



**Supplementary Data**

Q1 2022

# HOMEBUILDING RETURN ON INVENTORY (ROI)

	Quarter Ended:								
	12/31/19	03/31/20	06/30/20	09/30/20	12/31/20	03/31/21	06/30/21	09/30/21	12/31/21
Homebuilding Pre-Tax Income***	\$ 461.7	\$ 565.9	\$ 710.1	\$ 927.8	\$ 922.5	\$ 1,052.2	\$ 1,324.5	\$ 1,513.6	\$ 1,333.0
Ending Homebuilding Inventory***	10,885.6	11,088.4	10,916.8	11,015.0	12,138.5	12,896.4	13,567.1	13,907.8	15,296.9

	Homebuilding ROI*		
	12/31/20	09/30/21	12/31/21
Homebuilding PTI - TTM	\$ 3,126.3	\$ 4,812.8	\$ 5,223.3
Average Homebuilding Inventory**	11,208.9	12,705.0	13,561.3
Homebuilding ROI	27.9%	37.9%	38.5%

\* Homebuilding ROI is calculated as Homebuilding PTI for the trailing twelve months (TTM) divided by Average Homebuilding Inventory.

\*\*Average Homebuilding Inventory is calculated as the sum of the ending homebuilding inventory balances of the trailing 5 quarters divided by 5.

\*\*\*Homebuilding pre-tax income and ending homebuilding inventory prior period balances have been adjusted to remove balances related to single-family rental inventories that were previously included in the homebuilding segment and are now presented in a standalone rental

\$ in millions

Homebuilding PTI amounts in the prior periods have been reclassified to conform to the current year presentation.

The amounts in the above tables may include rounding adjustments.



# RETURN ON EQUITY (ROE)

	Quarter Ended:								
	12/31/19	03/31/20	06/30/20	09/30/20	12/31/20	03/31/21	06/30/21	09/30/21	12/31/21
Net Income Attributable to D.R. Horton	\$ 431.3	\$ 482.7	\$ 630.7	\$ 829.0	\$ 791.8	\$ 929.5	\$ 1,115.5	\$ 1,339.0	\$ 1,141.6
Ending Stockholders' Equity	10,227.4	10,458.0	11,048.0	11,840.0	12,485.2	12,963.1	13,802.9	14,886.5	15,677.7

	Return on Equity		
	12/31/20	09/30/21	12/31/21
Net Income Attributable to D.R. Horton - TTM	\$ 2,734.2	\$ 4,175.8	\$ 4,525.6
Average Stockholders' Equity*	11,211.7	13,195.5	13,963.1
ROE	24.4%	31.6%	32.4%

ROE is calculated as Net Income Attributable to D.R. Horton for the trailing twelve months (TTM) divided by Average Stockholders' Equity.

\*Average Stockholders' Equity is calculated as the sum of the ending stockholders' equity balances of the trailing 5 quarters divided by 5.

\$ in millions

Net Income Attributable to D.R. Horton for the trailing twelve months (TTM) includes rounding adjustments.

# HOME SALES GROSS MARGIN

	Quarter Ended:									Fiscal Year Ended:	
	12/31/19	03/31/20	06/30/20	09/30/20	12/31/20	03/31/21	06/30/21	09/30/21	12/31/21	09/30/20	09/30/21
Home Sales Revenues	\$ 3,863.3	\$ 4,363.3	\$ 5,207.6	\$ 6,126.6	\$ 5,698.7	\$ 6,170.4	\$ 7,040.1	\$ 7,593.4	\$ 6,656.4	\$ 19,560.8	\$ 26,502.6
Homes Sales Gross Profit before interest and other costs	869.2	984.4	1,190.5	1,480.7	1,441.9	1,588.6	1,884.7	2,121.2	1,888.7	4,524.9	7,036.5
Interest & Property Tax Costs	(36.0)	(39.5)	(45.3)	(52.4)	(45.6)	(47.6)	(50.7)	(54.5)	(47.1)	(173.2)	(198.4)
Warranty & Litigation Costs	(18.6)	(15.1)	(18.7)	(38.2)	(21.5)	(21.5)	(11.8)	(25.2)	(18.6)	(90.5)	(80.0)
Purchase Accounting Costs	(2.9)	(2.0)	(1.2)	(0.1)	(1.2)	(1.1)	(1.3)	(0.3)	(0.5)	(6.2)	(3.9)
Gross Profit - Home Sales	\$ 811.7	\$ 927.8	\$ 1,125.3	\$ 1,390.0	\$ 1,373.6	\$ 1,518.4	\$ 1,820.9	\$ 2,041.2	\$ 1,822.5	\$ 4,255.0	\$ 6,754.2

