



Q4 2024 Operating & Financial Results

January 30, 2025

Forward-Looking Statements

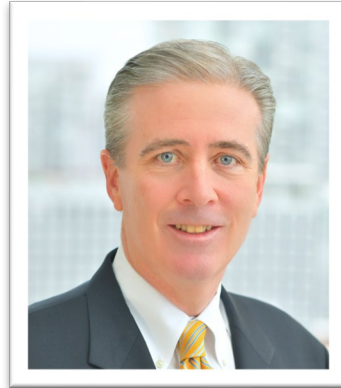
This presentation includes “forward-looking statements.” These statements are subject to a number of risks, uncertainties and other factors that could cause our actual results, performance, prospects or opportunities, as well as those of the markets we serve or intend to serve, to differ materially from those expressed in, or implied by, these statements. You can identify these statements by the fact that they do not relate to matters of a strictly factual or historical nature and generally discuss or relate to forecasts, estimates or other expectations regarding future events. Generally, the words “believe,” “expect,” “intend,” “estimate,” “anticipate,” “plan,” “project,” “may,” “can,” “could,” “might,” “should,” “will” and similar expressions identify forward-looking statements, including statements related to any potential impairment charges and the impacts or effects thereof, expected operating and performing results, planned transactions, planned objectives of management, future developments or conditions in the industries in which we participate and other trends, developments and uncertainties that may affect our business in the future.

Such risks, uncertainties and other factors include, among other things: interest rate changes and the availability of mortgage financing; the impact of any changes to our strategy in responding to the cyclical nature of the industry or deteriorations in industry changes or downward changes in general economic or other business conditions, including any changes regarding our land positions and the levels of our land spend; economic changes nationally or in our local markets, including inflation, deflation, changes in consumer confidence and preferences and the state of the market for homes in general; labor supply shortages and the cost of labor; the availability and cost of land and other raw materials used by us in our homebuilding operations; a decline in the value of the land and home inventories we maintain and resulting possible future writedowns of the carrying value of our real estate assets; competition within the industries in which we operate; rapidly changing technological developments including, but not limited to, the use of artificial intelligence in the homebuilding industry; governmental regulation directed at or affecting the housing market, the homebuilding industry or construction activities, slow growth initiatives and/or local building moratoria; the availability and cost of insurance covering risks associated with our businesses, including warranty and other legal or regulatory proceedings or claims; damage from improper acts of persons over whom we do not have control or attempts to impose liabilities or obligations of third parties on us; weather related slowdowns; the impact of climate change and related governmental regulation; adverse capital and credit market conditions, which may affect our access to and cost of capital; the insufficiency of our income tax provisions and tax reserves, including as a result of changing laws or interpretations; the potential that we do not realize our deferred tax assets; our inability to sell mortgages into the secondary market; uncertainty in the mortgage lending industry, including revisions to underwriting standards and repurchase requirements associated with the sale of mortgage loans, and related claims against us; risks associated with the implementation of a new enterprise resource planning system; risks related to information technology failures, data security issues, and the effect of cybersecurity incidents and threats; the impact of negative publicity on sales; failure to retain key personnel; the impairment of our intangible assets; the disruptions associated with the COVID-19 pandemic (or another epidemic or pandemic or similar public threat or fear of such an event), and the measures taken to address it; the effect of cybersecurity incidents and threats; and other factors of national, regional and global scale, including those of a political, economic, business and competitive nature. See Item 1A – Risk Factors in our Annual Report on Form 10-K for the fiscal year ended December 31, 2023 for a further discussion of these and other risks and uncertainties applicable to our businesses. We undertake no duty to update any forward-looking statement, whether as a result of new information, future events or changes in our expectations.

