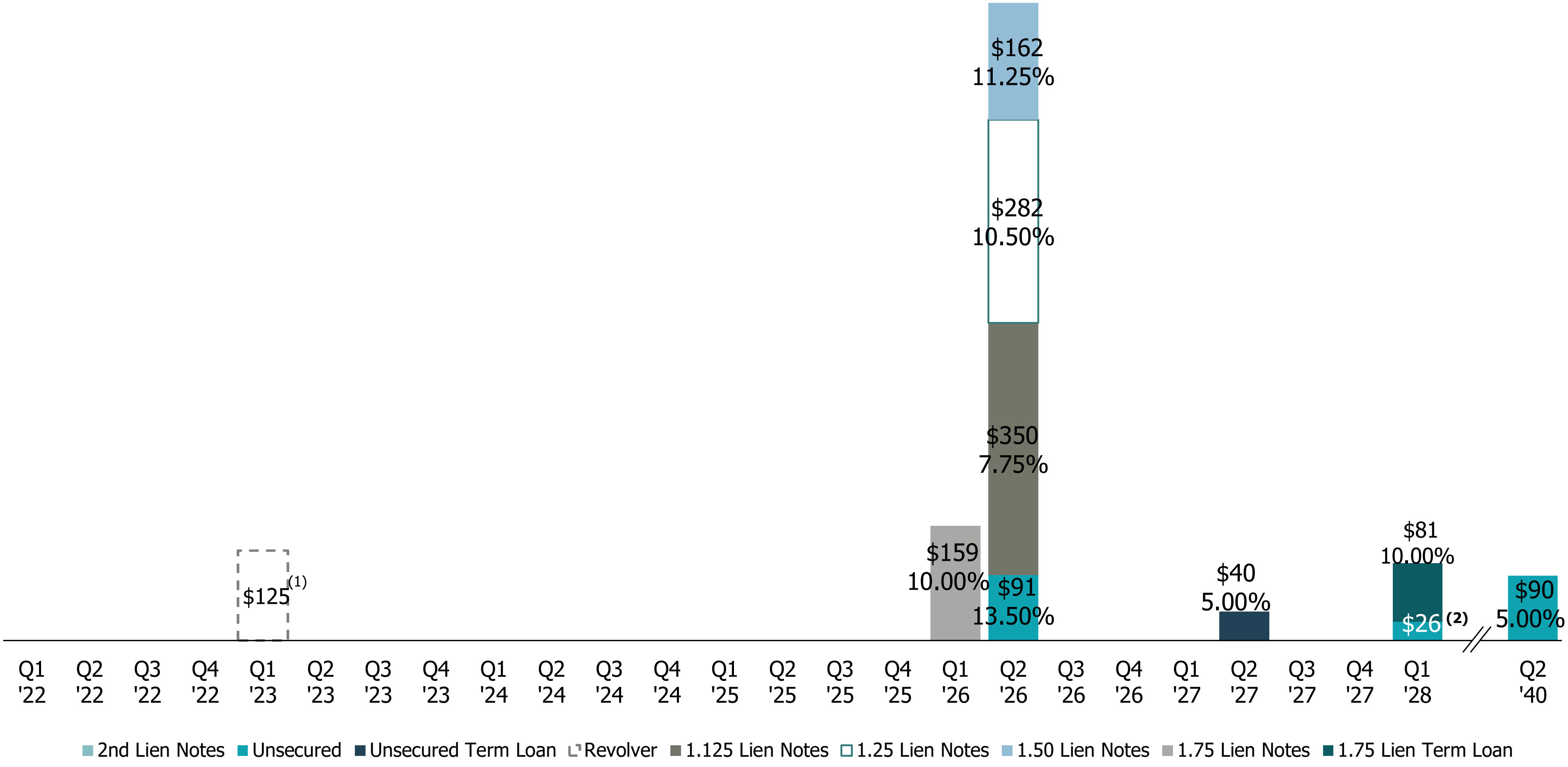
Bond and loan composition as of 1/31/22

Tranche	Coupon	Current principal balance	Current call price
Secured:			
Senior notes due 2026 (1.125 lien)	7.75%	$350	103.875
Senior notes due 2026 (1.25 lien)	10.50%	282	105.250
Senior notes due 2026 (1.5 lien)	11.25%	162	100.000
Senior notes due 2025 (1.75 lien)	10.00%	159	105.000
Term loan due 2028 (1.75 lien)	10.00%	81	105.000
Unsecured:			
Unsecured notes due 2026	13.50%	$91	Make whole
Unsecured term loan due 2027	5.00%	40	100.000
Unsecured notes due 2040	5.00%	90	100.000

Debt Maturity Profile

Hovnanian Enterprises, Inc.

As of January 31, 2022



Multiple, privately negotiated transactions in FY 2019 and FY 2020, as well as reducing debt by $181 million in FY 2021, provided significant runway to fiscal 2026

Note: Shown on a fiscal year basis, at face value. $ in millions.
Excludes non-recourse mortgages.
(1) $0 balance as of January 31, 2022.
(2) $26 million of 8.0% senior notes held by wholly owned subsidiary, no cash required to retire.

Guidance

Reiterate Guidance for Second Quarter 2022

($ in millions)

	Actuals Q2 2021	Guidance Q2 2022[(1)]
Total Revenues	**$703**	**$700 - $750**
Adjusted Homebuilding Gross Margin[(2)]	**21.3%**	**23.0% - 25.0%**
Total SG&A as Percentage of Total Revenues[(3)]	**11.7%**	**9.5% - 10.5%**
Adjusted Income Before Income Taxes[(4)]	**$31**	**$60 - $75**

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(1) The Company cannot provide a reconciliation between its non-GAAP projections and the most directly comparable GAAP measures without unreasonable efforts because it is unable to predict with reasonable certainty the ultimate outcome of certain significant items required for the reconciliation. These items include, but are not limited to, land-related charges, and loss (gain) on extinguishment of debt. These items are uncertain, depend on various factors and could have a material impact on GAAP reported results.

(2) Adjusted homebuilding gross margin percentage is before cost of sales interest expense and land charges. See appendix for a reconciliation to the most directly comparable GAAP measure.

(3) Total SG&A includes homebuilding selling, general and administrative costs and corporate general and administrative costs. Ratio calculated as a percentage of total revenues. The SG&A guidance assumes that the stock remains at $96.88

(4) Adjusted Income Before Income Taxes excludes land-related charges and loss (gain) on extinguishment of debt. See appendix for a reconciliation to the most directly comparable GAAP measure.

Reiterate Guidance for Fiscal 2022

($ in millions)

	Actuals FY 2021	Guidance FY 2022(1)
Total Revenues	**$2,783**	**$2,800 - $3,000**
Adjusted Homebuilding Gross Margin(2)	**21.8%**	**23.5% - 25.5%**
Total SG&A as Percentage of Total Revenues(3)	**9.9%**	**9.3% - 10.3%**
Adjusted EBITDA(4)	**$364**	**$410 - $460**
Adjusted Income Before Income Taxes(5)	**$197**	**$260 - $310**
Diluted EPS (excluding valuation allowance reduction)	**$21.77**	**$26.50 - $32.00**

(1) The Company cannot provide a reconciliation between its non-GAAP projections and the most directly comparable GAAP measures without unreasonable efforts because it is unable to predict with reasonable certainty the ultimate outcome of certain significant items required for the reconciliation. These items include, but are not limited to, land-related charges, inventory impairment loss and land option write-offs and loss (gain) on extinguishment of debt. These items are uncertain, depend on various factors and could have a material impact on GAAP reported results.

(2) Adjusted homebuilding gross margin percentage is before cost of sales interest expense and land charges. See appendix for a reconciliation to the most directly comparable GAAP measure.

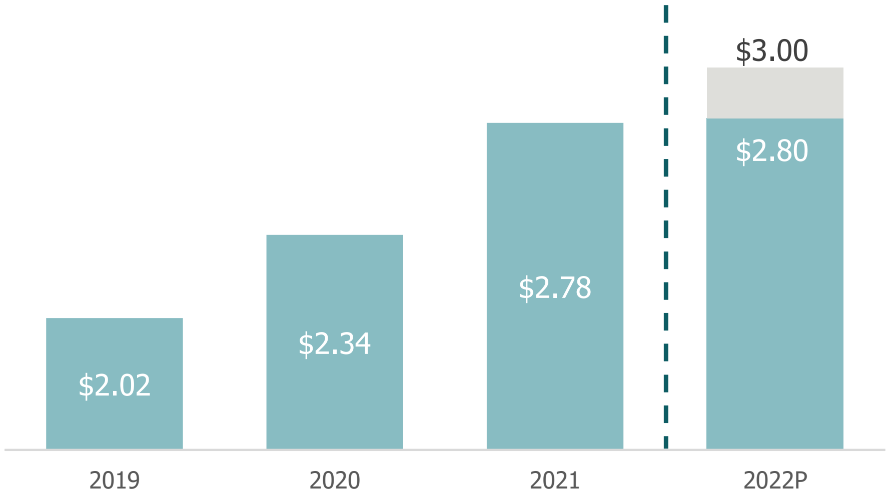
(3) Total SG&A includes homebuilding selling, general and administrative costs and corporate general and administrative costs. Ratio calculated as a percentage of total revenues. The SG&A guidance assumes that the stock remains at $96.88.

(4) Adjusted EBITDA is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income (loss). Adjusted EBITDA represents earnings before interest expense, income taxes, depreciation, amortization, land-related charges and loss (gain) on extinguishment of debt.

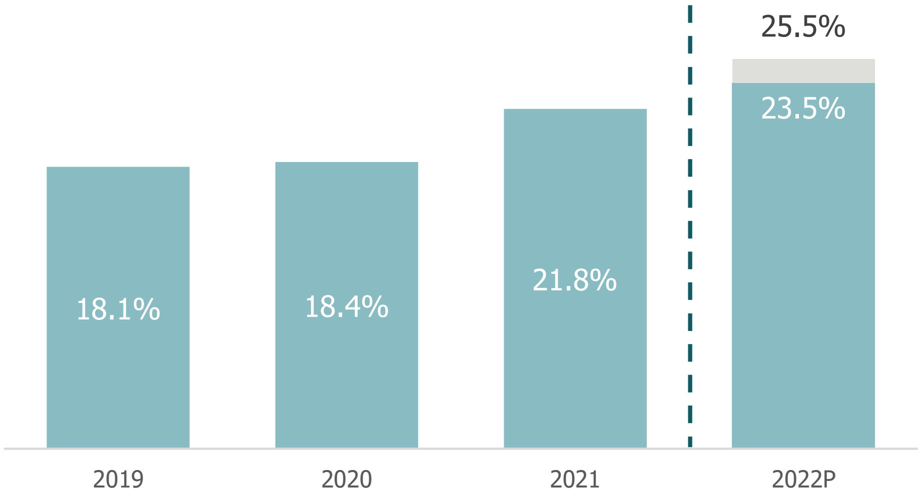
(5) Adjusted Income Before Income Taxes excludes land-related charges, joint venture write-downs and loss (gain) on extinguishment of debt. See appendix for a reconciliation to the most directly comparable GAAP measure.

Guidance Range for Fiscal 2022(1)

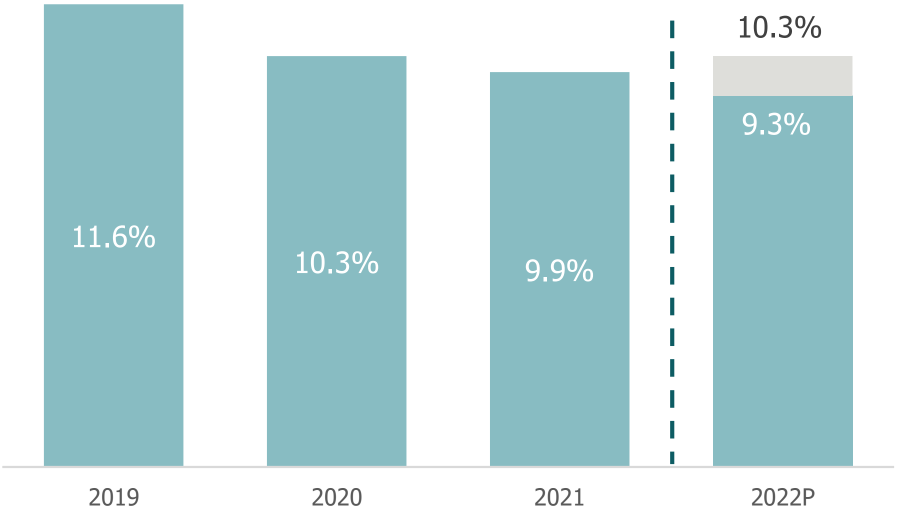
Total Revenues



Adjusted Homebuilding Gross Margin(2)

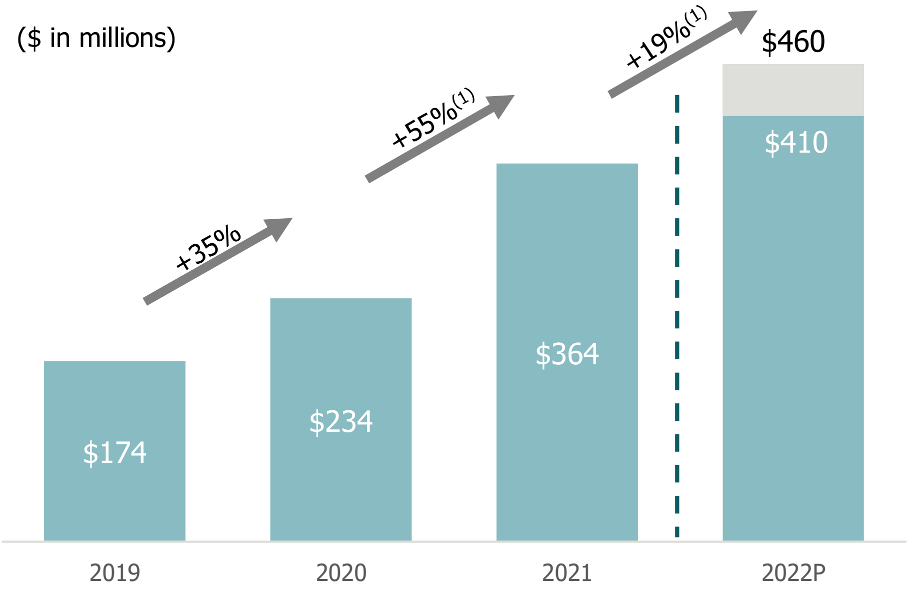


Total SG&A Ratio(3)



Annual Adjusted EBITDA(4),(5)

($ in millions)



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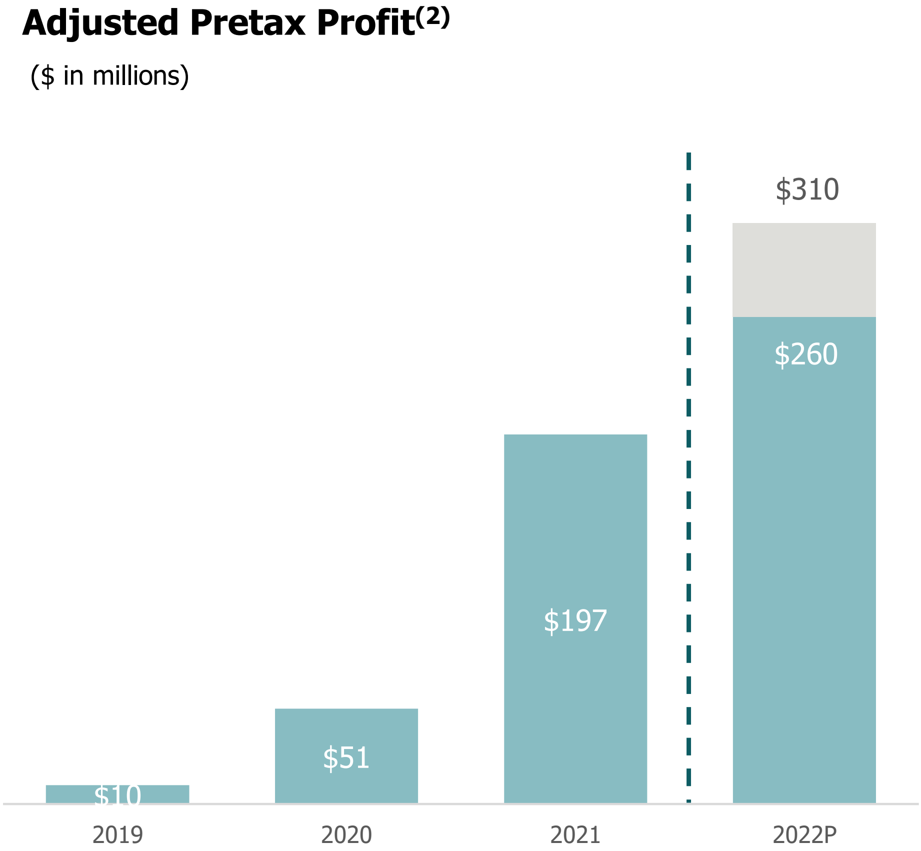
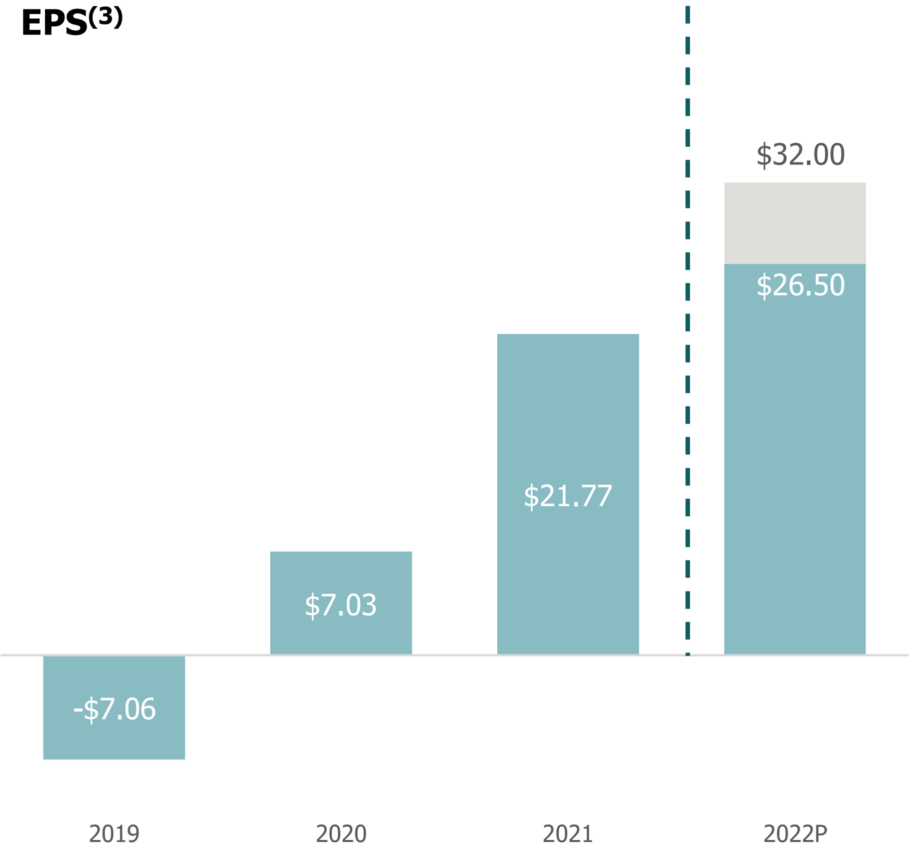
(1) The Company cannot provide a reconciliation between its non-GAAP projections and the most directly comparable GAAP measures without unreasonable efforts because it is unable to predict with reasonable certainty the ultimate outcome of certain significant items required for the reconciliation. These items include, but are not limited to, land-related charges, inventory impairment loss and land option write-offs and loss (gain) on extinguishment of debt. These items are uncertain, depend on various factors and could have a material impact on GAAP reported results.
(2) Adjusted homebuilding gross margin percentage is before cost of sales interest expense and land charges. See appendix for a reconciliation to the most directly comparable GAAP measure.
(3) Total SG&A includes homebuilding selling, general and administrative costs and corporate general and administrative costs. Ratio calculated as a percentage of total revenues.
(4) Adjusted EBITDA is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income. Adjusted EBITDA represents earnings before interest expense, income taxes, depreciation, amortization, land-related charges and loss (gain) on extinguishment of debt.
(5) The percentage increases for 2022 are based on the midpoint of our guidance range.