	% of Homes Sales Revenue (HSR)									% of HSR	
	Quarter Ended:									Fiscal Year Ended:	
	12/31/19	03/31/20	06/30/20	09/30/20	12/31/20	03/31/21	06/30/21	09/30/21	12/31/21	09/30/20	09/30/21
Homes Sales Gross Margin before interest and other costs	22.5%	22.6%	22.9%	24.2%	25.3%	25.8%	26.8%	27.9%	28.4%	23.1%	26.5%
Interest & Property Tax Costs	-0.9%	-0.9%	-0.9%	-0.9%	-0.8%	-0.8%	-0.7%	-0.7%	-0.7%	-0.9%	-0.7%
Warranty & Litigation Costs	-0.5%	-0.3%	-0.4%	-0.6%	-0.4%	-0.4%	-0.2%	-0.3%	-0.3%	-0.4%	-0.3%
Purchase Accounting Costs	-0.1%	-0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Home Sales Gross Margin	21.0%	21.3%	21.6%	22.7%	24.1%	24.6%	25.9%	26.9%	27.4%	21.8%	25.5%

\$ in millions

Home sales gross margin presented is for the Company's homebuilding segment.

The percentages and prior period amounts in the above tables may include rounding adjustments.

# SALES & ACTIVE SELLING COMMUNITIES

CHANGE IN NET SALES ORDERS COMPARED TO CHANGE IN AVERAGE ACTIVE SELLING COMMUNITIES (ASCs)																
	Quarter Ended 3/31/2021				Quarter Ended 6/30/2021				Quarter Ended 9/30/2021				Quarter Ended 12/31/2021			
	YOY Change		SEQ Change		YOY Change		SEQ Change		YOY Change		SEQ Change		YOY Change		SEQ Change	
	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs
Northwest	-7%	-5%	48%	-7%	-22%	-7%	-26%	-1%	-29%	-15%	-10%	-4%	23%	-13%	26%	-2%
Southwest	17%	1%	33%	2%	-5%	-5%	-18%	-1%	-47%	-9%	-25%	-4%	3%	2%	26%	5%
South Central	34%	15%	25%	2%	-15%	14%	-32%	0%	-26%	6%	-12%	-1%	-5%	5%	29%	2%
Southeast	72%	7%	46%	1%	-9%	2%	-37%	-4%	-34%	-5%	-21%	-4%	8%	-8%	50%	0%
East	21%	-1%	20%	2%	-28%	1%	-37%	-2%	-28%	0%	17%	-2%	8%	1%	24%	3%
North	23%	-4%	33%	-6%	-36%	-12%	-44%	-6%	-39%	-19%	7%	-6%	24%	-3%	55%	17%
TOTAL	35%	4%	33%	0%	-17%	1%	-34%	-3%	-33%	-5%	-11%	-3%	5%	-3%	35%	3%

	Quarter Ended 3/31/2020				Quarter Ended 6/30/2020				Quarter Ended 9/30/2020				Quarter Ended 12/31/2020			
	YOY Change		SEQ Change		YOY Change		SEQ Change		YOY Change		SEQ Change		YOY Change		SEQ Change	
	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs	Net Sales Orders	Average ASCs
Northwest	27%	11%	66%	-3%	31%	6%	-13%	2%	50%	6%	-1%	5%	4%	-1%	-27%	-5%
Southwest	31%	-10%	51%	-2%	20%	-6%	1%	6%	83%	-2%	33%	0%	32%	-3%	-35%	-6%
South Central	31%	-3%	66%	-1%	49%	-1%	7%	1%	86%	6%	1%	6%	79%	12%	0%	5%
Southeast	7%	0%	37%	1%	39%	0%	18%	1%	78%	6%	9%	3%	62%	7%	-8%	3%
East	9%	5%	44%	0%	32%	-3%	6%	-4%	75%	-3%	16%	-1%	45%	-2%	-18%	2%
North	32%	29%	86%	-1%	51%	7%	8%	2%	121%	4%	12%	3%	72%	1%	-23%	-3%
TOTAL	20%	1%	53%	0%	38%	0%	7%	0%	81%	3%	10%	2%	56%	3%	-14%	1%

YOY = year-over-year; SEQ = sequential

During 4Q21, the Company realigned the aggregation of its homebuilding operating segments into six new geographic reportable segments. Data above has been reclassified to conform to the new presentation. Please refer to the restated homebuilding metrics supplement on our website for additional information.



