D·R·HORTON®

America's Builder

Supplementary Data

Q4 2023

Homebuilding Return On Inventory (ROI)

	Quarter Ended:								
	09/30/21	12/31/21	03/31/22	06/30/22	09/30/22	12/31/22	03/31/23	06/30/23	09/30/23
Homebuilding Pre-Tax Income	$ 1,513.6	$ 1,333.0	$ 1,652.8	$ 1,954.7	$ 2,000.3	$ 1,094.4	$ 1,067.9	$ 1,464.4	$ 1,639.7
Ending Homebuilding Inventory	13,907.8	15,296.9	16,645.9	17,936.9	17,324.4	17,705.8	17,571.1	17,978.3	18,155.8

	Homebuilding ROI*		
	09/30/22	06/30/23	09/30/23
Homebuilding PTI - TTM	$ 6,940.9	$ 5,627.0	$ 5,266.3
Average Homebuilding Inventory**	16,222.4	17,703.3	17,747.1
Homebuilding ROI	42.8%	31.8%	29.7%

* 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.

$ 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:								
	09/30/21	12/31/21	03/31/22	06/30/22	09/30/22	12/31/22	03/31/23	06/30/23	09/30/23
Net Income Attributable to D.R. Horton	$ 1,339.0	$ 1,141.6	$ 1,436.3	$ 1,647.8	$ 1,631.9	$ 958.7	$ 942.2	$ 1,335.1	$ 1,509.7
Ending Stockholders' Equity	14,886.5	15,677.7	16,774.9	18,062.5	19,396.3	20,153.3	20,712.7	21,656.4	22,696.2

	Return on Equity		
	09/30/22	06/30/23	09/30/23
Net Income Attributable to D.R. Horton - TTM	$ 5,857.5	$ 4,867.9	$ 4,745.7
Average Stockholders' Equity*	16,959.6	19,996.2	20,923.0
ROE	34.5%	24.3%	22.7%

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
The amounts in the above tables may include rounding adjustments.

Home Sales Gross Margin

	Quarter Ended:									Fiscal Year Ended:	
	09/30/21	12/31/21	03/31/22	06/30/22	09/30/22	12/31/22	03/31/23	06/30/23	09/30/23	09/30/22	09/30/23
Home Sales Revenues	$ 7,593.4	$ 6,656.4	$ 7,499.2	$ 8,336.4	$ 9,369.7	$ 6,709.2	$ 7,449.7	$ 8,703.1	$ 8,779.0	$ 31,861.7	$ 31,641.0
Homes Sales Gross Profit before interest and other costs	2,121.2	1,888.7	2,251.6	2,616.4	2,761.2	1,663.8	1,687.7	2,121.0	2,305.5	9,518.0	7,778.1
Interest & Property Tax Costs	(54.5)	(47.1)	(50.1)	(51.6)	(57.3)	(42.1)	(47.7)	(54.8)	(50.1)	(206.1)	(194.7)
Warranty & Litigation Costs	(25.2)	(18.6)	(36.6)	(53.8)	(51.5)	(18.6)	(30.0)	(36.9)	(46.8)	(160.6)	(132.4)
Purchase Accounting Costs	(0.3)	(0.5)	(0.9)	(1.4)	(2.3)	(0.6)	(3.3)	(1.8)	(5.6)	(5.2)	(11.3)
Gross Profit - Home Sales	$ 2,041.2	$ 1,822.5	$ 2,164.0	$ 2,509.6	$ 2,650.1	$ 1,602.5	$ 1,606.7	$ 2,027.5	$ 2,203.0	$ 9,146.1	$ 7,439.7

	% of Homes Sales Revenue (HSR)									% of HSR	
	Quarter Ended:									Fiscal Year Ended:	
	09/30/21	12/31/21	03/31/22	06/30/22	09/30/22	12/31/22	03/31/23	06/30/23	09/30/23	09/30/22	09/30/23
Homes Sales Gross Margin before interest and other costs	27.9%	28.4%	30.0%	31.4%	29.5%	24.8%	22.6%	24.4%	26.3%	29.9%	24.6%
Interest & Property Tax Costs	-0.7%	-0.7%	-0.6%	-0.6%	-0.6%	-0.6%	-0.6%	-0.6%	-0.6%	-0.7%	-0.7%
Warranty & Litigation Costs	-0.3%	-0.3%	-0.5%	-0.7%	-0.6%	-0.3%	-0.4%	-0.5%	-0.5%	-0.5%	-0.4%
Purchase Accounting Costs	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	-0.1%	0.0%	0.0%
Home Sales Gross Margin	26.9%	27.4%	28.9%	30.1%	28.3%	23.9%	21.6%	23.3%	25.1%	28.7%	23.5%