Guidance Range for Fiscal 2022(1)





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(1) The Company cannot provide a reconciliation between its non-GAAP projections and the most directly comparable GAAP measures without unreasonable efforts because it is unable to predict with reasonable certainty the ultimate outcome of certain significant items required for the reconciliation. These items include, but are not limited to, land-related charges, inventory impairment loss and land option write-offs and loss (gain) on extinguishment of debt. These items are uncertain, depend on various factors and could have a material impact on GAAP reported results.

(2) Adjusted Income Before Income Taxes excludes land-related charges and loss (gain) on extinguishment of debt. See appendix for a reconciliation to the most directly comparable GAAP measure.

(3) Midpoint of adjusted income before income taxes guidance for full year 2022 and 30% effective tax rate less preferred dividend.

Multi-Year Key Metric Targets

Multi-Year Key Metric Targets

Key metrics — Actuals and Targets

($ in millions)

	Actuals FY 2020	**Actuals FY 2021**	**Midpoint of Guidance FY 2022 (1)**	**Multi-Year Key Metric Targets**
Total consolidated revenue	$2,344	$2,783	$2,900	$3,950
Adjusted homebuilding gross margin (2)	18.4%	21.8%	24.5%	20.5%
Total SG&A as a % of total revenues (3)	10.3%	9.9%	9.8%	9.0%
Adjusted EBITDA (4)	$234	$364	$435	$454
Interest expense	$178	$162	$150	$82
Adjusted income before taxes (5)	$51	$197	$285	$372
Total debt (inc. nonrecourse debt)	$1,566	$1,373	$1,173	$650
Adjusted EBITDA/interest incurred	1.3x	2.3x	na	5.5x
Equity (deficit)	($437)	$175	$364	$838
Debt to capitalization (6)	138.7%	88.7%	76.3%	43.7%
Inventory (ex. inventory not owned)	$1,014	$1,156	na	$1,500
Inventory turnover (ex. Inventory not owned and capitalized interest) (7)	1.8x	1.9x	na	2.1x

(1) The Company cannot provide a reconciliation between its non-GAAP projections and the most directly comparable GAAP measures without unreasonable efforts because it is unable to predict with reasonable certainty the ultimate outcome of certain significant items required for the reconciliation. These items include, but are not limited to, land-related charges, inventory impairment loss and land option write-offs and loss (gain) on extinguishment of debt. These items are uncertain, depend on various factors and could have a material impact on GAAP reported results.

(2) Adjusted homebuilding gross margin percentage is before cost of sales interest expense and land charges. See appendix for a reconciliation to the most directly comparable GAAP measure.

(3) Total SG&A includes homebuilding selling, general and administrative costs and corporate general and administrative costs. Ratio calculated as a percentage of total revenues. The SG&A guidance assumes that the Company's stock price remains at $96.88.

(4) Adjusted EBITDA is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income (loss). Adjusted EBITDA represents earnings before interest expense, income taxes, depreciation, amortization, land-related charges and loss (gain) on extinguishment of debt. See appendix for a reconciliation to the most directly comparable GAAP measure.

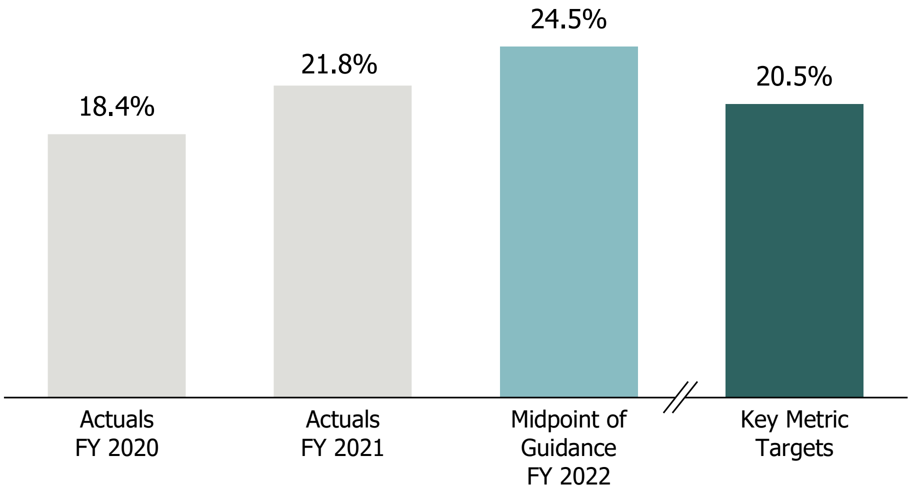
(5) Adjusted Income Before Income Taxes excludes land-related charges, joint venture write-downs and loss (gain) on extinguishment of debt. See appendix for a reconciliation to the most directly comparable GAAP measure.

(6) Debt to capitalization is a non-GAAP financial measure. The calculation of Debt to Capitalization is included in the appendix of this presentation.

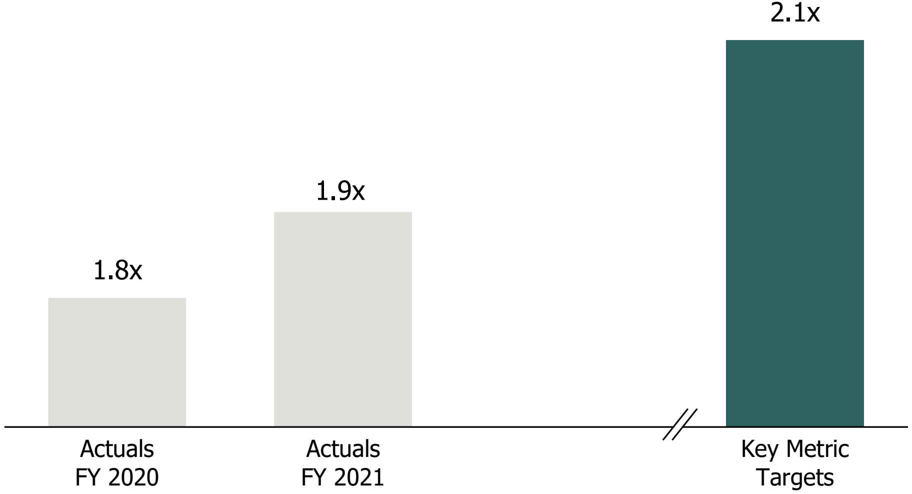
(7) The calculation of inventory turnover is included in the appendix to this presentation.

Multi-Year Key Metric Targets

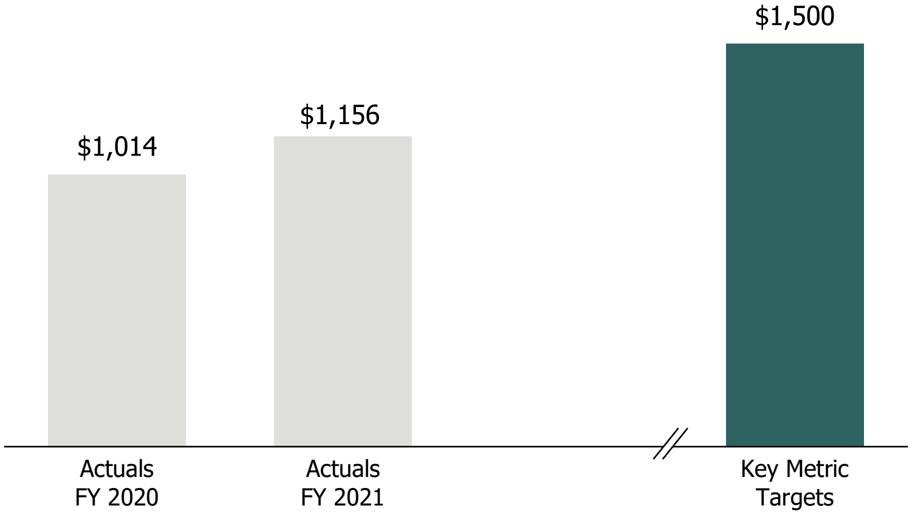
Adjusted Homebuilding Gross Margin



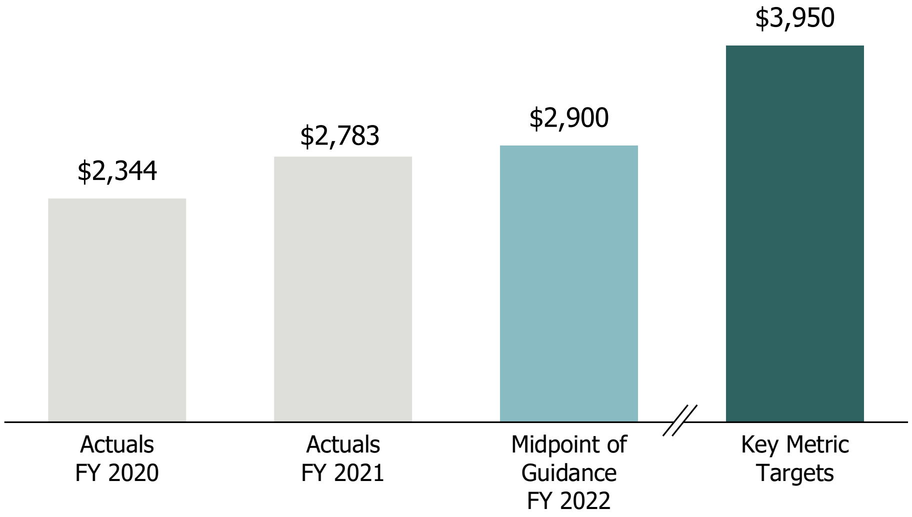
Inventory Turnover (ex. Inventory not owned and capped interest)



Inventory (ex. Inventory not owned)



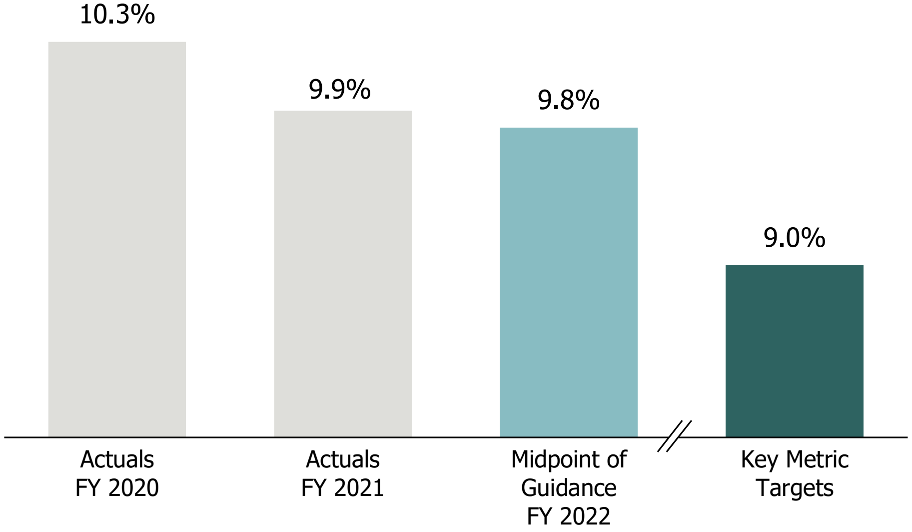
Total Consolidated Revenue



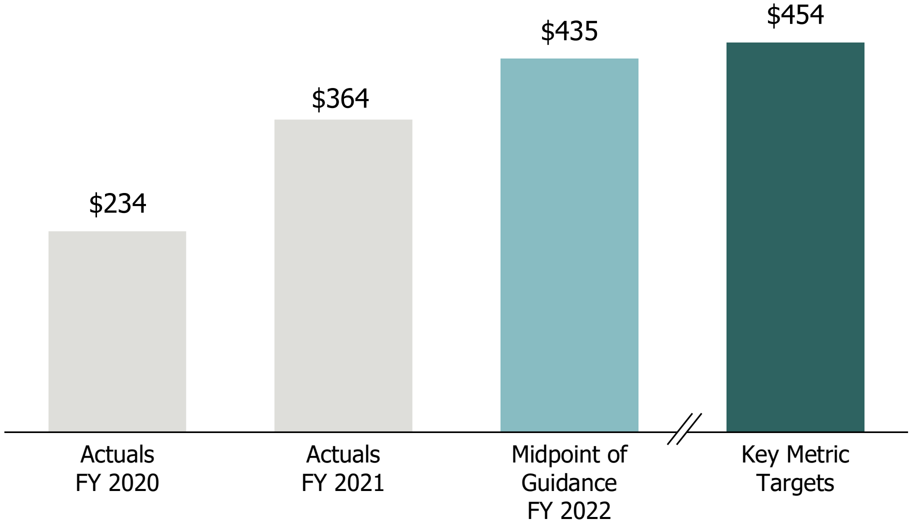
Note: See footnotes on page 37 of this presentation.

Multi-Year Key Metric Targets

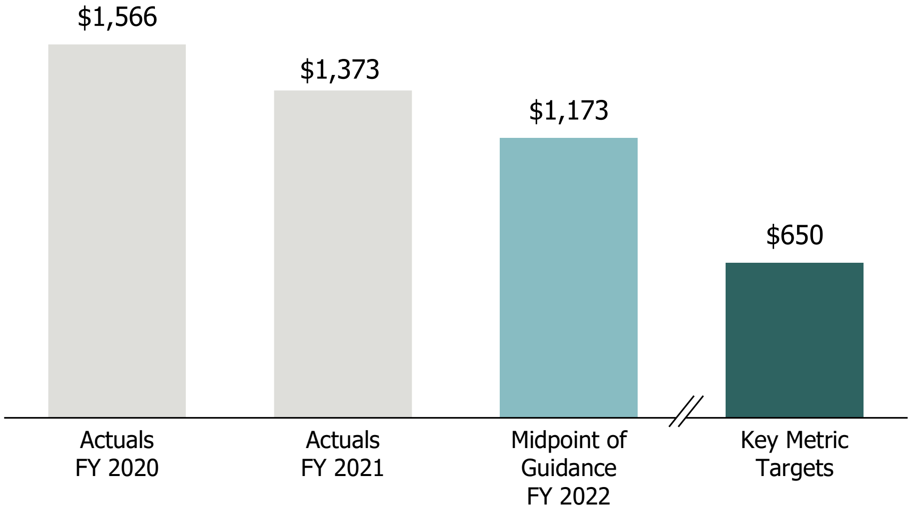
Total SG&A as a % of Total Revenues



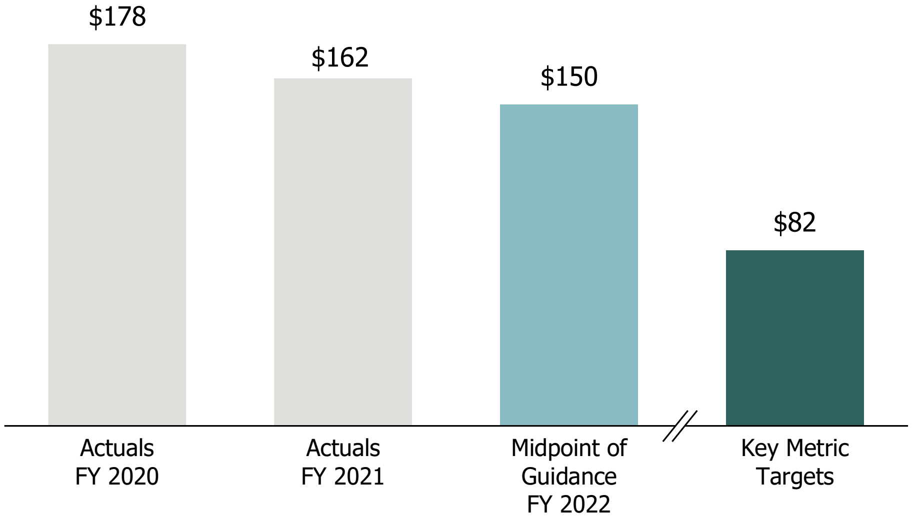
Adjusted EBITDA



Total Debt (inc. nonrecourse debt)



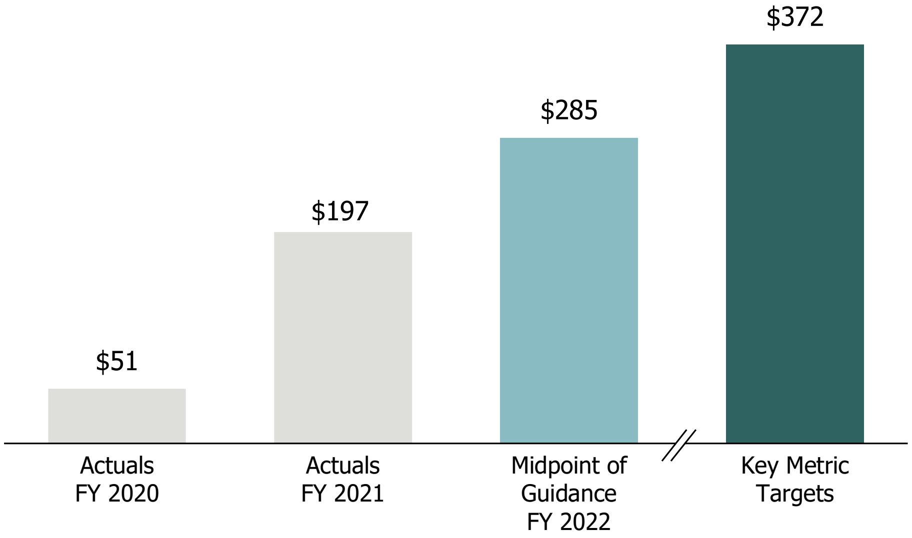
Interest Expense



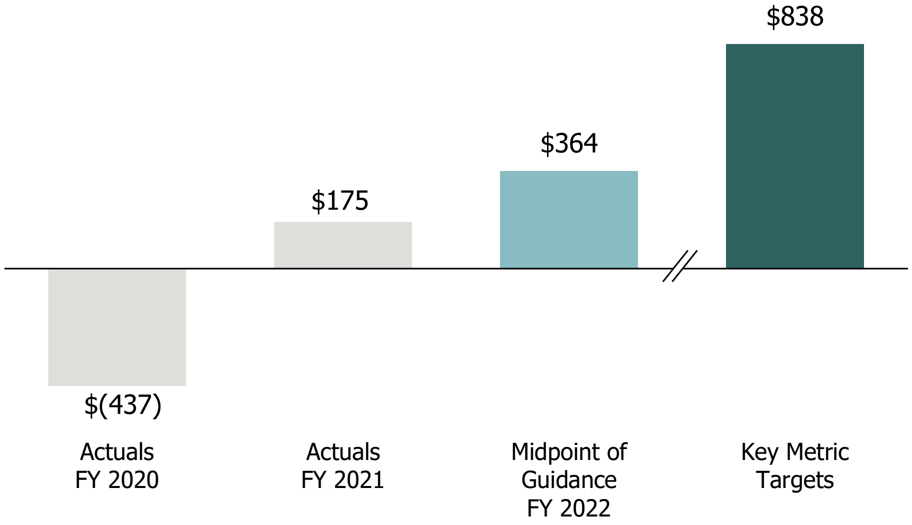
Note: See footnotes on page 37 of this presentation.

