



During Q4 FY 2021, the Company realigned the aggregation of its homebuilding operating segments into six new reportable segments to better allocate its homebuilding operating segments across geographic reporting regions. Based on the new aggregation, the six reporting segments and the states in which the Company has homebuilding operations are as follows:

Northwest: Colorado, Oregon, Utah and Washington
Southwest: Arizona, California, Hawaii, Nevada and New Mexico
South Central: Oklahoma and Texas
Southeast: Alabama, Florida, Louisiana and Mississippi
East: Georgia, North Carolina, South Carolina and Tennessee
North: Delaware, Illinois, Indiana, Iowa, Kentucky, Maryland, Minnesota, Nebraska, New Jersey, Ohio, Pennsylvania and Virginia

For informational purposes, segment information, including sales, closings, backlog, land and lots and homes in inventory have been reclassified to conform to the 2021 presentation.

D.R. HORTON, INC.

NET SALES ORDERS

Three Months Ended

	September 30, 2021		June 30, 2021		March 31, 2021		December 31, 2020	
	Homes	Value	Homes	Value	Homes	Value	Homes	Value
Northwest	972	\$ 540.4	1,086	\$ 592.7	1,475	\$ 716.3	997	\$ 470.8
Southwest	1,823	911.1	2,439	1,114.8	2,966	1,246.6	2,228	906.7
South Central	4,558	1,502.7	5,203	1,633.9	7,698	2,180.4	6,172	1,675.8
Southeast	4,252	1,484.8	5,415	1,784.0	8,642	2,635.8	5,930	1,727.4
East	3,213	1,120.7	2,750	889.9	4,397	1,367.4	3,678	1,118.8
North	1,131	474.4	1,059	433.5	1,881	702.4	1,413	516.5
	<u>15,949</u>	<u>\$ 6,034.3</u>	<u>17,952</u>	<u>\$ 6,448.9</u>	<u>27,059</u>	<u>\$ 8,849.0</u>	<u>20,418</u>	<u>\$ 6,416.0</u>

	September 30, 2020		June 30, 2020		March 31, 2020		December 31, 2019	
	Homes	Value	Homes	Value	Homes	Value	Homes	Value
Northwest	1,375	\$ 630.0	1,384	\$ 598.3	1,590	\$ 702.4	959	\$ 411.6
Southwest	3,414	1,267.9	2,575	922.9	2,540	971.4	1,685	676.5
South Central	6,174	1,614.7	6,135	1,572.8	5,748	1,477.9	3,454	889.8
Southeast	6,462	1,834.9	5,932	1,606.5	5,038	1,351.9	3,671	987.9
East	4,459	1,296.1	3,844	1,078.9	3,641	1,005.1	2,536	706.2
North	1,842	654.7	1,649	557.8	1,530	512.3	821	277.7
	<u>23,726</u>	<u>\$ 7,298.4</u>	<u>21,519</u>	<u>\$ 6,337.3</u>	<u>20,087</u>	<u>\$ 6,020.9</u>	<u>13,126</u>	<u>\$ 3,949.8</u>

	September 30, 2019		June 30, 2019		March 31, 2019		December 31, 2018	
	Homes	Value	Homes	Value	Homes	Value	Homes	Value
Northwest	915	\$ 409.1	1,056	\$ 480.5	1,253	\$ 540.8	695	\$ 307.0
Southwest	1,870	732.7	2,152	872.5	1,942	761.9	1,418	542.6
South Central	3,321	853.7	4,111	1,056.2	4,384	1,115.2	3,126	796.4
Southeast	3,640	987.6	4,271	1,132.9	4,727	1,227.5	3,002	774.0
East	2,549	711.9	2,903	804.5	3,336	907.1	2,223	610.6
North	835	274.1	1,095	360.6	1,163	389.4	578	194.6
	<u>13,130</u>	<u>\$ 3,969.0</u>	<u>15,588</u>	<u>\$ 4,707.1</u>	<u>16,805</u>	<u>\$ 4,942.0</u>	<u>11,042</u>	<u>\$ 3,225.2</u>

