



THIRD QUARTER 2024 ANALYST CONFERENCE CALL

OCTOBER 30, 2024

Safe Harbor

The information included in this presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements include expectations about the housing market in general and our future results including our ability to increase our market share and full year 2024 and third quarter 2024 projected home closing volume, home closing revenue, home closing gross margin, effective tax rate and diluted EPS, as well as our intention to present the Declassification Proposal at the 2025 Annual Meeting of Stockholders and the contribution of the Gulf Coast operations in 2025.

Such statements are based on the current beliefs and expectations of Company management and current market conditions, which are subject to significant uncertainties and fluctuations. Actual results may differ from those set forth in the forward-looking statements. The Company makes no commitment, and disclaims any duty, except as required by law, to update or revise any forward-looking statements to reflect future events or changes in these expectations. Meritage's business is subject to a number of risks and uncertainties. As a result of those risks and uncertainties, the Company's stock and note prices may fluctuate dramatically.

These risks and uncertainties include, but are not limited to, the following: increases in interest rates or decreases in mortgage availability, and the cost and use of rate locks and buy-downs; inflation in the cost of materials used to develop communities and construct homes; cancellation rates; supply chain and labor constraints; the ability of our potential buyers to sell their existing homes; our ability to acquire and develop lots may be negatively impacted if we are unable to obtain performance and surety bonds; the adverse effect of slow absorption rates; legislation related to tariffs; impairments of our real estate inventory; competition; home warranty and construction defect claims; failures in health and safety performance; fluctuations in quarterly operating results; our level of indebtedness; our exposure to counterparty risk with respect to our capped calls; our ability to obtain financing if our credit ratings are downgraded; our exposure to and impacts from natural disasters or severe weather conditions; the availability and cost of finished lots and undeveloped land; the success of our strategy to offer and market entry-level and first move-up homes; a change to the feasibility of projects under option or contract that could result in the write-down or write-off of earnest money or option deposits; our limited geographic diversification; shortages in the availability and cost of subcontract labor; the replication of our energy-efficient technologies by our competitors; our exposure to information technology failures and security breaches and the impact thereof; the loss of key personnel; changes in tax laws that adversely impact us or our homebuyers; our inability to prevail on contested tax positions; failure of our employees and representatives to comply with laws and regulations; our compliance with government regulations; liabilities or restrictions resulting from regulations applicable to our financial services operations; negative publicity that affects our reputation; potential disruptions to our business by an epidemic or pandemic, and measures that federal, state and local governments and/or health authorities implement to address it; and other factors identified in documents filed by the Company with the Securities and Exchange Commission, including those set forth in our Form 10-K for the year ended December 31, 2023 and our Form 10-Q for subsequent quarters under the caption "Risk Factors," which can be found on our website at <https://investors.meritagehomes.com>.

Speakers



Steven J. Hilton – Executive Chairman

Phillippe Lord – Chief Executive Officer

Hilla Sferruzza – EVP & Chief Financial Officer

Emily Tadano – VP of Investor Relations and ESG

3Q24 Milestones



Certified Great Place To Work for second year in a row



Received the EPA's 2024 Indoor airPLUS Leader Award for the fourth consecutive year for building healthy homes