Multi-Year Key Metric Targets

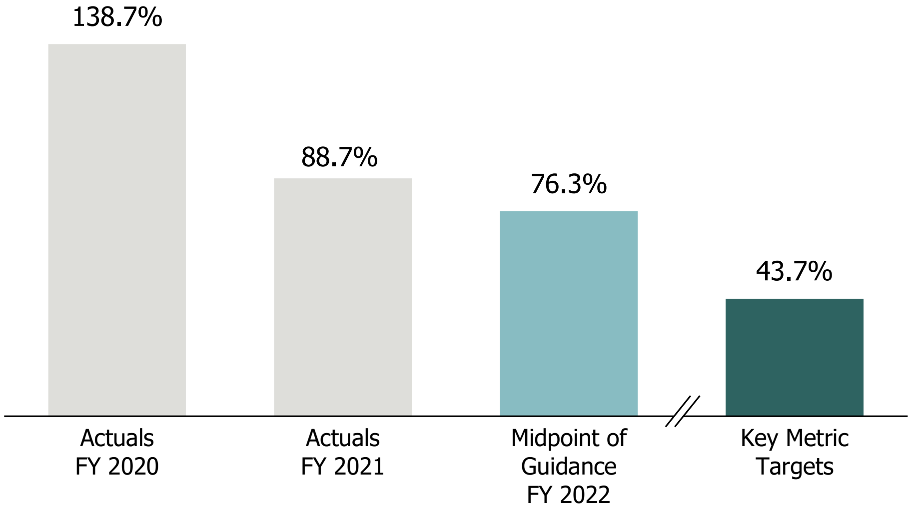
Adjusted Pre-tax Earnings



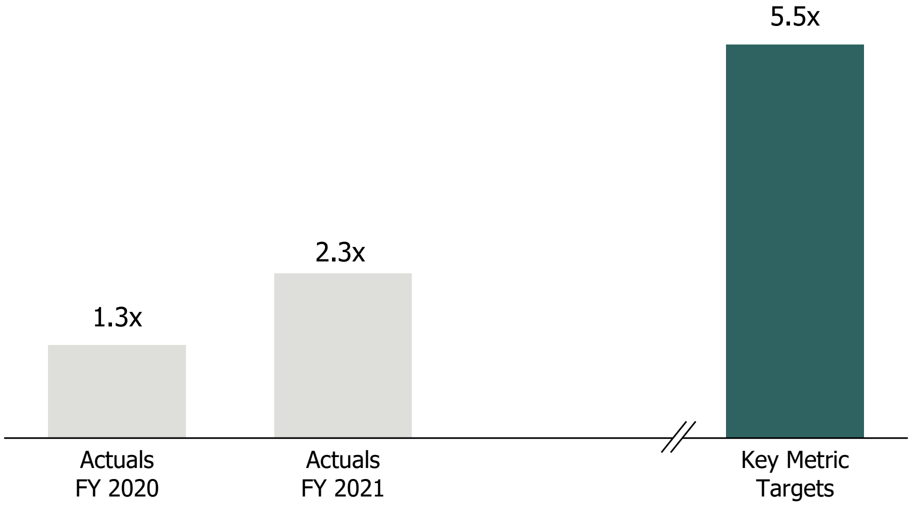
Equity (Deficit)



Debt to Capitalization



Adjusted EBITDA/Interest Incurred

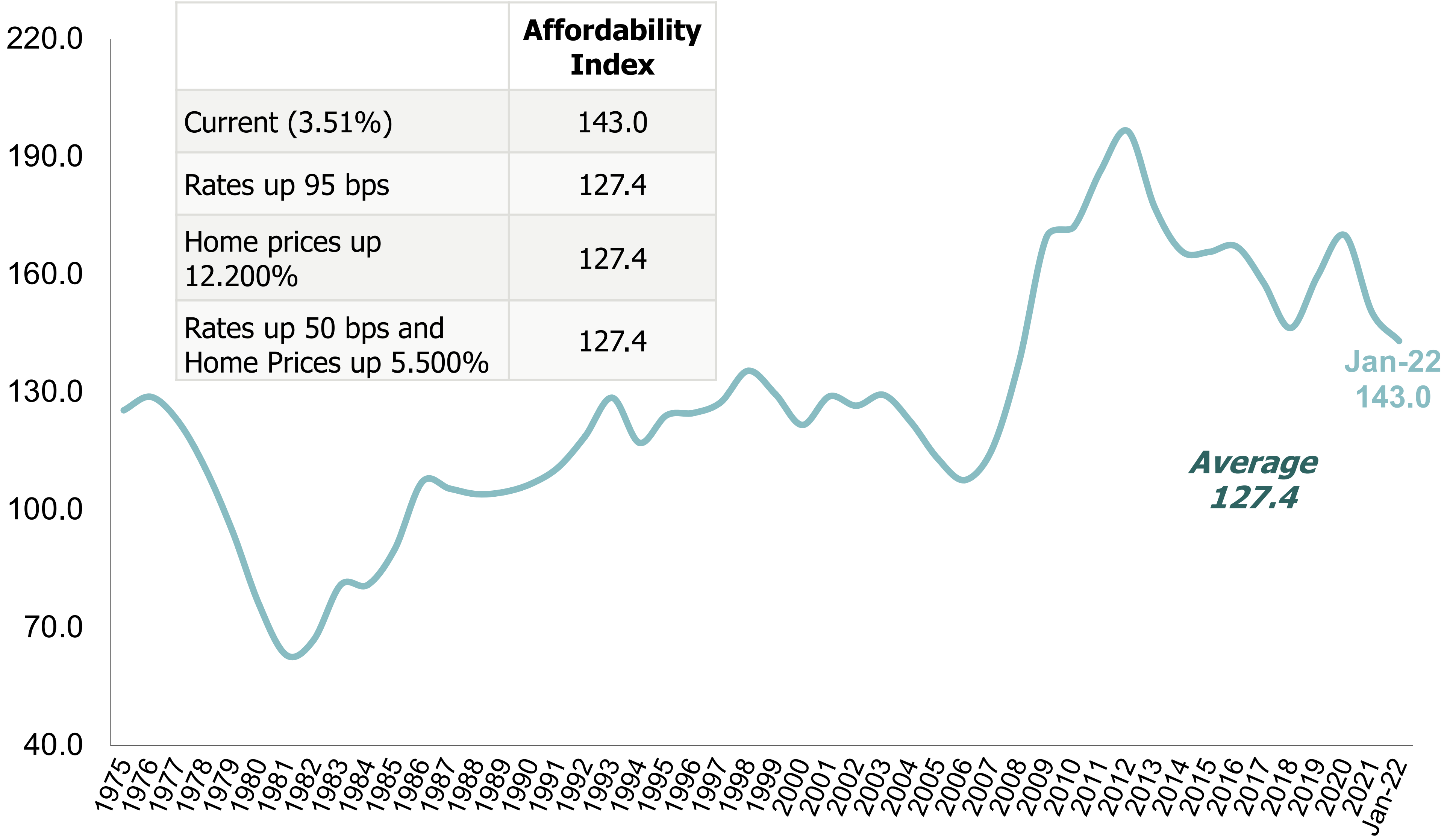


Note: See footnotes on page 37 of this presentation.

US Housing Market

Affordability Index

“The higher the affordability Index the better.”

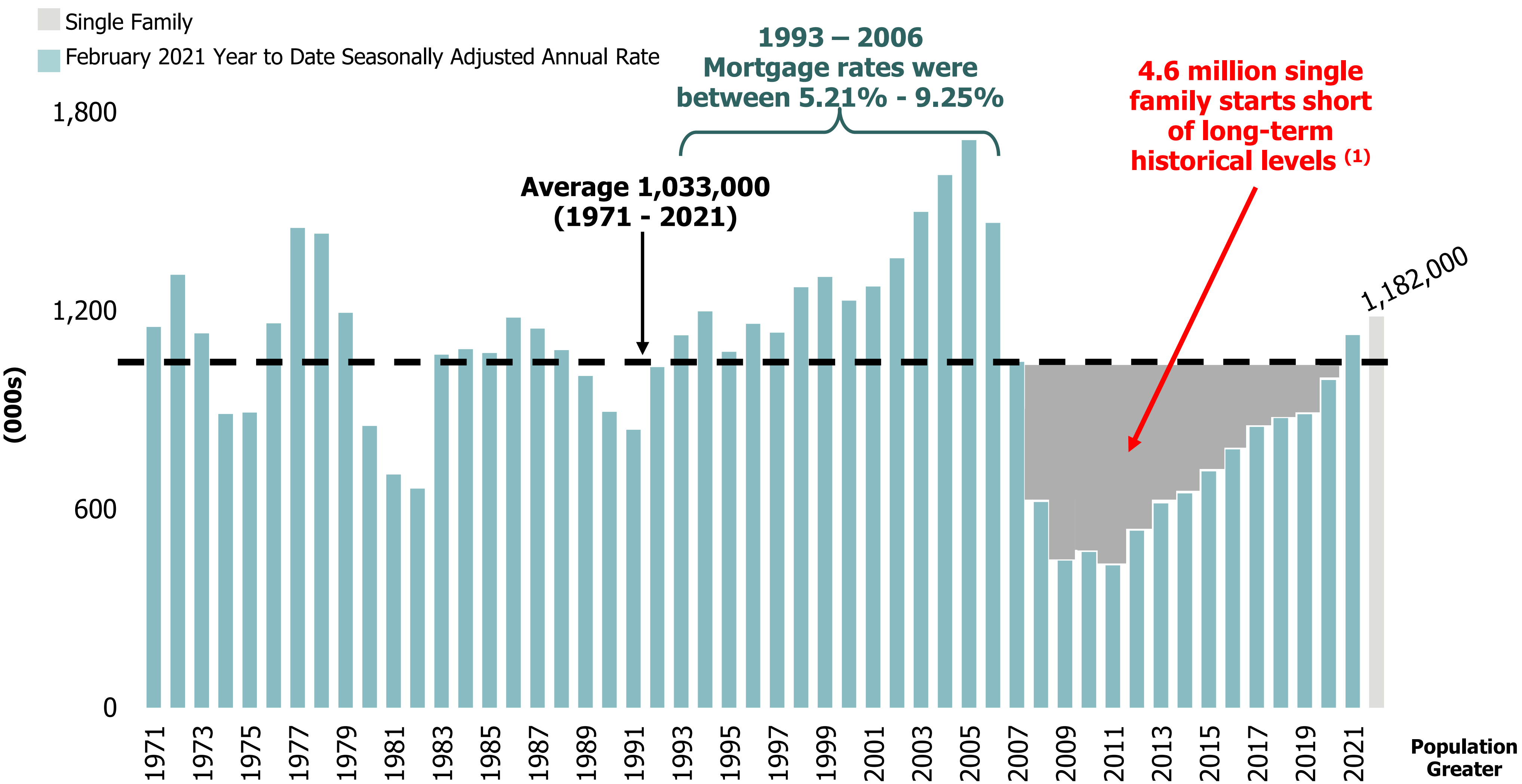


	Affordability Index
Current (3.51%)	143.0
Rates up 95 bps	127.4
Home prices up 12.200%	127.4
Rates up 50 bps and Home Prices up 5.500%	127.4

Note: Based on a 25% qualifying ratio for monthly housing expense to gross monthly income with a 20% down payment.
Source: NAR, Freddie Mac and US Census Bureau.

Recent shortfall in U.S. housing production

(Single family housing starts)



1993 – 2006 Mortgage rates were between 5.21% - 9.25%

Average 1,033,000 (1971 - 2021)

4.6 million single family starts short of long-term historical levels (1)

Population Greater

US Population	**1970**	**1980**	**1990**	**2000**	**2010**	**2020**
In millions	**203.2**	**226.5**	**248.7**	**281.4**	**308.7**	**331.4**

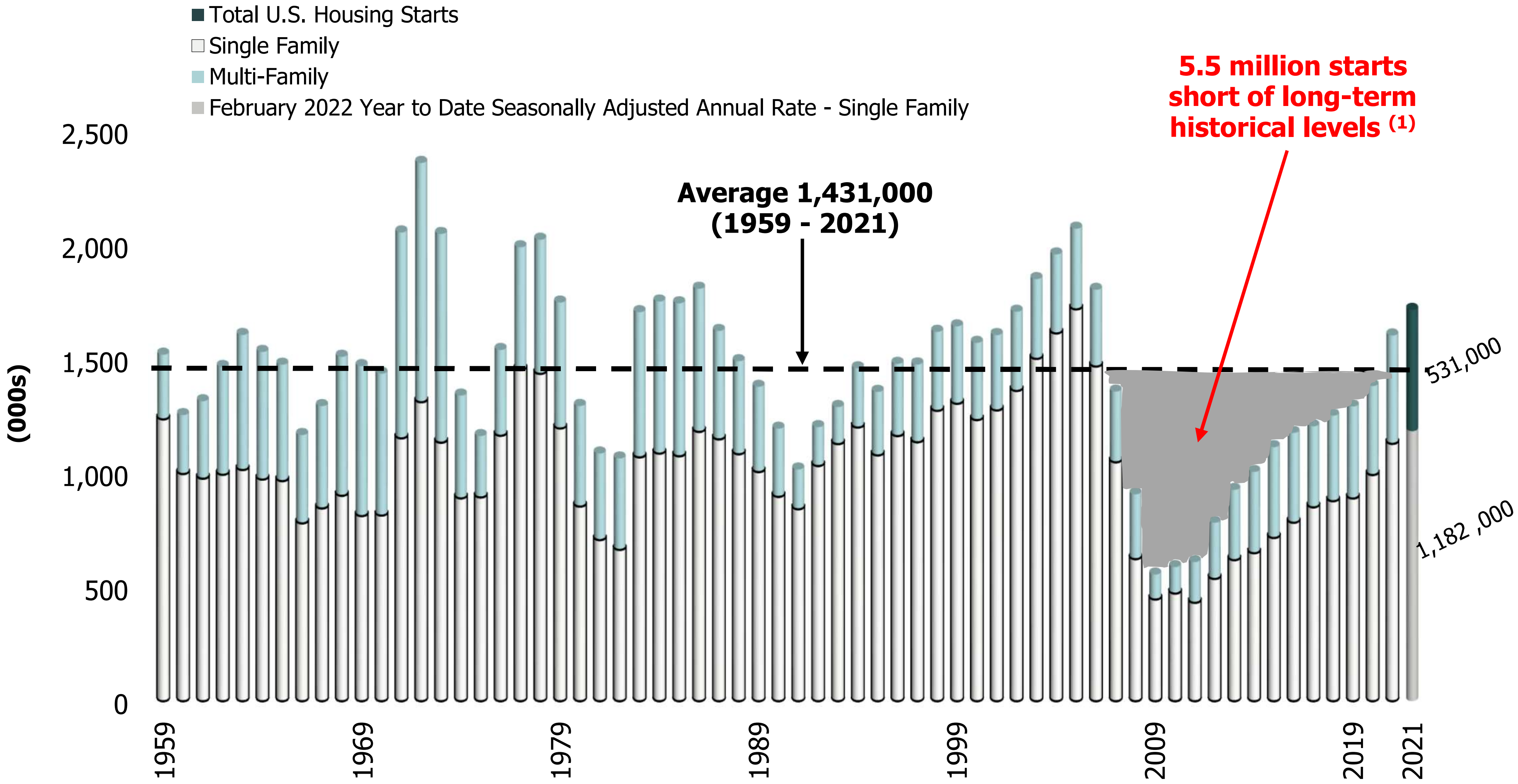
Source: U.S. Census Bureau.

(1) Wall Street Journal article from June 16, 2021 referencing a new National Association of Realtors report, mentions 5.5 million total starts short of long-term historical levels.

Recent shortfall in U.S. housing production

(For Sale and Rental)

Hovnanian Enterprises, Inc.



Average 1,431,000 (1959 - 2021)

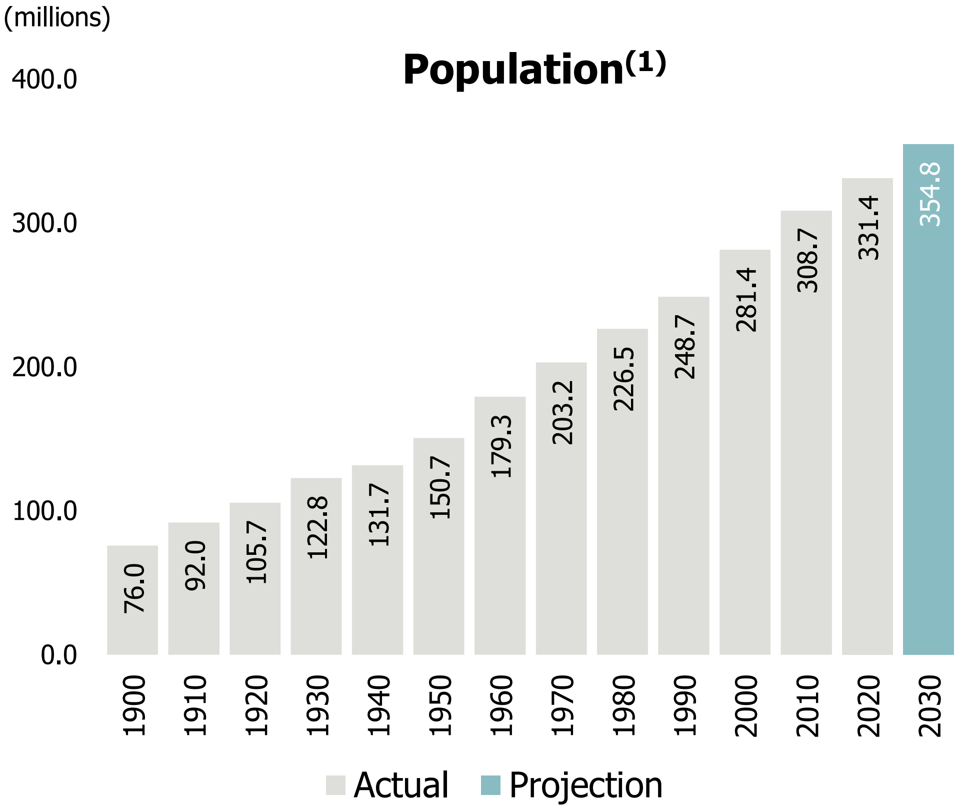
5.5 million starts short of long-term historical levels (1)

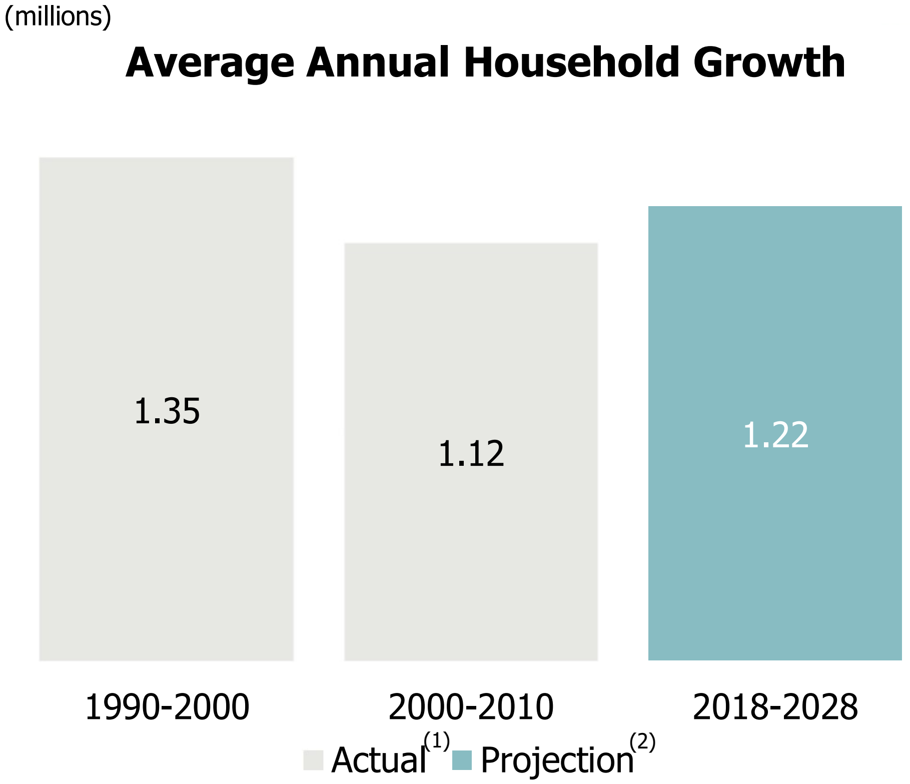
Population Greater

US Population								
In millions	**132.2**	**151.3**	**179.3**	**203.2**	**226.5**	**248.7**	**281.4**	**308.7**

Source: U.S. Census Bureau.
(1) Wall Street Journal article from June 16, 2021 referencing a new National Association of Realtors report.

