

PulteGroup Inc. (PHM)

\$126.43 (Stock Price as of 12/12/2025)

Price Target (6-12 Months): **\$134.00**

Long Term: 6-12 Months	Zacks Recommendation:	Neutral
	(Since: 08/29/25)	
	Prior Recommendation: Underperform	
Short Term: 1-3 Months	Zacks Rank: (1-5)	3-Hold
	Zacks Style Scores:	VGM: C
	Value: A	Growth: D
		Momentum: F

Summary

Shares of PulteGroup have outperformed the industry in the past six months. The company continues to benefit from strategic, customer-centric initiatives, including a balanced operating model, an attractive mortgage-rate buydown program, and a favorable pricing strategy. Strong land acquisition activity and a focus on entry-level buyers also support its outlook. In the third quarter of 2025, home closings comprised 39% of first-time, 39% of move-up and 22% of active adult buyers. However, housing market softness because of weaker consumer confidence and ongoing affordability challenges remains a concern, resulting in declining net new home orders and a softened backlog. As of the third quarter, backlog was down 18.2% year over year. Earnings estimates for 2025 and 2026 have declined in the past 30 days, reflecting analysts' concerns.

Data Overview

52 Week High-Low	\$142.11 - \$88.07
20 Day Average Volume (sh)	1,539,683
Market Cap	\$24.6 B
YTD Price Change	16.1%
Beta	1.31
Dividend / Div Yld	\$1.04 / 0.7%
Industry	<u>Building Products - Home Builders</u>
Zacks Industry Rank	Bottom 11% (214 out of 243)

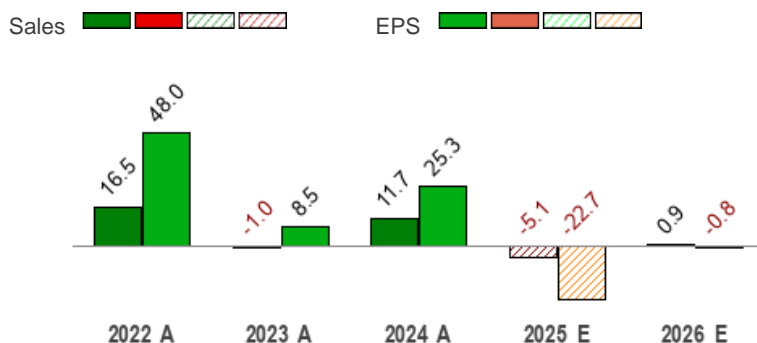
Last EPS Surprise	3.5%
Last Sales Surprise	2.5%
EPS F1 Est- 4 week change	-0.1%
Expected Report Date	01/29/2026
Earnings ESP	0.0%

P/E TTM	10.5
P/E F1	11.1
PEG F1	-0.9
P/S TTM	1.4

Price, Consensus & Surprise⁽¹⁾



Sales and EPS Growth Rates (Y/Y %)⁽²⁾



Sales Estimates (millions of \$)⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2026	3,602 E	4,429 E	4,565 E	4,595 E	17,189 E
2025	3,893 A	4,404 A	4,405 A	4,329 E	17,030 E
2024	3,949 A	4,600 A	4,476 A	4,922 A	17,947 A

EPS Estimates⁽²⁾

	Q1	Q2	Q3	Q4	Annual*
2026	2.11 E	2.99 E	3.01 E	3.15 E	11.27 E
2025	2.57 A	3.03 A	2.96 A	2.80 E	11.36 E
2024	2.87 A	3.58 A	3.35 A	3.50 A	14.69 A

*Quarterly figures may not add up to annual.

(1) The data in the charts and tables, except the estimates, is as of 12/12/2025.

(2) The report's text, the analyst-provided estimates, and the price target are as of 12/11/2025.

Overview

Based in Atlanta, GA, PulteGroup Inc. operates homebuilding and financial services businesses primarily in the United States. The company conducts operations through two primary business segments – Homebuilding (which contributed 97.6% of total revenues as of 2024) and Financial Services (2.4%).