Made Arizona's Most Admired Companies of 2024 list



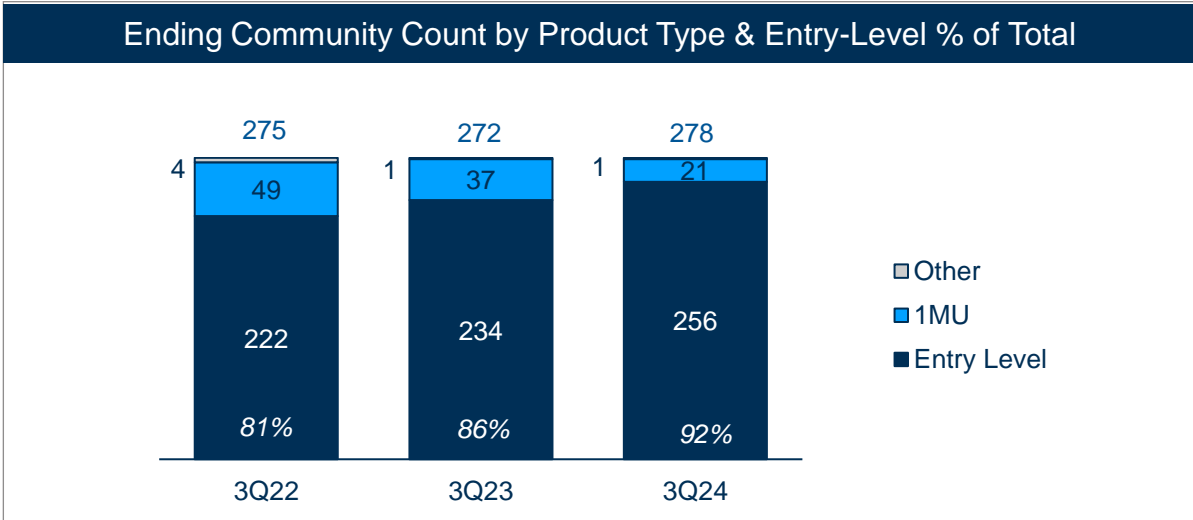
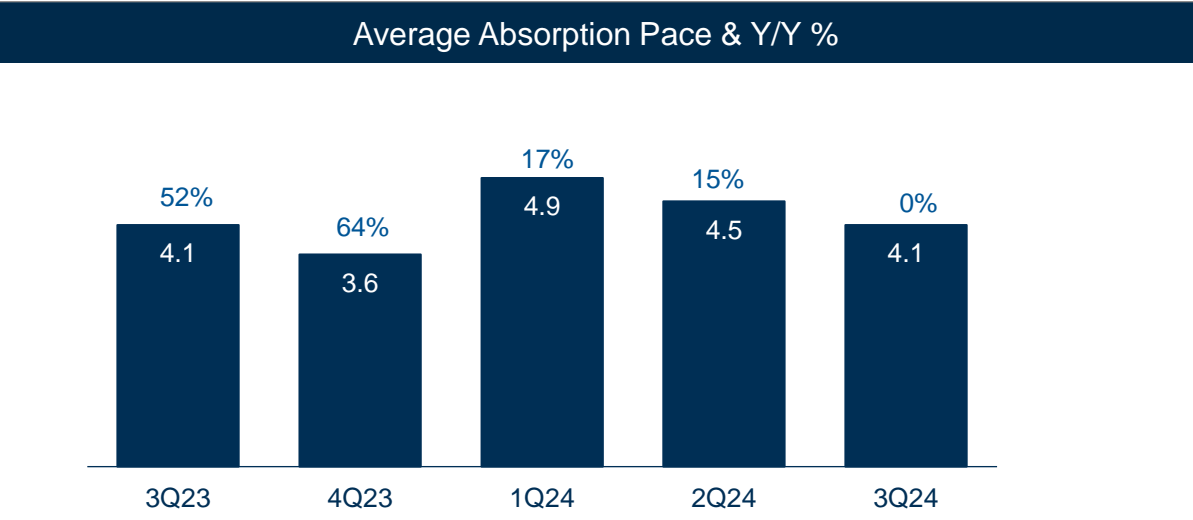
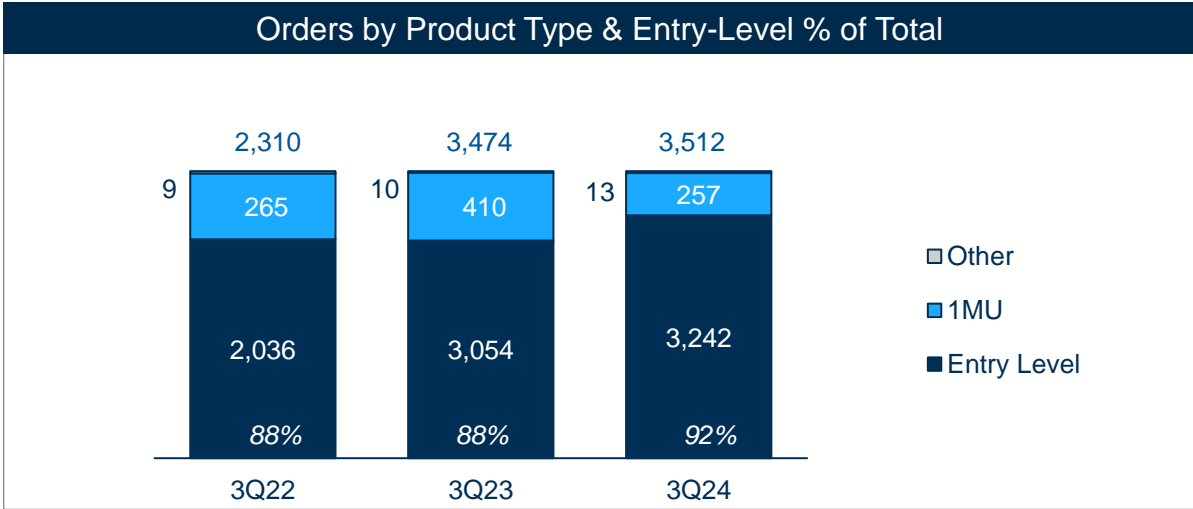