Historical and Projected Annual Demand





Projected Annual Demand 2018 - 2028(2)

1.22 million household formations

0.17 million demolitions

0.12 million second homes and vacant units

1.51 million new homes per year

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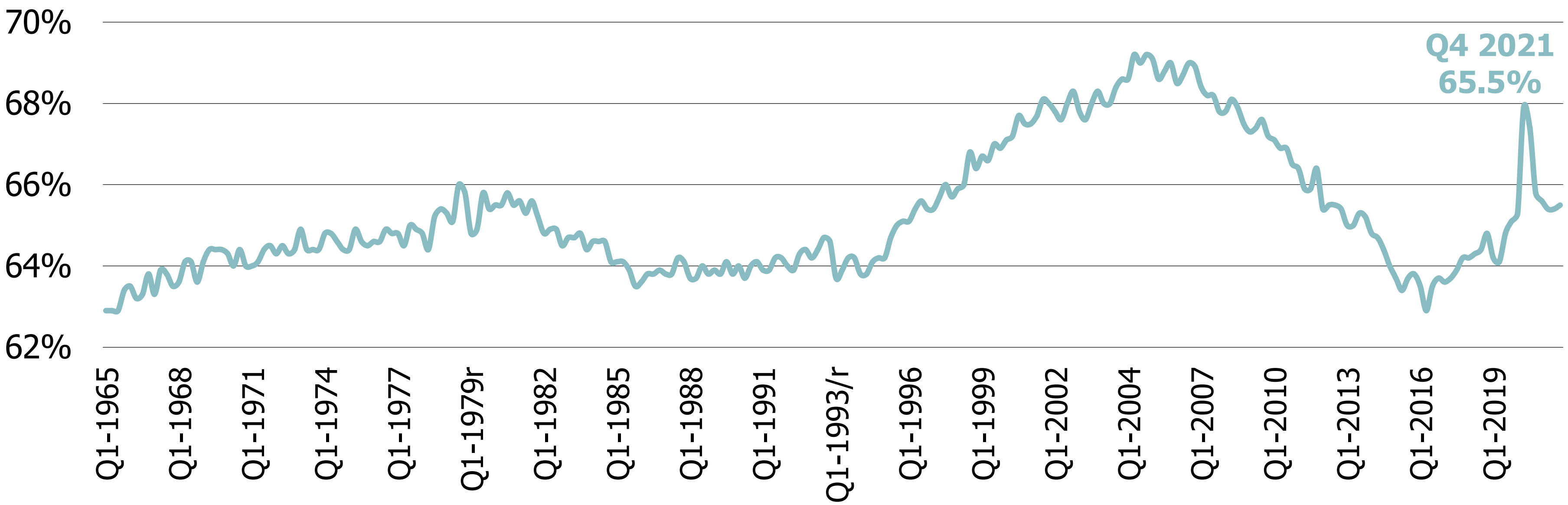
(1) U.S. Census Bureau

(2) Joint Center for Housing Studies of Harvard University.

Homeownership Rates

Homeownership Rates for All Households



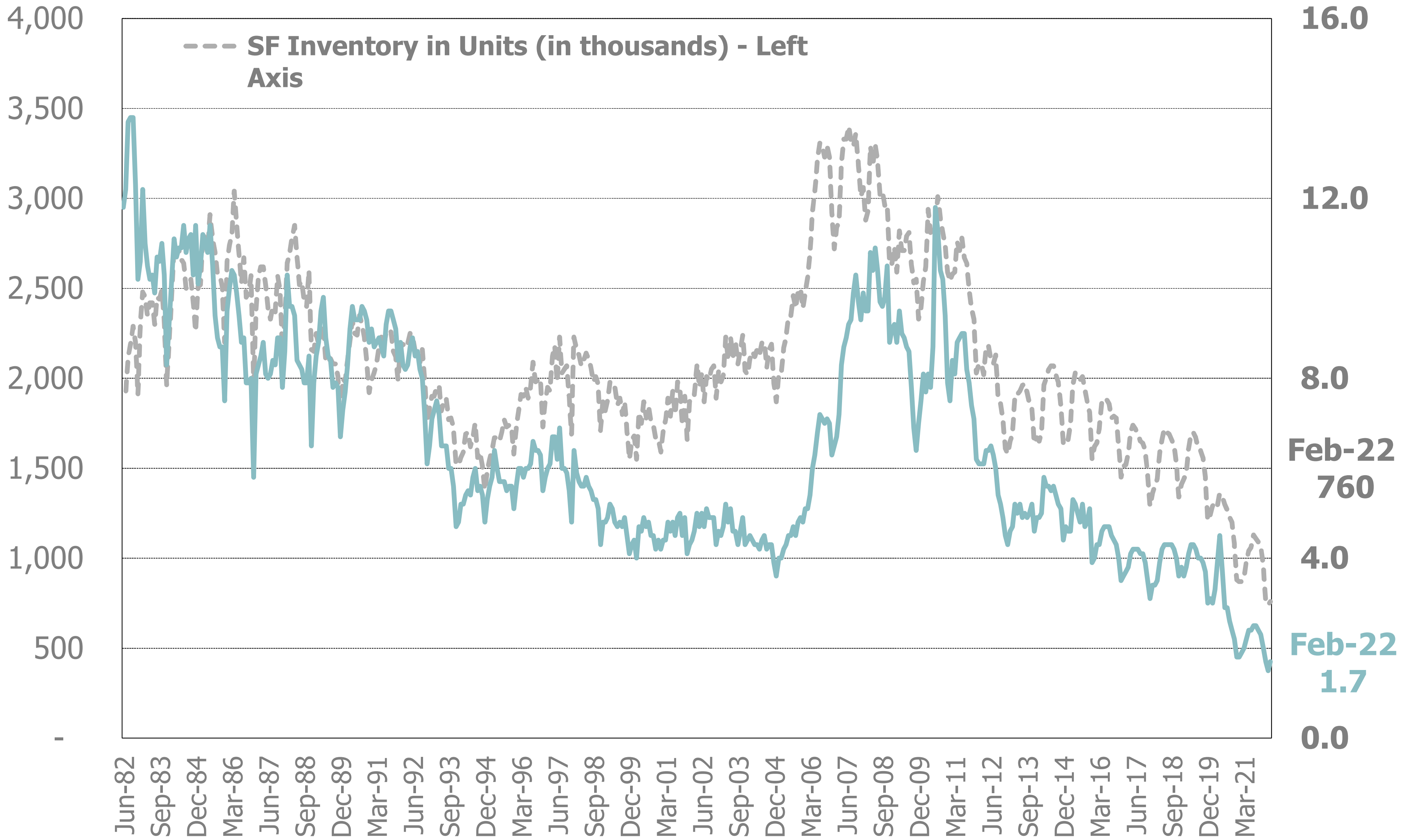
Homeownership Rates By Age of Householder 2021	
Under 35	38.3%
35 – 44	61.4%
45 – 54	70.0%
55 – 64	75.3%
65 and over	79.4%

- **Homeownership rates increase with age**

Source: U.S. Census Bureau

Existing Single-Family Inventory Versus Months' Supply - June 1982 through February 2022

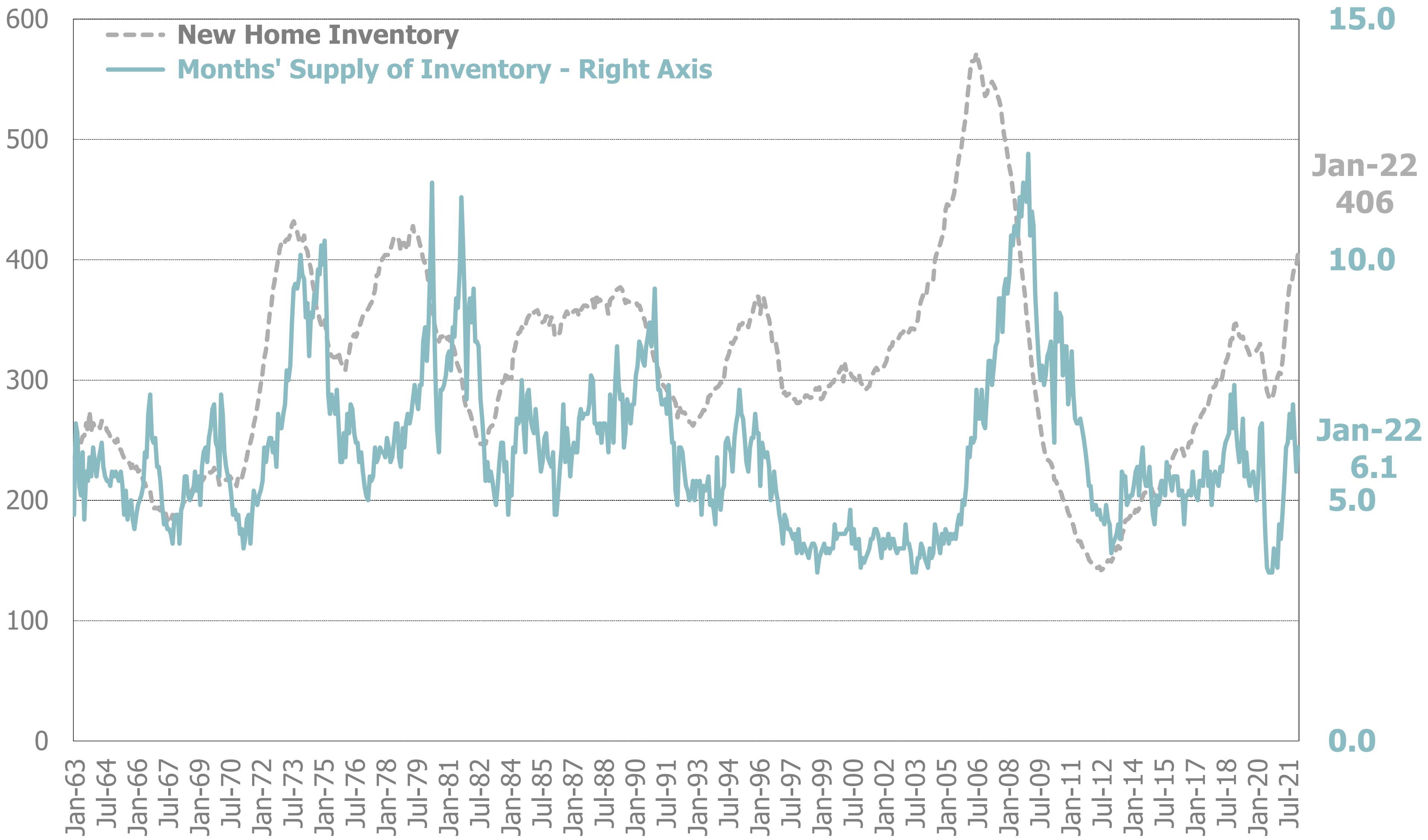
(Units in thousands)



Source: National Association of Realtors, Zelman & Associates analysis.

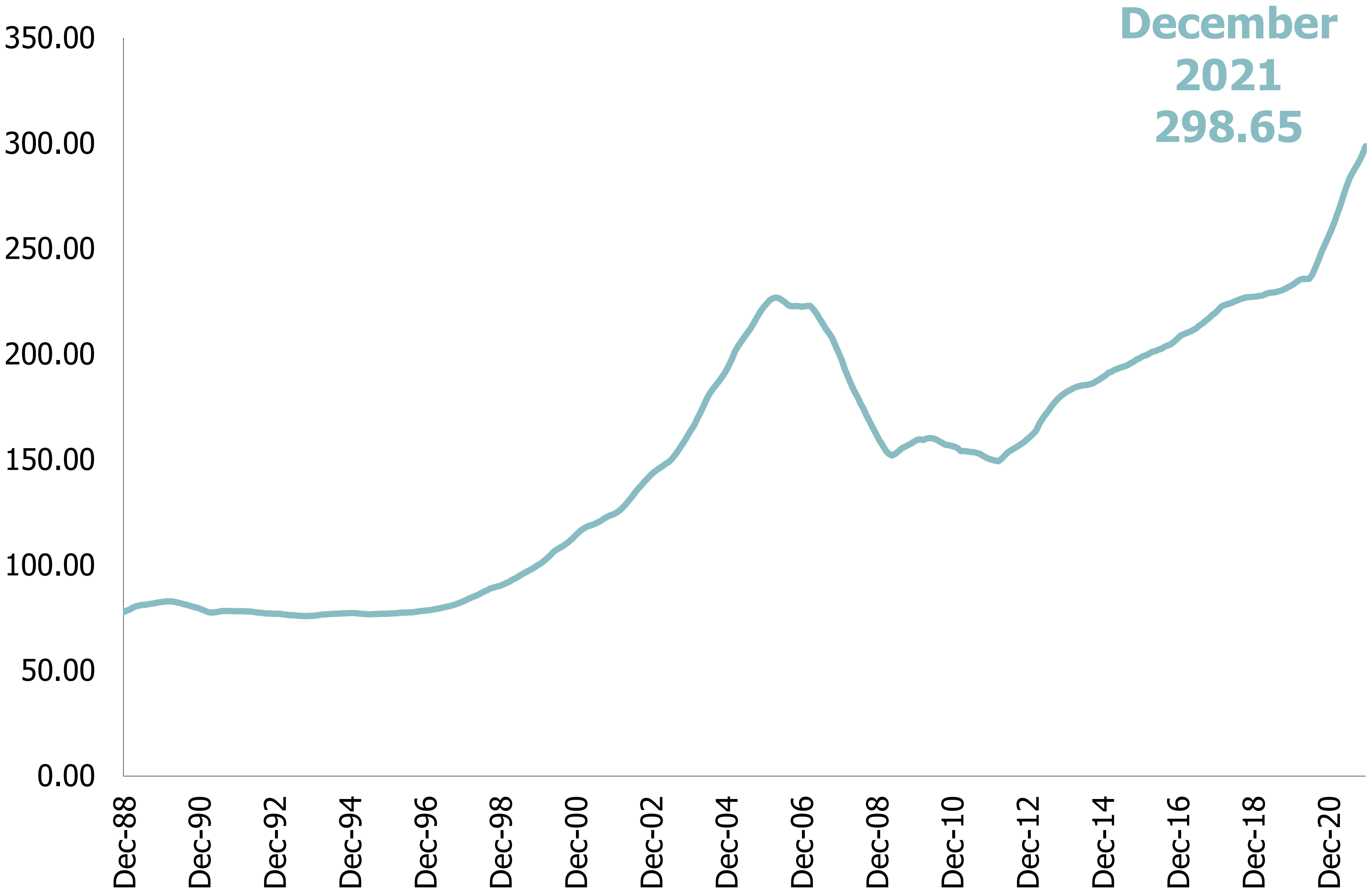
New Home Inventory Versus Months' Supply January 1963 through January 2022

(Units in thousands)



Source: Census Bureau, Zelman & Associates analysis.

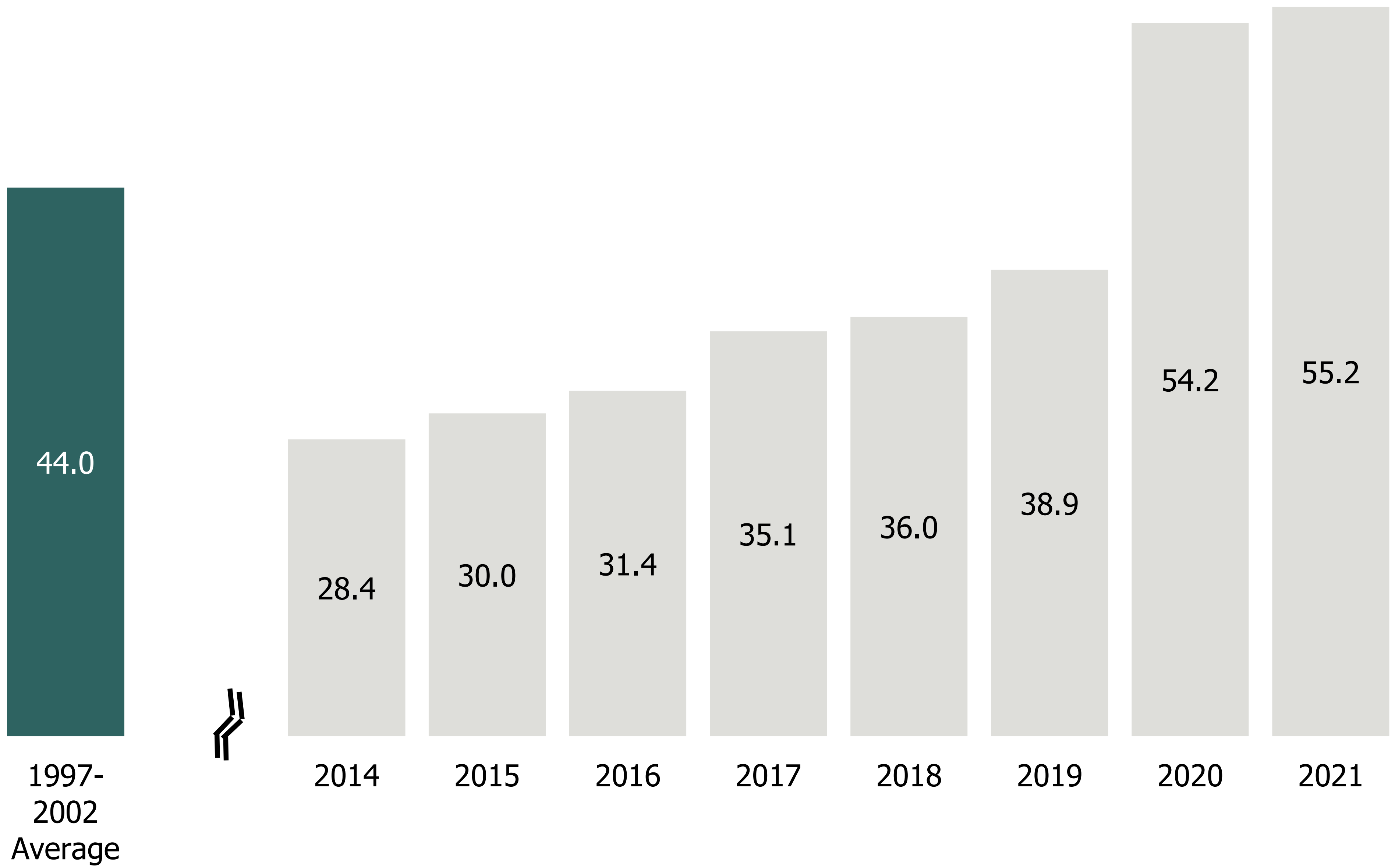
Case-Shiller 10 City Composite Index



Source: S&P/Case-Shiller Home Price Indices – Seasonally Adjusted

Historical Performance

Annual Contracts Per Community

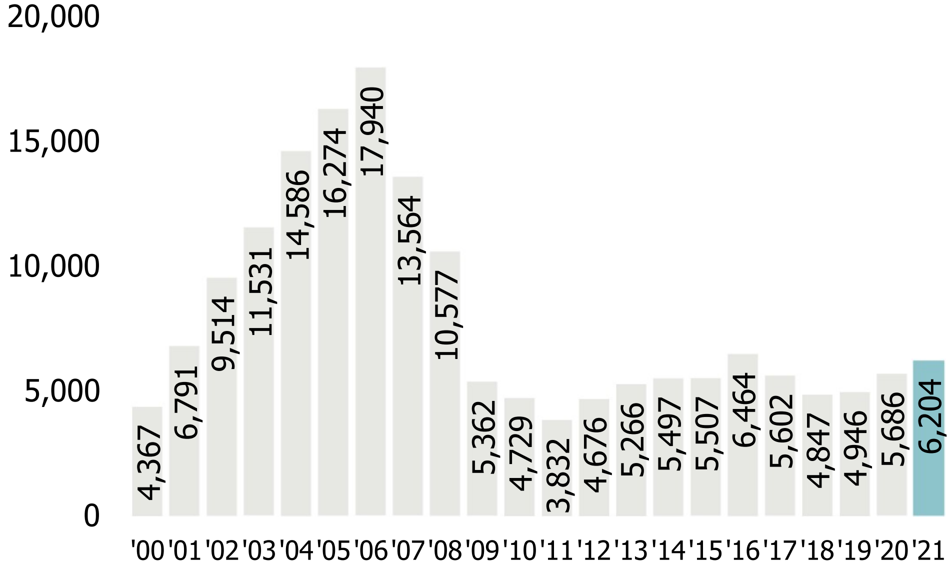


Note: Annual Contracts per Community calculated based on a five quarter average of communities, excluding joint ventures.