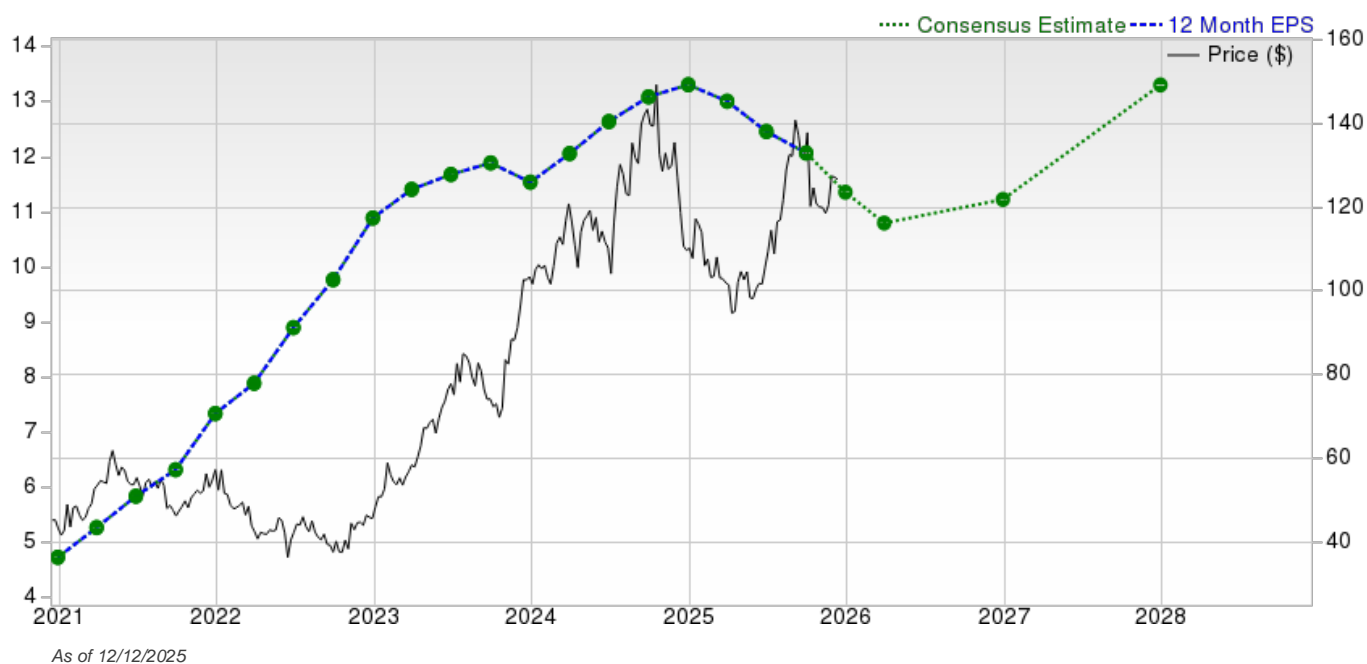
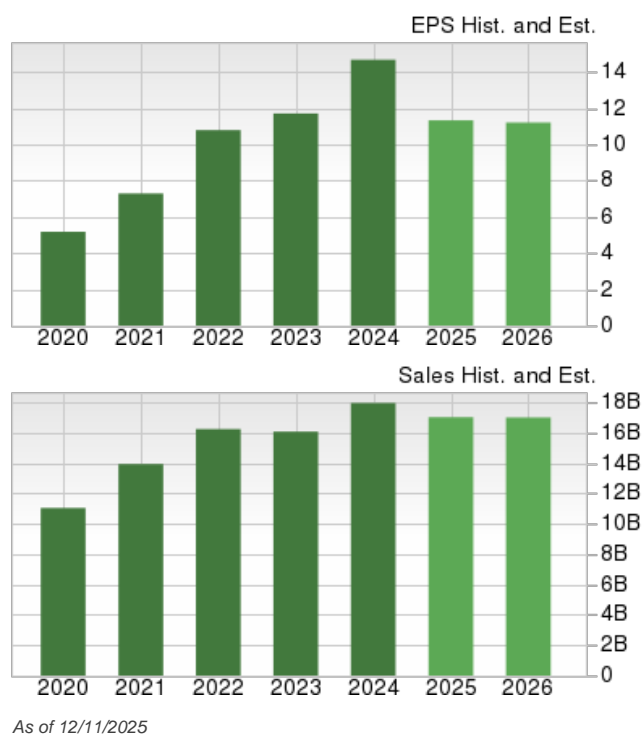
The Homebuilding segment offers a wide variety of home designs, including single-family detached, townhouses, condominiums, and duplexes at different prices, with a variety of options and amenities to all major customer segments: first-time, move-up and active adults. Pulte's brand portfolio includes Centex, Pulte Homes, Del Webb, DiVosta Homes, John Wieland Homes and Neighborhoods, and American West.

As of Sept. 30, 2025, the company operated in 1,002 active communities in 47 markets across 26 states in the United States. The homebuilding division is divided into six reportable segments: Northeast, Southeast, Florida, Texas, Midwest, and West.