PulteGroup Participants



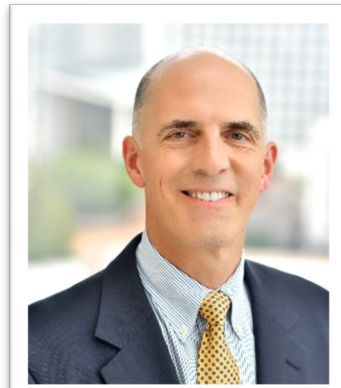
Ryan Marshall
President & CEO



Bob O'Shaughnessy
EVP & CFO



Jim Ossowski
SVP, Finance

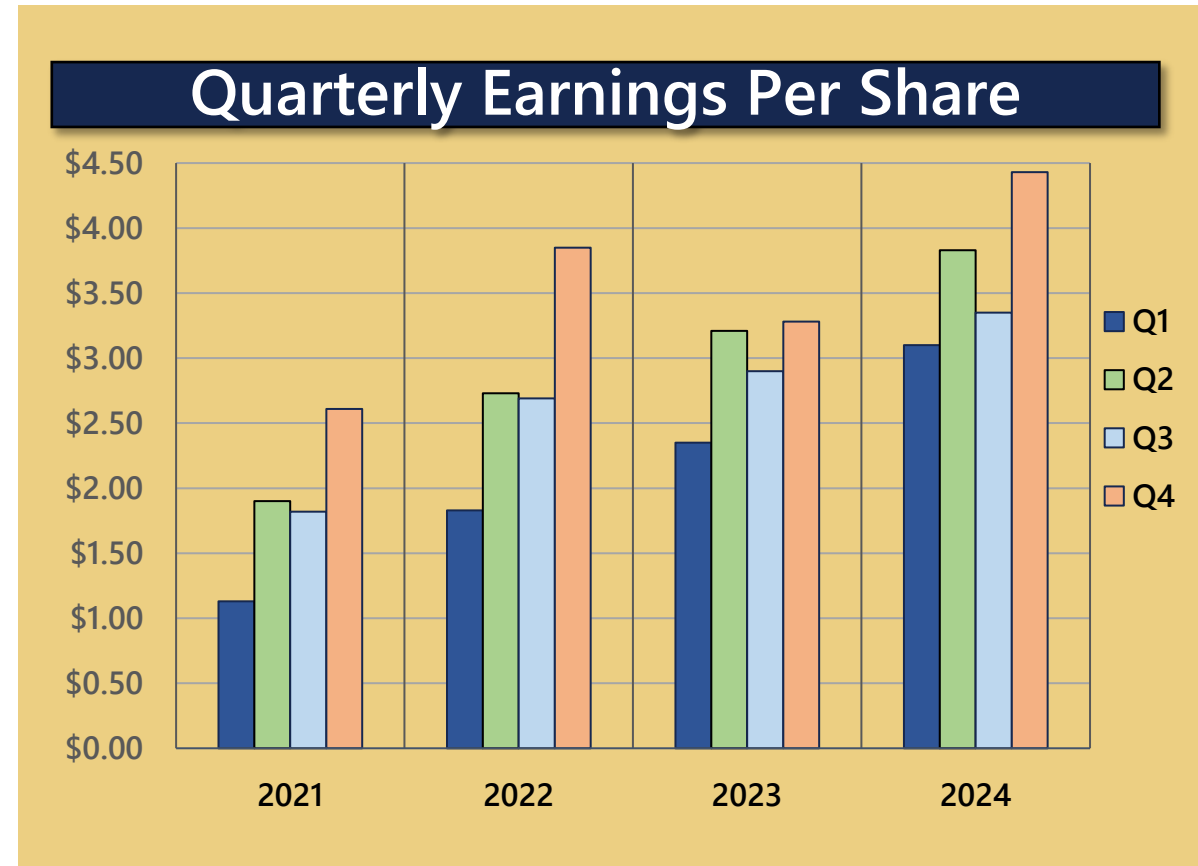


Jim Zeumer
VP, Investor Relations



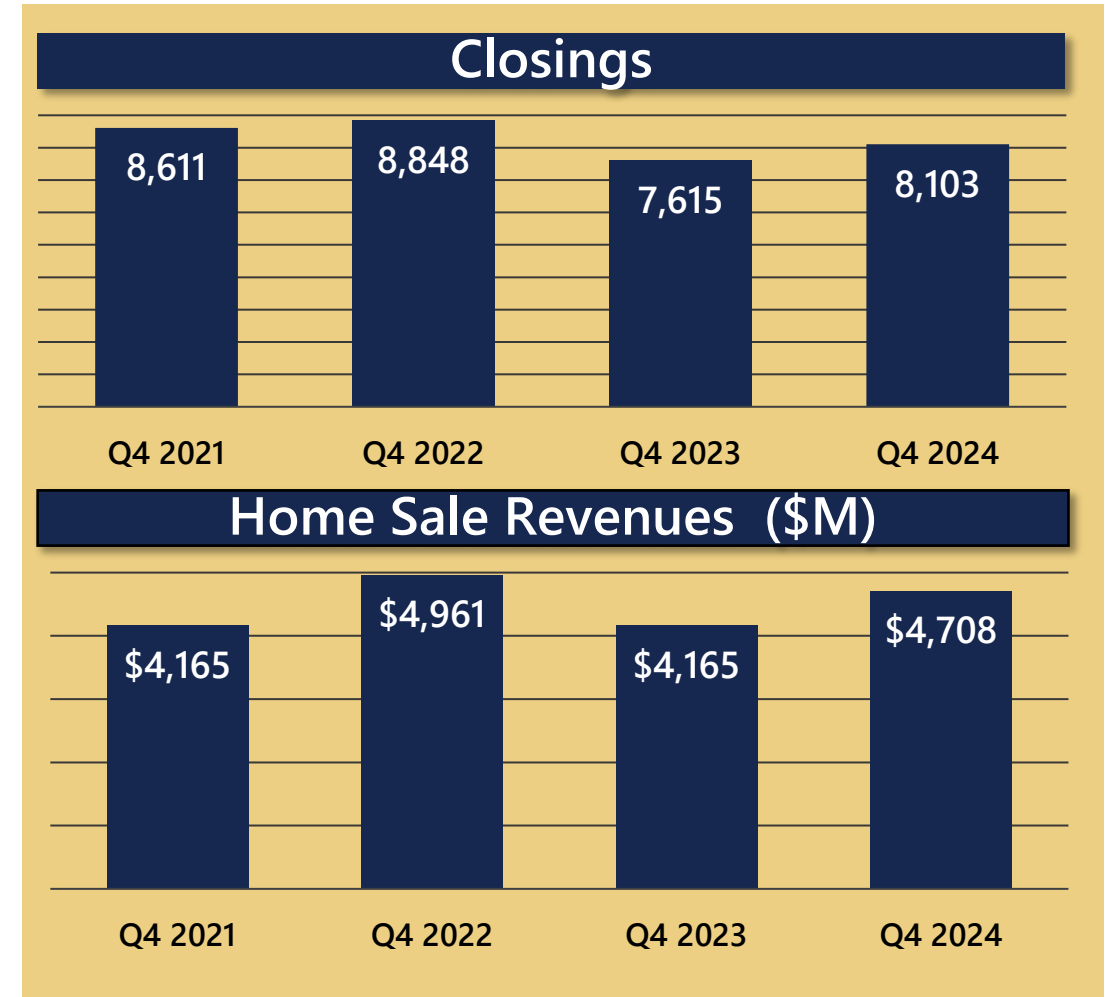
Q4 2024 Financial Highlights

- Earnings for Q4 increased 35% over prior year to \$4.43 per share
- *"PulteGroup's strong fourth quarter financial results completed a record-setting year. For the full year, PulteGroup generated nearly \$18 billion in revenues and net income of \$3.1 billion, while generating a return on equity of 27.5%."* said PulteGroup President and CEO, Ryan Marshall.
- Company announced a \$1.5 billion increase to its share repurchase program authorization in January 2025.



Q4 2024 Financial Highlights

- Home sale revenues increased 13% to \$4.7B
 - ✓ Q4 closings of 8,103 homes, an increase of 6% over the prior year
 - ✓ Average sales price of homes closed in the period of \$581,000, an increase of 6% compared with \$547,000 in the prior year period.



Q4 2024 Financial Highlights

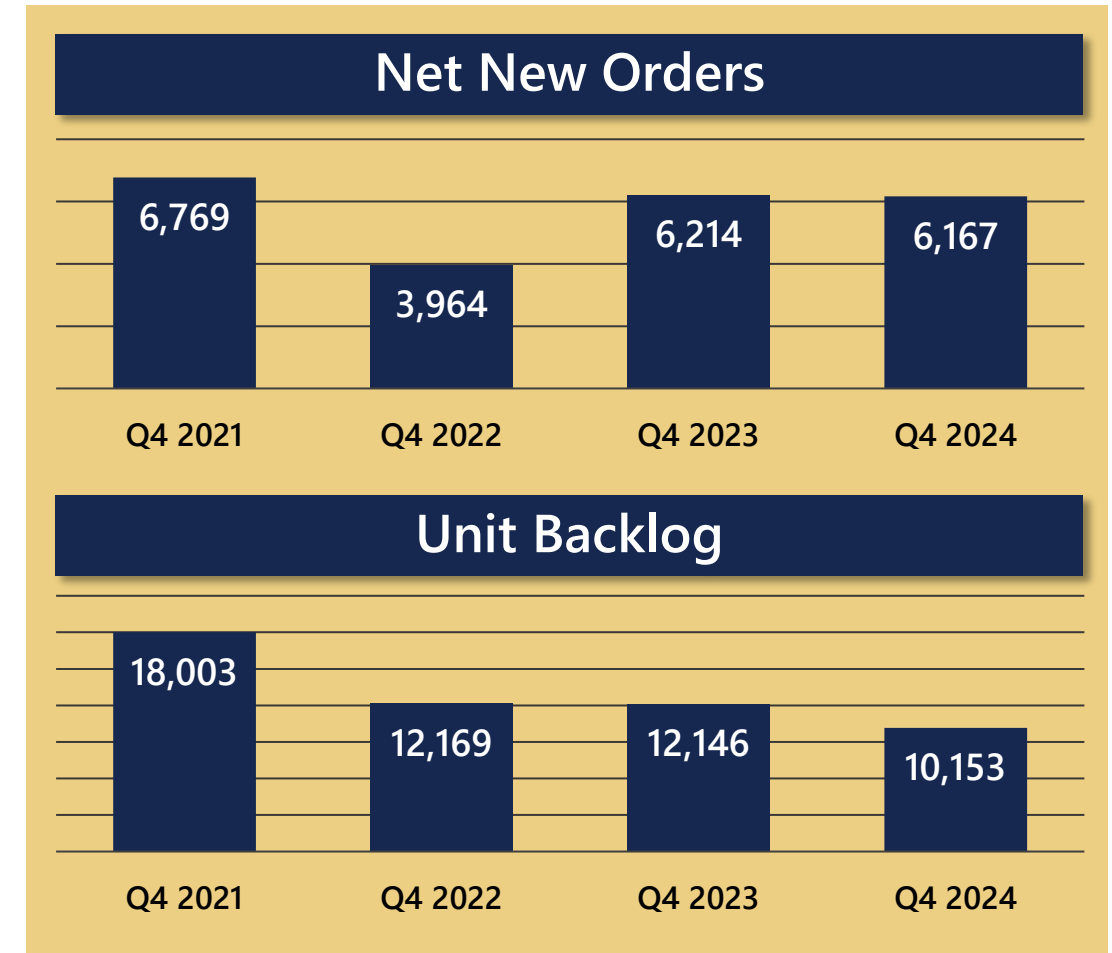
- Gross margin of 27.5%, compared with 28.9% in the prior year period
 - ✓ Gross margins reflect higher incentives, which increased to 7.2% in the period
- SG&A expense of \$196 million, or 4.2% of home sale revenues, compared with \$308 million, or 7.4% in the prior year
 - ✓ SG&A includes insurance benefits of \$255 million and \$65 million, respectively, in the fourth quarters of 2024 and 2023