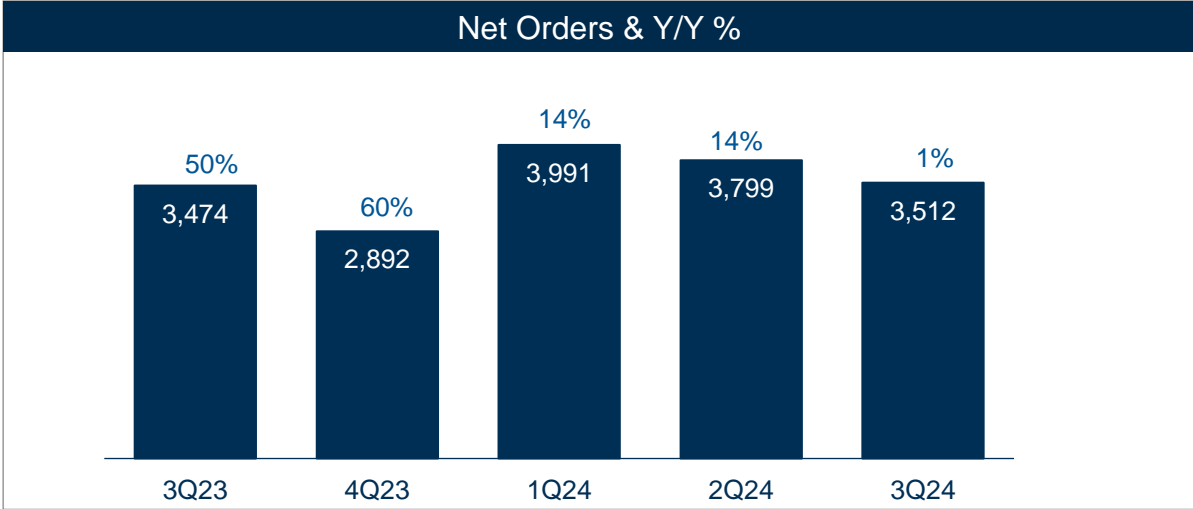
Named to both 2024 Fortune Best Workplaces in Construction™ List as well as 2024 Fortune Best Workplaces for Women™ List