PulteGroup's direct subsidiaries under the homebuilding segment include Pulte Diversified Companies Inc., Del Webb Corporation and Centex Corporation.

PulteGroup's Financial Services business includes mortgage banking and title operations through Pulte Mortgage and other subsidiaries. Pulte Mortgage arranges financing by originating mortgage loans for homebuyers.

At the end of the third quarter of 2025, PulteGroup's backlog (which represents orders yet to be closed) was 9,888 units, down 18.2% from a year ago. Potential housing revenues from the backlog were down 19% year over year to \$6.23 billion from \$7.69 billion.



Reasons To Buy:

▲ **Strategic Initiatives:** PulteGroup is emerging through the ongoing housing market volatility by facilitating various strategic initiatives, including a balanced operating model, offering an appealing mortgage rate buydown program and a favorable pricing structure. The company engages in maintaining an effective balance between build-to-order and spec sales, enabling it to meet immediate demand with spec homes while also accommodating buyers who prefer to customize their homes with build-to-order options. During the third quarter 2025 earnings call, the company highlighted that spec homes are expected to be nearly 50% of production for the next few quarters, given the current sales trends, alongside the flow of built-to-order contracts. The expected spec production percentage lies above PulteGroup's target range of 40% to 45%.

Strategic customer-centric initiatives, prudent land investments, land acquisition strategy, and focus on entry-level buyers bode well.

Furthermore, the company expects to realize higher returns on invested capital, given plans to moderate the rate of land spend, increase the use of land options where possible and accelerate inventory turns. PulteGroup's land strategy now emphasizes investing in shorter-lived, smaller land assets while expanding the use of land option agreements, when possible, thereby mitigating market risk. It is successfully undertaking initiatives to increase its historic lot base by increasing the use of third-party land bankers. Moving forward, the company remains focused on continuing its investment practices and boosting returns and diminishing risk through the use of options.

▲ **Focus on First-Time/Entry-Level Buyers:** PulteGroup remains focused on the growing demand for entry-level homes, addressing the need for lower-priced homes, given affordability concerns prevailing in the U.S. housing market. The company has been reaping benefits from the successful execution of strategic initiatives to boost profitability, with a focus on entry-level homes. In the third quarter of 2025, home closings comprised 39% of first-time, 39% of move-up and 22% of active adult buyers. In the previous year's quarter, the mix of closings was 40% first-time, 40% move-up and 20% active adult. The shift from mix to first-time is in line with its strategy of having more than one-third of its business in the first-time buyer space.

Going forward, PulteGroup remains optimistic about the housing demand trends across communities, given its sales incentive offerings and the market's low inventory of built houses. It expects the position of home closings to ramp up in 2026 and beyond. The company expects average active communities to increase between 3-5% year over year in 2025.

▲ **Land Acquisition Efforts:** PulteGroup's annual land acquisition strategies have resulted in improved volumes, revenues, and profitability for quite some time now. So far in 2025, the company invested \$3.8 billion in land acquisition and development, with \$1.3 billion of investments made in the third quarter of 2025 (of which 54% was for the development of its existing land assets). This trend is keeping PulteGroup on track with its 2025 investment plan of approximately \$5 billion.

As of Sept. 30, 2025, the total lots controlled reached approximately 240,251, of which 58% were controlled via option. The company continues to move toward its target mix of 70% optioned and 30% owned lots. PulteGroup remains optimistic about the long-term outlook for housing, with homebuyers slowly adapting to the new normal mortgage rate benchmark, alongside optimism surrounding Fed rate cuts.

▲ **Driving Shareholder Value:** PulteGroup has been paying quarterly dividends for nearly four decades now. It has consistently focused on sharing its excess cash flows with shareholders and maintaining a solid financial position. On Nov. 14, 2024, it announced a quarterly dividend hike of 10% to 22 cents per share from 20 cents, which became effective from the first quarter of 2025.

In the first nine months of 2025, PulteGroup returned \$132.2 million through cash dividends and \$900 million through share repurchases of 8.2 million shares. On Jan. 29, 2025, the company's board of directors increased its share repurchase authorization by \$1.5 billion. As of Sept. 30, 2025, its remaining repurchase authorization was \$1.3 billion.

