

**Supplementary  
Data  
Q4 2022**



**D·R·HORTON®**  
*America's Builder*

# HOMEBUILDING RETURN ON INVENTORY (ROI)

	Quarter Ended:								
	09/30/20	12/31/20	03/31/21	06/30/21	09/30/21	12/31/21	03/31/22	06/30/22	09/30/22
Homebuilding Pre-Tax Income***	\$ 927.8	\$ 922.5	\$ 1,052.2	\$ 1,324.5	\$ 1,513.6	\$ 1,333.0	\$ 1,652.8	\$ 1,954.7	\$ 2,000.3
Ending Homebuilding Inventory***	11,015.0	12,138.5	12,896.4	13,546.3	13,907.8	15,296.9	16,645.9	17,936.9	17,324.4

	Homebuilding ROI*		
	09/30/21	06/30/22	09/30/22
Homebuilding PTI - TTM	\$ 4,812.8	\$ 6,454.1	\$ 6,940.9
Average Homebuilding Inventory**	12,700.8	15,466.8	16,222.4
Homebuilding ROI	37.9%	41.7%	42.8%

\* 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.

**Q4 2022**

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# RETURN ON EQUITY (ROE)

	Quarter Ended:								
	09/30/20	12/31/20	03/31/21	06/30/21	09/30/21	12/31/21	03/31/22	06/30/22	09/30/22
Net Income Attributable to D.R. Horton	\$ 829.0	\$ 791.8	\$ 929.5	\$ 1,115.5	\$ 1,339.0	\$ 1,141.6	\$ 1,436.3	\$ 1,647.8	\$ 1,631.9
Ending Stockholders' Equity	11,840.0	12,485.2	12,963.1	13,802.9	14,886.5	15,677.7	16,774.9	18,062.5	19,396.3

	Return on Equity		
	09/30/21	06/30/22	09/30/22
TTM	\$ 4,175.8	\$ 5,564.7	\$ 5,857.5
Average Stockholders' Equity*	13,195.5	15,840.9	16,959.6
ROE	31.6%	35.1%	34.5%

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:	
	09/30/20	12/31/20	03/31/21	06/30/21	09/30/21	12/31/21	03/31/22	06/30/22	09/30/22	09/30/21	09/30/22
Home Sales Revenues	\$ 6,126.6	\$ 5,698.7	\$ 6,170.4	\$ 7,040.1	\$ 7,593.4	\$ 6,656.4	\$ 7,499.2	\$ 8,336.4	\$ 9,369.7	\$ 26,502.6	\$ 31,861.7
Homes Sales Gross Profit before interest and other costs	1,480.7	1,441.9	1,588.6	1,884.7	2,121.2	1,888.7	2,251.6	2,616.4	2,761.2	7,036.5	9,518.0
Interest & Property Tax Costs	(52.4)	(45.6)	(47.6)	(50.7)	(54.5)	(47.1)	(50.1)	(51.6)	(57.3)	(198.4)	(206.1)
Warranty & Litigation Costs	(38.2)	(21.5)	(21.5)	(11.8)	(25.2)	(18.6)	(36.6)	(53.8)	(51.5)	(80.0)	(160.6)
Purchase Accounting Costs	(0.1)	(1.2)	(1.1)	(1.3)	(0.3)	(0.5)	(0.9)	(1.4)	(2.3)	(3.9)	(5.2)
Gross Profit - Home Sales	\$ 1,390.0	\$ 1,373.6	\$ 1,518.4	\$ 1,820.9	\$ 2,041.2	\$ 1,822.5	\$ 2,164.0	\$ 2,509.6	\$ 2,650.1	\$ 6,754.2	\$ 9,146.1

	% of Homes Sales Revenue (HSR)									% of HSR	
	Quarter Ended:									Fiscal Year Ended:	
	09/30/20	12/31/20	03/31/21	06/30/21	09/30/21	12/31/21	03/31/22	06/30/22	09/30/22	09/30/21	09/30/22
Homes Sales Gross Margin before interest and other costs	24.2%	25.3%	25.8%	26.8%	27.9%	28.4%	30.0%	31.4%	29.5%	26.5%	29.9%
Interest & Property Tax Costs	-0.9%	-0.8%	-0.8%	-0.7%	-0.7%	-0.7%	-0.6%	-0.6%	-0.6%	-0.7%	-0.7%
Warranty & Litigation Costs	-0.6%	-0.4%	-0.4%	-0.2%	-0.3%	-0.3%	-0.5%	-0.7%	-0.6%	-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	22.7%	24.1%	24.6%	25.9%	26.9%	27.4%	28.9%	30.1%	28.3%	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.

