



Supplementary Data

Q4 2021

HOMEBUILDING RETURN ON INVENTORY (ROI)

	Quarter Ended:								
	09/30/19	12/31/19	03/31/20	06/30/20	09/30/20	12/31/20	03/31/21	06/30/21	09/30/21
Homebuilding Pre-Tax Income***	\$ 594.2	\$ 461.7	\$ 565.9	\$ 710.1	\$ 927.8	\$ 922.5	\$ 1,052.2	\$ 1,324.5	\$ 1,513.6
Ending Homebuilding Inventory***	10,285.6	10,885.6	11,088.4	10,916.8	11,015.0	12,138.5	12,896.4	13,567.1	13,907.8

Homebuilding Pre-Tax Income (PTI) and Ending Homebuilding Inventory as reported in our quarterly and annual filings

	Homebuilding ROI*		
	09/30/20	06/30/21	09/30/21
Homebuilding PTI - TTM	\$ 2,665.5	\$ 4,227.0	\$ 4,812.8
Average Homebuilding Inventory**	10,838.3	12,106.8	12,705.0
Homebuilding ROI	24.6%	34.9%	37.9%

* 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 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.

RETURN ON EQUITY (ROE)

	Quarter Ended:								
	09/30/19	12/31/19	03/31/20	06/30/20	09/30/20	12/31/20	03/31/21	06/30/21	09/30/21
Net Income Attributable to D.R. Horton	\$ 505.3	\$ 431.3	\$ 482.7	\$ 630.7	\$ 829.0	\$ 791.8	\$ 929.5	\$ 1,115.5	\$ 1,339.0
Ending Stockholders' Equity	10,020.9	10,227.4	10,458.0	11,048.0	11,840.0	12,485.2	12,963.1	13,802.9	14,886.5

Net Income Attributable to D.R. Horton and Ending Stockholders' Equity as reported in our quarterly and annual filings

	Return on Equity		
	09/30/20	06/30/21	09/30/21
Net Income Attributable to D.R. Horton - TTM	\$ 2,373.7	\$ 3,665.8	\$ 4,175.8
Average Stockholders' Equity*	10,718.9	12,427.8	13,195.5
ROE	22.1%	29.5%	31.6%

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:	
	09/30/19	12/31/19	03/31/20	06/30/20	09/30/20	12/31/20	03/31/21	06/30/21	09/30/21	09/30/20	09/30/21
Home Sales Revenues	\$ 4,799.2	\$ 3,863.3	\$ 4,363.3	\$ 5,207.6	\$ 6,126.6	\$ 5,698.7	\$ 6,170.4	\$ 7,040.1	\$ 7,593.4	\$ 19,560.8	\$ 26,502.6
Homes Sales Gross Profit before interest and other costs	1,067.8	869.2	984.4	1,190.5	1,480.7	1,441.9	1,588.6	1,884.7	2,121.2	4,524.9	7,036.5
Interest & Property Tax Costs	(46.6)	(36.0)	(39.5)	(45.3)	(52.4)	(45.6)	(47.6)	(50.7)	(54.5)	(173.2)	(198.4)
Warranty & Litigation Costs	(5.9)	(18.6)	(15.1)	(18.7)	(38.2)	(21.5)	(21.5)	(11.8)	(25.2)	(90.5)	(80.0)
Purchase Accounting Costs	(6.7)	(2.9)	(2.0)	(1.2)	(0.1)	(1.2)	(1.1)	(1.3)	(0.3)	(6.2)	(3.9)
Gross Profit - Home Sales	\$ 1,008.6	\$ 811.7	\$ 927.8	\$ 1,125.3	\$ 1,390.0	\$ 1,373.6	\$ 1,518.4	\$ 1,820.9	\$ 2,041.2	\$ 4,255.0	\$ 6,754.2

	% of Homes Sales Revenue (HSR)									% of HSR	
	Quarter Ended:									Fiscal Year Ended:	
	09/30/19	12/31/19	03/31/20	06/30/20	09/30/20	12/31/20	03/31/21	06/30/21	09/30/21	09/30/20	09/30/21
Homes Sales Gross Margin before interest and other costs	22.2%	22.5%	22.6%	22.9%	24.2%	25.3%	25.8%	26.8%	27.9%	23.1%	26.5%
Interest & Property Tax Costs	-1.0%	-0.9%	-0.9%	-0.9%	-0.9%	-0.8%	-0.8%	-0.7%	-0.7%	-0.9%	-0.7%
Warranty & Litigation Costs	-0.1%	-0.5%	-0.3%	-0.4%	-0.6%	-0.4%	-0.4%	-0.2%	-0.3%	-0.4%	-0.3%
Purchase Accounting Costs	-0.1%	-0.1%	-0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Home Sales Gross Margin	21.0%	21.0%	21.3%	21.6%	22.7%	24.1%	24.6%	25.9%	26.9%	21.8%	25.5%