Reasons To Sell:

▼ **Low Orders & Backlog Position:** The ongoing affordability challenges and weakening consumer confidence haunting the housing market are concerning homebuilders like PulteGroup. Due to this softening trend, during the first nine months of 2025, the company's net new home orders declined 6.8% year over year to 21,486 homes. The comparable declines in absorption pace have pulled back the numbers so far this year. For 2025, our model expects net new orders to decline 5.6% year over year to 27,600 units, with the potential revenues from net new orders declining 6.4% to \$15.43 billion.

A still-high mortgage rate scenario, accompanied by inflated land, labor, and input costs, is pulling back the housing momentum.

At the end of the third quarter of 2025, backlog (which represents orders yet to be closed) was 9,888 units, down 18.2% year over year. In addition, potential housing revenues from the backlog were down 19% year over year to \$6.23 billion from \$7.69 billion.

▼ **Pressures on Margin Persist:** The ongoing labor availability challenges have led to higher wages in recent times, with land prices being inflated due to limited availability. Meanwhile, key cost pressures coming from finished lots, skilled labor, and rising material costs (other than lumber) may affect margins in all key regions. This may dent homebuilders' margins to some extent.

During the first nine months of 2025, home sales gross margin contracted 250 basis points (bps) year over year to 26.9% due to elevated sales incentives and increased land acquisition and development costs. Moreover, unfavorable impacts from the company's efforts in reducing completed spec inventory to more appropriate levels added to the downturn of the gross margin. PulteGroup expects these cost trends to remain elevated in the near term, given the housing market uncertainties.

For the fourth quarter of 2025, the gross margin on home sales is expected to be between 25.5% and 26%, down from 27.5% reported in the year-ago quarter. For 2025, our model expects home sales gross margin to contract year over year by 190 bps to 25.6%.

▼ **Cyclical Business Nature:** The housing industry is cyclical and affected by consumer confidence levels, prevailing economic conditions and interest rates. The federal government's actions related to economic stimulus, taxation and borrowing limits could affect consumer confidence and spending levels, which could hurt both the economy and the housing market.

The U.S. housing industry continues to be pulled back due to the ongoing market challenges, including uncertainties about interest rates, inflationary pressures, and weakening consumer sentiment. On Dec. 10, 2025, the Fed implemented another quarter-point cut, bringing the target range down to 3.50%–3.75%. Although the move signals a modest easing, policymakers projected only one additional rate cut for 2026, underscoring a cautious outlook. The decision itself reflected a divided committee, with dissent from officials favoring both a pause and a deeper reduction. For the U.S. housing market, this shift limits hopes of additional relief, as inflation, high mortgage rates and affordability pressures continue to weigh on demand.

▼ **Supply Constraints:** Several years of production deficits during the housing downturn limited the supply of both rental and new homes in the country. At present, a shortage of buildable lots, skilled labor and available capital for smaller builders is limiting home production, thereby lowering the inventory of homes, both new and existing.

Limited capital for land and land development has left entitled lands in short supply, while growing demand has driven land prices higher. The labor market is tightened with the limited availability of labor, which is arresting the rapid growth in housing production. If the supply picture does not improve, prices could go up, affecting affordability.

Last Earnings Report

PulteGroup's Q3 Earnings & Revenues Beat, Net New Orders Down Y/Y

PulteGroup has reported better-than-expected third-quarter 2025 results, wherein adjusted earnings and total revenues handily beat the Zacks Consensus Estimate. However, the metrics declined year over year.

The performance of the company was hurt during the quarter due to the current softness in the housing market because of weaker consumer confidence and ongoing affordability challenges. Moreover, increases in direct costs related to home and land sales hurt the bottom line, alongside a decline in revenues.

The company remains optimistic about the lowered interest rates; however, the improvements in buyers' demand are still far from normalizing, given the market uncertainties. With a diversified business platform, it aims to counter the macro challenges and position itself for better growth prospects in the upcoming period.

Inside PulteGroup's Q3 Headlines

PulteGroup reported adjusted earnings of \$2.96 per share, which topped the Zacks Consensus Estimate of \$2.86 by 3.5%. In the year-ago quarter, the company reported adjusted earnings per share of \$3.35.

Total revenues (Homebuilding & Financial Services) of \$4.4 billion also surpassed the consensus mark of \$4.3 billion by 2.3% but declined 1.6% from the year-ago figure of \$4.48 billion.

Segmental Discussion of PulteGroup

PulteGroup primarily operates through two business segments — Homebuilding and Financial Services.

Homebuilding: Revenues from this segment were down 1.4% year over year to \$4.3 billion. Home sale revenues decreased 2.2% year over year to \$4.25 billion. Land sales and other revenues increased 175.7% to \$53.2 million from a year ago.