* As a percent of home sale revenues

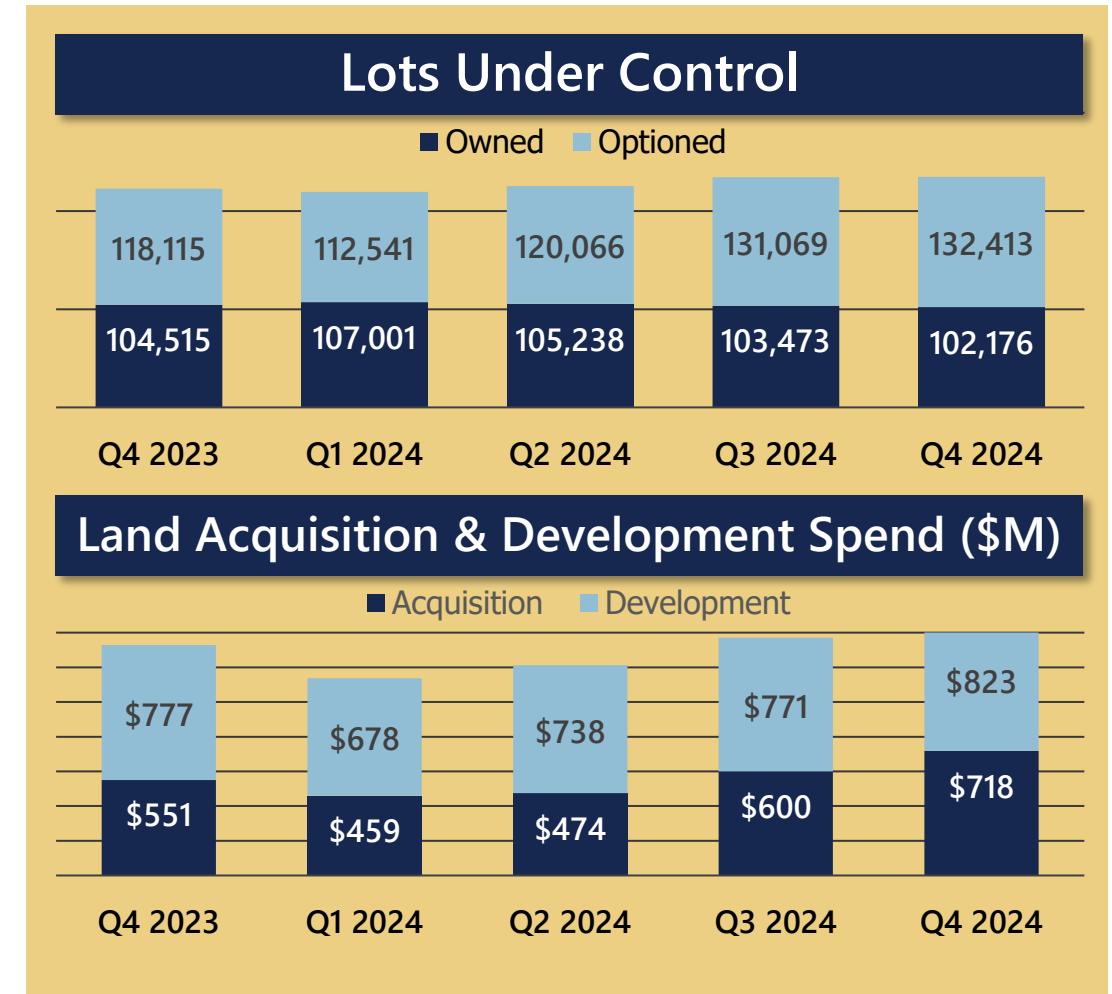
Q4 2024 Financial Highlights

- Net new orders of 6,167 were consistent with prior year
- Cancellations as a percent of beginning backlog were 10.4%, up from 9.3% in the prior year period
- Year-end backlog of 10,153 homes with a value of \$6.5B



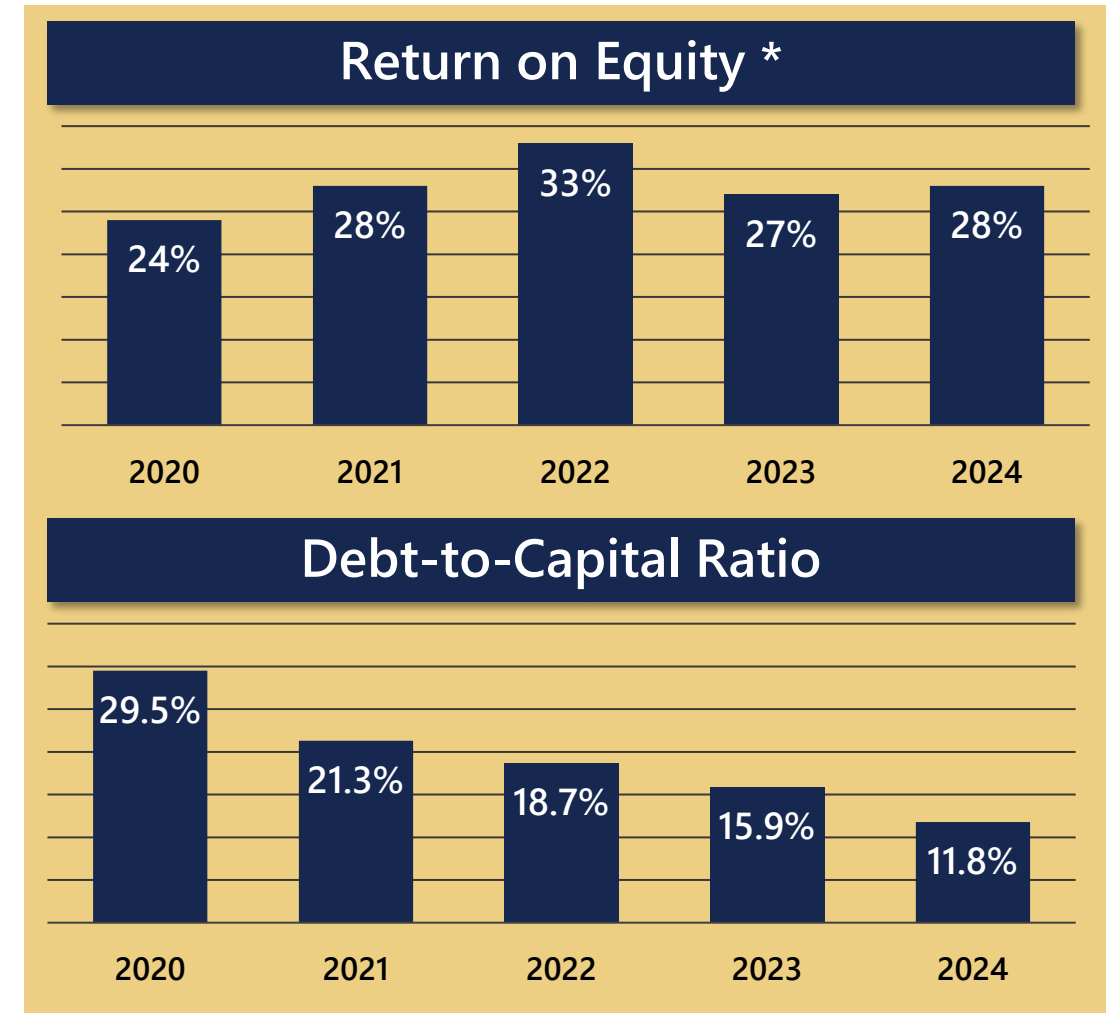
Increasing Supply of Controlled Lots

- Increased land pipeline to ~235,000 lots with 56% held under option
- \$1.5B of land spend in Q4, as we invest to support ongoing growth of operations
 - ✓ YTD land dev. & acq. spend of \$5.3B with 57% for development of existing land assets
 - ✓ Company expects to invest approximately \$5.5B in land acquisition & development in 2025



Systematic Return of Funds to Shareholders

- Repurchased \$320M of common shares in Q4 and \$1.2B YTD
 - ✓ Repurchased 2.5 million shares in Q4 at an average price of \$129.90
 - ✓ Repurchased 10.1 million shares, or 4.7% of shares outstanding, in 2024
- Increased dividend per share by 10% effective Q1 2025
- Announced \$1.5B increase to share repurchase program authorization in January 2025
- Adjusted for quarter-end cash of \$1.7B, net debt-to-capital was below zero.



* Return on equity is calculated as net income for the trailing twelve months divided by average shareholders' equity, where average shareholders' equity is the sum of ending shareholders' equity balances of the trailing five quarters divided by five.

Q4 2024 Selected Financial Data

	Three Months Ended December 31,		Change
	2024	2023	
Home Sale Revenues (\$M)	\$4,708	\$4,165	13%
Gross Margin Percentage	27.5%	28.9%	-140 bps
SG&A as Percent of Home Sale Revenues*	4.2%	7.4%	-320 bps
Financial Services Pre-tax Income (\$M)	\$51	\$44	16%
Net Income (\$M)*	\$913	\$711	28%
Earnings Per Share*	\$4.43	\$3.28	35%
Backlog Units	10,153	12,146	-16%
Backlog Dollar Value (\$M)	\$6,495	\$7,320	-11%

* Includes pre-tax insurance benefits of \$255 million and \$65 million, respectively, in the fourth quarters of 2024 and 2023

Q4 2024 Selected Balance Sheet Data

	December 31, 2024	December 31, 2023
Cash and Equivalents, including Restricted Cash (\$M)	\$1,654	\$1,849
House and Land Inventory (\$M)	\$12,666	\$11,795
Notes Payable (\$M)	\$1,619	\$1,962
Shareholders' Equity (\$M)	\$12,122	\$10,383
Debt – to – Capital Ratio	11.8%	15.9%
Net Debt – to – Capital Ratio	-0.3%	1.1%
Return on Equity (TTM)*	28%	27%

* The Company's return on equity is calculated as net income for the trailing twelve months divided by average shareholders' equity, where average shareholders' equity is the sum of ending shareholders' equity balances of the trailing five quarters divided by five.