$ 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 12/31/2022				Quarter Ended 3/31/2023				Quarter Ended 6/30/2023				Quarter Ended 9/30/2023			
	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	-26%	14%	-14%	6%	3%	14%	53%	-1%	36%	21%	-12%	5%	7%	19%	-6%	8%
Southwest	-46%	-11%	0%	-8%	-23%	-9%	59%	5%	43%	-7%	41%	3%	93%	-2%	-15%	-1%
South Central	-35%	-4%	25%	1%	-18%	1%	58%	5%	17%	12%	1%	7%	58%	14%	-21%	1%
Southeast	-39%	1%	-12%	0%	-2%	2%	71%	3%	51%	7%	-10%	5%	14%	9%	-16%	0%
East	-42%	4%	-6%	-2%	19%	5%	94%	3%	39%	8%	1%	5%	49%	11%	-19%	4%
North	-32%	29%	-12%	-2%	5%	11%	118%	2%	57%	12%	-15%	7%	38%	13%	-16%	5%
TOTAL	-38%	4%	-1%	-1%	-5%	3%	73%	3%	37%	8%	-1%	6%	39%	10%	-17%	2%

	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%

YOY = year-over-year; SEQ = sequential

Price Stratification

	Homes Closed and Home Sales Revenues																			
	Quarter Ended:																Fiscal Year Ended:			
	December 31, 2022				March 31, 2023				June 30, 2023				September 30, 2023				September 30, 2023			
Selling Price	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	3,529	20%	$ 954.9	14%	4,967	25%	$ 1,336.9	18%	5,236	23%	$ 1,427.3	16%	4,836	21%	$ 1,310.9	15%	18,568	22%	$ 5,030.0	16%
$301-$350K	4,357	25%	1,419.0	21%	5,144	26%	1,670.8	22%	6,193	27%	2,012.8	23%	6,043	26%	1,965.7	22%	21,737	26%	$ 7,068.3	22%
$351K-$400K	3,492	20%	1,304.1	19%	3,644	19%	1,362.6	18%	4,782	21%	1,788.6	21%	4,948	22%	1,851.1	21%	16,866	20%	$ 6,306.4	20%
$401K-$500K	3,743	22%	1,652.9	25%	3,611	18%	1,597.7	22%	4,260	18%	1,878.1	22%	4,514	20%	1,983.5	23%	16,128	20%	$ 7,112.2	23%
> $500K	2,219	13%	1,378.3	21%	2,298	12%	1,481.7	20%	2,514	11%	1,596.3	18%	2,587	11%	1,667.8	19%	9,618	12%	$ 6,124.1	19%
Grand Total	17,340	100%	$ 6,709.2	100%	19,664	100%	$ 7,449.7	100%	22,985	100%	$ 8,703.1	100%	22,928	100%	$ 8,779.0	100%	82,917	100%	$ 31,641.0	100%

	Quarter Ended:																Fiscal Year Ended:			
	December 31, 2021				March 31, 2022				June 30, 2022				September 30, 2022				September 30, 2022			
Selling Price	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 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.

Select DHI Mortgage Data

Period	Capture Rate [A]	FTHB % [B]	Avg CLTV % [C]	Avg FICO Score	Loan Type / Product Mix: Conven-tional %	FHA %	VA %	FHA/VA% Combined	USDA %	Total
FY 23	**76%**	**55%**	**88%**	**723**	**51%**	**31%**	**17%**	**48%**	**1%**	**100%**
Q4 23	**76%**	**55%**	**87%**	**725**	**48%**	**35%**	**16%**	**51%**	**1%**	**100%**
Q3 23	74%	56%	88%	723	48%	33%	18%	51%	1%	100%
Q2 23	76%	55%	88%	723	53%	29%	17%	46%	1%	100%
Q1 23	77%	55%	88%	722	54%	28%	17%	45%	1%	100%
FY 22	69%	56%	88%	723	57%	25%	17%	42%	1%	100%
Q4 22	73%	57%	87%	724	57%	25%	17%	42%	1%	100%
Q3 22	69%	56%	88%	724	58%	24%	17%	41%	1%	100%
Q2 22	68%	55%	88%	724	57%	25%	16%	41%	2%	100%
Q1 22	66%	55%	88%	721	54%	27%	17%	44%	2%	100%
FY 21	67%	57%	89%	721	50%	31%	16%	47%	3%	100%
Q4 21	66%	59%	89%	722	53%	29%	16%	45%	2%	100%
Q3 21	66%	58%	89%	721	52%	29%	16%	45%	3%	100%
Q2 21	67%	57%	90%	720	49%	31%	16%	47%	4%	100%
Q1 21	68%	56%	90%	719	47%	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