The number of homes closed dropped 5% to 7,529 units from the year-ago level. The ASP of homes delivered was \$564,000, up 2.9% year over year. Net new home orders declined 5.6% year over year to 6,638 units. Also, the value of net new orders declined 7.4% from a year ago to \$3.64 billion.

At the end of the third quarter, PulteGroup's backlog, which represents orders yet to be closed, was 9,888 units, down 18.2% from a year ago. In addition, potential housing revenues from the backlog were down 19% year over year to \$6.23 billion from \$7.69 billion.

Home sales gross margin was down 260 basis points (bps) year over year to 26.2%. SG&A expenses (as a percentage of home sales revenues) remained flat at 9.4% year over year.

Financial Services: Revenues from this segment dropped 9.3% year over year to \$103.3 million. Pretax income for the segment declined to \$44 million from \$55 million a year ago, due to lower closing volumes in the company's homebuilding operations, alongside a downtrend in the mortgage capture rate to 84% from 87% last year.

Sneak Peek at PulteGroup's Financials

At the end of the third quarter, PulteGroup's cash, cash equivalents and restricted cash were \$1.48 billion, down from \$1.65 billion at the end of 2024. Net debt-to-capital was 1.1% at the third-quarter end against (0.3)% at 2024-end.

As of the first nine months of 2025, net cash provided by operating activities was \$1.1 billion, down from \$1.11 billion in the prior-year period.

In the first nine months of 2025, the company repurchased 8.2 million common shares for \$900 million at an average price of \$109.81 per share.

FY Quarter Ending **12/31/2024**

Earnings Reporting Date	Oct 21, 2025
Sales Surprise	2.45%
EPS Surprise	3.50%
Quarterly EPS	2.96
Annual EPS (TTM)	12.06

Recent News

PulteGroup to Boost Footprint by Debuting in the Cincinnati Market – Nov. 17, 2025.

PulteGroup is further reinforcing its market leadership in the Midwest with plans to expand its homebuilding operations into the Cincinnati market in Ohio.

Building on its strong performance in Cleveland and Columbus, this move represents a natural strategic progression. With housing demand remaining robust in the region, the company believes that its focus on quality homes and customer experience will deliver meaningful long-term value for both Cincinnati residents and PulteGroup shareholders.

Valuation

PulteGroup shares are up 22.8% in the past six months, and up 6% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 11.5% and 8.4% in the Zacks Construction sector, in the past six months. Over the past year, the Zacks sub-industry has been down 13.1% and the sector has been down 4.5%.

The S&P 500 index is up 16.8% in the past six months and 16.1% in the past year.

The stock is currently trading at 11.37X forward 12-month earnings, which compares to 12.23X for the Zacks sub-industry, 19.55X for the Zacks sector, and 23.61X for the S&P 500 index.

Over the past five years, the stock has traded as high as 12.22X and as low as 3.32X, with a 5-year median of 7.77X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$134 price target reflects 11.92X forward 12-month earnings.

The table below shows the summary valuation data for PHM.

Valuation Multiples - PHM					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	11.37	12.23	19.55	23.61
	5-Year High	12.22	12.64	19.6	23.78
	5-Year Low	3.32	4.2	8.92	15.73
	5-Year Median	7.77	9.16	15.28	21.21
P/B TTM	Current	1.94	1.4	4.83	8.57
	5-Year High	2.68	1.95	5.41	9.16
	5-Year Low	1.02	0.86	2.95	6.6
	5-Year Median	1.82	1.42	4.4	8.05
P/S F12M	Current	1.47	1.06	2.81	5.34
	5-Year High	1.7	1.45	3.1	5.5
	5-Year Low	0.49	0.59	1.55	3.83
	5-Year Median	1.02	1.05	2.26	5.05

As of 12/10/2025

Source: Zacks Investment Research

Industry Analysis⁽¹⁾ Zacks Industry Rank: Bottom 11% (214 out of 243)



Top Peers⁽¹⁾

Company (Ticker)	Rec	Rank
Dream Finders Homes,...(DFH)	Neutral	3
D.R. Horton, Inc. (DHI)	Neutral	3
KB Home (KBH)	Neutral	4
Lennar Corporation (LEN)	Neutral	3
NVR, Inc. (NVR)	Neutral	3
Meritage Homes Corpo...(MTH)	Underperform	4
Taylor Morrison Home...(TMHC)	Underperform	5
Toll Brothers Inc. (TOL)	Underperform	4