D.R. HORTON, INC.
HOMES CLOSED
Three Months Ended

	September 30, 2021		June 30, 2021		March 31, 2021		December 31, 2020	
	Homes	Value	Homes	Value	Homes	Value	Homes	Value
Northwest	1,404	\$ 757.4	1,348	\$ 662.5	1,161	\$ 548.6	1,207	\$ 547.1
Southwest	2,893	1,265.9	2,465	1,020.4	2,260	909.4	2,142	829.0
South Central	6,230	1,815.3	5,575	1,542.9	5,210	1,383.5	5,221	1,362.5
Southeast	6,059	1,930.5	6,558	1,960.6	5,967	1,710.7	5,258	1,464.3
East	3,616	1,152.2	3,975	1,227.9	3,590	1,070.7	3,497	1,003.1
North	1,735	672.1	1,667	625.7	1,513	547.6	1,414	492.7
	<u>21,937</u>	<u>\$ 7,593.3</u>	<u>21,588</u>	<u>\$ 7,040.1</u>	<u>19,701</u>	<u>\$ 6,170.4</u>	<u>18,739</u>	<u>\$ 5,698.6</u>

	September 30, 2020		June 30, 2020		March 31, 2020		December 31, 2019	
	Homes	Value	Homes	Value	Homes	Value	Homes	Value
Northwest	1,458	\$ 643.4	1,013	\$ 445.5	1,090	\$ 476.2	897	\$ 385.7
Southwest	2,648	1,013.8	2,037	776.1	1,824	730.4	1,636	652.8
South Central	5,702	1,474.8	4,937	1,267.3	3,857	986.3	3,469	886.2
Southeast	5,339	1,473.9	4,964	1,348.1	4,065	1,093.5	3,553	948.4
East	3,596	1,013.8	3,491	971.0	2,696	742.5	2,483	681.2
North	1,505	507.0	1,200	399.6	1,007	334.4	921	309.0
	<u>20,248</u>	<u>\$ 6,126.6</u>	<u>17,642</u>	<u>\$ 5,207.6</u>	<u>14,539</u>	<u>\$ 4,363.3</u>	<u>12,959</u>	<u>\$ 3,863.3</u>

	September 30, 2019		June 30, 2019		March 31, 2019		December 31, 2018	
	Homes	Value	Homes	Value	Homes	Value	Homes	Value
Northwest	1,123	\$ 493.7	1,090	\$ 486.7	900	\$ 396.6	765	\$ 341.3
Southwest	2,277	892.0	2,042	795.8	1,804	722.0	1,455	590.0
South Central	4,183	1,073.0	4,317	1,107.9	3,687	932.8	3,241	819.3
Southeast	4,186	1,108.8	4,293	1,116.1	3,753	958.5	3,179	826.4
East	3,113	861.5	3,207	884.8	2,582	722.0	2,184	607.6
North	1,142	370.3	1,022	343.3	754	248.7	676	226.1
	<u>16,024</u>	<u>\$ 4,799.2</u>	<u>15,971</u>	<u>\$ 4,734.6</u>	<u>13,480</u>	<u>\$ 3,980.6</u>	<u>11,500</u>	<u>\$ 3,410.7</u>