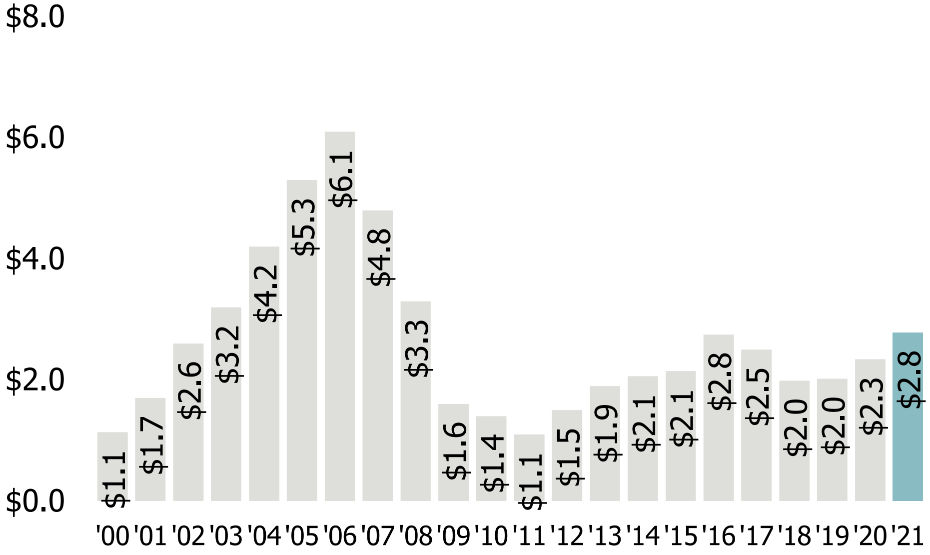
Historical Performance

Hovnanian Enterprises, Inc.

(# of Homes) **Deliveries - Homes**

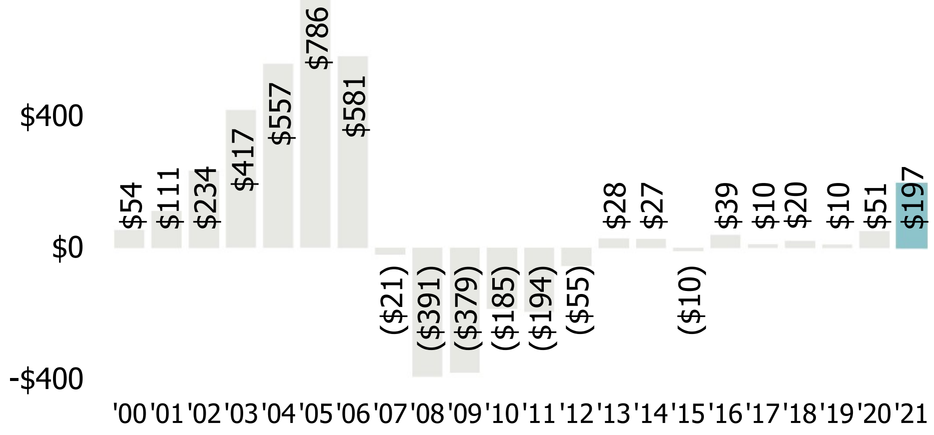


($ in Billions) **Total Revenues**



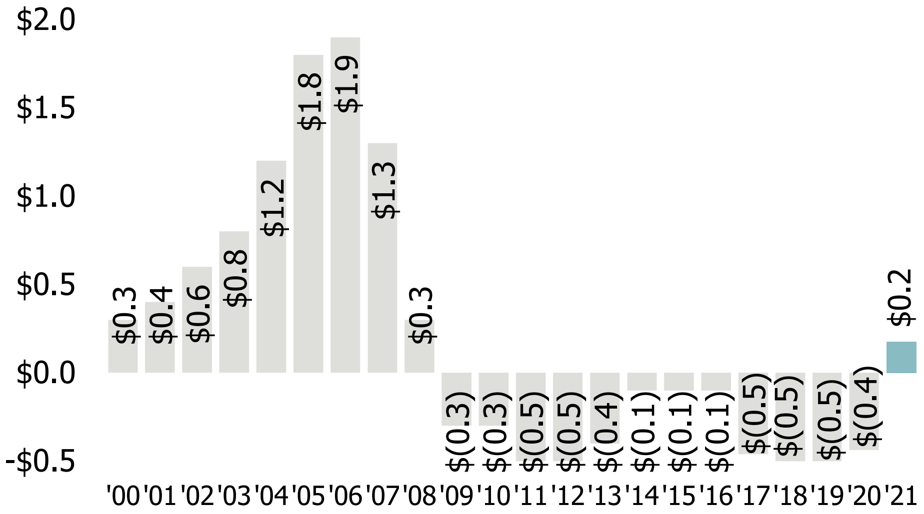
($ in Millions)

Income (Loss) Before Income Taxes Excluding Land Related Charges, Intangible Impairments, Expenses Associated with the Debt Exchange Offer and Gain on Extinguishment of Debt(1)



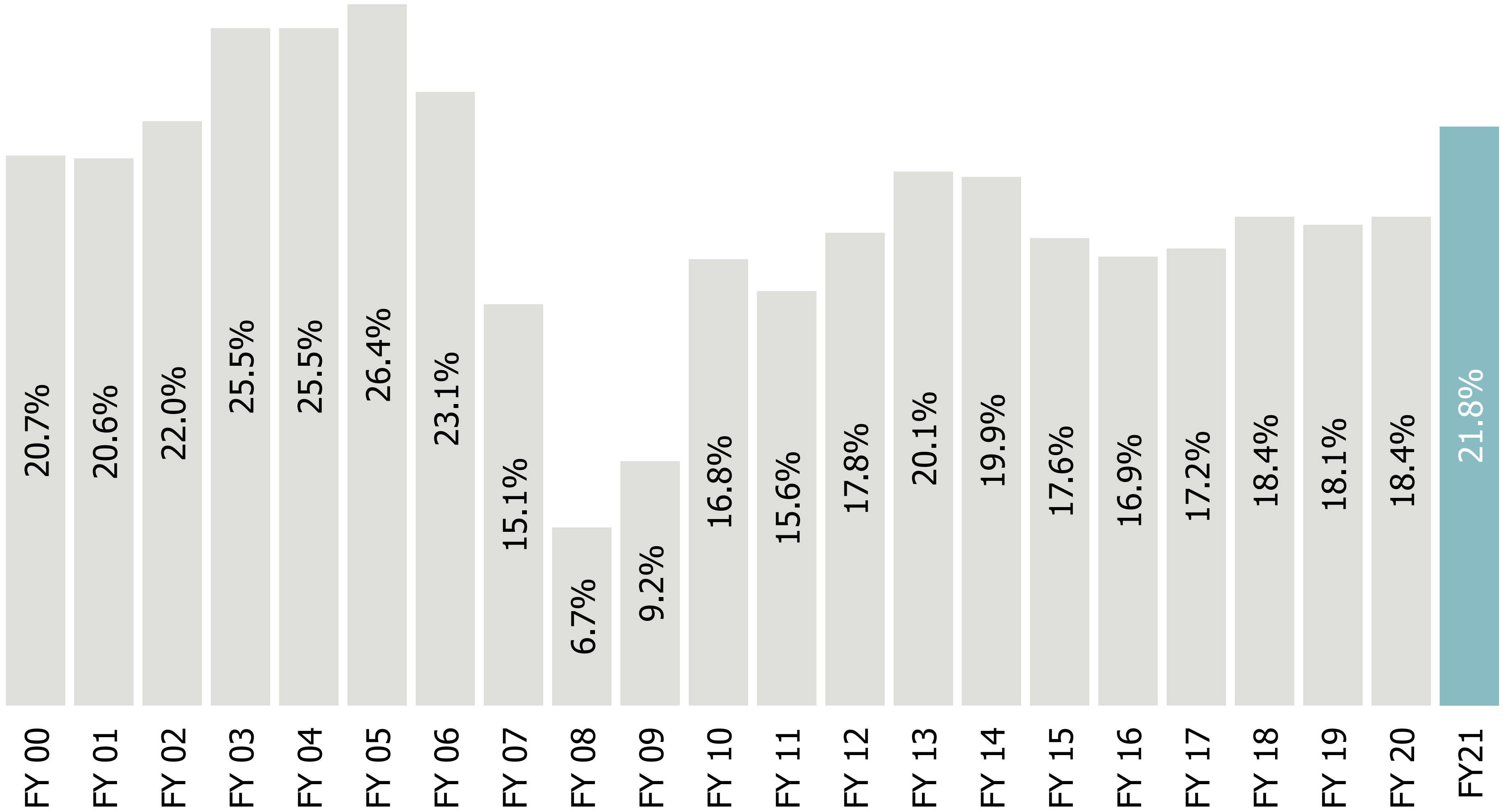
($ in Billions)

Total Stockholders' Equity



(1) Represents a non-GAAP metric. Please see appendix for reconciliation.

Adjusted Homebuilding Gross Margin(1)



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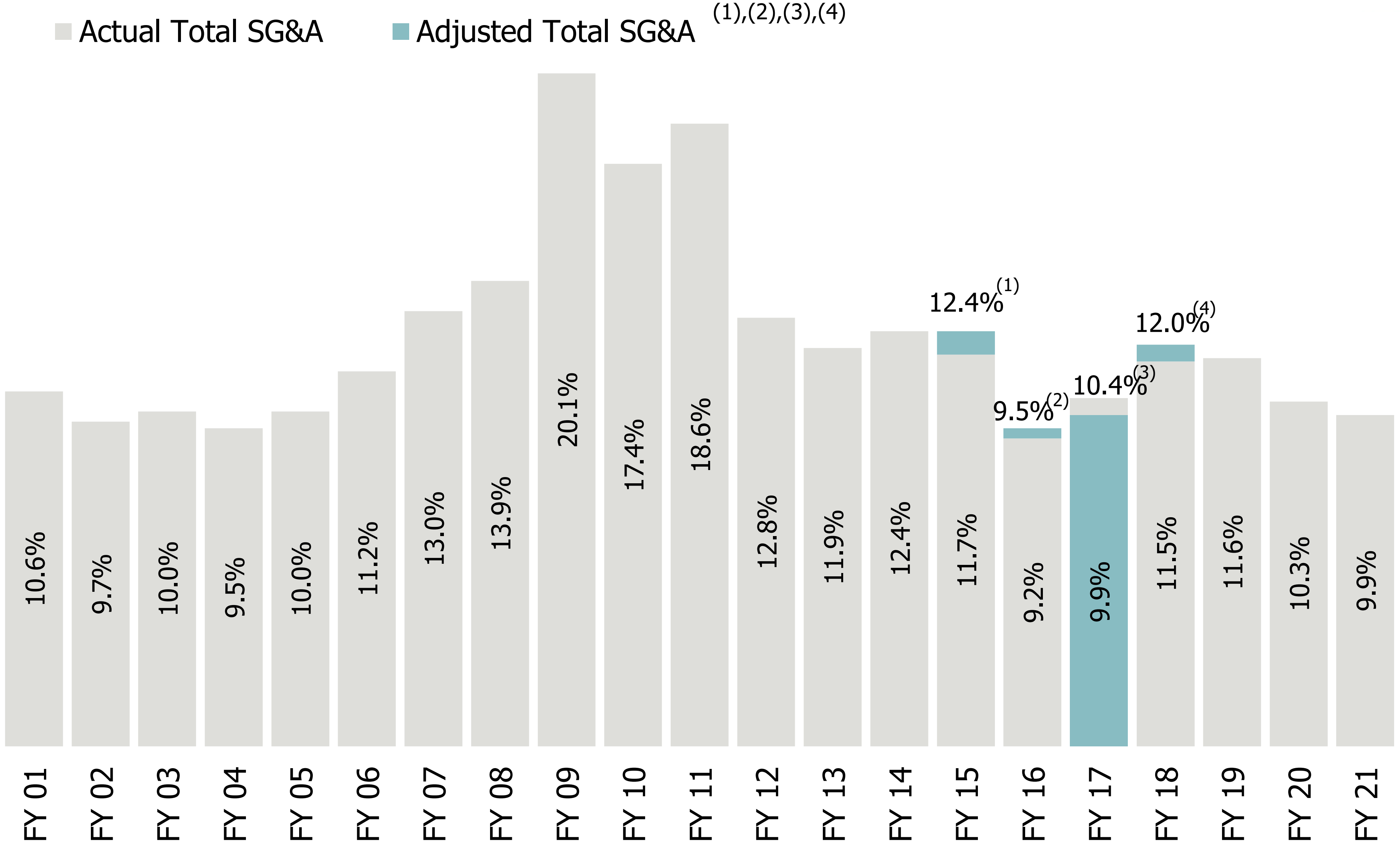
(1) Adjusted homebuilding gross margin percentage is before interest expense and land charges included in cost of sales. Please see appendix for reconciliation.

Total SG&A as a Percentage of Total Revenues



Note: Total SG&A includes homebuilding selling, general and administrative costs and corporate general and administrative costs.

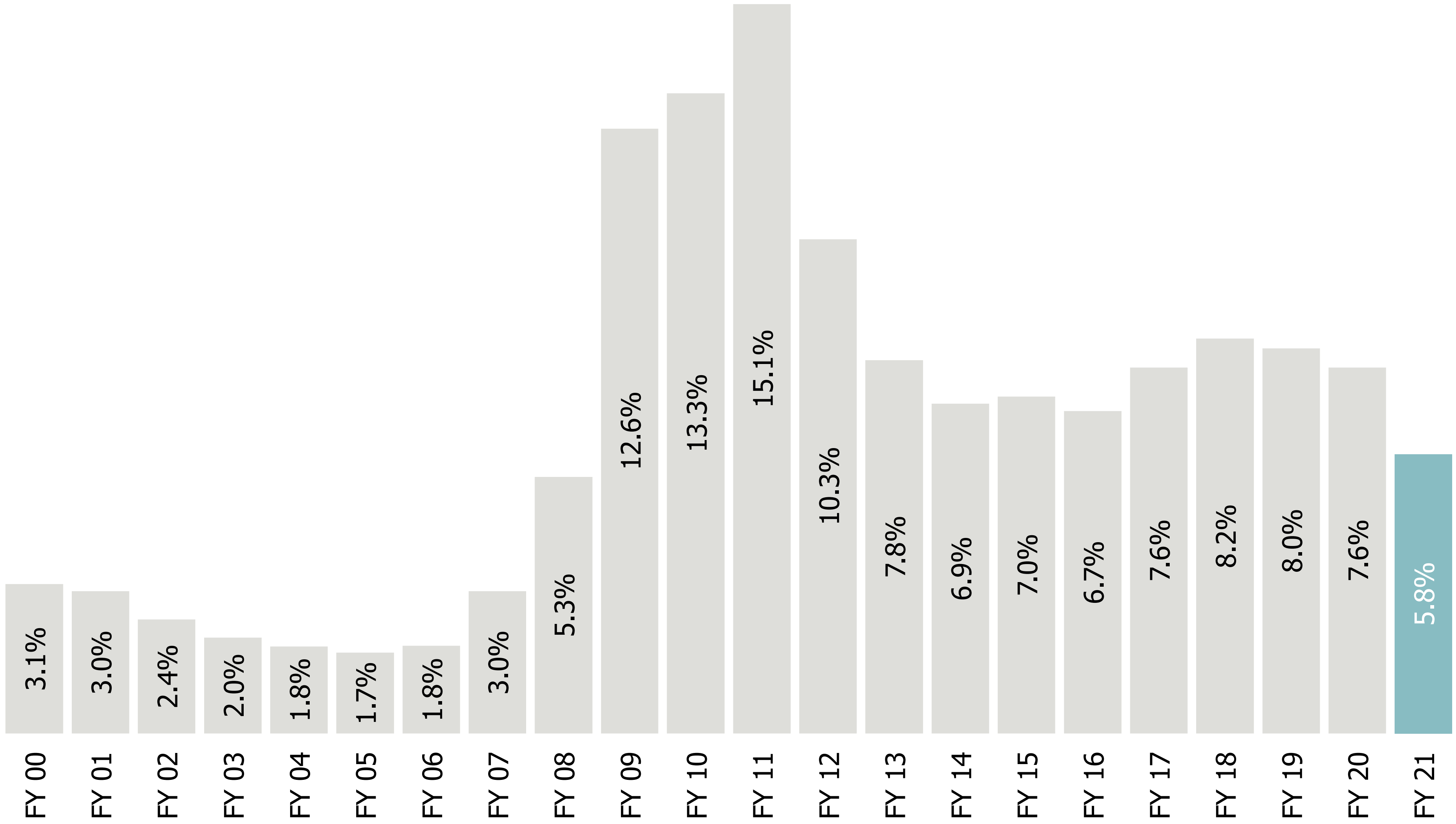
(1) 2015 excludes $15.2 million of benefit due to a substantial reduction in our construction defect reserve based on our annual actuarial study.

(2) 2016 excludes $9.2 million of benefit due to a substantial reduction in our construction defect reserve based on our annual actuarial study.

(3) 2017 includes a $12.5 million adjustment to construction defect reserves related to litigation for two closed communities.

(4) 2018 excludes $10.0 million of benefit due to a substantial reduction in our construction defect reserve based on our annual actuarial study.