Published 2023 ESG Report including a response to TCFD¹

(1) TCFD refers to Task Force on Climate-Related Financial Disclosures

Net Sales Orders Increased 1% Year-Over-Year



Our Diversified Geographic Footprint

	West Region	Central Region	East Region	Total
Average Active Communities	85.5	74.0	123.0	282.5
Average Active Communities Y/Y(%)	(6)%	(10)%	13%	0%
Entry-level % Average Communities	93%	94%	90%	92%
Absorption per month	4.2	4.6	3.8	4.1
Absorption per month Y/Y(%)	17%	2%	(12)%	0%
Orders	1,067	1,031	1,414	3,512
Orders Y/Y(%)	8%	(6)%	2%	1%
ASP on Orders	\$488K	\$356K	\$381K	\$406K
ASP on Orders Y/Y(%)	(8)%	(8)%	(4)%	(6)%
Order Value Y/Y(%)	0%	(14)%	(2)%	(5)%

Our three reportable homebuilding segments are as follows:

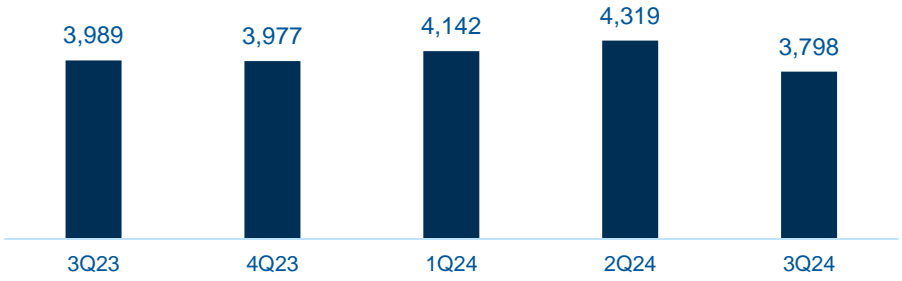
West: Arizona, California, Colorado, and Utah

Central: Texas

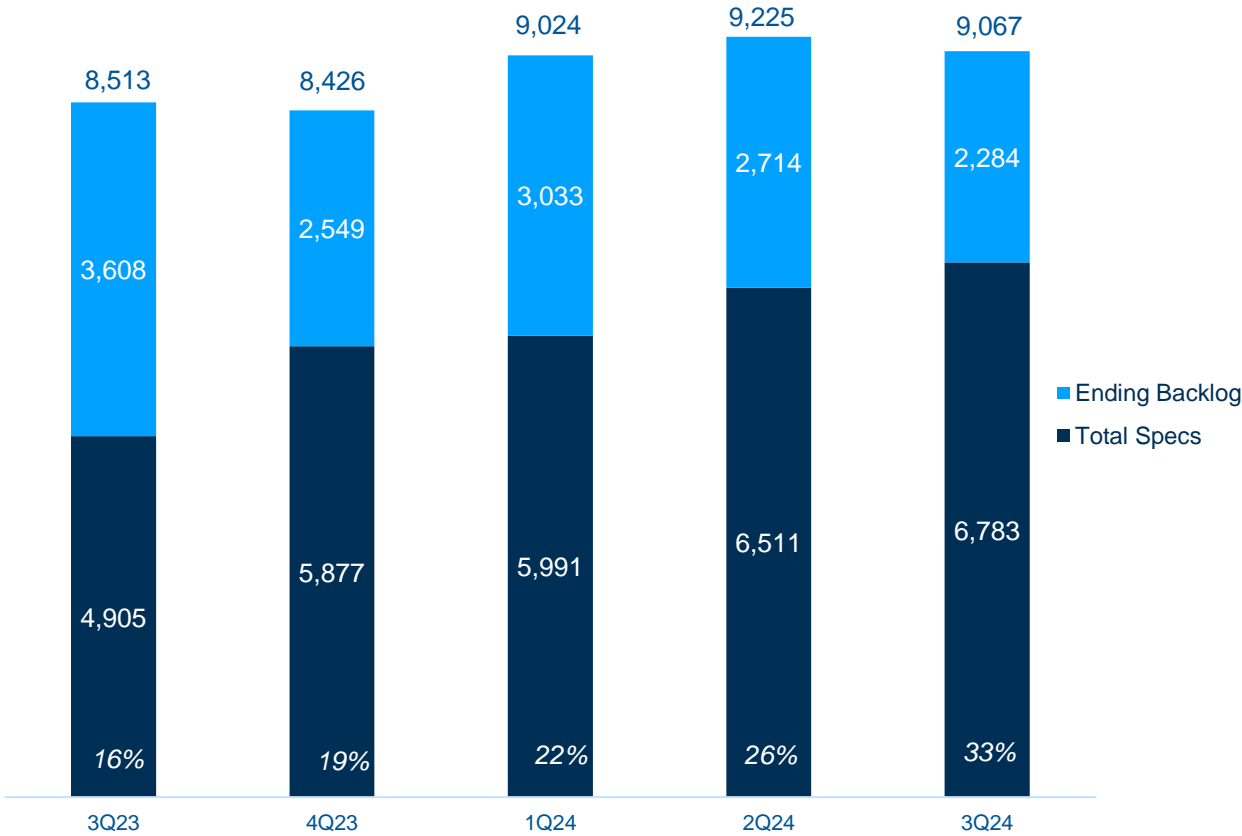
East: Florida, Georgia, North Carolina, South Carolina, and Tennessee

Our Available Supply of Quick Turning Move-In Ready Homes Is Our Competitive Advantage