Industry Comparison⁽¹⁾ Industry: Building Products - Home Builders

	PHM	X Industry	S&P 500	NVR	TMHC	TOL
Zacks Recommendation (Long Term)	Neutral	-	-	Neutral	Underperform	Underperform
Zacks Rank (Short Term)	3	-	-	3	5	4
VGM Score	C	-	-	D	B	C
Market Cap	24.64 B	3.23 B	39.38 B	21.35 B	6.12 B	13.41 B
# of Analysts	6	3	22	4	4	6
Dividend Yield	0.70%	0.00%	1.41%	0.00%	0.00%	0.72%
Value Score	A	-	-	C	B	B
Cash/Price	0.06	0.09	0.04	0.11	0.06	0.09
EV/EBITDA	6.05	6.05	14.60	9.20	6.61	6.90
PEG Ratio	-0.90	1.86	2.23	10.13	NA	1.09
Price/Book (P/B)	1.92	1.21	3.35	5.44	0.99	1.62
Price/Cash Flow (P/CF)	8.89	7.71	15.20	13.55	6.56	9.19
P/E (F1)	11.13	12.07	19.78	17.83	8.02	10.37
Price/Sales (P/S)	1.40	0.83	3.06	2.08	0.73	1.22
Earnings Yield	8.97%	8.30%	4.99%	5.61%	12.48%	9.64%
Debt/Equity	0.13	0.19	0.57	0.23	0.35	0.34
Cash Flow (\$/share)	14.22	8.68	8.99	554.95	9.54	15.14
Growth Score	D	-	-	D	D	F
Hist. EPS Growth (3-5 yrs)	22.71%	9.65%	8.16%	14.96%	22.22%	28.91%
Proj. EPS Growth (F1/F0)	-22.67%	-14.59%	8.57%	-16.78%	-5.56%	-0.52%
Curr. Cash Flow Growth	7.30%	8.87%	6.75%	5.71%	12.53%	5.50%
Hist. Cash Flow Growth (3-5 yrs)	22.26%	15.85%	7.43%	13.58%	22.38%	18.21%
Current Ratio	0.81	4.20	1.19	5.96	7.02	4.38
Debt/Capital	11.23%	16.55%	38.01%	18.65%	26.12%	25.17%
Net Margin	14.93%	7.92%	12.78%	14.00%	10.16%	12.28%
Return on Equity	19.58%	12.91%	17.00%	35.89%	15.23%	16.74%
Sales/Assets	1.00	0.91	0.53	1.67	0.89	0.77
Proj. Sales Growth (F1/F0)	-5.10%	-1.55%	5.77%	-4.70%	-2.40%	-1.90%
Momentum Score	F	-	-	C	A	A
Daily Price Chg	-0.89%	0.00%	-1.07%	0.09%	-0.68%	-0.48%
1 Week Price Chg	-0.44%	0.00%	-0.63%	-0.27%	0.26%	0.15%
4 Week Price Chg	6.81%	5.38%	1.39%	3.38%	4.80%	6.76%
12 Week Price Chg	-4.15%	-6.24%	2.45%	-7.13%	-7.62%	-0.39%
52 Week Price Chg	6.76%	-9.42%	12.83%	-12.46%	-3.28%	3.96%
20 Day Average Volume	1,539,683	233,383	2,728,366	17,993	825,384	1,284,130
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	-2.23%
(F1) EPS Est 4 week change	-0.07%	-0.06%	0.00%	0.00%	0.42%	-4.47%
(F1) EPS Est 12 week change	-0.01%	-4.15%	0.69%	3.77%	-3.06%	-4.47%
(Q1) EPS Est Mthly Chg	-0.31%	0.00%	0.00%	0.00%	1.26%	4.98%

Analyst Earnings Model⁽²⁾

PulteGroup, Inc. (PHM)