Total Interest as a Percentage of Total Revenues



Homebuilding Costs as a % of Revenue

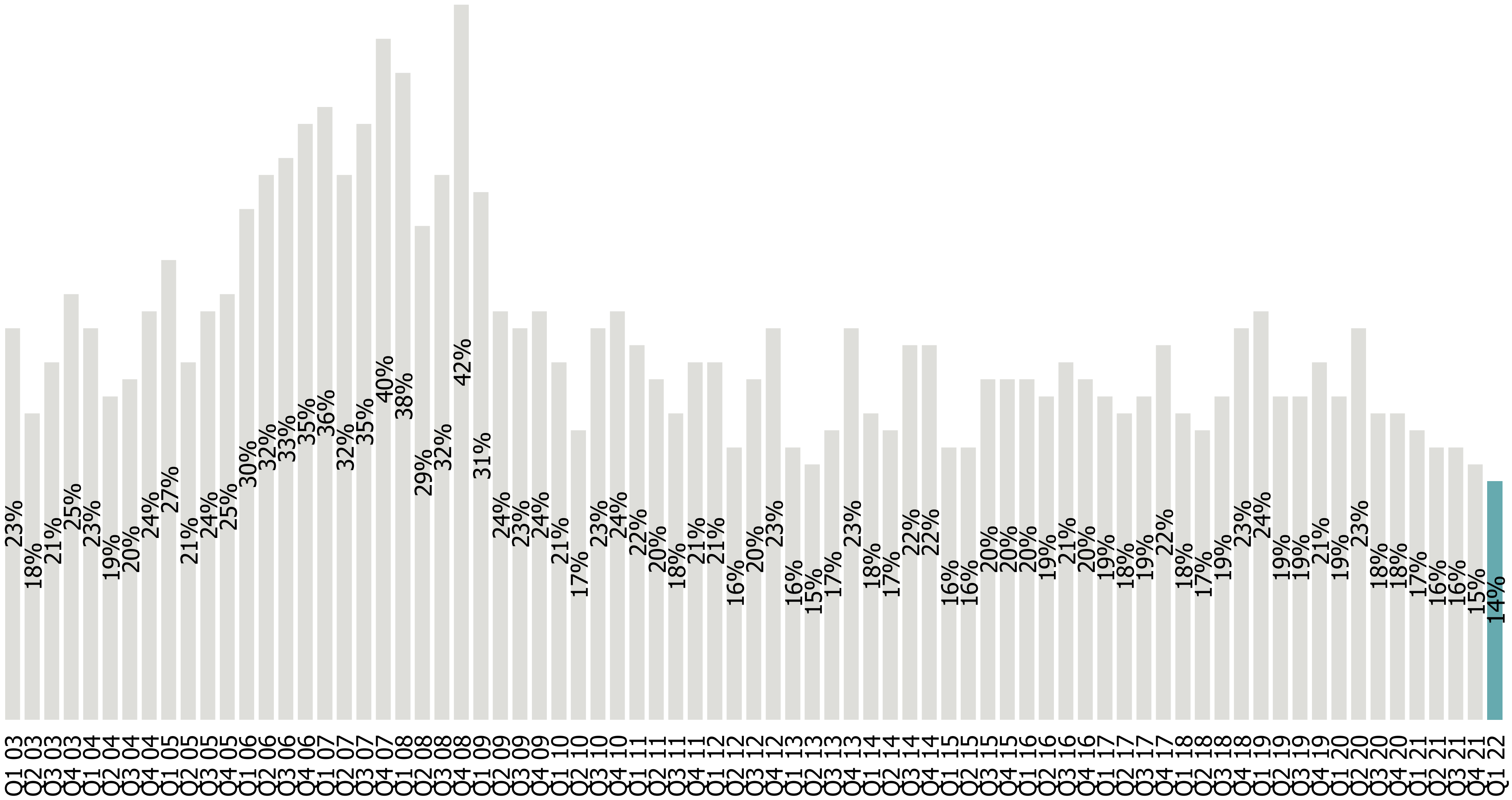
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Avg.
Land (Developed Lot)[1] :	25.2%	25.8%	25.5%	25.2%	24.0%	21.9%	23.1%	26.8%	23.2%	21.4%	22.3%	25.9%	25.8%	26.2%	26.5%	29.2%	30.4%	28.7%	28.9%	30.3%	28.5%	25.9%
Direct Construction Costs:	46.3%	44.8%	41.6%	41.3%	41.6%	46.7%	51.2%	55.3%	52.7%	48.5%	49.6%	45.2%	44.2%	44.1%	45.5%	44.0%	42.7%	43.2%	43.2%	41.8%	41.2%	45.5%
Other:																						
Comissions	2.3%	2.2%	2.1%	2.2%	2.3%	2.5%	2.8%	2.7%	3.3%	3.3%	3.5%	3.4%	3.3%	3.4%	3.6%	3.5%	3.4%	3.6%	3.7%	3.7%	3.7%	3.1%
Financing concessions	1.0%	1.0%	0.9%	1.0%	1.0%	1.0%	1.4%	1.7%	2.4%	2.2%	2.0%	1.7%	1.4%	1.3%	1.4%	1.3%	1.2%	1.2%	1.4%	1.4%	1.1%	1.4%
Overheads	4.6%	4.2%	4.4%	4.8%	4.7%	4.8%	6.4%	6.8%	9.2%	7.8%	7.0%	6.0%	5.2%	5.1%	5.4%	5.1%	5.1%	4.9%	4.7%	4.4%	3.7%	5.4%
Adjusted Homebuilding Gross Margin[2]:	20.6%	22.0%	25.5%	25.5%	26.4%	23.1%	15.1%	6.7%	9.2%	16.8%	15.6%	17.8%	20.1%	19.9%	17.6%	16.9%	17.2%	18.4%	18.1%	18.4%	21.8%	
Per Lot Cost (In 000s):	$62.8	$66.8	$69.2	$70.5	$76.4	$72.1	$78.0	$80.5	$65.9	$60.1	$62.4	$77.9	$87.4	$95.9	$100.5	$117.5	$127.0	$112.9	$113.9	$120.2	$122.8	
Average Sales Price (In 000s):	$249.4	$258.8	$271.4	$279.9	$318.2	$329.1	$337.8	$300.4	$283.9	$280.7	$279.9	$300.6	$338.8	$366.2	$379.2	$402.4	$417.7	$393.3	$394.2	$396.1	$431.0	

[1] *Includes the reversal of land impairments taken in prior periods.*

[2] *Adjusted homebuilding gross margin percentage is before cost of sales interest expense and land charges. See appendix for a reconciliation to the most directly comparable GAAP measure.*

Cancellation Rates

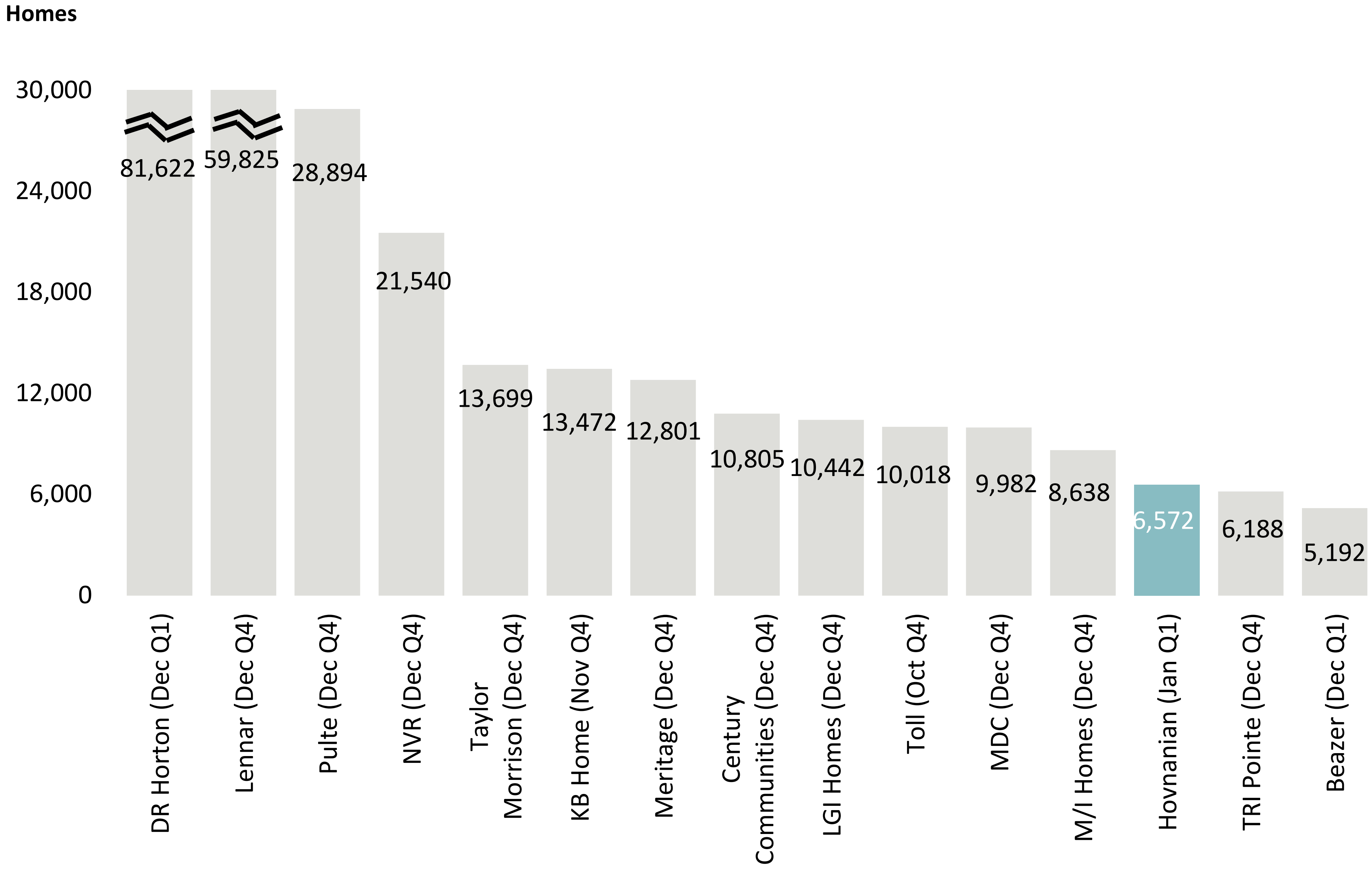
Calculated as a % of Gross Contracts



Note: Excluding unconsolidated joint ventures.

Builder Peer Statistics

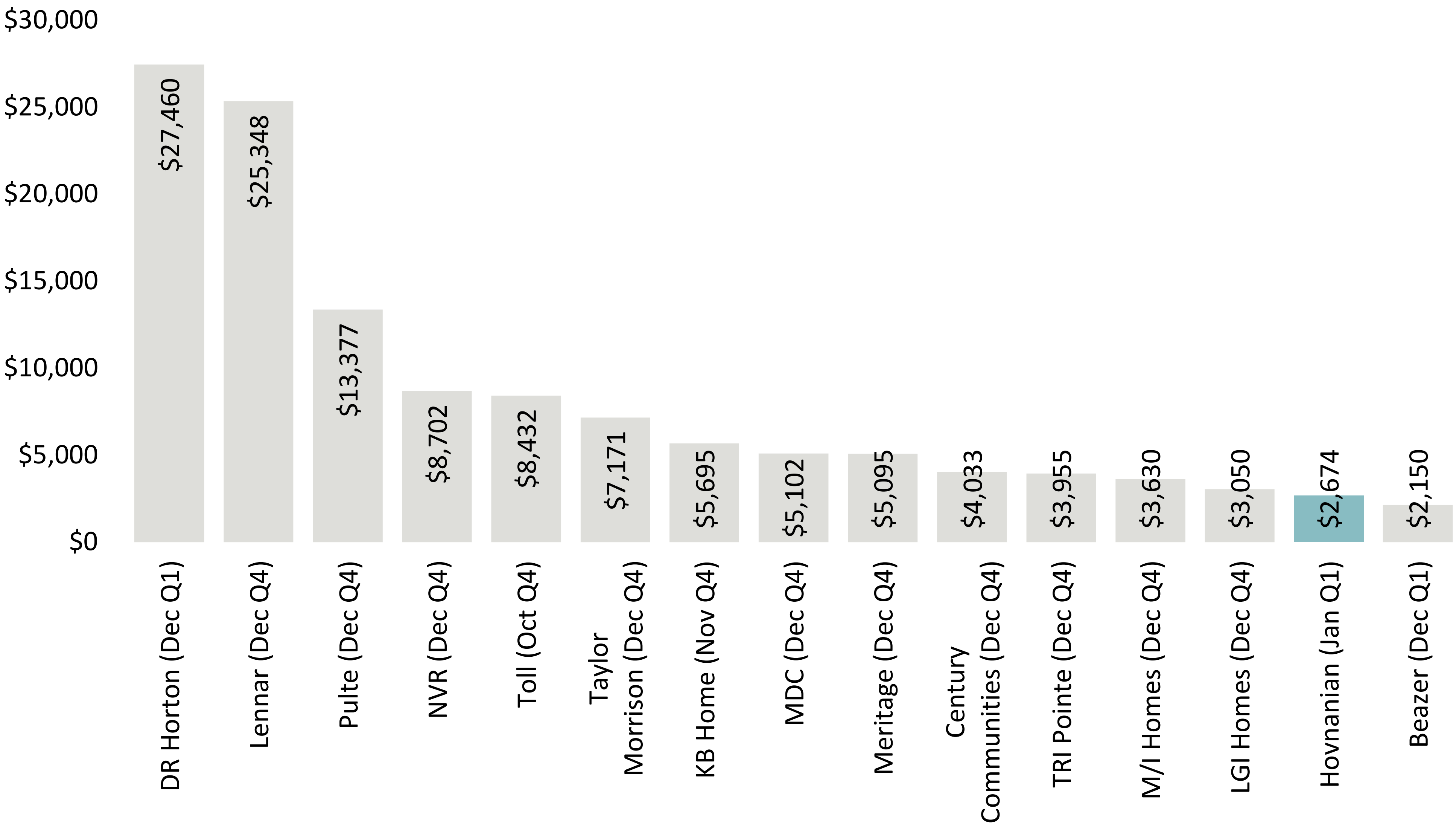
Total Deliveries, Last Twelve Months



Source: Company SEC filings and press releases as of 03/01/22.
Note: Excludes unconsolidated joint ventures.

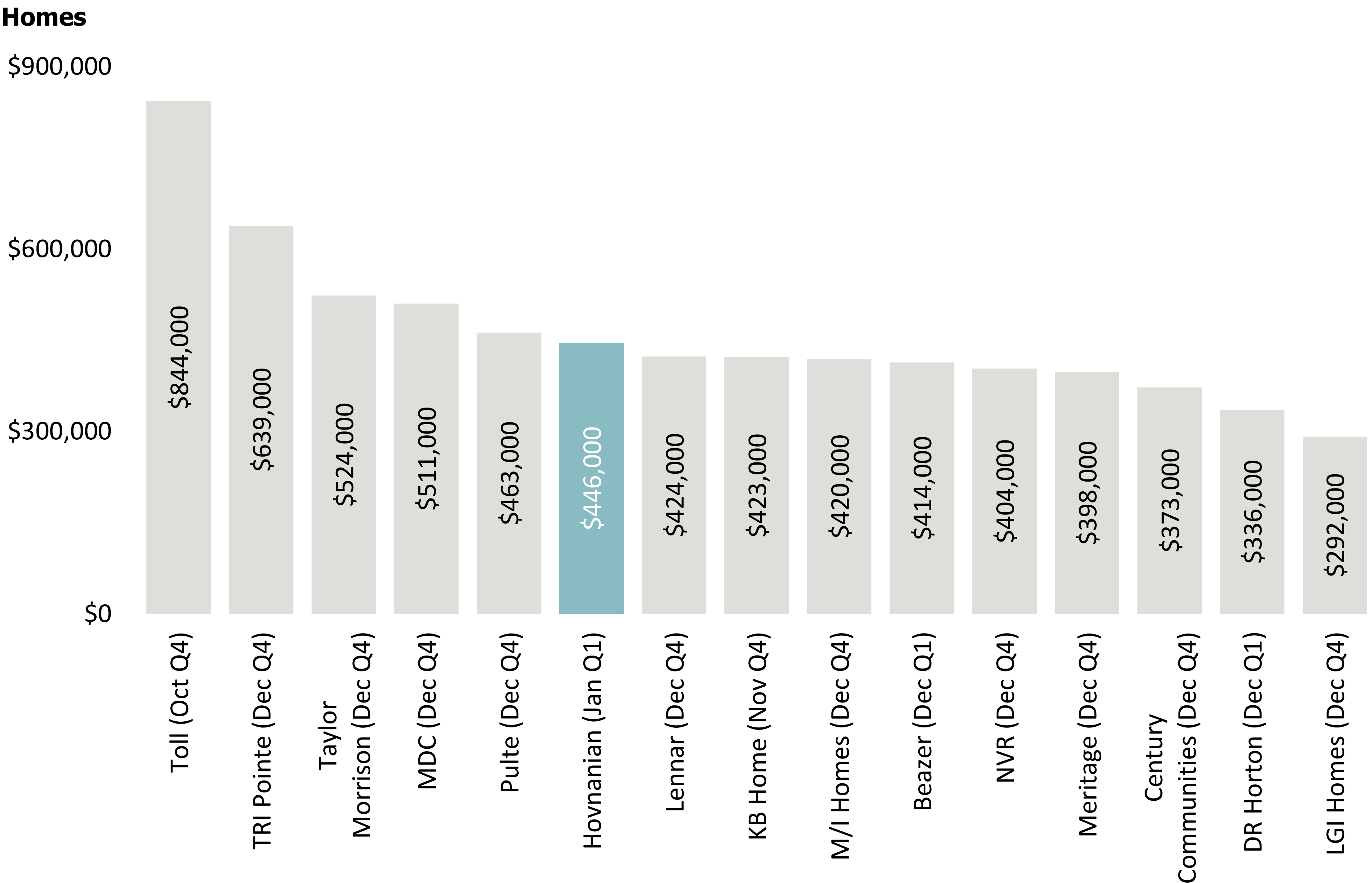
LTM Homebuilding Revenue

$ in millions



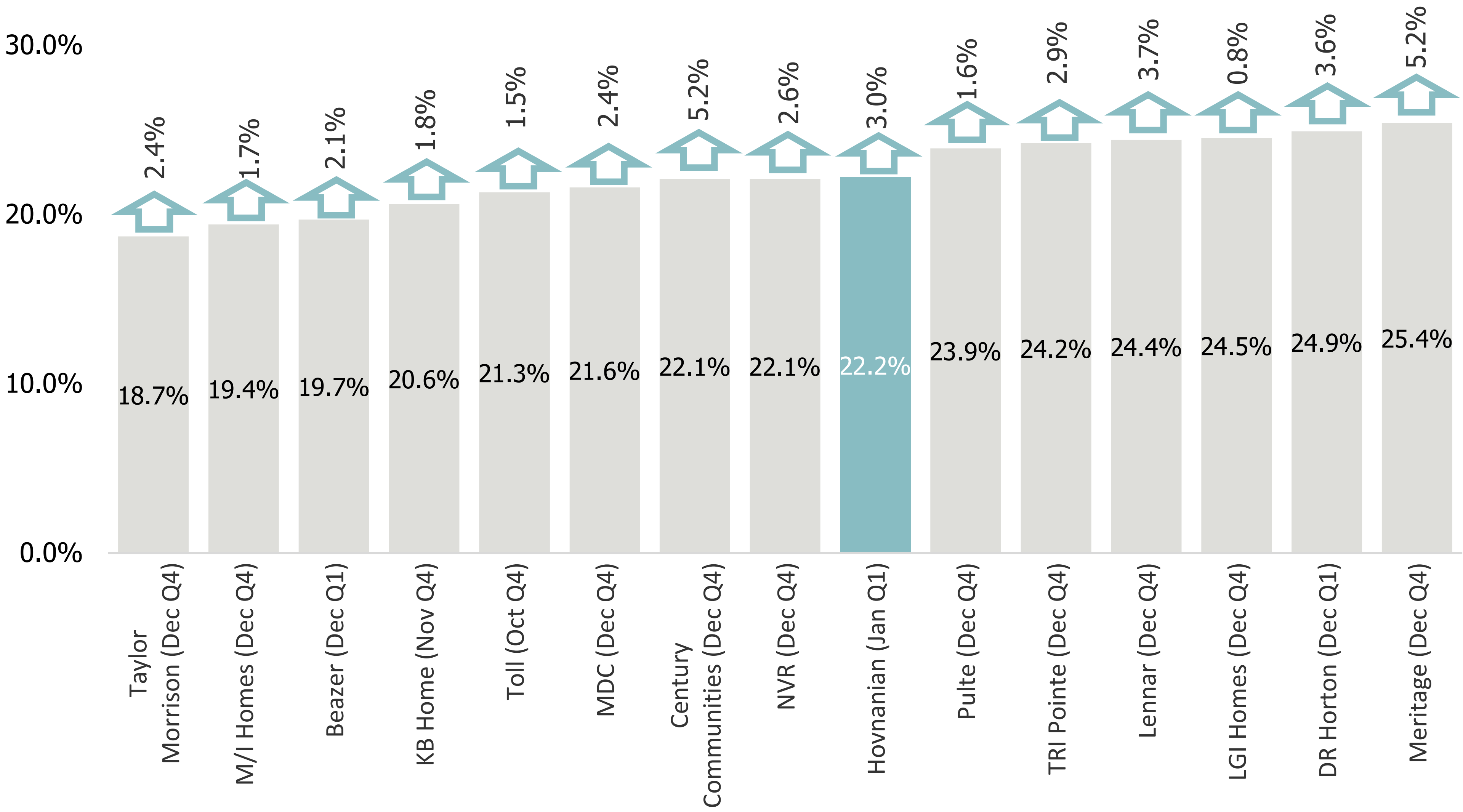
LTM: Last twelve months.
Source: Company SEC filings and press releases as of 03/01/22.
Note: Excludes unconsolidated joint ventures.