\$ in millions

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

The percentages and prior period balances 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 12/31/2020				Quarter Ended 3/31/2021				Quarter Ended 6/30/2021				Quarter Ended 9/30/2021			
	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	4%	-1%	-27%	-5%	-7%	-5%	48%	-7%	-22%	-7%	-26%	-1%	-29%	-15%	-10%	-4%
Southwest	32%	-3%	-35%	-6%	17%	1%	33%	2%	-5%	-5%	-18%	-1%	-47%	-9%	-25%	-4%
South Central	79%	12%	0%	5%	34%	15%	25%	2%	-15%	14%	-32%	0%	-26%	6%	-12%	-1%
Southeast	62%	7%	-8%	3%	72%	7%	46%	1%	-9%	2%	-37%	-4%	-34%	-5%	-21%	-4%
East	45%	-2%	-18%	2%	21%	-1%	20%	2%	-28%	1%	-37%	-2%	-28%	0%	17%	-2%
North	72%	1%	-23%	-3%	23%	-4%	33%	-6%	-36%	-12%	-44%	-6%	-39%	-19%	7%	-6%
TOTAL	56%	3%	-14%	1%	35%	4%	33%	0%	-17%	1%	-34%	-3%	-33%	-5%	-11%	-3%

	Quarter Ended 12/31/2019				Quarter Ended 3/31/2020				Quarter Ended 6/30/2020				Quarter Ended 9/30/2020			
	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	38%	16%	5%	2%	27%	11%	66%	-3%	31%	6%	-13%	2%	50%	6%	-1%	5%
Southwest	19%	-6%	-10%	-5%	31%	-10%	51%	-2%	20%	-6%	1%	6%	83%	-2%	33%	0%
South Central	10%	-4%	4%	-1%	31%	-3%	66%	-1%	49%	-1%	7%	1%	86%	6%	1%	6%
Southeast	22%	2%	1%	1%	7%	0%	37%	1%	39%	0%	18%	1%	78%	6%	9%	3%
East	14%	7%	-1%	1%	9%	5%	44%	0%	32%	-3%	6%	-4%	75%	-3%	16%	-1%
North	42%	80%	-2%	1%	32%	29%	86%	-1%	51%	7%	8%	2%	121%	4%	12%	3%
TOTAL	19%	6%	0%	0%	20%	1%	53%	0%	38%	0%	7%	0%	81%	3%	10%	2%

YOY = year-over-year; SEQ = sequential

During 4Q21, the Company realigned the aggregation of its homebuilding operating segments into six new reportable segments. Data above has been reclassified to conform to the 2021 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:																Fiscal Year Ended:			
	December 31, 2020				March 31, 2021				June 30, 2021				September 30, 2021				September 30, 2021			
	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-\$250K	6,038	32%	\$ 1,349.6	24%	5,425	28%	\$ 1,214.3	19%	4,532	21%	\$ 1,020.7	14%	3,085	14%	\$ 703.8	9%	19,080	23%	\$ 4,288.4	16%
\$251-\$300K	5,735	31%	1,567.5	28%	6,026	31%	1,650.3	27%	6,506	30%	1,789.5	26%	6,111	28%	1,683.5	22%	24,378	30%	6,690.8	25%
\$301K-\$400K	4,571	24%	1,558.1	27%	5,384	27%	1,837.4	30%	7,066	33%	2,403.4	34%	8,161	37%	2,793.6	37%	25,182	31%	8,592.5	33%
\$401K-\$500K	1,539	8%	684.4	12%	1,763	9%	780.7	13%	2,047	9%	902.5	13%	2,669	12%	1,173.6	16%	8,018	10%	3,541.2	13%
> \$500K	856	5%	539.1	9%	1,103	5%	687.7	11%	1,437	7%	924.0	13%	1,911	9%	1,238.9	16%	5,307	6%	3,389.7	13%
Grand Total	18,739	100%	\$ 5,698.7	100%	19,701	100%	\$ 6,170.4	100%	21,588	100%	\$ 7,040.1	100%	21,937	100%	\$ 7,593.4	100%	81,965	100%	\$ 26,502.6	100%