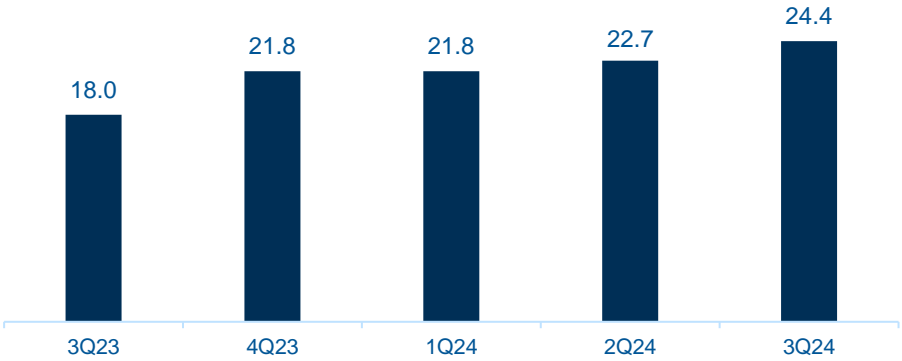
Spec Starts



Total Specs and Ending Backlog & % of Specs Completed



Average Specs Per Community



3Q24 Financial Performance

(\$ Millions except EPS & ASP)	3Q24	3Q23	%Chg	YTD2024	YTD2023	%Chg
Home closings	3,942	3,638	8%	11,567	10,025	15%
ASP (closings)	\$402K	\$443K	-9%	\$410	\$440K	-7%
Home closing revenue	\$1,586	\$1,610	-2%	\$4,746	\$4,415	7%
Home closing gross profit	\$393	\$430	-9%	\$1,210	\$1,089	11%
Home closing gross margin	24.8%	26.7%	(190 bps)	25.5%	24.7%	80 bps
SG&A expenses	\$157	\$162	-3%	\$467	\$441	6%
SG&A % of home closing revenue	9.9%	10.1%	(20 bps)	9.8%	10%	(20 bps)
Earnings before taxes	\$250	\$286	-13%	\$781	\$691	13%
Tax rate	21.6%	22.4%	(80 bps)	21.5%	21.8%	(30 bps)
Net earnings	\$196	\$222	-12%	\$614	\$540	14%
Diluted EPS	\$5.34	\$5.98	-11%	\$16.72	\$14.55	15%

3Q24 Highlights:

- Lower ASPs on closings due to product and geographic mix shift, as well as higher utilization of rate lock financing incentives
- Home closing gross margin impacted by higher lot costs, increased utilization of financing incentives and less leverage of fixed costs, which were partially offset by cost savings and shorter cycle times
- SG&A % benefited from lower performance-based compensation costs

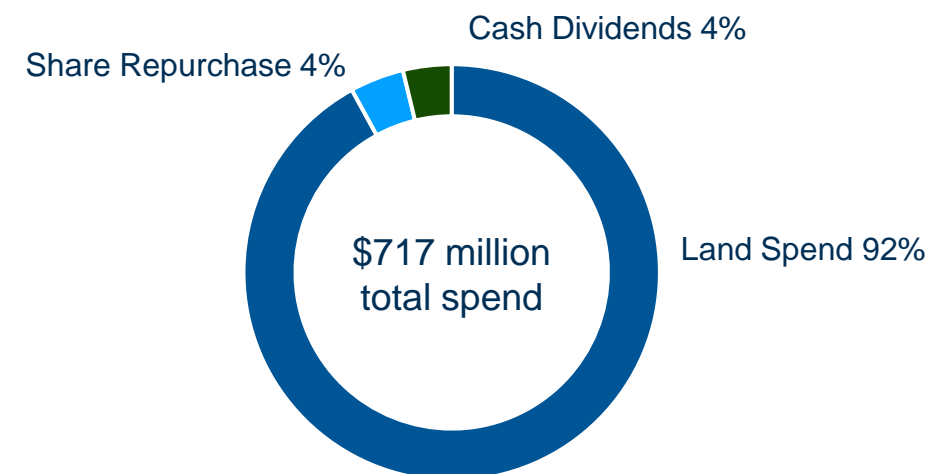
3Q24 Capital Spend Activities

Capital Structure – Non-GAAP Reconciliation

(\$ Millions)	Sept 30, 2024	Dec 31, 2023
Notes payable & other borrowings	\$1,314	\$1,008
Stockholders' equity	\$5,030	\$4,612
Total capital	\$6,344	\$5,620
Debt-to-capital	20.7%	17.9%
Less: cash & cash equivalents	(\$832)	(\$921)
Net debt	\$483	\$87
Total net capital	\$5,512	\$4,699
Net debt-to-capital	8.8%	1.9%
Book value per share	\$139.02	\$126.61