Reconciliation of Non-GAAP Financial Measures

This report contains information about our debt-to-capital ratios. These measures could be considered non-GAAP financial measures under the SEC's rules and should be considered in addition to, rather than as a substitute for, comparable GAAP financial measures. We calculate total net debt by subtracting total cash, cash equivalents, and restricted cash from notes payable to present the amount of assets needed to satisfy the debt. We use the debt-to-capital and net debt-to-capital ratios as indicators of our overall leverage and believe they are useful financial measures in understanding the leverage employed in our operations. We believe that these measures provide investors relevant and useful information for evaluating the comparability of financial information presented and comparing our profitability and liquidity to other companies in the homebuilding industry. Although other companies in the homebuilding industry report similar information, the methods used may differ. We urge investors to understand the methods used by other companies in the homebuilding industry to calculate these measures and any adjustments thereto before comparing our measures to those of such other companies.

The following table sets forth a reconciliation of the non-GAAP financial measures to the GAAP financial measures that management believes to be the most directly comparable (\$000's omitted):

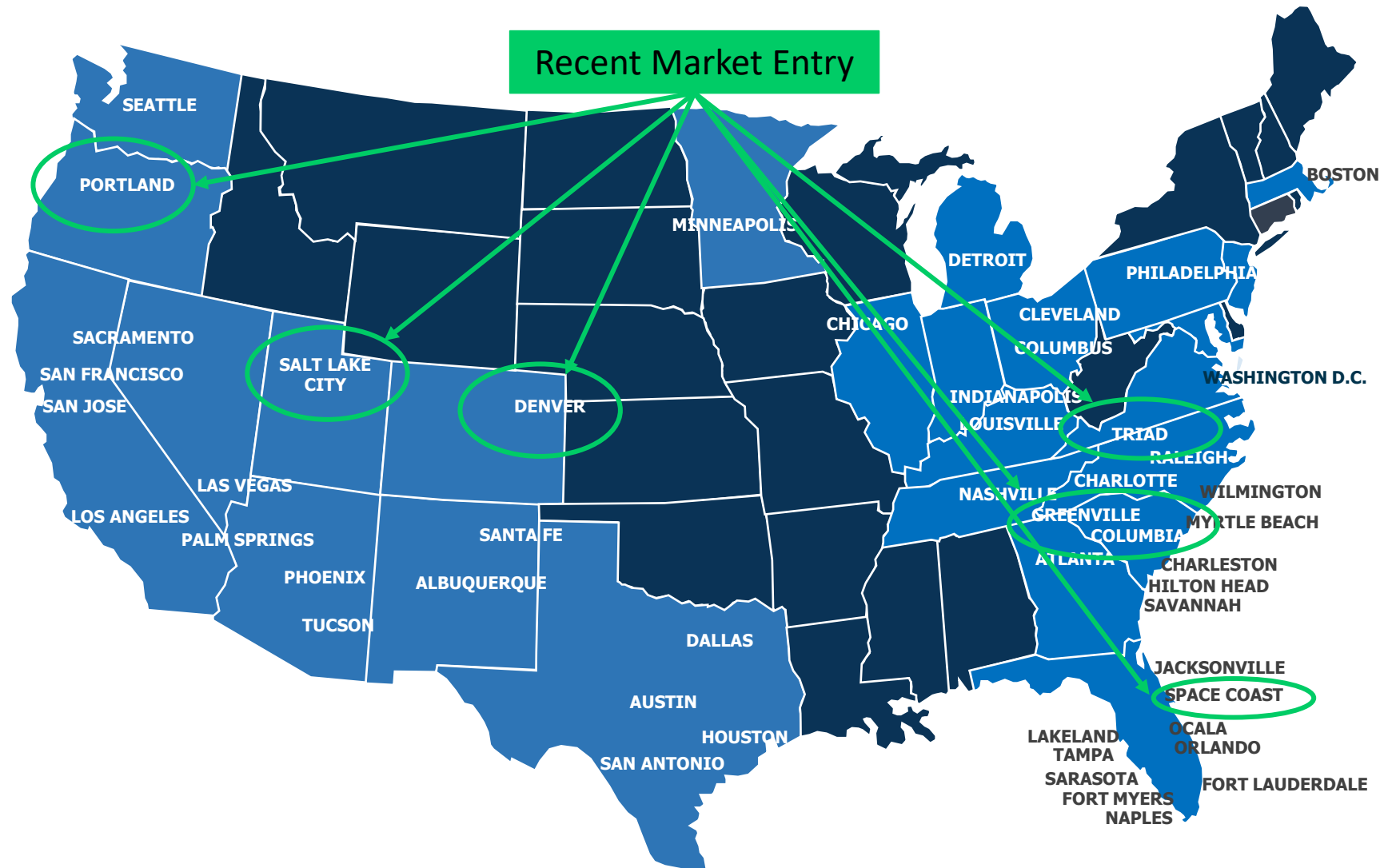
Debt-to-Capital Ratios		
	December 31,	
	2024	2023
Notes payable	\$ 1,618,586	\$ 1,962,218
Shareholders' equity	12,121,964	10,383,257
Total capital	<u>\$ 13,740,550</u>	<u>\$ 12,345,475</u>
Debt-to-capital ratio	11.8 %	15.9 %
Notes payable	\$ 1,618,586	\$ 1,962,218
Less: Total cash, cash equivalents, and restricted cash	<u>(1,653,680)</u>	<u>(1,849,177)</u>
Total net debt	\$ (35,094)	\$ 113,041
Shareholders' equity	12,121,964	10,383,257
Total net capital	<u>\$ 12,086,870</u>	<u>\$ 10,496,298</u>
Net debt-to-capital ratio	(0.3)%	1.1 %