D.R. HORTON, INC.
SALES ORDER BACKLOG

As of

	September 30, 2021		June 30, 2021		March 31, 2021		December 31, 2020	
	Homes	Value	Homes	Value	Homes	Value	Homes	Value
Northwest	954	\$ 497.7	1,386	\$ 714.7	1,648	\$ 784.5	1,334	\$ 616.7
Southwest	3,438	1,495.9	4,508	1,850.6	4,534	1,756.3	3,828	1,419.0
South Central	8,733	2,825.4	10,405	3,137.9	10,777	3,046.9	8,289	2,249.9
Southeast	7,319	2,534.7	9,126	2,980.3	10,269	3,156.9	7,594	2,231.8
East	4,217	1,469.4	4,620	1,500.9	5,845	1,838.9	5,038	1,542.2
North	1,560	640.0	2,164	837.7	2,772	1,029.9	2,404	875.1
	<u>26,221</u>	<u>\$ 9,463.1</u>	<u>32,209</u>	<u>\$ 11,022.2</u>	<u>35,845</u>	<u>\$ 11,613.4</u>	<u>28,487</u>	<u>\$ 8,934.8</u>

	September 30, 2020		June 30, 2020		March 31, 2020		December 31, 2019	
	Homes	Value	Homes	Value	Homes	Value	Homes	Value
Northwest	1,544	\$ 693.1	1,627	\$ 706.4	1,256	\$ 553.7	756	\$ 327.5
Southwest	3,742	1,341.3	2,976	1,087.1	2,438	940.3	1,722	699.4
South Central	7,213	1,904.9	6,741	1,765.0	5,543	1,459.5	3,652	967.9
Southeast	6,922	1,968.6	5,799	1,607.6	4,831	1,349.1	3,858	1,090.7
East	4,857	1,426.4	3,994	1,144.1	3,641	1,036.2	2,696	773.6
North	2,405	851.3	2,068	703.6	1,619	545.4	1,096	367.5
	<u>26,683</u>	<u>\$ 8,185.6</u>	<u>23,205</u>	<u>\$ 7,013.8</u>	<u>19,328</u>	<u>\$ 5,884.2</u>	<u>13,780</u>	<u>\$ 4,226.6</u>

	September 30, 2019		June 30, 2019		March 31, 2019		December 31, 2018	
	Homes	Value	Homes	Value	Homes	Value	Homes	Value
Northwest	694	\$ 301.6	902	\$ 386.2	936	\$ 392.4	583	\$ 248.1
Southwest	1,673	675.6	2,080	834.9	1,970	758.1	1,832	718.1
South Central	3,667	964.2	4,529	1,183.5	4,735	1,235.2	4,038	1,052.8
Southeast	3,740	1,051.3	4,286	1,172.5	4,308	1,155.7	3,334	886.7
East	2,643	748.7	3,207	898.3	3,511	978.6	2,757	793.4
North	1,196	398.8	1,503	495.0	1,430	477.7	1,021	337.1
	<u>13,613</u>	<u>\$ 4,140.1</u>	<u>16,507</u>	<u>\$ 4,970.3</u>	<u>16,890</u>	<u>\$ 4,997.7</u>	<u>13,565</u>	<u>\$ 4,036.3</u>

D.R. HORTON, INC.
LAND AND LOT POSITION
As of

	September 30, 2021			June 30, 2021			March 31, 2021			December 31, 2020		
	Lots Controlled Through Land and Lot Purchase			Lots Controlled Through Land and Lot Purchase			Lots Controlled Through Land and Lot Purchase			Lots Controlled Through Land and Lot Purchase		
	Land/Lots Owned	Contracts (1)	Total Land/Lots Owned and Controlled	Land/Lots Owned	Contracts (1)	Total Land/Lots Owned and Controlled	Land/Lots Owned	Contracts (1)	Total Land/Lots Owned and Controlled	Land/Lots Owned	Contracts (1)	Total Land/Lots Owned and Controlled
Northwest	9,000	31,400	40,400	8,400	30,200	38,600	8,300	27,200	35,500	6,600	26,200	32,800
Southwest	22,800	34,300	57,100	23,600	34,400	58,000	22,500	29,400	51,900	23,000	29,500	52,500
South Central	42,800	79,000	121,800	43,300	82,100	125,400	42,100	87,700	129,800	40,800	73,600	114,400
Southeast	26,700	125,500	152,200	25,800	124,500	150,300	26,800	110,500	137,300	29,400	97,000	126,400
East	17,300	83,100	100,400	13,000	78,800	91,800	11,900	72,100	84,000	12,200	61,800	74,000
North	9,200	49,200	58,400	9,800	43,200	53,000	9,900	38,300	48,200	10,000	30,600	40,600
	127,800	402,500	530,300	123,900	393,200	517,100	121,500	365,200	486,700	122,000	318,700	440,700