# PRICE STRATIFICATION

Homes Closed and Home Sales Revenues																
Selling Price	Quarter Ended:															
	March 31, 2021				June 30, 2021				September 30, 2021				December 31, 2021			
	Homes Closed		Home Sales Revenues		Homes Closed		Home Sales Revenues		Homes Closed		Home Sales Revenues		Homes Closed		Home Sales Revenues	
\$0-\$300K	11,451	58%	\$ 2,864.6	46%	11,038	51%	\$ 2,810.2	40%	9,196	42%	\$ 2,387.3	31%	5,887	32%	\$ 1,569.7	24%
\$301-\$350K	3,438	17%	1,110.3	18%	4,646	22%	1,501.9	21%	5,049	23%	1,632.2	22%	4,799	26%	1,554.3	23%
\$351K-\$400K	1,946	10%	727.1	12%	2,420	11%	901.5	13%	3,112	14%	1,161.4	15%	3,078	17%	1,146.5	17%
\$401K-\$500K	1,763	9%	780.7	13%	2,047	9%	902.5	13%	2,669	12%	1,173.6	16%	2,959	16%	1,311.7	20%
> \$500K	1,103	6%	687.7	11%	1,437	7%	924.0	13%	1,911	9%	1,238.9	16%	1,673	9%	1,074.2	16%
Grand Total	19,701	100%	\$ 6,170.4	100%	21,588	100%	\$ 7,040.1	100%	21,937	100%	\$ 7,593.4	100%	18,396	100%	\$ 6,656.4	100%

  

Quarter Ended:																
Selling Price	March 31, 2020				June 30, 2020				September 30, 2020				December 31, 2020			
	Homes Closed		Home Sales Revenues		Homes Closed		Home Sales Revenues		Homes Closed		Home Sales Revenues		Homes Closed		Home Sales Revenues	
	Homes Closed		Home Sales Revenues		Homes Closed		Home Sales Revenues		Homes Closed		Home Sales Revenues		Homes Closed		Home Sales Revenues	
\$0-\$300K	9,559	66%	\$ 2,312.1	53%	11,858	67%	\$ 2,880.2	55%	13,084	65%	\$ 3,205.8	52%	11,773	63%	\$ 2,917.1	51%
\$301-\$350K	1,981	14%	641.0	15%	2,458	14%	791.3	15%	2,860	14%	922.4	15%	2,914	15%	939.2	17%
\$351K-\$400K	1,167	8%	437.0	10%	1,450	8%	541.9	11%	1,741	8%	650.8	11%	1,657	9%	618.9	11%
\$401K-\$500K	1,045	7%	466.0	11%	1,099	6%	487.2	9%	1,571	8%	696.0	11%	1,539	8%	684.4	12%
> \$500K	787	5%	507.2	11%	777	5%	507.0	10%	992	5%	651.6	11%	856	5%	539.1	9%
Grand Total	14,539	100%	\$ 4,363.3	100%	17,642	100%	\$ 5,207.6	100%	20,248	100%	\$ 6,126.6	100%	18,739	100%	\$ 5,698.7	100%

The percentages in the above tables include some rounding adjustments that could result in slight differences from amounts previously disclosed.

# BRAND STRATIFICATION

	Quarter Ended March 31, 2021				Quarter Ended June 30, 2021				Quarter Ended September 30, 2021				Quarter Ended December 31, 2021			
	Net Homes Sold	Homes Closed	Home Sales Revs	Closings ASP	Net Homes Sold	Homes Closed	Home Sales Revs	Closings ASP	Net Homes Sold	Homes Closed	Home Sales Revs	Closings ASP	Net Homes Sold	Homes Closed	Home Sales Revs	Closings ASP
Horton	66%	66%	69%	\$ 329.6	65%	66%	69%	\$ 341.2	66%	65%	68%	\$ 359.3	67%	67%	70%	\$ 375.7
Express	30%	30%	26%	\$ 270.2	31%	30%	26%	\$ 284.8	30%	31%	27%	\$ 307.8	30%	29%	25%	\$ 316.8
Emerald	1%	1%	2%	\$ 501.3	1%	1%	2%	\$ 561.5	1%	1%	2%	\$ 639.9	1%	1%	2%	\$ 639.5
Freedom	3%	3%	3%	\$ 311.2	3%	3%	3%	\$ 328.0	3%	3%	3%	\$ 339.6	2%	3%	3%	\$ 370.8
Total	100%	100%	100%	\$ 313.2	100%	100%	100%	\$ 326.1	100%	100%	100%	\$ 346.1	100%	100%	100%	\$ 361.8