Selling Price	Quarter Ended:																Fiscal Year Ended:			
	December 31, 2019				March 31, 2020				June 30, 2020				September 30, 2020				September 30, 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	
\$0-\$250K	5,225	40%	\$ 1,145.2	30%	5,660	39%	\$ 1,245.8	28%	6,838	39%	\$ 1,508.6	29%	7,185	35%	\$ 1,595.1	26%	24,908	38%	\$ 5,494.7	28%
\$251-\$300K	3,403	26%	930.1	24%	3,899	27%	1,066.3	24%	5,020	29%	1,371.6	26%	5,899	29%	1,610.7	26%	18,221	28%	4,978.7	25%
\$301K-\$400K	2,733	21%	937.2	24%	3,148	22%	1,078.0	25%	3,908	22%	1,333.2	26%	4,601	23%	1,573.2	26%	14,390	22%	4,921.7	25%
\$401K-\$500K	997	8%	445.2	12%	1,045	7%	466.0	11%	1,099	6%	487.2	9%	1,571	8%	696.0	11%	4,712	7%	2,094.3	11%
> \$500K	601	5%	405.6	10%	787	5%	507.2	12%	777	4%	507.0	10%	992	5%	651.6	11%	3,157	5%	2,071.4	11%
Grand Total	12,959	100%	\$ 3,863.3	100%	14,539	100%	\$ 4,363.3	100%	17,642	100%	\$ 5,207.6	100%	20,248	100%	\$ 6,126.6	100%	65,388	100%	\$ 19,560.8	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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Q4 2021

BRAND STRATIFICATION

	Quarter Ended December 31, 2020				Quarter Ended March 31, 2021				Quarter Ended June 30, 2021				Quarter Ended September 30, 2021				Fiscal Year Ended September 30, 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	Net Homes Sold	Homes Closed	Home Sales Revs	Closings ASP
Horton	66%	65%	69%	\$ 321.3	66%	66%	69%	\$ 329.6	65%	66%	69%	\$ 341.2	66%	65%	68%	\$ 359.3	66%	65%	68%	\$ 338.7
Express	30%	31%	26%	\$ 259.9	30%	30%	26%	\$ 270.2	31%	30%	26%	\$ 284.8	30%	31%	27%	\$ 307.8	30%	31%	27%	\$ 281.8
Emerald	1%	1%	2%	\$ 509.0	1%	1%	2%	\$ 501.3	1%	1%	2%	\$ 561.5	1%	1%	2%	\$ 639.9	1%	1%	2%	\$ 556.0
Freedom	3%	3%	3%	\$ 308.4	3%	3%	3%	\$ 311.2	3%	3%	3%	\$ 328.0	3%	3%	3%	\$ 339.6	3%	3%	3%	\$ 322.4
Total	100%	100%	100%	\$ 304.1	100%	100%	100%	\$ 313.2	100%	100%	100%	\$ 326.1	100%	100%	100%	\$ 346.1	100%	100%	100%	\$ 323.3

	Quarter Ended December 31, 2019				Quarter Ended March 31, 2020				Quarter Ended June 30, 2020				Quarter Ended September 30, 2020				Fiscal Year Ended September 30, 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	Net Homes Sold	Homes Closed	Home Sales Revs	Closings ASP
Horton	63%	61%	66%	\$ 318.2	63%	63%	66%	\$ 316.3	64%	64%	67%	\$ 309.3	66%	63%	67%	\$ 319.4	64%	63%	66%	\$ 315.7
Express	32%	34%	28%	\$ 250.1	33%	32%	27%	\$ 253.6	32%	32%	27%	\$ 252.4	30%	32%	27%	\$ 256.9	32%	32%	28%	\$ 253.6
Emerald	2%	2%	3%	\$ 534.2	2%	2%	4%	\$ 518.3	2%	2%	3%	\$ 556.7	1%	2%	3%	\$ 544.4	1%	2%	3%	\$ 538.6
Freedom	3%	3%	3%	\$ 288.0	2%	3%	3%	\$ 293.4	2%	2%	3%	\$ 292.0	3%	3%	3%	\$ 303.8	3%	3%	3%	\$ 295.1
Total	100%	100%	100%	\$ 298.1	100%	100%	100%	\$ 300.1	100%	100%	100%	\$ 295.2	100%	100%	100%	\$ 302.6	100%	100%	100%	\$ 299.1

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 our Pacific Ridge and Terramor Homes brands



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Q4 2021

SELECT DHI MORTGAGE DATA

Period	A	B	C	Avg FICO Score	Loan Type / Product Mix						
	Capture Rate	FTHB %	CLTV %		Conventional %	Jumbo %	FHA %	VA %	FHA/VA% Combined	USDA %	Total
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