Today's Operating Model Driving Superior Financial Results



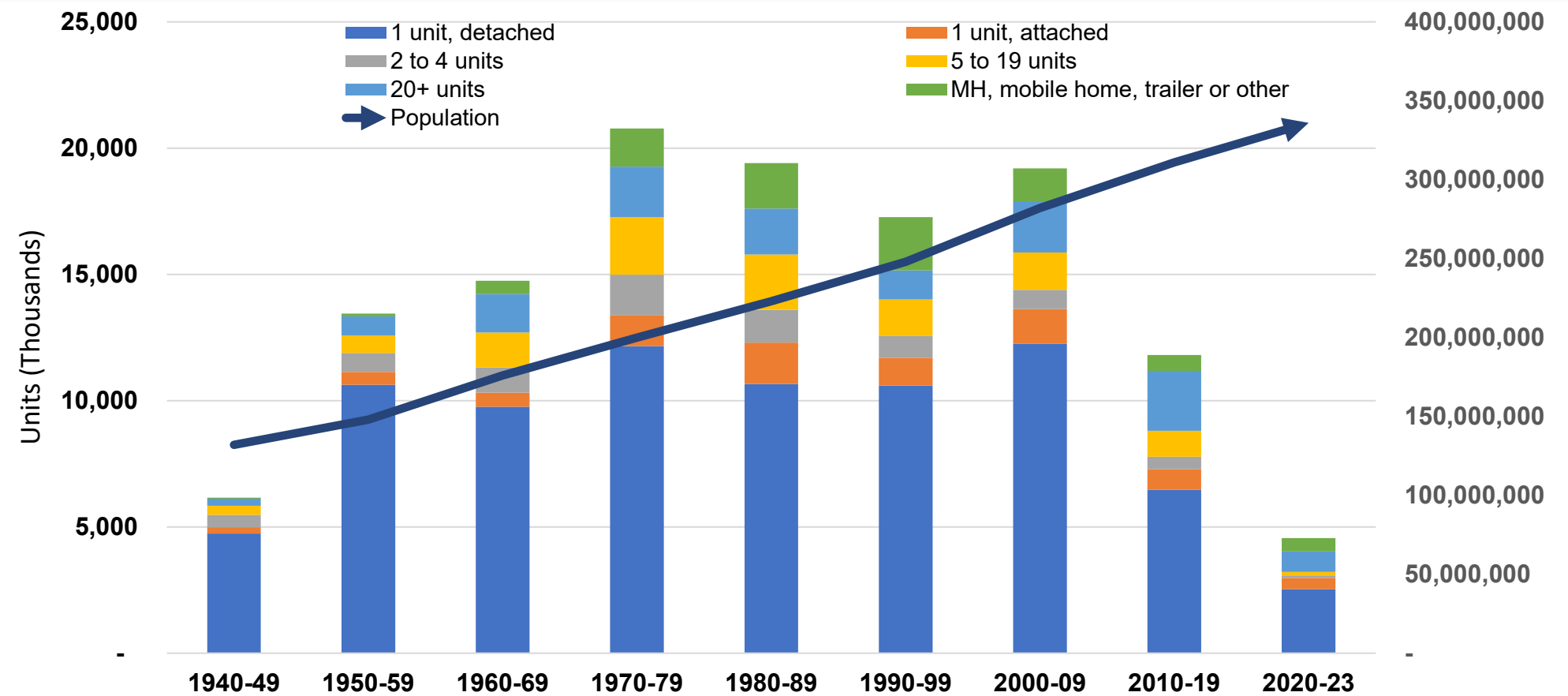
Nation's 3rd Largest Builder

Continuing to Expand Our Market Platform



Operating in an Undersupplied Market

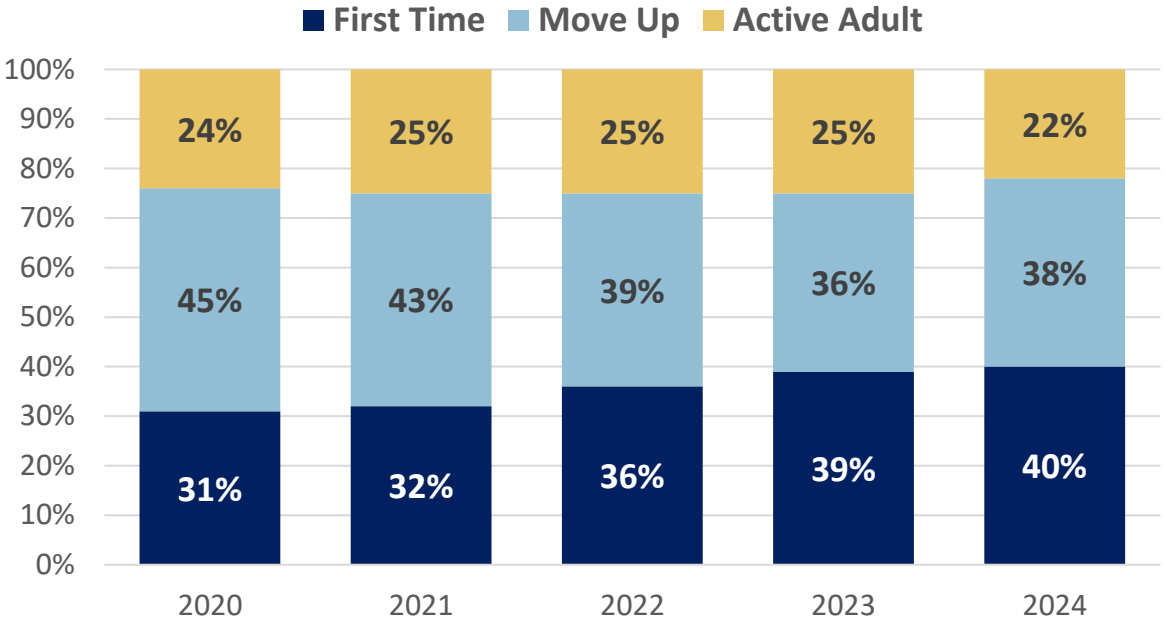
2023 Housing Stock by Year Built and Building Type vs. U.S. Population



Source: U.S. Dept of Housing & Urban Development, U.S. Census Bureau, and the Mortgage Bankers Association

Unmatched Ability to Serve All Buyer Groups

Closings by Buyer Group



Offering both spec and build-to-order homes to better meet the needs of U.S. consumers

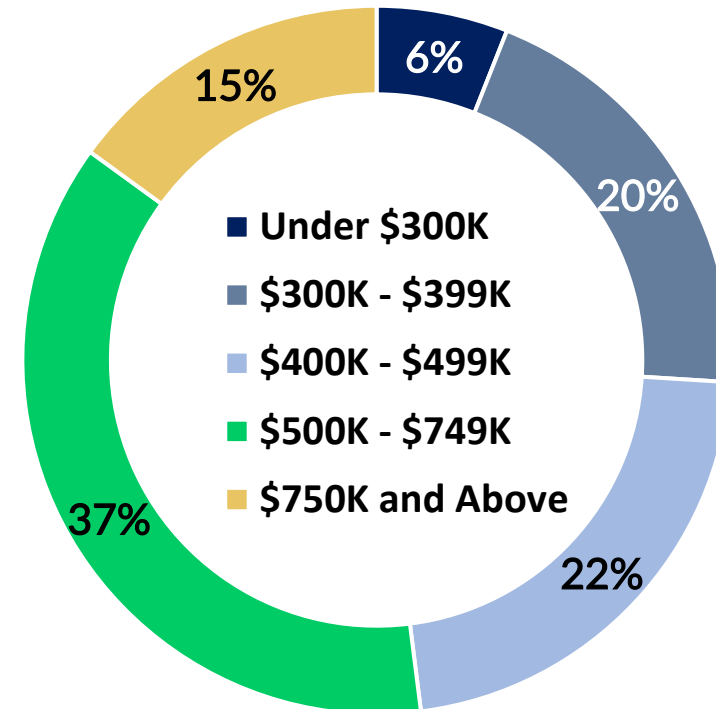


~60% of closings among higher-margin move-up and active-adult buyers

Diversified Across Price Points



2024 Closings by Price Point



Disciplined Land Investment is Key Driver of Sustained Business Success

Land Underwriting Tied to Return on Invested Capital

IRR Threshold	18%	18%	18%	18%	18%	19%	19%	20%	20%	21%	21%	22%	22%	23%	24%	25%	26%	27%	28%	29%	30%
Score	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33



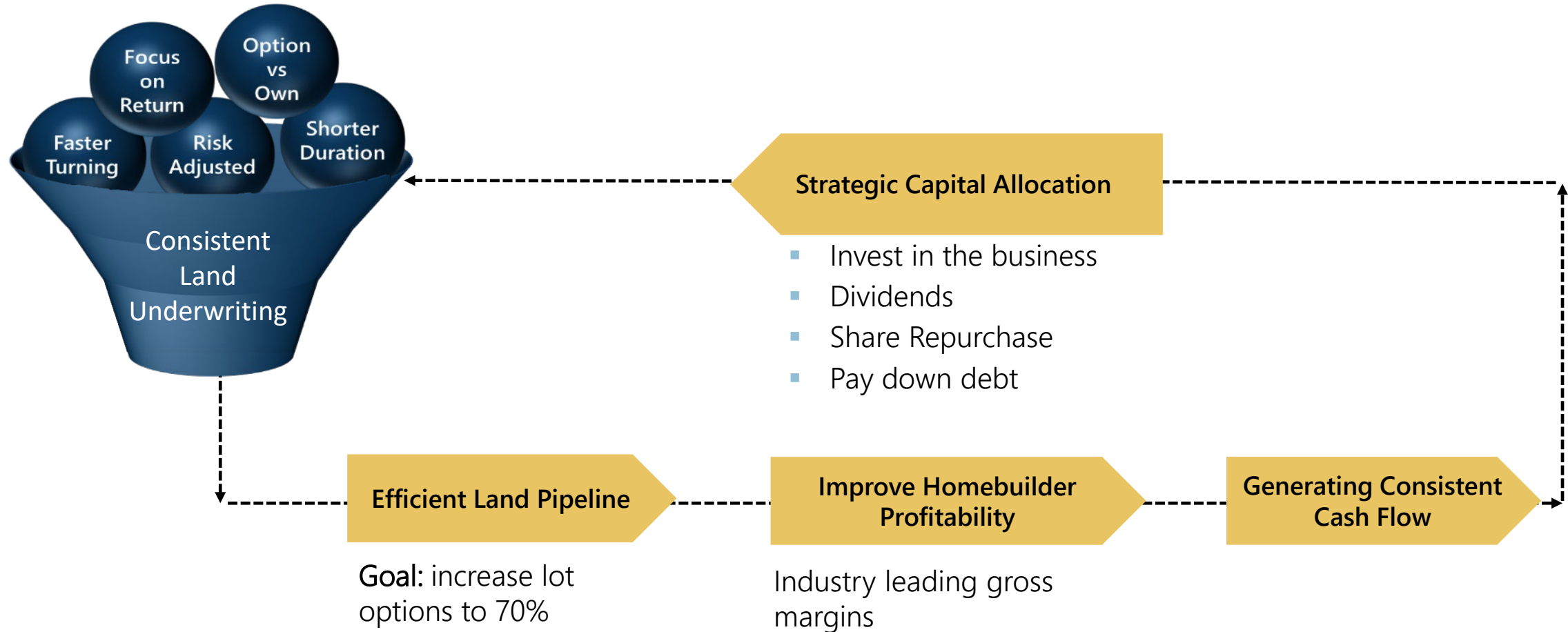
Land investments sourced by divisions but require corporate approval