	September 30, 2020			June 30, 2020			March 31, 2020			December 31, 2019		
	Lots Controlled Through Land and Lot Purchase			Lots Controlled Through Land and Lot Purchase			Lots Controlled Through Land and Lot Purchase			Lots Controlled Through Land and Lot Purchase		
	Land/Lots Owned	Contracts (2)	Total Land/Lots Owned and Controlled	Land/Lots Owned	Contracts (2)	Total Land/Lots Owned and Controlled	Land/Lots Owned	Contracts (2)	Total Land/Lots Owned and Controlled	Land/Lots Owned	Contracts (2)	Total Land/Lots Owned and Controlled
Northwest	5,000	21,300	26,300	4,900	13,400	18,300	5,100	12,500	17,600	5,500	9,800	15,300
Southwest	21,300	19,800	41,100	21,900	16,800	38,700	21,900	14,600	36,500	22,500	13,000	35,500
South Central	35,400	57,400	92,800	38,000	48,100	86,100	37,400	50,800	88,200	38,600	50,100	88,700
Southeast	29,100	84,700	113,800	30,100	72,700	102,800	33,200	69,700	102,900	34,300	65,500	99,800
East	12,200	54,800	67,000	12,400	48,700	61,100	13,400	44,600	58,000	14,400	41,900	56,300
North	9,600	26,300	35,900	7,900	20,600	28,500	7,700	18,400	26,100	8,100	15,300	23,400
	112,600	264,300	376,900	115,200	220,300	335,500	118,700	210,600	329,300	123,400	195,600	319,000

	September 30, 2019			June 30, 2019			March 31, 2019			December 31, 2018		
	Lots Controlled Through Land and Lot Purchase			Lots Controlled Through Land and Lot Purchase			Lots Controlled Through Land and Lot Purchase			Lots Controlled Through Land and Lot Purchase		
	Land/Lots Owned	Contracts (3)	Total Land/Lots Owned and Controlled	Land/Lots Owned	Contracts (3)	Total Land/Lots Owned and Controlled	Land/Lots Owned	Contracts (3)	Total Land/Lots Owned and Controlled	Land/Lots Owned	Contracts (3)	Total Land/Lots Owned and Controlled
Northwest	4,800	10,500	15,300	5,200	8,500	13,700	5,100	10,300	15,400	5,500	10,100	15,600
Southwest	22,400	12,500	34,900	23,300	11,100	34,400	23,500	12,700	36,200	25,000	13,300	38,300
South Central	36,300	47,800	84,100	36,800	46,200	83,000	38,300	47,000	85,300	40,100	44,100	84,200
Southeast	34,600	63,800	98,400	31,300	68,100	99,400	32,500	75,800	108,300	34,500	69,300	103,800
East	15,400	37,600	53,000	14,500	36,000	50,500	14,500	34,800	49,300	16,100	29,700	45,800
North	7,900	13,700	21,600	7,400	14,600	22,000	7,000	14,900	21,900	7,300	14,400	21,700
	121,400	185,900	307,300	118,500	184,500	303,000	120,900	195,500	316,400	128,500	180,900	309,400

(1) Lots controlled at September 30, 2021 included approximately 39,200 lots owned or controlled by Forestar, 21,000 of which our homebuilding divisions have under contract to purchase and 18,200 of which our homebuilding divisions have a right of first offer to purchase. Lots controlled at June 30, 2021 included approximately 39,400 lots owned or controlled by Forestar, 21,500 of which our homebuilding divisions have under contract to purchase and 17,900 of which our homebuilding divisions have a right of first offer to purchase. Lots controlled at March 31, 2021 included approximately 37,100 lots owned or controlled by Forestar, 20,400 of which our homebuilding divisions have under contract to purchase and 16,700 of which our homebuilding divisions have a right of first offer to purchase. Lots controlled at December 31, 2020 included approximately 34,900 lots owned or controlled by Forestar, 18,300 of which our homebuilding divisions have under contract to purchase and 16,600 of which our homebuilding divisions have a right of first offer to purchase.