LTM Average Selling Price



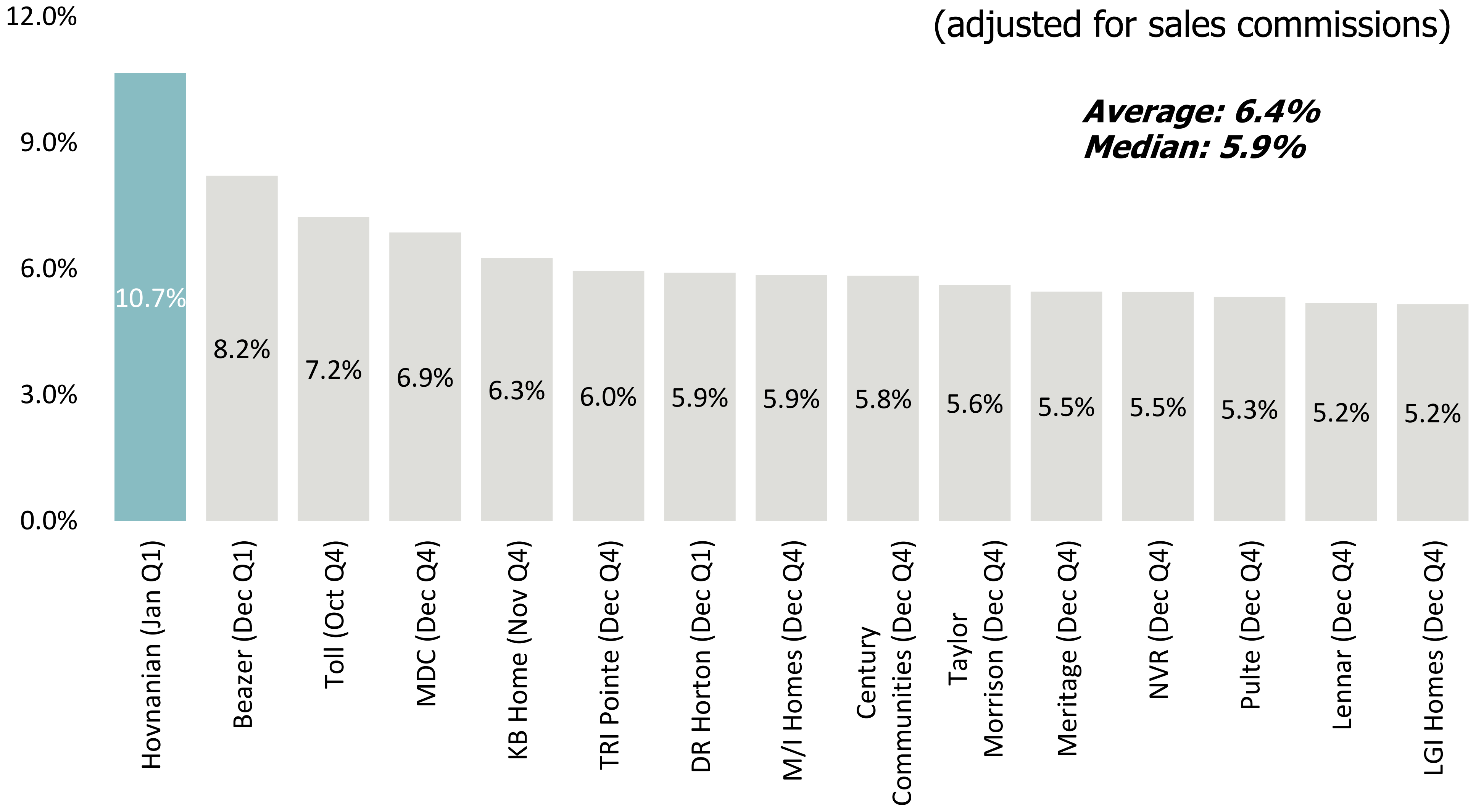
LTM: Last twelve months.
Source: Company SEC filings and press releases as of 03/01/22.
Note: Excludes unconsolidated joint ventures.

Adjusted Gross Margin Percentage, Last Twelve Months



Note: Hovnanian sales commission was 3.6% in the last twelve months. Reduced Century Communities, KB Home, Lennar, LGI Homes, MDC, Meritage, M/I Homes, Pulte, Taylor Morrison, Toll and Tri Pointe publicly reported results by full 3.6% because all of their sales commissions are reported in SG&A. Reduced DR Horton's publicly reported results by 1.8% because only some of their sales commissions were reported in SG&A. Beazer and MDC report commissions separately and are reduced by 3.8% and 3.1%, respectively.
Source: Company SEC filings and press releases as of 03/01/22.
Note: Excluding interest and impairments.

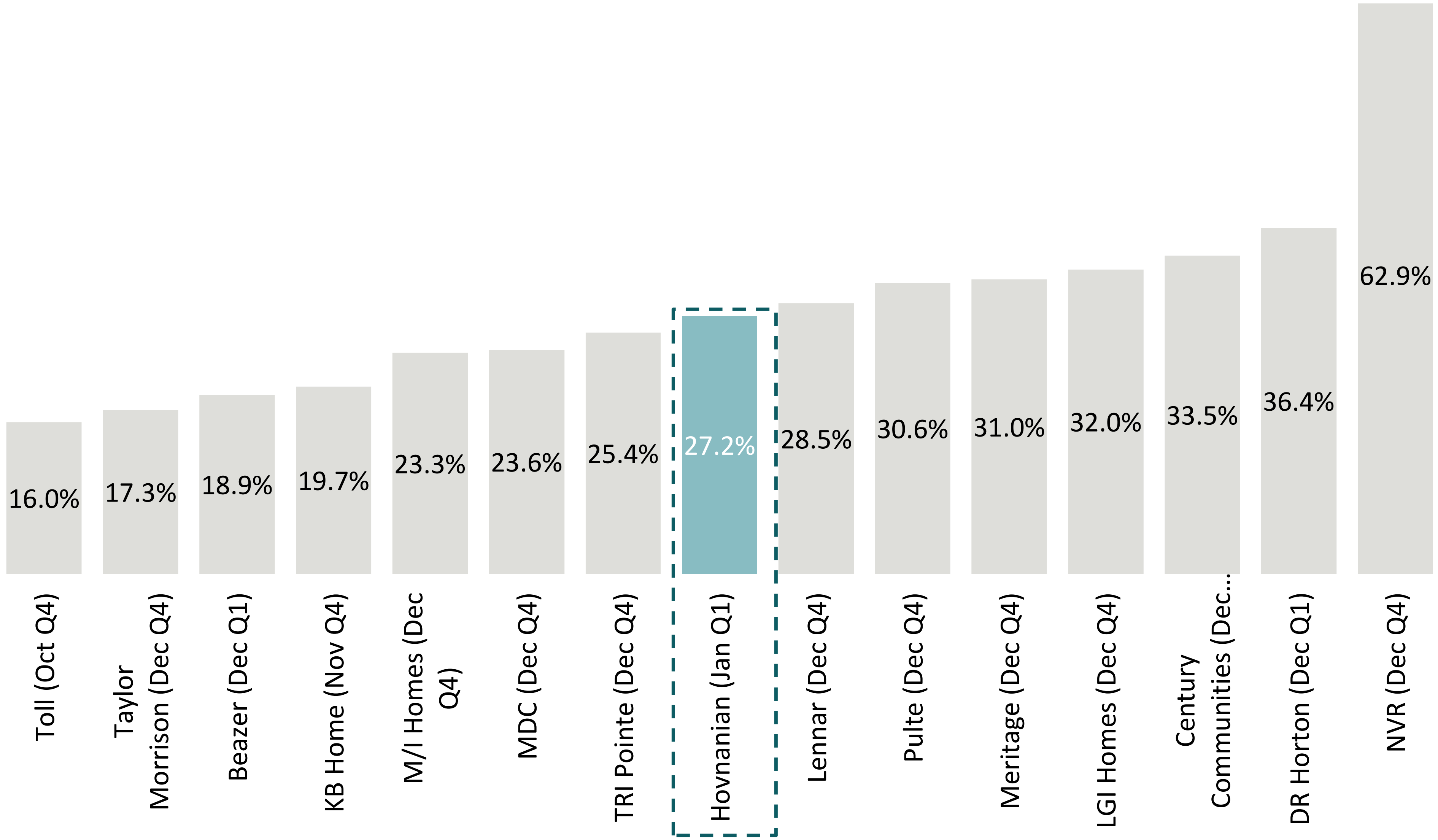
Adjusted Homebuilding SG&A as a % of Homebuilding Revenue, Last Twelve Months



Average: 6.4%
Median: 5.9%

Note: Hovnanian sales commission was 3.6% in the last twelve months. Reduced Century Communities, KB Home, Lennar, LGI Homes, MDC, Meritage, M/I Homes, Pulte, Taylor Morrison, Toll and Tri Pointe publicly reported results by full 3.6% because all of their sales commissions are reported in SG&A. Reduced DR Horton's publicly reported results by 1.8% because only some of their sales commissions were reported in SG&A. Beazer and MDC report commissions separately and are reduced by 3.8% and 3.1%, respectively.
Source: Company SEC filings and press releases as of 03/01/22.
Note: Excluding interest and impairments.

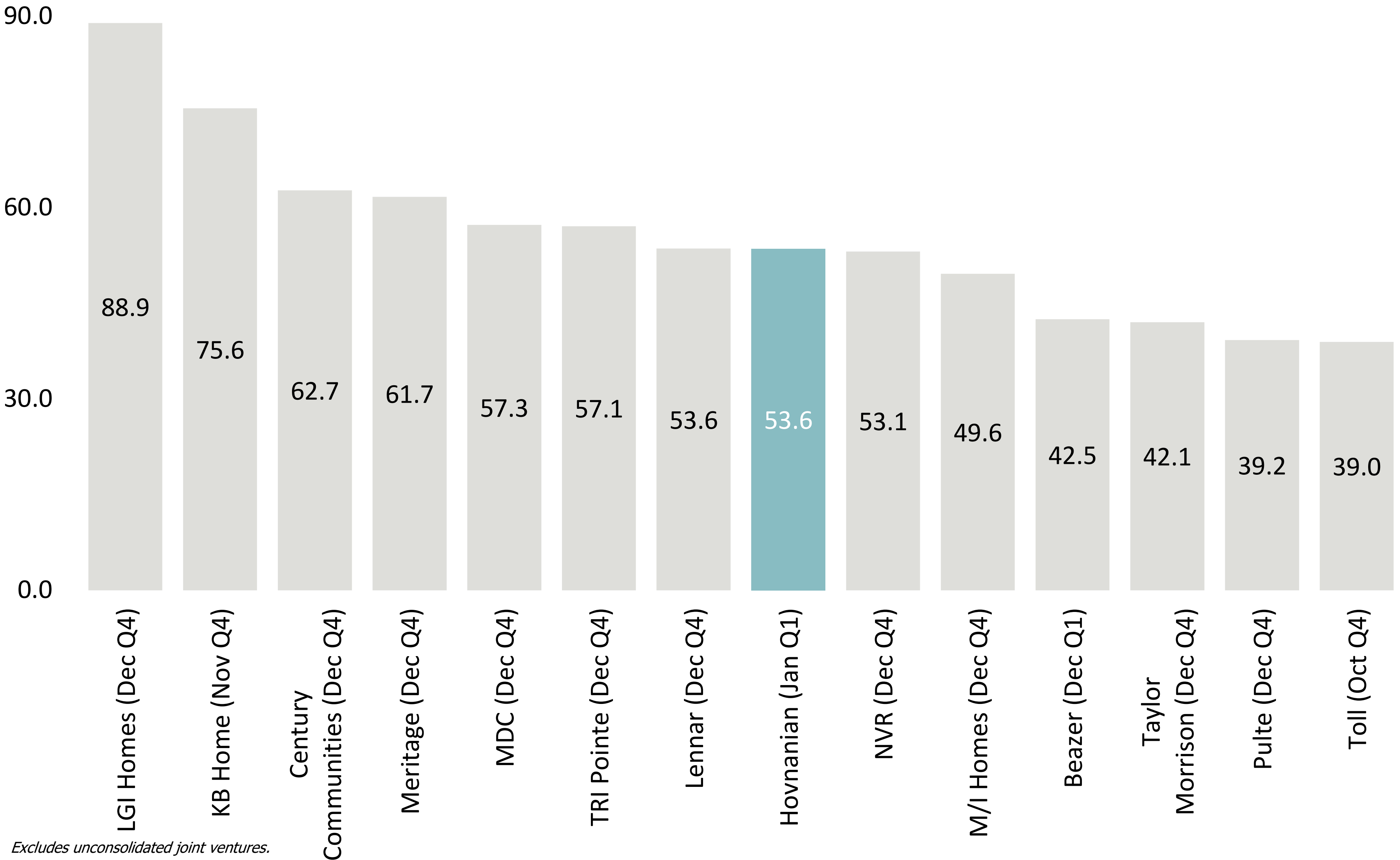
Adjusted Homebuilding EBIT to Inventory, Last Twelve Months(1)



Source: Company SEC filings and press releases as of 03/01/22. See appendix for a reconciliation to the most directly comparable GAAP measure.

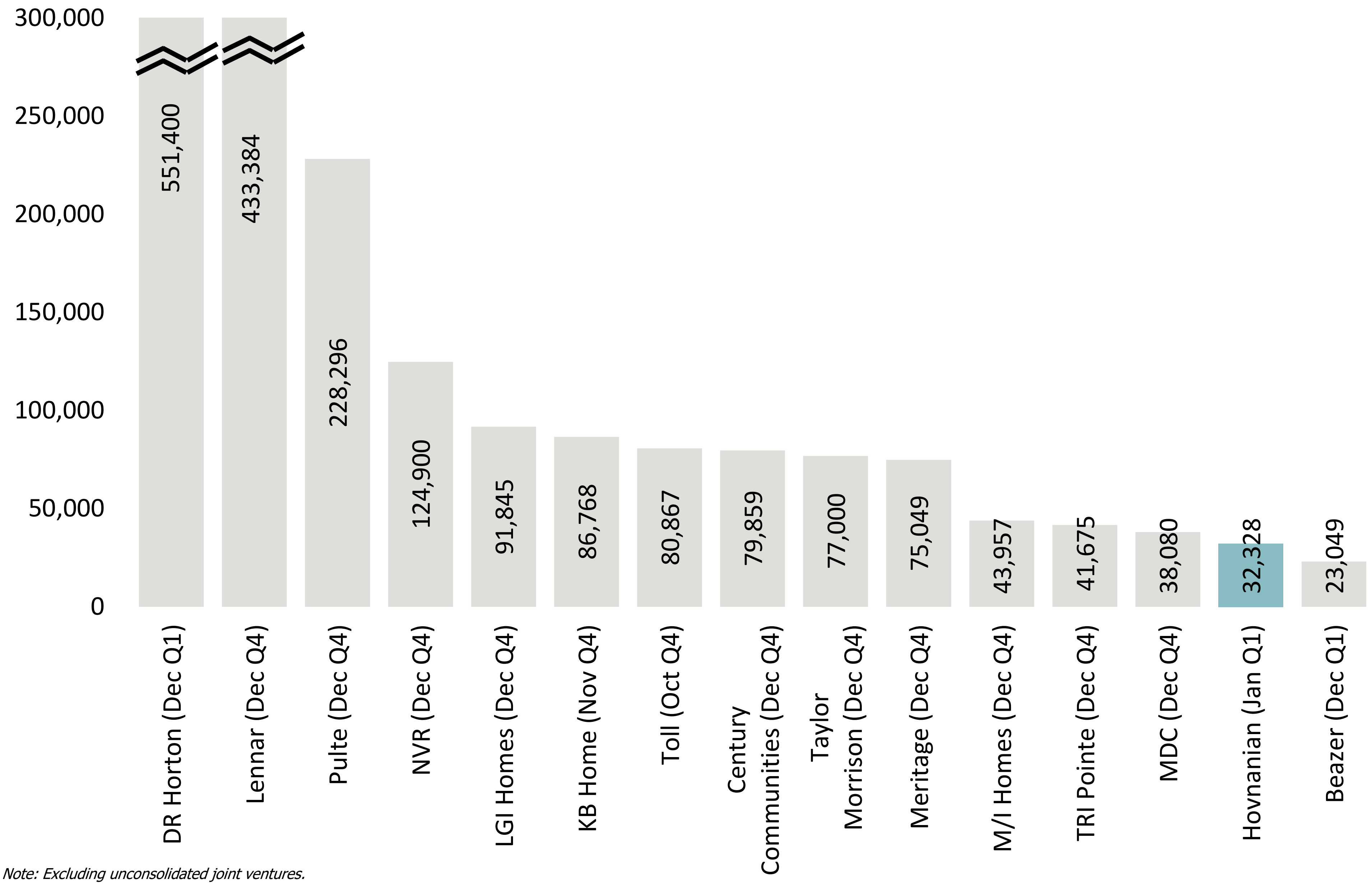
(1) Defined as LTM Homebuilding EBIT before land-related charges divided by five quarter average inventory, excluding capitalized interest and inventory not owned, and including liabilities from inventory not owned.

Net Contracts per Community, Last Twelve Months



Excludes unconsolidated joint ventures.
Source: Company SEC filings, press releases as of 03/01/22.

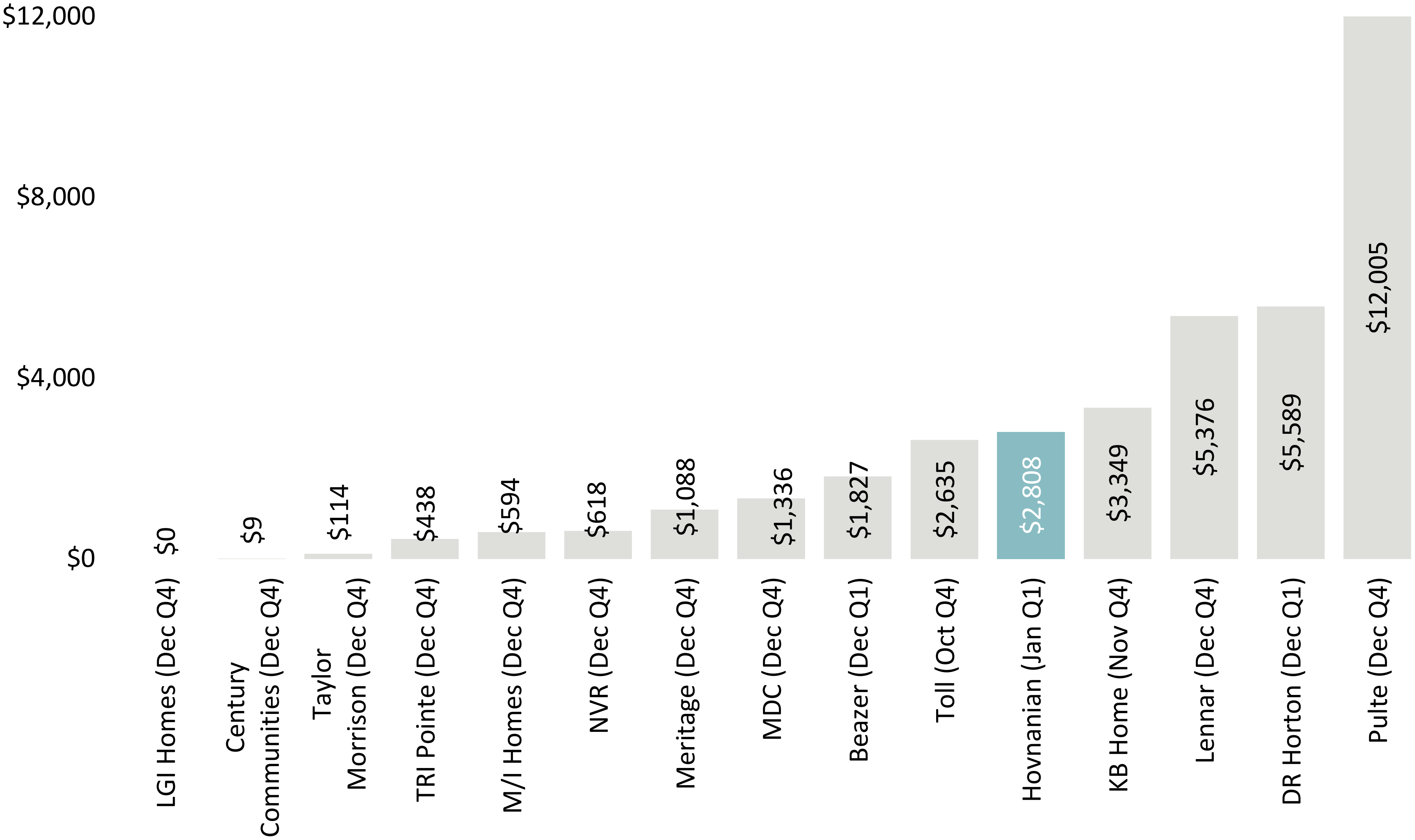
Total Lots Controlled



Note: Excluding unconsolidated joint ventures.
Source: Company SEC filings and press releases as of 03/01/22.

