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# THIRD QUARTER 2024 SUPPLEMENTAL DATA

# Orders and Absorptions by Region

## Orders and YOY Variance

	4Q22		1Q23		2Q23		3Q23		4Q23		1Q24		2Q24		3Q24	
	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var	Orders	% Var
<b>West</b>	462	-54%	1,286	16%	990	-8%	985	116%	722	56%	1,170	-9%	1,114	13%	1,067	8%
<b>Central</b>	614	-46%	1,073	-17%	1,065	-3%	1,099	73%	1,054	72%	1,310	22%	1,100	3%	1,031	-6%
<b>East</b>	732	-41%	1,128	-23%	1,285	-19%	1,390	14%	1,116	52%	1,511	34%	1,585	23%	1,414	2%
<b>Total</b>	1,808	-46%	3,487	-10%	3,340	-11%	3,474	50%	2,892	60%	3,991	14%	3,799	14%	3,512	1%

## Absorptions and YOY Variance

	4Q22		1Q23		2Q23		3Q23		4Q23		1Q24		2Q24		3Q24	
	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var	Absorptions	% Var
<b>West</b>	1.6	-64%	4.5	-2%	3.4	-11%	3.6	140%	3.0	88%	4.8	7%	4.4	29%	4.2	17%
<b>Central</b>	2.6	-51%	4.4	-24%	4.3	-9%	4.5	67%	4.1	58%	5.2	18%	4.7	9%	4.6	2%
<b>East</b>	2.5	-39%	3.8	-16%	4.1	-13%	4.3	13%	3.5	40%	4.7	24%	4.4	7%	3.8	-12%
<b>Total</b>	2.2	-51%	4.2	-14%	3.9	-11%	4.1	52%	3.6	64%	4.9	17%	4.5	15%	4.1	0%

# Orders and Average Communities by Product Type

## Orders and % of Total

	4Q22		1Q23		2Q23		3Q23		4Q23		1Q24		2Q24		3Q24	
	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total	Orders	% Total
<b>Entry-Level</b>	1,617	89%	3,018	87%	2,842	85%	3,054	88%	2,547	88%	3,627	91%	3,499	92%	3,242	92%
<b>1<sup>st</sup> Move-up</b>	187	11%	457	13%	479	14%	410	12%	337	12%	348	9%	282	7%	257	7%
<b>Other</b>	4	0%	12	0%	19	1%	10	0%	8	0%	16	0%	18	1%	13	1%
<b>Total</b>	1,808	100%	3,487	100%	3,340	100%	3,474	100%	2,892	100%	3,991	100%	3,799	100%	3,512	100%

## Average Communities and % of Total

	4Q22		1Q23		2Q23		3Q23		4Q23		1Q24		2Q24		3Q24	
	Count	% Total	Count	% Total	Count	% Total	Count	% Total	Count	% Total	Count	% Total	Count	% Total	Count	% Total
<b>Entry-Level</b>	219.5	80%	221.5	81%	234.5	85%	238.5	85%	236.5	87%	243.0	89%	255.0	91%	259.5	92%
<b>1<sup>st</sup> Move-up</b>	49.5	18%	49.5	18%	48.0	17%	42.0	15%	33.5	13%	28.5	11%	25.0	9%	22.0	8%
<b>Other</b>	4.0	2%	3.5	1%	2.0	1%	1.0	0%	1.0	0%	1.0	0%	1.0	0%	1.0	0%
<b>Total</b>	273.0	100%	274.5	100%	284.5	100%	281.5	100%	271.0	100%	272.5	100%	281.0	100%	282.5	100%

# Home Closings and Home Closing Revenue by Region

## Closings and YOY Variance

	4Q22		1Q23		2Q23		3Q23		4Q23		1Q24		2Q24		3Q24	
	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var	Closings	% Var
<b>West</b>	1,217	-5%	785	-9%	997	8%	1,172	8%	1,155	-5%	1,014	29%	1,265	27%	1,220	4%
<b>Central</b>	1,417	37%	1,048	20%	1,094	4%	1,102	-10%	1,242	-12%	1,167	11%	1,265	16%	1,174	7%
<b>East</b>	1,906	57%	1,064	-5%	1,399	12%	1,364	15%	1,554	-18%	1,326	25%	1,588	14%	1,548	13%
<b>Total</b>	4,540	29%	2,897	1%	3,490	8%	3,638	4%	3,951	-13%	3,507	21%	4,118	18%	3,942	8%

## Home Closing Revenue and YOY Variance

(Revenue In Millions)	4Q22		1Q23		2Q23		3Q23		4Q23		1Q24		2Q24		3Q24	
	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var	Revenue	% Var
<b>West</b>	\$662	5%	\$417	-10%	\$519	7%	\$607	3%	\$564	-15%	\$516	24%	\$623	20%	\$595	-2%
<b>Central</b>	\$566	43%	\$425	22%	\$457	8%	\$452	-10%	\$465	-18%	\$427	1%	\$459	1%	\$417	-8%
<b>East</b>	\$756	60%	\$420	-3%	\$567	13%	\$551	15%	\$613	-19%	\$523	25%	\$612	8%	\$574	4%
<b>Total</b>	\$1,984	32%	\$1,262	1%	\$1,543	10%	\$1,610	3%	\$1,642	-17%	\$1,466	16%	\$1,694	10%	\$1,586	-2%

# Real Estate Statistics

	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24
<b>Total Lots Controlled</b>	63,182	60,942	59,683	60,662	64,313	66,434	70,822	74,819
<b>Total Uncommitted Lots<sup>1</sup></b>	19,474	18,928	21,171	28,416	28,015	34,722	41,752	41,552
<b>Owned Lots (% of total lots controlled)</b>	73%	75%	76%	74%	72%	69%	66%	64%
<b>Completed Spec Homes</b>	757	975	801	800	1,110	1,323	1,711	2,236
<b>Incomplete Spec Homes</b>	4,134	2,890	3,672	4,105	4,767	4,668	4,800	4,547
<b>Total Specs</b>	4,891	3,865	4,473	4,905	5,877	5,991	6,511	6,783
<b>Starts</b>	2,086	2,462	4,096	3,989	3,977	4,142	4,319	3,798
<b>Cancellation Rate</b>	39%	15%	12%	11%	13%	8%	10%	10%
<b>Avg Specs / Ending Community</b>	18.0	13.9	15.4	18.0	21.8	21.8	22.7	24.4

1) Purchase and Option Contracts with refundable deposits, not included in Total Lots Controlled. We have not completed our acquisition process and we have not internally committed to purchase these lots.

# Homebuyer Mortgage Statistics

## MTH Mortgage Statistics (based on Fundings at quarter-end)

	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24
<b>Average DTI</b>	40%	40%	40%	40%	41%	41%	41%	41%
<b>Average FICO Score</b>	735	738	738	737	738	739	735	736
<b>Average Down Payment</b>	16%	15%	16%	16%	15%	16%	15%	15%
<b>Loan Type (% of total)</b>								
<b>Conventional</b>	72%	72%	69%	67%	63%	61%	55%	57%
<b>FHA</b>	17%	18%	20%	21%	27%	28%	32%	32%
<b>VA</b>	11%	10%	10%	11%	10%	10%	12%	10%
<b>Other</b>	0%	0%	1%	1%	0%	1%	1%	1%
<b>USDA</b>	0%	0%	0%	0%	0%	0%	0%	0%