

PulteGroup, Inc.
Summary of Financial Results
Fourth Quarter 2015

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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,” “project,” “may,” “can,” “could,” “might,” “will” and similar expressions identify forward-looking statements, including statements related to 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; continued volatility in the debt and equity markets; competition within the industries in which PulteGroup operates; the availability and cost of land and other raw materials used by PulteGroup in its homebuilding operations; the impact of any changes to our strategy in responding to the cyclical nature of the industry, including any changes regarding our land positions; the availability and cost of insurance covering risks associated with PulteGroup's businesses; shortages and the cost of labor; weather related slowdowns; slow growth initiatives and/or local building moratoria; governmental regulation directed at or affecting the housing market, the homebuilding industry or construction activities; uncertainty in the mortgage lending industry, including revisions to underwriting standards and repurchase requirements associated with the sale of mortgage loans; the interpretation of or changes to tax, labor and environmental laws; economic changes nationally or in PulteGroup's local markets, including inflation, deflation, changes in consumer confidence and preferences and the state of the market for homes in general; legal or regulatory proceedings or claims; our ability to generate sufficient cash flow in order to successfully implement our capital allocation priorities; required accounting changes; terrorist acts and other acts of war; and other factors of national, regional and global scale, including those of a political, economic, business and competitive nature. See PulteGroup's Annual Report on Form 10-K for the fiscal year ended December 31, 2014, and other public filings with the Securities and Exchange Commission (the “SEC”) for a further discussion of these and other risks and uncertainties applicable to our businesses. PulteGroup undertakes no duty to update any forward-looking statement, whether as a result of new information, future events or changes in PulteGroup's expectations.

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PulteGroup, Inc. Executives

			
Richard Dugas Chairman, President and CEO	Bob O'Shaughnessy Executive Vice President and CFO	Jim Ossowski Vice President, Finance and Controller	Jim Zeumer Vice President, Investor Relations and Corporate Communications



Review of Q4 2015 Financial Results

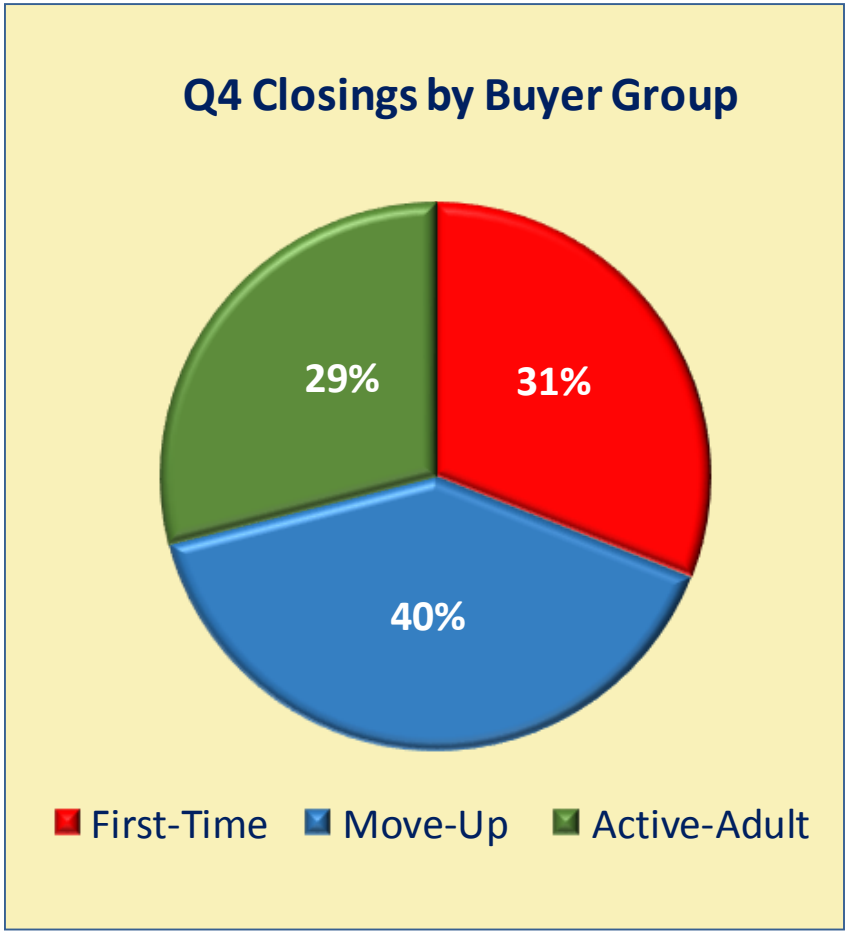
Q4 2015 Financial Highlights

- Q4 earnings of $0.64 includes $0.07 per share benefit from reversal of certain mortgage and construction related insurance reserves
  - ✓ Prior year earnings of $0.58 per share included $0.16 per share of tax and insurance benefits
- Net new orders increased 13% to 3,659 homes
  - ✓ Q4 absorption pace increased 9%
- Order value up 24% to $1.4 billion
- Backlog value up 26% to $2.5 billion
  - ✓ Unit backlog up 15% to 6,731 homes