Consistent underwriting of all deals against defined risk criteria

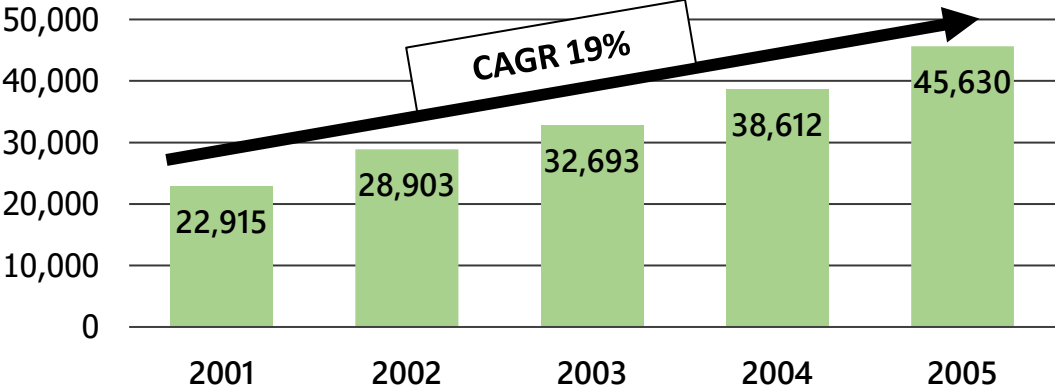
- Four categories of risk: Strategic Marketing, Execution, Deal Structure, Operational Metrics
- Underwritten against return, not gross margin
- Review process provides common language for assessing projects across operations

Operating Model Launched a Decade Ago

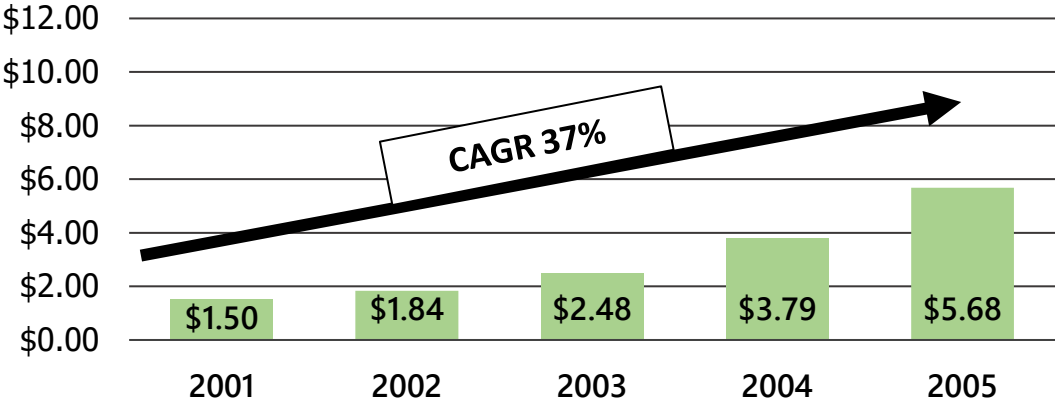


Driving Outsized EPS Growth

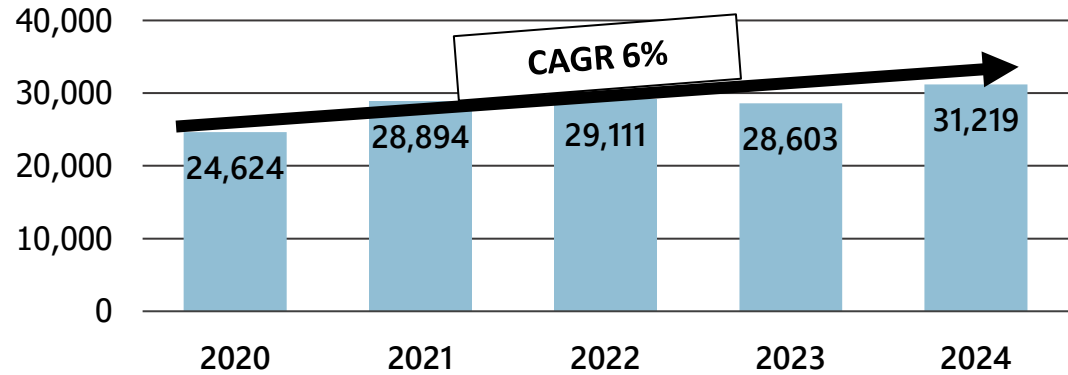
Closings
(2001 - 2005)



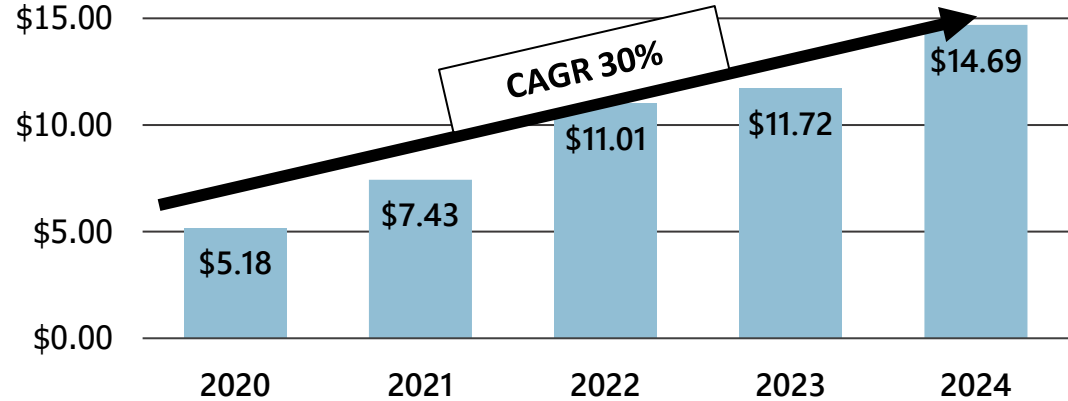
EPS
(2001 - 2005)



