


Supplementary Data
Q1 2023

D·R·HORTON
America's Builder

HOMEBUILDING RETURN ON INVENTORY (ROI)

	Quarter Ended:								
	12/31/20	03/31/21	06/30/21	09/30/21	12/31/21	03/31/22	06/30/22	09/30/22	12/31/22
Homebuilding Pre-Tax Income* **	$ 922.5	$ 1,052.2	$ 1,324.5	$ 1,513.6	$ 1,333.0	$ 1,652.8	$ 1,954.7	$ 2,000.3	$ 1,094.4
Ending Homebuilding Inventory* **	12,138.5	12,896.4	13,546.3	13,907.8	15,296.9	16,645.9	17,936.9	17,324.4	17,705.8

	Homebuilding ROI*		
	12/31/21	09/30/22	12/31/22
Homebuilding PTI - TTM	$ 5,223.3	$ 6,940.8	$ 6,702.3
Average Homebuilding Inventory**	13,557.2	16,222.4	16,982.0
Homebuilding ROI	38.5%	42.8%	39.5%

* Homebuilding ROI is calculated as Homebuilding Pre-Tax Income (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 segment.

$ 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:								
	12/31/20	03/31/21	06/30/21	09/30/21	12/31/21	03/31/22	06/30/22	09/30/22	12/31/22
Net Income Attributable to D.R. Horton	$ 791.8	$ 929.5	$ 1,115.5	$ 1,339.0	$ 1,141.6	$ 1,436.3	$ 1,647.8	$ 1,631.9	$ 958.7
Ending Stockholders' Equity	12,485.2	12,963.1	13,802.9	14,886.5	15,677.7	16,774.9	18,062.5	19,396.3	20,153.3

	Return on Equity		
	12/31/21	09/30/22	12/31/22
Net Income Attributable to D.R. Horton - TTM	$ 4,525.6	$ 5,857.6	$ 5,674.7
Average Stockholders' Equity*	13,963.1	16,959.6	18,012.9
ROE	32.4%	34.5%	31.5%

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.

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HOME SALES GROSS MARGIN

	Quarter Ended:									Fiscal Year Ended:	
	12/31/20	03/31/21	06/30/21	09/30/21	12/31/21	03/31/22	06/30/22	09/30/22	12/31/22	09/30/21	09/30/22
Home Sales Revenues	$ 5,698.7	$ 6,170.4	$ 7,040.1	$ 7,593.4	$ 6,656.4	$ 7,499.2	$ 8,336.4	$ 9,369.7	$ 6,709.2	$ 26,502.6	$ 31,861.7
Homes Sales Gross Profit before interest and other costs	1,441.9	1,588.6	1,884.7	2,121.2	1,888.7	2,251.6	2,616.4	2,761.2	1,663.8	7,036.5	9,518.0
Interest & Property Tax Costs	(45.6)	(47.6)	(50.7)	(54.5)	(47.1)	(50.1)	(51.6)	(57.3)	(42.1)	(198.4)	(206.1)
Warranty & Litigation Costs	(21.5)	(21.5)	(11.8)	(25.2)	(18.6)	(36.6)	(53.8)	(51.5)	(18.6)	(80.0)	(160.6)
Purchase Accounting Costs	(1.2)	(1.1)	(1.3)	(0.3)	(0.5)	(0.9)	(1.4)	(2.3)	(0.6)	(3.9)	(5.2)
Gross Profit - Home Sales	$ 1,373.6	$ 1,518.4	$ 1,820.9	$ 2,041.2	$ 1,822.5	$ 2,164.0	$ 2,509.6	$ 2,650.1	$ 1,602.5	$ 6,754.2	$ 9,146.1