Capital Allocation Spend

3Q24 Breakdown (\$ Millions)

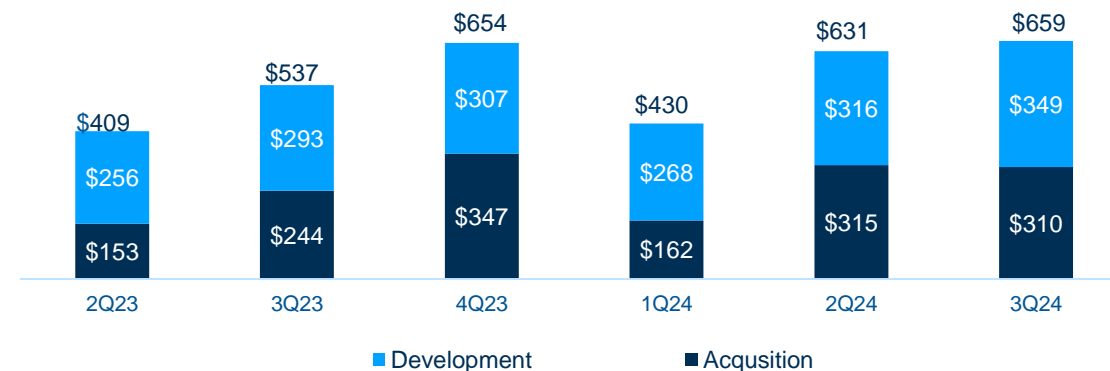


Momentum in Land & Development Investment

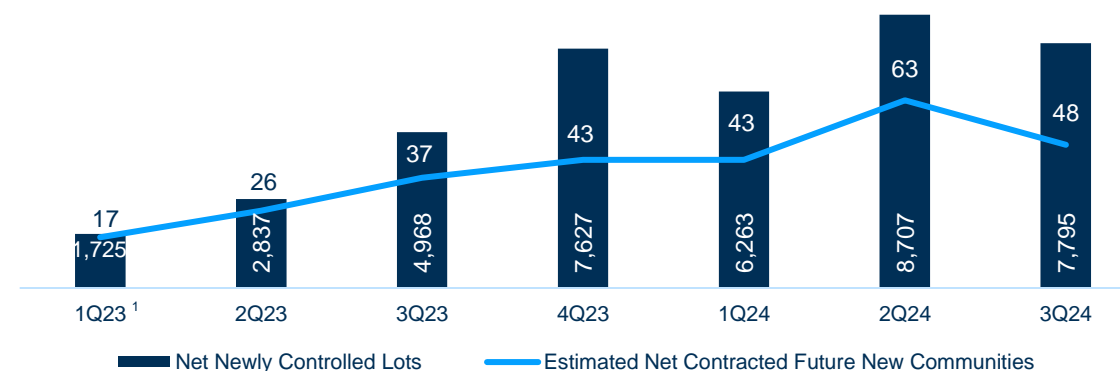
Lots Detail

	3Q24	3Q23
Total lots controlled	74,819	60,662
Supply of lots (years)	4.8	4.2
- Owned	64%	74%
- Optioned	36%	26%

Land Acquisition and Development (\$ Millions)



Net Newly Controlled Lots & Net Contracted Future New Communities



(1) Refers to gross new lots put under control and the related future new communities

Guidance

	Fourth Quarter 2024
Home closings	3,750-3,950 units
Home closing revenue	\$1.50-1.59 billion
Home closing gross margin	22.5-23.5%
Effective tax rate	Approximately 22.5%
Diluted earnings per common share	\$4.10-4.60

	Full Year 2025
Home closings	16,500-17,500 units
Home closing revenue	\$6.7-7.1 billion

Note: Full year 2025 guidance includes Elliott Homes acquisition.

Positioned for Growing Market Share



Quick turning move-in ready homes strategy



Prioritize pace over price



Strong balance sheet