(2) Lots controlled at September 30, 2020 included approximately 30,400 lots owned or controlled by Forestar, 14,000 of which our homebuilding divisions have under contract to purchase and 16,400 of which our homebuilding divisions have a right of first offer to purchase. Lots controlled at June 30, 2020 included approximately 29,600 lots owned or controlled by Forestar, 14,100 of which our homebuilding divisions have under contract to purchase and 15,500 of which our homebuilding divisions have a right of first offer to purchase. Lots controlled at March 31, 2020 included approximately 28,600 lots owned or controlled by Forestar, 14,200 of which our homebuilding divisions have under contract to purchase and 14,400 of which our homebuilding divisions have a right of first offer to purchase. Lots controlled at December 31, 2019 included approximately 25,600 lots owned or controlled by Forestar, 12,700 of which our homebuilding divisions have under contract to purchase and 12,900 of which our homebuilding divisions have a right of first offer to purchase.

(3) Lots controlled at September 30, 2019 included approximately 23,400 lots owned or controlled by Forestar, 12,800 of which our homebuilding divisions have under contract to purchase and 10,600 of which our homebuilding divisions have a right of first offer to purchase. Lots controlled at June 30, 2019 included approximately 24,100 lots owned or controlled by Forestar, 13,900 of which our homebuilding divisions have under contract to purchase and 10,200 of which our homebuilding divisions have a right of first offer to purchase. Lots controlled at March 31, 2019 included approximately 21,700 lots owned or controlled by Forestar, 12,100 of which our homebuilding divisions have under contract to purchase and 9,600 of which our homebuilding divisions have a right of first offer to purchase. Lots controlled at December 31, 2018 included approximately 18,800 lots owned or controlled by Forestar, 9,400 of which our homebuilding divisions have under contract to purchase and 9,400 of which our homebuilding divisions have a right of first offer to purchase.

D.R. HORTON, INC.
HOMES IN INVENTORY

As of

	September 30, 2021	June 30, 2021	March 31, 2021	December 31, 2020
Northwest	2,600	2,700	2,600	2,400
Southwest	5,500	6,000	6,200	5,300
South Central	14,000	13,800	13,000	12,000
Southeast	13,600	13,400	13,200	12,000
East	7,300	7,100	7,400	6,900
North	4,800	4,300	3,700	3,500
	<u>47,800</u>	<u>47,300</u>	<u>46,100</u>	<u>42,100</u>

	September 30, 2020	June 30, 2020	March 31, 2020	December 31, 2019
Northwest	2,500	2,300	2,400	2,200
Southwest	4,500	4,200	4,200	3,700
South Central	11,300	9,600	9,100	8,100
Southeast	10,200	8,500	8,800	8,000
East	6,400	5,600	6,300	5,700
North	3,100	2,600	2,600	2,500
	<u>38,000</u>	<u>32,800</u>	<u>33,400</u>	<u>30,200</u>

	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018
Northwest	2,000	2,100	2,200	2,200
Southwest	3,300	3,900	4,300	4,500
South Central	7,100	7,500	8,600	8,500
Southeast	7,800	7,700	8,300	8,200
East	5,100	5,500	6,200	5,700
North	2,400	2,500	2,500	2,700
	<u>27,700</u>	<u>29,200</u>	<u>32,100</u>	<u>31,800</u>