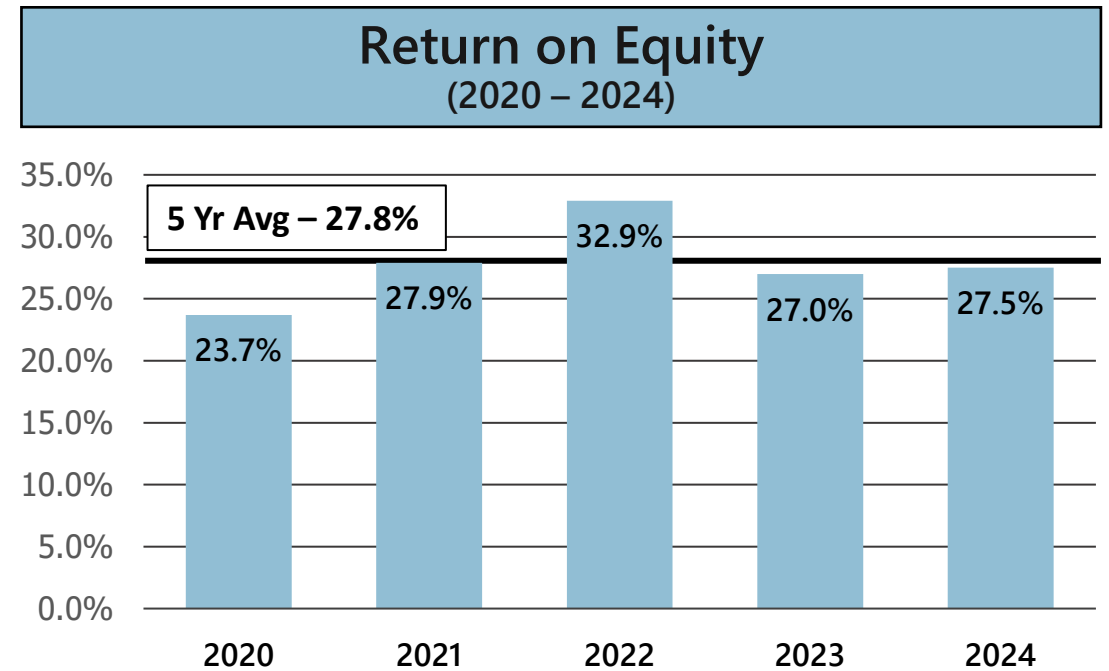
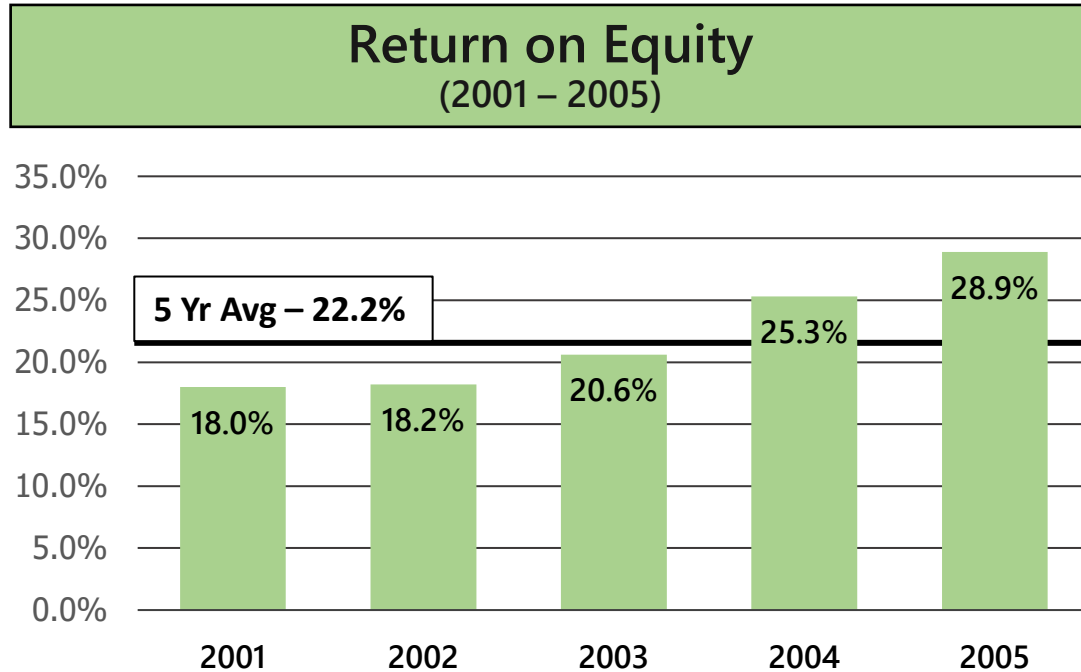
Closings
(2020 - 2024)



EPS
(2020 - 2024)



With Significantly Higher Returns on Equity



* The Company's return on equity is calculated as net income for the trailing twelve months divided by average shareholders' equity, where average shareholders' equity is the sum of ending shareholders' equity balances of the trailing five quarters divided by five.



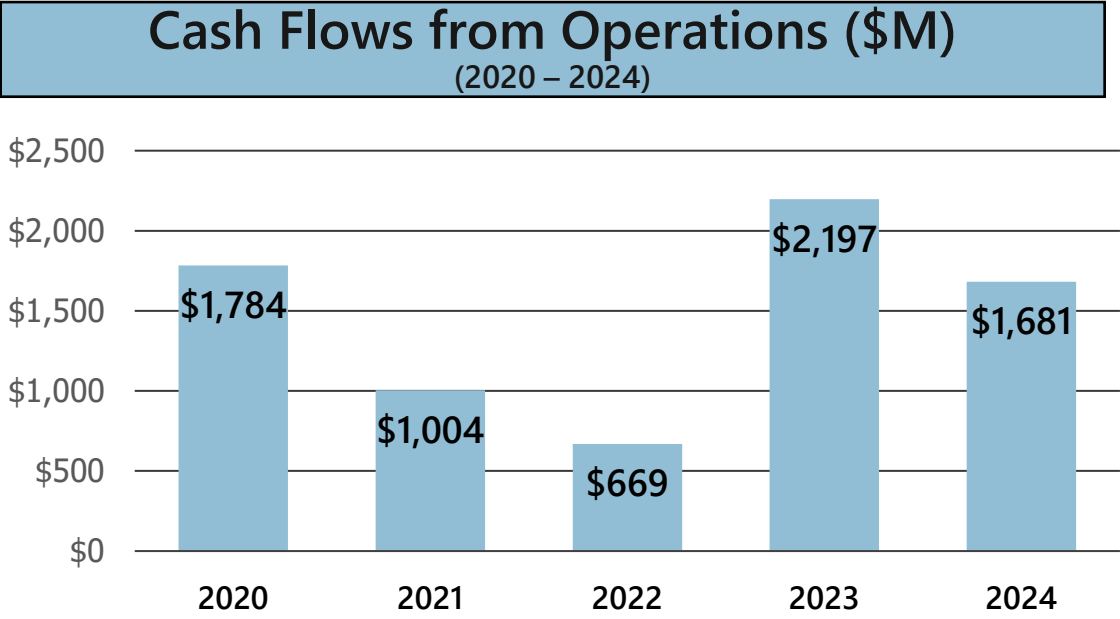
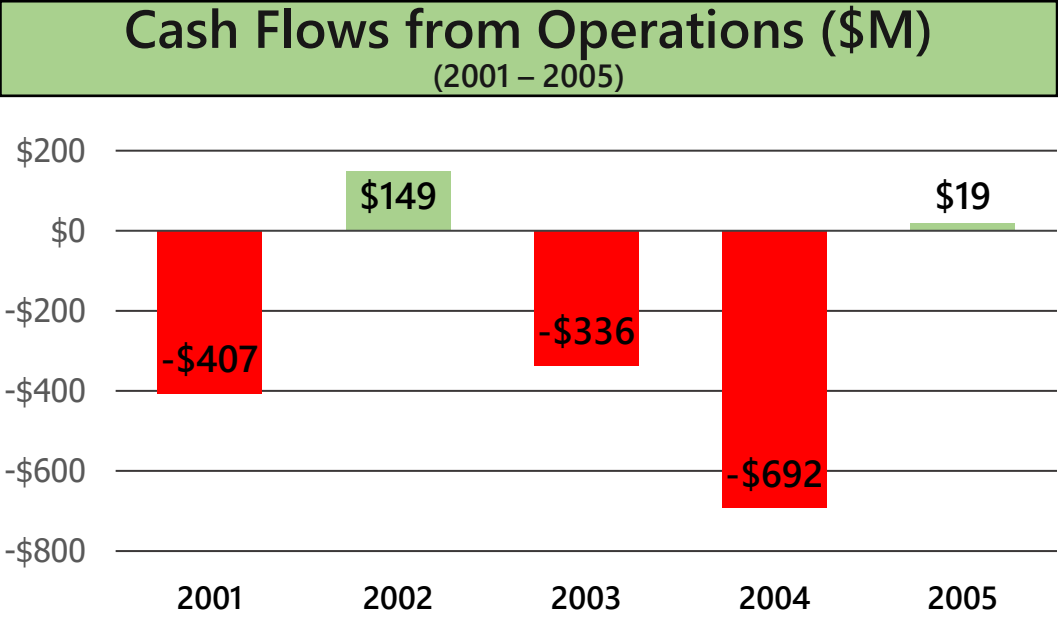
Old operating model emphasized volume growth but resulted in suboptimal returns



Higher returns reflect improvement across the enterprise

- Land and construction efficiencies
- Strategic pricing
- Supportive capital allocation

Generating Positive Cash Flows to Fund Operations



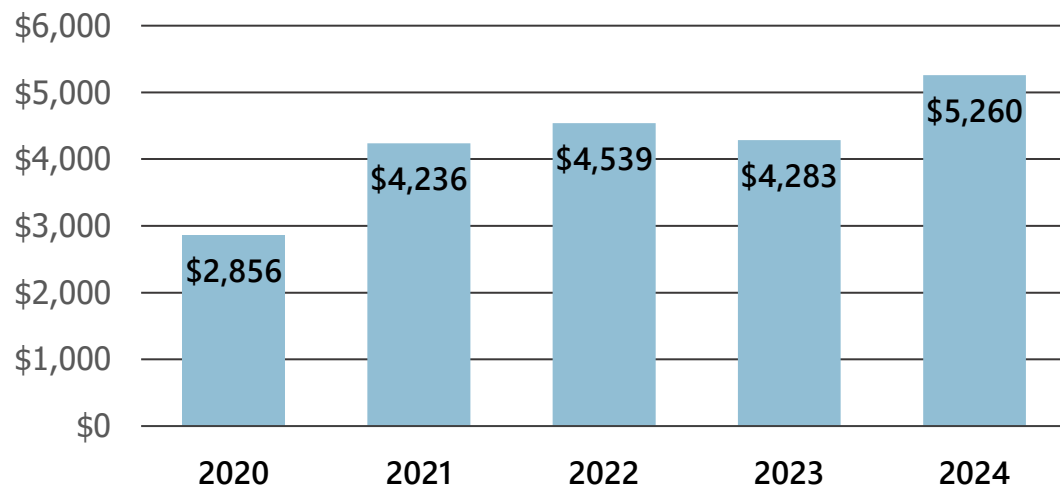
2001 – 2005 cash flows from operations totaled **negative \$1.3 billion**