  

	Quarter Ended March 31, 2020				Quarter Ended June 30, 2020				Quarter Ended September 30, 2020				Quarter Ended December 31, 2020			
	Net Homes Sold	Homes Closed	Home Sales Revs	Closings ASP	Net Homes Sold	Homes Closed	Home Sales Revs	Closings ASP	Net Homes Sold	Homes Closed	Home Sales Revs	Closings ASP	Net Homes Sold	Homes Closed	Home Sales Revs	Closings ASP
Horton	63%	63%	66%	\$ 316.3	64%	64%	67%	\$ 309.3	66%	63%	67%	\$ 319.4	66%	65%	69%	\$ 321.3
Express	33%	32%	27%	\$ 253.6	32%	32%	27%	\$ 252.4	30%	32%	27%	\$ 256.9	30%	31%	26%	\$ 259.9
Emerald	2%	2%	4%	\$ 518.3	2%	2%	3%	\$ 556.7	1%	2%	3%	\$ 544.4	1%	1%	2%	\$ 509.0
Freedom	2%	3%	3%	\$ 293.4	2%	2%	3%	\$ 292.0	3%	3%	3%	\$ 303.8	3%	3%	3%	\$ 308.4
Total	100%	100%	100%	\$ 300.1	100%	100%	100%	\$ 295.2	100%	100%	100%	\$ 302.6	100%	100%	100%	\$ 304.1

Percentages of total Net Homes Sold, Homes Closed and Home Sales Revenues by brand  
 ASP in thousands (ASP = average selling price)  
 Reported metrics for D.R. Horton include closings from the Company's Pacific Ridge and Terramor Homes brands

# SELECT DHI MORTGAGE DATA

	A	B	C		Loan Type / Product Mix						
Period	Capture Rate	FTHB %	Avg CLTV %	Avg FICO Score	Conven-tional %	Jumbo %	FHA %	VA %	FHA/VA% Combined	USDA %	Total
Q1 22	66%	55%	88%	721	54%	0%	27%	17%	44%	2%	100%
FY 21	67%	57%	89%	721	50%	0%	31%	16%	47%	3%	100%
Q4 21	66%	59%	89%	722	53%	0%	29%	16%	45%	2%	100%
Q3 21	66%	58%	89%	721	52%	0%	29%	16%	45%	3%	100%
Q2 21	67%	57%	90%	720	49%	0%	31%	16%	47%	4%	100%
Q1 21	68%	56%	90%	719	47%	0%	33%	17%	50%	3%	100%
FY 20	68%	55%	90%	719	46%	0%	32%	19%	51%	3%	100%
Q4 20	69%	58%	90%	719	46%	0%	33%	17%	50%	4%	100%
Q3 20	71%	57%	91%	718	43%	0%	33%	20%	53%	4%	100%
Q2 20	67%	53%	89%	720	48%	0%	30%	18%	48%	4%	100%
Q1 20	65%	50%	89%	720	48%	0%	30%	19%	49%	3%	100%
FY 19	58%	51%	88%	720	52%	1%	27%	19%	46%	1%	100%
Q4 19	63%	50%	89%	720	50%	0%	28%	20%	48%	2%	100%
Q3 19	58%	51%	88%	720	53%	1%	26%	19%	45%	1%	100%
Q2 19	56%	53%	88%	719	53%	1%	28%	17%	45%	1%	100%
Q1 19	54%	50%	87%	721	53%	1%	27%	17%	44%	2%	100%

**A** Capture rate is the percentage of total home closings by D.R. Horton's homebuilding operations for which DHI Mortgage handled the homebuyers' financing.

**B** FTHB = first-time homebuyer

**C** CLTV = cumulative loan to value