Total Charges*

Since Beginning of 2006



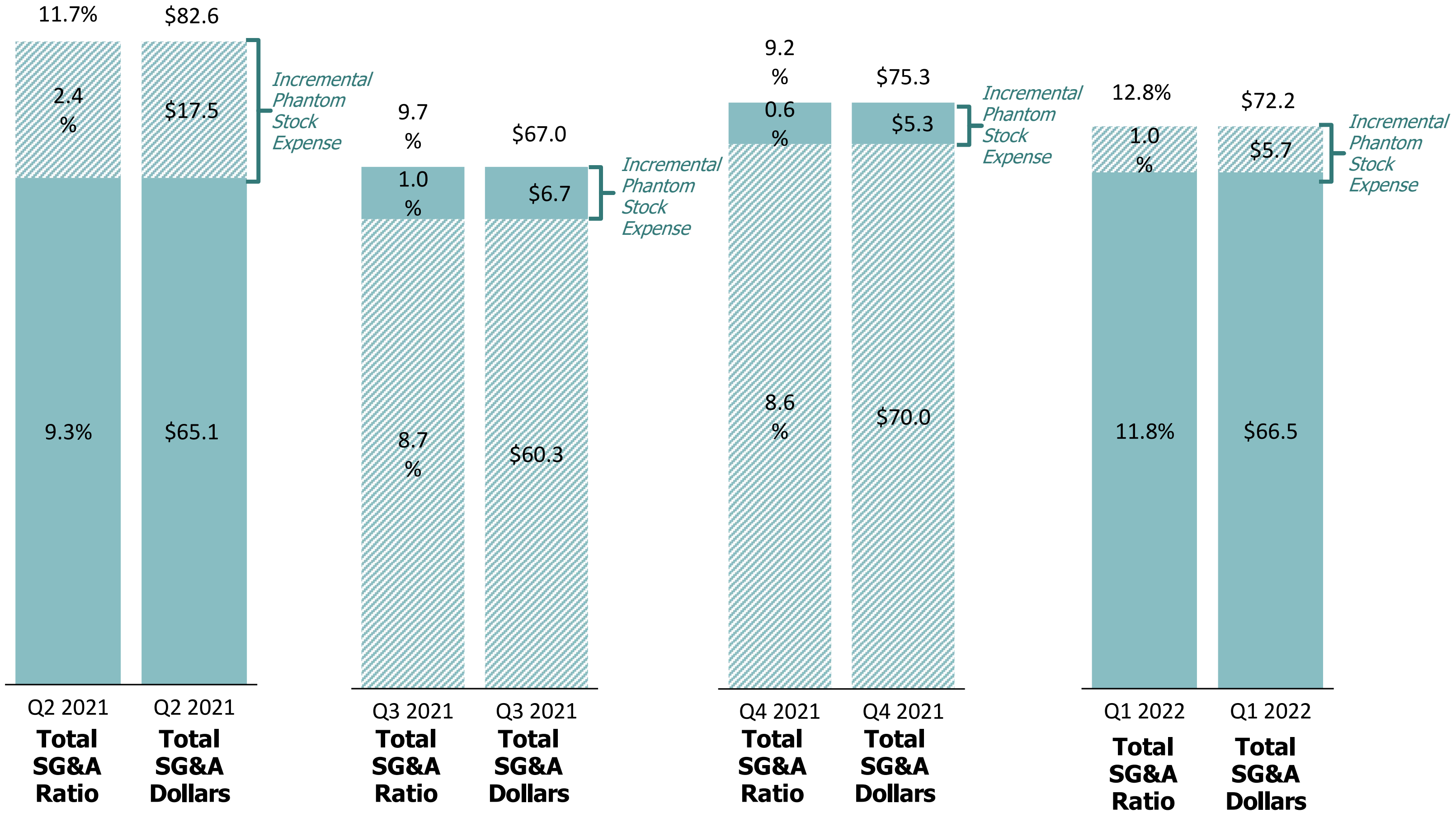
**Includes all reported land related charges, goodwill/intangible impairments and joint venture related impairments.*
Source: Company SEC filings and press releases as of 03/01/22.

Appendix

Phantom Stock Expense

Total SG&A Expense

($ in millions)



- In 2019, we granted phantom stock awards in lieu of actual equity under our long-term incentive plan ("LTIP")
- This was done in the best interest of shareholders to avoid dilution concerns associated with our low stock price of $14.50 at the time of grant
- Expense related to the phantom stock varies depending upon our common stock price at quarter end, is a non-cash expense through fiscal 2021, and is reflected in our total SG&A expenses
- SG&A expenses in the second quarter of fiscal 2021 included $17.5 million of incremental expense due to the phantom stock awards, which is solely related to our common stock price increasing from $51.16 at the end of the first quarter to $132.59 at the end of the second quarter
- SG&A expenses in the third quarter of fiscal 2021 included $6.7 million of incremental benefit due to the phantom stock awards, which is solely related to our common stock price decreasing from $132.59 at the end of the second quarter to $104.39 at the end of the third quarter.
- SG&A expenses in the fourth quarter of fiscal 2021 included $5.3 million of incremental benefit due to the phantom stock awards, which is solely related to our common stock price decreasing from $104.39 at the end of the third quarter to $84.26 at the end of the fourth quarter.
- SG&A expenses in the first quarter of fiscal 2022 included $5.7 million of incremental expense due to the phantom stock awards, which is solely related to our common stock price increasing from $84.26 at the end of the fourth quarter to $96.88 at the end of the first quarter.

FAS 144 Trigger Calculation

	Lots Remaining	Current Selling Price	Total
Total Remaining Housing Revenue	102	$ 534,000	$ 54,468,000
Book Value (inventory as of analysis date)			$18,500,000
Remaining Cost to Build (Including future capped interest)			$36,300,000
Cost to Sell			$1,500,000
Trigger (If "negative" then "yes")			-$1,832,000

Lot Option Position

January 31, 2022	Lots Optioned	Total Deposit ($ millions)	Per Lot Deposit ($)	Purchase Value ($ billions)	Per Lot Purchase Value ($)	% Deposit
Total	20,539	$123.9	$6,000	$1.5	$73,000	8.4%

- $16 million invested in pre-development expenses as of January 31, 2022

Note: Peak Total Deposits was $466 million in second quarter of fiscal 2006.

Credit Quality of Homebuyers

Fiscal Year 2021

- Average LTV: 85%
- Average CLTV: 86%
- ARMs: 0.0%
- FICO Score: 743
- Capture Rate: 68%

First Quarter 2022

- Average LTV: 83%
- Average CLTV: 83%
- ARMs: 0.1%
- FICO Score: 742
- Capture Rate: 64%

**Loans originated by our wholly-owned mortgage banking subsidiary.*

Reconciliation of Income Before Income Taxes Excluding Land-Related Charges and Loss (Gain) on Extinguishment of Debt to Income Before Income Taxes

Hovnanian Enterprises, Inc.
January 31, 2022
Reconciliation of income before income taxes excluding land-related charges and loss (gain) on extinguishment of debt to income before income taxes
(In thousands)

	Three Months Ended January 31,		Year Ended October 31,	
	2022	2021	2021	2020
	(Unaudited)		(Unaudited)	
Income before income taxes	$35,401	$19,585	$189,861	$55,403
Inventory impairment loss and land option write-offs	99	1,877	3,630	8,813
Loss (gain) on extinguishment of debt	-	-	3,748	(13,337)
Income before income taxes excluding land-related charges and loss (gain) on extinguishment of debt (1)	$35,500	$21,462	$197,239	$50,879

(1) Income before income taxes excluding land-related charges and loss (gain) on extinguishment of debt is a non-GAAP financial measure. The most directly comparable GAAP financial measure is income before income taxes.

Reconciliation of Gross Margin

Hovnanian Enterprises, Inc.
January 31, 2022
Gross margin
(In thousands)

	Homebuilding Gross Margin		Homebuilding Gross Margin	
	Three Months Ended		Year Ending	
	January 31,		October 31,	
	2022	2021	2021	2020
	(Unaudited)		(Unaudited)	
Sale of homes	$551,366	$551,365	$2,673,710	$2,252,029
Cost of sales, excluding interest expense and land charges (1)	427,873	437,372	2,091,016	1,837,332
Homebuilding gross margin, before cost of sales interest expense and land charges (2)	123,493	113,993	582,694	414,697
Cost of sales interest expense, excluding land sales interest expense	13,724	16,717	82,181	74,174
Homebuilding gross margin, after cost of sales interest expense, before land charges (2)	109,769	97,276	500,513	340,523
Land charges	99	1,877	3,630	8,813
Homebuilding gross margin	$109,670	$95,399	$496,883	$331,710
Homebuilding Gross margin percentage	19.9%	17.3%	18.6%	14.7%
Homebuilding Gross margin percentage, before cost of sales interest expense and land charges (2)	22.4%	20.7%	21.8%	18.4%
Homebuilding Gross margin percentage, after cost of sales interest expense, before land charges (2)	19.9%	17.6%	18.7%	15.1%

	Land Sales Gross Margin		Land Sales Gross Margin	
	Three Months Ended		Year Ended	
	January 31,		October 31,	
	2022	2021	2021	2020
	(Unaudited)		(Unaudited)	
Land and lot sales	$34	$3,362	$25,364	$16,905
Land and lot sales cost of sales, excluding interest and land charges (1)	44	2,266	19,180	11,154
Land and lot sales gross margin, excluding interest and land charges	(10)	1,096	6,184	5,751
Land and lot sales interest	21	448	1,919	156
Land and lot sales gross margin, including interest and excluding land charges	$(31)	$648	$4,265	$5,595

(1) Does not include cost associated with walking away from land options or inventory impairment losses which are recorded as Inventory impairment loss and land option write-offs in the Consolidated Statements of Operations.

(2) Homebuilding gross margin, before cost of sales interest expense and land charges, and homebuilding gross margin percentage, before cost of sales interest expense and land charges, are non-GAAP financial measures. The most directly comparable GAAP financial measures are homebuilding gross margin and homebuilding gross margin percentage, respectively.

Reconciliation of Adjusted EBITDA to Net Income

Hovnanian Enterprises, Inc.
January 31, 2022
Reconciliation of adjusted EBITDA to net income (loss)
(In thousands)

	Three Months Ended January 31,		Year Ending October 31,	
	2022	2021	2021	2020
	(Unaudited)		(Unaudited)	
Net income	$24,808	$18,959	$607,817	$50,928
Income tax provision (benefit)	10,593	626	(417,956)	4,475
Interest expense	27,138	41,140	161,816	178,131
EBIT (1)	62,539	60,725	351,677	233,534
Depreciation and amortization	1,175	1,338	5,280	5,304
EBITDA (2)	63,714	62,063	356,957	238,838
Inventory impairment loss and land option write-offs	99	1,877	3,630	8,813
Loss (gain) on extinguishment of debt	-	-	3,748	(13,337)
Adjusted EBITDA (3)	$63,813	$63,940	$364,335	$234,314
Interest incurred	$32,783	$41,457	$155,514	$176,457
Adjusted EBITDA to interest incurred	1.95	1.54	2.34	1.33

(1) EBIT is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income. EBIT represents earnings before interest expense and income taxes.

(2) EBITDA is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income. EBITDA represents earnings before interest expense, income taxes, depreciation and amortization.

(3) Adjusted EBITDA is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income. Adjusted EBITDA represents earnings before interest expense, income taxes, depreciation, amortization, inventory impairment loss and land option write-offs and loss (gain) on extinguishment of debt.

Reconciliation Of Adjusted Homebuilding EBIT To Inventory

Hovnanian Enterprises, Inc.
January 31, 2021
($ in thousands)
(Unaudited)

		For the Three Months Ended				
	LTM(a)	1/31/2022	10/31/2021	7/31/2021	4/30/2021	1/31/2021
Homebuilding:						
Net loss (income)	$613,666	$24,808	$52,480	$47,702	$488,676	$18,959
Income tax benefit (provision)	(407,989)	10,593	24,965	14,097	(457,644)	626
Interest expense	147,814	27,138	38,520	38,398	43,758	41,140
EBIT (b)	353,491	62,539	115,965	100,197	74,790	60,725
Financial services revenue	(75,504)	(13,309)	(20,622)	(19,845)	(21,728)	(19,497)
Financial services expense	44,175	10,400	11,176	11,238	11,361	10,354
Homebuilding EBIT (b)	322,162	59,630	106,519	91,590	64,423	51,582
Inventory impairment loss and land option write-offs	1,852	99	363	1,309	81	1,877
Other operations	1,830	368	507	504	451	278
Loss (gain) on extinguishment of debt	3,748	0	3,442	306	0	0
Loss (income) from unconsolidated joint ventures	(15,124)	(8,191)	719	(5,011)	(2,641)	(1,916)
Adjusted homebuilding EBIT (b)	$314,468	$51,906	$111,550	$88,698	$62,314	$51,821

		As of	As of	As of	As of	As of
		1/31/2022	10/31/2021	7/31/2021	4/30/2021	1/31/2021
Total inventories		$1,413,388	$1,254,260	$1,313,345	$1,256,873	$1,281,149
Less capitalized interest		63,804	58,159	63,673	59,772	65,327
Less liabilities from inventory not owned, net of debt issuance costs		75,344	62,762	69,627	90,430	119,432
	Five Quarter Average					
Inventories less capitalized interest and liabilities from inventory not owned	$1,158,137	$1,274,240	$1,133,339	$1,180,045	$1,106,671	$1,096,390
Adjusted homebuilding EBIT to inventory	27.2%					

(a) Represents the aggregation of each of the prior four fiscal quarters.
(b) EBIT, homebuilding EBIT and adjusted homebuilding EBIT are non-GAAP financial measures. The most directly comparable GAAP financial measure is net (income) loss.

Reconciliation of Inventory Turnover

Hovnanian Enterprises, Inc.

January 31, 2022

Calculation of Inventory Turnover(1)

	For the quarter ended				**TTM ended**
(Dollars in thousands)	4/30/2021	7/31/2021	10/31/2021	1/31/2022	**1/31/2022**
Cost of sales, excluding interest	$536,534	$521,868	$612,156	$427,917	$2,098,475

	As of					
	1/31/2021	4/30/2021	7/31/2021	10/31/2021	1/31/2022	**Five Quarter Average**
Total inventories	$1,281,149	$1,256,873	$1,313,345	$1,254,260	$1,413,388	
Less liabilities from inventory not owned, net of debt issuance costs	119,432	90,430	69,627	62,762	75,344	
Less capitalized interest	65,327	59,772	63,673	58,159	63,804	
Inventories less capitalized interest and liabilities from inventory not owned	$1,096,390	$1,106,671	$1,180,045	$1,133,339	$1,274,240	$1,158,137
Inventory turnover						1.8x

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(1) Derived by dividing cost of sales, excluding cost of sales interest, by the five-quarter average inventory, excluding liabilities from inventory not owned and capitalized interest. The Company's calculation of Inventory Turnover may be different than the calculation used by other companies and, therefore, comparability may be affected.

Reconciliation of Inventory Turnover

October 31, 2021

Calculation of Inventory Turnover(1)

						TTM ended
			For the quarter ended			
(Dollars in thousands)		1/31/2021	4/30/2021	7/31/2021	10/31/2021	**10/31/2021**
Cost of sales, excluding interest		$439,638	$536,534	$521,868	$612,156	$2,110,196
			As of			
	10/31/2020	1/31/2021	4/30/2021	7/31/2021	10/31/2021	
Total inventories	$1,195,775	$1,281,149	$1,256,873	$1,313,345	$1,254,260	
Less liabilities from inventory not owned, net of debt issuance costs	131,204	119,432	90,430	69,627	62,762	
Less capitalized interest	65,010	65,327	59,772	63,673	58,159	Five Quarter Average
Inventories less capitalized interest and liabilities from inventory not owned	$999,561	$1,096,390	$1,106,671	$1,180,045	$1,133,339	$1,103,201
Inventory turnover						1.9x

October 31, 2020

Calculation of Inventory Turnover(1)

						TTM ended
			For the quarter ended			
(Dollars in thousands)		1/31/2020	4/30/2020	7/31/2020	10/31/2020	**10/31/2020**
Cost of sales, excluding interest		$396,355	$428,027	$499,695	$524,409	$1,848,486
			As of			
	10/31/2019	1/31/2020	4/30/2020	7/31/2020	10/31/2020	
Total inventories	$1,292,485	$1,295,715	$1,288,497	$1,213,503	$1,195,775	
Less liabilities from inventory not owned, net of debt issuance costs	141,033	152,235	144,536	144,922	131,204	
Less capitalized interest	71,264	67,879	67,744	63,998	65,010	**Five Quarter Average**
Inventories less capitalized interest and liabilities from inventory not owned	$1,080,188	$1,075,601	$1,076,217	$1,004,583	$999,561	$1,047,230
Inventory turnover						1.8x

(1) Derived by dividing cost of sales, excluding cost of sales interest, by the five-quarter average inventory, excluding liabilities from inventory not owned and capitalized interest. The Company's calculation of Inventory Turnover may be different than the calculation used by other companies and, therefore, comparability may be affected.

Key credit and balance sheet metrics reconciliations

	October 31,		
	2021	2020	2019
Nonrecourse mortgages secured by inventory, net of debt issuance costs	$125,089	$135,122	$203,585
Senior notes and credit facilities (net of discounts, premiums and debt issuance costs)	$1,248,373	$1,431,110	$1,479,990
Total debt	$1,373,462	$1,566,232	$1,683,575
Cash and cash equivalents	$245,970	$262,489	$130,976
Net debt	$1,127,492	$1,303,743	$1,552,599
Adjusted EBITDA	$364,335	$234,314	$174,009
Total debt to adjusted EBITDA	3.8	6.7	9.7
Net debt to adjusted EBITDA	3.1	5.6	8.9
Interest incurred	$155,514	$176,457	$165,906
Adjusted EBITDA to interest incurred	2.3	1.3	1.0
Total debt	$1,373,462	$1,566,232	$1,683,575
Total equity (deficit)	$175,384	$(436,094)	$(489,776)
Total capitalization	$1,548,846	$1,130,138	$1,193,799
Debt to capitalization	88.68%	138.59%	141.0%
Total inventory	$1,254,260	$1,195,775	$1,292,485
Consolidated inventory not owned	$98,727	$182,224	$190,273
Total inventory less inventory not owned	$1,155,533	$1,013,551	$1,102,212

Hovnanian

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