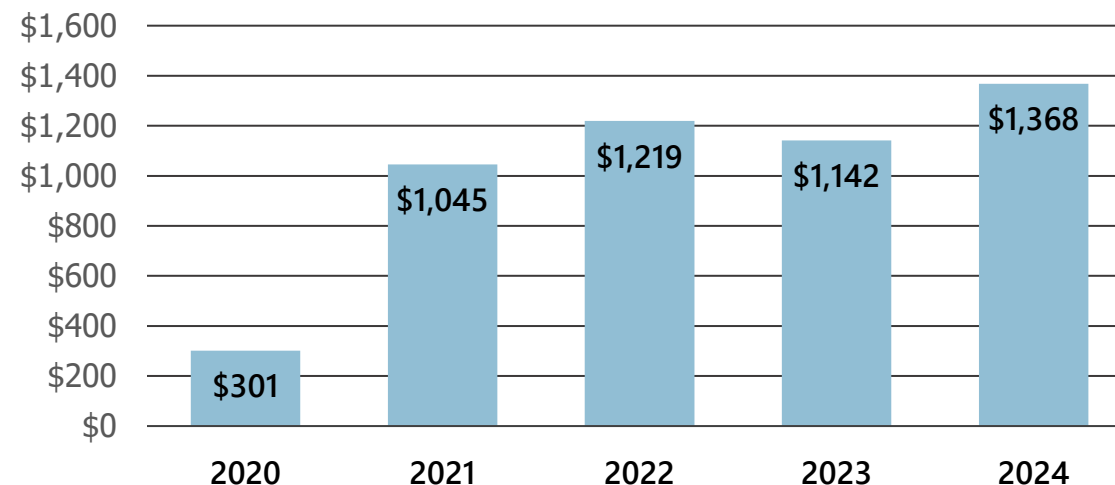
2020 – 2024 cash flows from operations totaled **\$7.3 billion**

Allocating Capital to Grow the Business and Reward Shareholders

Land Investment (\$M)



Share Repurchase & Dividends (\$M)



2020 – 2024 invested \$21B in land acquisition and development to support operations

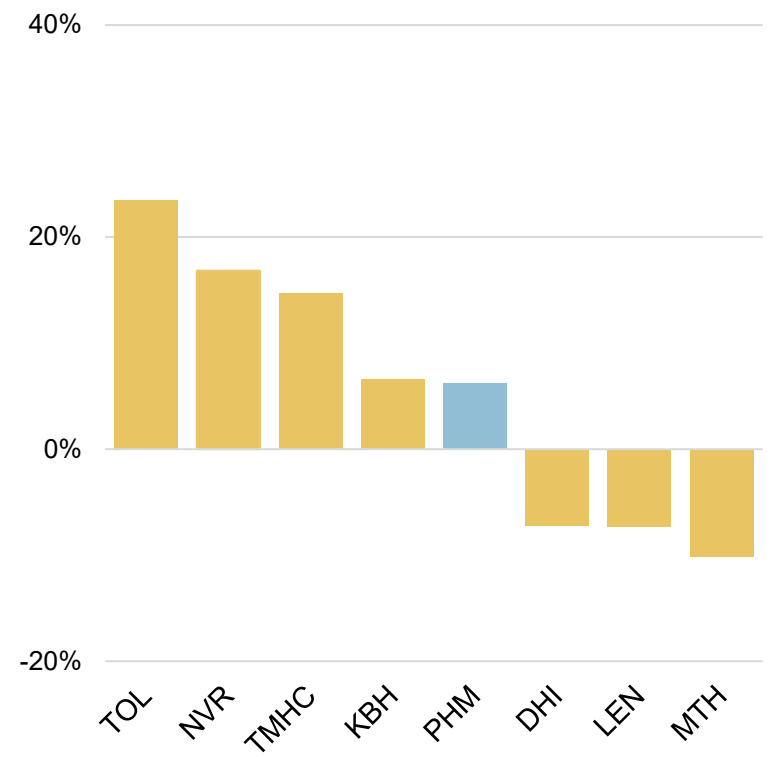


Share repurchase program authorization increased \$1.5B in January 2025. Since 2013, the Company has bought back over 50% of its shares

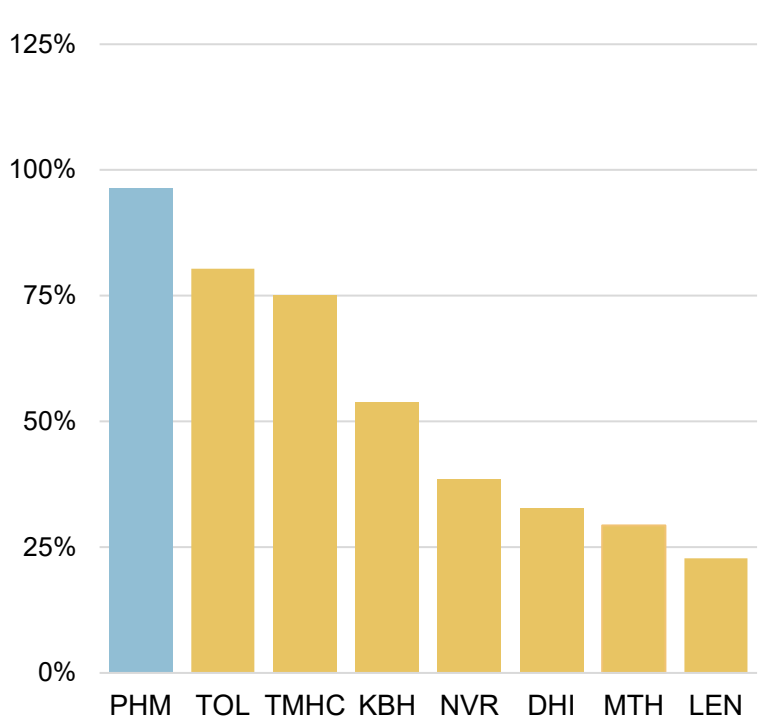
Dividend has increased over 4-fold since 2013, including 10% increase to \$0.22 per share effective Q1 2025

And Achieving Our Goal of Superior Total Shareholder Returns

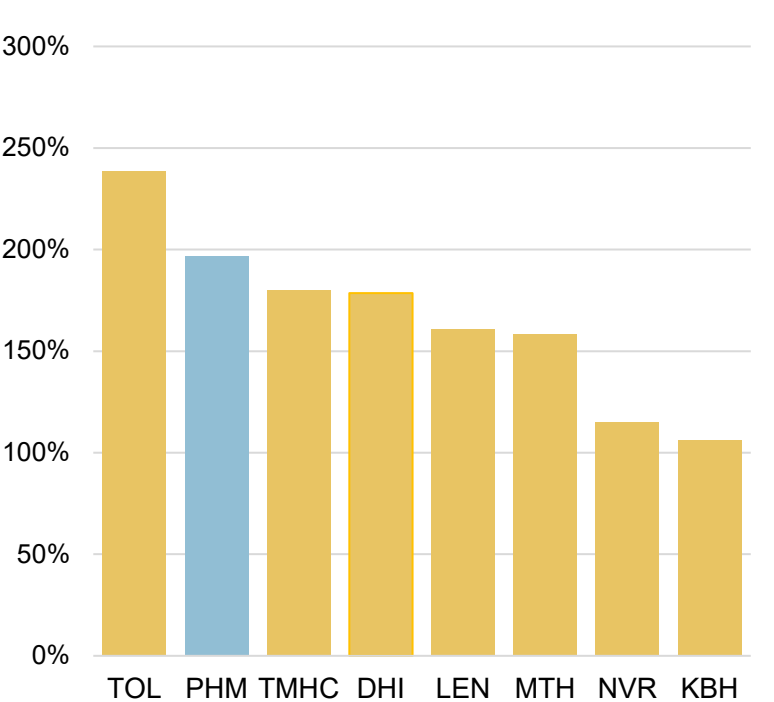
1 Year



3 Year



5 Year



Rankings based on results through the periods ending December 31, 2024