In \$MM, except per share data

	2022A	2023A	2024A	2025E				2026E				2027E		
	FY	FY	FY	1QA	2QA	3QA	4QE	FY	1QE	2QE	3QE	4QE	FY	FY
FY Ends December 31st	Dec-22	Dec-23	Dec-24	31-Mar-25	30-Jun-25	30-Sep-25	31-Dec-25	Dec-25	31-Mar-26	30-Jun-26	30-Sep-26	31-Dec-26	Dec-26	Dec-27
Income Statement														
Home Revenues	\$15,548.1	\$15,598.7	\$17,318.5	\$3,749.3	\$4,268.0	\$4,248.4	\$4,173.4	\$16,439.0	\$3,467.7	\$4,271.2	\$4,402.0	\$4,431.6	\$16,572.5	\$17,282.5
Land Sale and Other Revenues	\$143.1	\$142.1	\$195.4	\$52.6	\$34.6	\$53.2	\$45.3	\$185.6	\$48.6	\$48.5	\$52.4	\$46.3	\$195.7	\$211.8
Homebuilding Revenues	\$15,691.3	\$15,740.8	\$17,514.0	\$3,801.8	\$4,302.6	\$4,301.5	\$4,218.7	\$16,624.6	\$3,516.3	\$4,319.7	\$4,454.3	\$4,477.9	\$16,768.2	\$17,494.3
Financial Services	\$311.7	\$320.8	\$433.0	\$90.8	\$101.2	\$103.3	\$110.0	\$405.3	\$85.2	\$108.9	\$110.4	\$116.6	\$421.2	\$431.5
Total Revenue	\$16,003.0	\$16,061.6	\$17,947.0	\$3,892.7	\$4,403.8	\$4,404.8	\$4,328.7	\$17,029.9	\$3,601.5	\$4,428.6	\$4,564.8	\$4,594.6	\$17,189.4	\$17,925.8
Cost of Houses Sold	\$10,867.9	\$11,030.2	\$12,311.8	\$2,719.1	\$3,115.5	\$3,133.5	\$3,107.1	\$12,075.2	\$2,629.7	\$3,167.5	\$3,286.1	\$3,291.5	\$12,374.7	\$12,739.2
Cost of Land and Other Sold	\$119.9	\$124.6	\$189.9	\$51.0	\$30.5	\$48.1	\$43.6	\$173.1	\$46.2	\$44.1	\$49.1	\$43.0	\$182.4	\$193.0
Cost of Goods Sold, Homebuilding	\$10,987.8	\$11,154.8	\$12,501.7	\$2,770.1	\$3,145.9	\$3,181.6	\$3,150.7	\$12,248.3	\$2,675.9	\$3,211.5	\$3,335.2	\$3,334.5	\$12,557.1	\$12,932.2
Financial Services Expenses	\$180.7	\$187.3	\$224.1	\$55.0	\$59.6	\$58.9	\$59.9	\$233.4	\$53.0	\$61.8	\$63.8	\$64.9	\$243.5	\$261.9
Home Sales Gross Profit	\$4,680.2	\$4,568.5	\$5,006.8	\$1,030.2	\$1,152.5	\$1,114.8	\$1,066.3	\$4,363.8	\$838.1	\$1,103.7	\$1,115.9	\$1,140.1	\$4,197.8	\$4,543.3
Land and Other Sales Gross Profit	\$23.2	\$17.5	\$5.5	\$1.6	\$4.1	\$5.1	\$1.7	\$12.5	\$2.3	\$4.4	\$3.3	\$3.3	\$13.3	\$18.8
Homebuilding Gross Profit	\$4,703.5	\$4,586.0	\$5,012.3	\$1,031.8	\$1,156.7	\$1,119.9	\$1,068.0	\$4,376.3	\$840.4	\$1,108.2	\$1,119.2	\$1,143.4	\$4,211.1	\$4,562.1
Gain on Financial Services	\$131.0	\$133.5	\$208.9	\$35.9	\$41.5	\$44.4	\$50.2	\$171.9	\$32.2	\$47.1	\$46.6	\$51.8	\$177.7	\$169.6
SG&A	\$1,381.2	\$1,312.6	\$1,321.3	\$393.3	\$390.5	\$400.7	\$400.9	\$1,585.4	\$335.3	\$404.2	\$420.1	\$424.1	\$1,583.7	\$1,650.6
Equity Income from Unconsolidated Entities, Homebuilding		\$3.5	\$43.2	\$0.5	(\$0.8)	\$2.4	\$0.9	\$3.0	\$0.9	\$0.9	\$1.4	\$1.1	\$4.3	\$4.9
Equity Income from Unconsolidated Entities, Financial Services		\$1.1	\$1.1	\$0.0	\$1.3	\$0.0	\$0.3	\$1.6	\$0.0	\$0.4	\$0.2	\$0.2	\$0.9	\$0.6
Equity Income from Unconsolidated Entities	\$50.7	\$4.6	\$44.2	\$0.5	\$0.4	\$2.4	\$1.2	\$4.5	\$0.9	\$1.3	\$1.6	\$1.4	\$5.2	\$5.5
Gain on Debt Retirement	\$0.0	\$0.7	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Interest Expenses	\$0.3	\$0.5	\$0.5	\$0.1	\$0.1	\$0.2	\$0.1	\$0.6	\$0.1	\$0.2	\$0.2	\$0.2	\$0.6	\$0.6