	% of Homes Sales Revenue (HSR)									% of HSR	
	Quarter Ended:									Fiscal Year Ended:	
	12/31/20	03/31/21	06/30/21	09/30/21	12/31/21	03/31/22	06/30/22	09/30/22	12/31/22	09/30/21	09/30/22
Homes Sales Gross Margin before interest and other costs	25.3%	25.8%	26.8%	27.9%	28.4%	30.0%	31.4%	29.5%	24.8%	26.5%	29.9%
Interest & Property Tax Costs	-0.8%	-0.8%	-0.7%	-0.7%	-0.7%	-0.6%	-0.6%	-0.6%	-0.6%	-0.7%	-0.7%
Warranty & Litigation Costs	-0.4%	-0.4%	-0.2%	-0.3%	-0.3%	-0.5%	-0.7%	-0.6%	-0.3%	-0.3%	-0.5%
Purchase Accounting Costs	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Home Sales Gross Margin	24.1%	24.6%	25.9%	26.9%	27.4%	28.9%	30.1%	28.3%	23.9%	25.5%	28.7%

$ 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 3/31/2022				Quarter Ended 6/30/2022				Quarter Ended 9/30/2022				Quarter Ended 12/31/2022			
	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	-9%	-7%	9%	-1%	-18%	-7%	-34%	-1%	8%	5%	19%	10%	-26%	14%	-14%	6%
Southwest	-13%	3%	13%	3%	-19%	5%	-24%	1%	-32%	2%	-37%	-6%	-46%	-11%	0%	-8%
South Central	-5%	1%	25%	0%	-1%	-3%	-29%	-3%	-33%	-3%	-41%	-1%	-35%	-4%	25%	1%
Southeast	-21%	-6%	7%	3%	-27%	-2%	-42%	0%	4%	1%	11%	-1%	-39%	1%	-12%	0%
East	-14%	1%	-5%	2%	19%	6%	-13%	2%	-23%	8%	-25%	1%	-42%	4%	-6%	-2%
North	31%	23%	40%	20%	33%	40%	-43%	6%	19%	54%	-5%	4%	-32%	29%	-12%	-2%
TOTAL	-10%	1%	13%	4%	-7%	5%	-31%	1%	-15%	8%	-19%	0%	-38%	4%	-1%	-1%

	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%

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															
	Quarter Ended:															
	March 31, 2022				June 30, 2022				September 30, 2022				December 31, 2022			
Selling Price	Homes Closed		Home Sales Revenues		Homes Closed		Home Sales Revenues		Homes Closed		Home Sales Revenues		Homes Closed		Home Sales Revenues	
$0-$300K	5,125	26%	$ 1,386.1	19%	4,270	20%	$ 1,159.0	14%	3,508	15%	$ 957.5	10%	3,529	20%	$ 954.9	14%
$301-$350K	5,036	25%	1,633.3	22%	5,016	23%	1,629.9	19%	5,321	23%	1,737.0	19%	4,357	25%	1,419.0	21%
$351K-$400K	3,681	19%	1,377.2	18%	4,654	22%	1,739.5	21%	5,131	22%	1,921.1	20%	3,492	20%	1,304.1	19%
$401K-$500K	3,765	19%	1,671.3	22%	4,447	21%	1,968.9	24%	5,691	25%	2,516.8	27%	3,743	22%	1,652.9	25%
> $500K	2,221	11%	1,431.3	19%	2,921	14%	1,839.1	22%	3,561	15%	2,237.3	24%	2,219	13%	1,378.3	21%
Grand Total	19,828	100%	$ 7,499.2	100%	21,308	100%	$ 8,336.4	100%	23,212	100%	$ 9,369.7	100%	17,340	100%	$ 6,709.2	100%

	Quarter Ended:															
	March 31, 2021				June 30, 2021				September 30, 2021				December 31, 2021			
Selling Price	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%

Selling Price in thousands; Home Sales Revenues in millions
The percentages in the above tables include some rounding adjustments that could result in slight differences from amounts previously disclosed.

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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 23	77%	55%	88%	722	54%	0%	28%	17%	45%	1%	100%
FY 22	69%	56%	88%	723	57%	0%	25%	17%	42%	1%	100%
Q4 22	73%	57%	87%	724	57%	0%	25%	17%	42%	1%	100%
Q3 22	69%	56%	88%	724	58%	0%	24%	17%	41%	1%	100%
Q2 22	68%	55%	88%	724	57%	0%	25%	16%	41%	2%	100%
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%

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