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# SALES & ACTIVE SELLING COMMUNITIES

CHANGE IN NET SALES ORDERS COMPARED TO CHANGE IN AVERAGE ACTIVE SELLING COMMUNITIES (ASCs)																
	Quarter Ended 12/31/2021				Quarter Ended 3/31/2022				Quarter Ended 6/30/2022				Quarter Ended 9/30/2022			
	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	23%	-13%	26%	-2%	-9%	-7%	9%	-1%	-18%	-7%	-34%	-1%	8%	5%	19%	10%
Southwest	3%	2%	26%	5%	-13%	3%	13%	3%	-19%	5%	-24%	1%	-32%	2%	-37%	-6%
South Central	-5%	5%	29%	2%	-5%	1%	25%	0%	-1%	-3%	-29%	-3%	-33%	-3%	-41%	-1%
Southeast	8%	-8%	50%	0%	-21%	-6%	7%	3%	-27%	-2%	-42%	0%	4%	1%	11%	-1%
East	8%	1%	24%	3%	-14%	1%	-5%	2%	19%	6%	-13%	2%	-23%	8%	-25%	1%
North	24%	-3%	55%	17%	31%	23%	40%	20%	33%	40%	-43%	6%	19%	54%	-5%	4%
TOTAL	5%	-3%	35%	3%	-10%	1%	13%	4%	-7%	5%	-31%	1%	-15%	8%	-19%	0%

	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%

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.

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# PRICE STRATIFICATION

Homes Closed and Home Sales Revenues																				
Selling Price	Quarter Ended:																Fiscal Year Ended:			
	December 31, 2021				March 31, 2022				June 30, 2022				September 30, 2022				September 30, 2022			
	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	5,887	32%	\$ 1,569.7	24%	5,125	26%	\$ 1,386.1	19%	4,270	20%	\$ 1,159.0	14%	3,508	15%	\$ 957.5	10%	18,790	23%	\$ 5,072.3	16%
\$301-\$350K	4,799	26%	1,554.3	23%	5,036	25%	1,633.3	22%	5,016	23%	1,629.9	19%	5,321	23%	1,737.0	19%	20,172	24%	6,554.5	21%
\$351K-\$400K	3,078	17%	1,146.5	17%	3,681	19%	1,377.2	18%	4,654	22%	1,739.5	21%	5,131	22%	1,921.1	20%	16,544	20%	6,184.3	19%
\$401K-\$500K	2,959	16%	1,311.7	20%	3,765	19%	1,671.3	22%	4,447	21%	1,968.9	24%	5,691	25%	2,516.8	27%	16,862	20%	7,468.7	23%
> \$500K	1,673	9%	1,074.2	16%	2,221	11%	1,431.3	19%	2,921	14%	1,839.1	22%	3,561	15%	2,237.3	24%	10,376	13%	6,581.9	21%
Grand Total	18,396	100%	\$ 6,656.4	100%	19,828	100%	\$ 7,499.2	100%	21,308	100%	\$ 8,336.4	100%	23,212	100%	\$ 9,369.7	100%	82,744	100%	\$ 31,861.7	100%

  

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-\$300K	11,773	63%	\$ 2,917.1	51%	11,451	58%	\$ 2,864.6	46%	11,038	51%	\$ 2,810.2	40%	9,196	42%	\$ 2,387.3	31%	43,458	53%	\$ 10,979.2	41%
\$301-\$350K	2,914	15%	939.2	17%	3,438	17%	1,110.3	18%	4,646	22%	1,501.9	21%	5,049	23%	1,632.2	22%	16,047	20%	5,183.6	20%
\$351K-\$400K	1,657	9%	618.9	11%	1,946	10%	727.1	12%	2,420	11%	901.5	13%	3,112	14%	1,161.4	15%	9,135	11%	3,408.9	13%
\$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	6%	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 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.

**Q4 2022**



# BRAND STRATIFICATION

	Quarter Ended December 31, 2021				Quarter Ended March 31, 2022				Quarter Ended June 30, 2022				Quarter Ended September 30, 2022				Fiscal Year Ended September 30, 2022			
	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	67%	67%	70%	\$ 375.7	66%	67%	69%	\$ 393.0	63%	66%	69%	\$ 406.7	64%	65%	68%	\$ 423.4	65%	66%	69%	\$ 401.0
Express	30%	29%	25%	\$ 316.8	31%	29%	26%	\$ 330.8	34%	31%	27%	\$ 348.8	33%	32%	29%	\$ 356.5	32%	30%	27%	\$ 340.2
Emerald	1%	1%	2%	\$ 639.5	1%	1%	2%	\$ 778.7	1%	1%	2%	\$ 764.3	1%	1%	1%	\$ 755.7	1%	1%	2%	\$ 729.3
Freedom	2%	3%	3%	\$ 370.8	2%	3%	3%	\$ 377.2	2%	2%	2%	\$ 385.6	2%	2%	2%	\$ 410.7	2%	3%	2%	\$ 386.5
Total	100%	100%	100%	\$ 361.8	100%	100%	100%	\$ 378.2	100%	100%	100%	\$ 391.2	100%	100%	100%	\$ 403.7	100%	100%	100%	\$ 385.1

	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

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 brand

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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
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%
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%

- 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