Interest Income	\$2.0	\$61.5	\$59.5	\$10.3	\$9.6	\$11.8	\$10.6	\$42.2	\$8.9	\$15.3	\$12.6	\$12.8	\$49.6	\$51.7
Amortization of Intangible Assets	\$11.1	\$10.5	\$10.0	\$2.4	\$2.3	\$2.3	\$2.3	\$9.3	\$2.0	\$2.4	\$2.4	\$2.5	\$9.3	\$9.6
Other Expense (Income), Net	\$55.0	\$12.7	(\$12.8)	\$1.4	\$8.1	\$7.6	\$1.3	\$18.4	\$3.8	\$9.9	\$6.1	\$5.6	\$25.4	\$26.1
Total Other Expense (Income), Net	\$64.4	(\$37.9)	(\$61.7)	(\$6.4)	\$1.0	(\$1.8)	(\$6.8)	(\$13.9)	(\$3.0)	(\$2.9)	(\$3.9)	(\$4.5)	(\$14.4)	(\$15.4)
Pre-Tax Income, Homebuilding	\$3,307.3	\$3,316.1	\$3,795.9	\$645.3	\$764.4	\$723.4	\$674.8	\$2,807.8	\$509.0	\$707.7	\$704.4	\$724.9	\$2,646.1	\$2,931.8
Pre-Tax Income, Financial Services	\$132.2	\$133.2	\$210.0	\$35.9	\$42.8	\$44.4	\$50.5	\$173.5	\$32.2	\$47.5	\$46.8	\$52.0	\$178.6	\$170.2
Pre-Tax Income	\$3,439.6	\$3,449.3	\$4,005.9	\$681.1	\$807.2	\$767.8	\$725.2	\$2,981.3	\$541.3	\$755.2	\$751.3	\$776.9	\$2,824.6	\$3,101.9
Income Tax	\$822.2	\$846.9	\$922.6	\$158.3	\$198.7	\$182.0	\$177.7	\$716.6	\$132.6	\$185.0	\$184.1	\$190.3	\$692.0	\$760.0
Tax Rate	23.9%	24.6%	23.0%	23.2%	24.6%	23.1%	24.5%	24.0%	24.5%	24.5%	24.5%	24.5%	24.5%	24.5%
Net Income, Adjusted	\$2,567.0	\$2,602.4	\$3,083.3	\$522.8	\$608.5	\$585.8	\$547.6	\$2,264.7	\$408.7	\$570.2	\$567.2	\$586.6	\$2,132.6	\$2,342.0
Net Income, GAAP	\$2,617.3	\$2,602.4	\$3,083.3	\$522.8	\$608.5	\$585.8	\$547.6	\$2,264.7	\$408.7	\$570.2	\$567.2	\$586.6	\$2,132.6	\$2,342.0
Earnings Distributed to Participating Securities	\$0.8	\$0.5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Undistributed Earnings Allocated to Participating Securities for Basic	\$15.3	\$9.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Undistributed Earnings Allocated to Participating Securities for Diluted	\$15.2	\$8.9	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Basic Shares Outstanding	235.0	220.0	208.1	202.1	199.2	196.5	194.1	198.0	191.7	189.2	186.8	184.4	188.0	178.3
Diluted Shares Outstanding	236.2	221.2	209.8	203.7	200.7	198.1	195.7	199.5	193.3	190.8	188.4	186.0	189.6	179.9
Basic EPS	\$11.07	\$11.79	\$14.82	\$2.59	\$3.05	\$2.98	\$2.82	\$11.44	\$2.13	\$3.01	\$3.04	\$3.18	\$11.36	\$13.16
Diluted EPS, Adjusted	\$10.88	\$11.72	\$14.69	\$2.57	\$3.03	\$2.96	\$2.80	\$11.36	\$2.11	\$2.99	\$3.01	\$3.15	\$11.27	\$13.04
Diluted EPS, GAAP	\$11.01	\$11.72	\$14.69	\$2.57	\$3.03	\$2.96	\$2.80	\$11.36	\$2.11	\$2.99	\$3.01	\$3.15	\$11.27	\$13.04
Dividend per Share	\$0.61	\$0.68	\$0.82	\$0.22	\$0.22	\$0.22	\$0.24	\$0.90	\$0.24	\$0.24	\$0.24	\$0.26	\$0.98	\$1.05

Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

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The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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Value Score	A
Growth Score	D
Momentum Score	F
VGM Score	C

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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