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Q4 2015 Financial Highlights

- Home sale revenues increased 12% to $2.0 billion
  - ✓ Closings increase 7% to 5,662 homes
  - ✓ Average sales price up 6%
    - First-time buyer price gained 3% to $263,000
    - Move-up buyer price gained 1% to $420,000
    - Active-adult buyer price gained 6% to $354,000
- Gross margin of 23.5% up 40 bps over prior year



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Acquired Certain Assets of John Wieland Homes and Neighborhoods

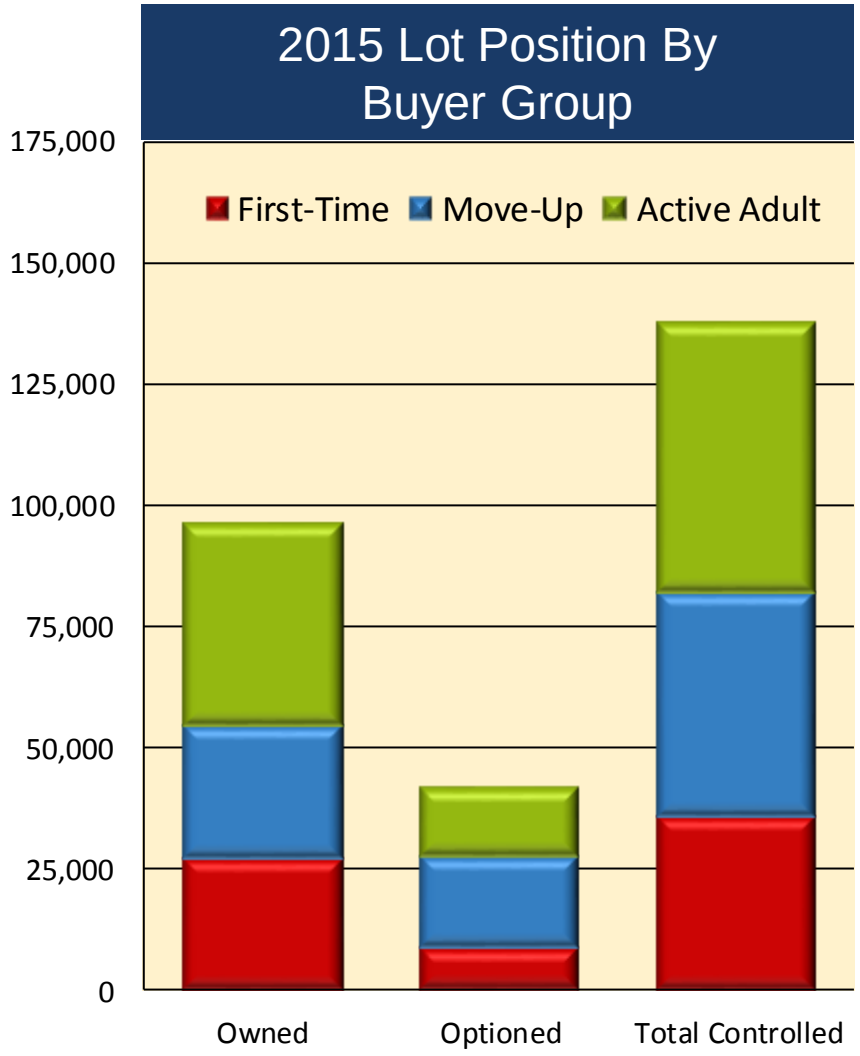
- John Wieland is recognized as one of the country's premier builders of move-up and luxury homes
- Acquisition announced December 16, 2015 and closed January 14, 2016
- Acquiring approximately 7,000 lots in key southeastern cities: Atlanta, Charleston, Charlotte, Nashville and Raleigh
  - ✓ Great opportunity to increase market share and operating leverage in key cities
  - ✓ Plan to rebrand certain locations to Pulte to accelerate asset turn
  - ✓ Expect to recoup the capital we invested in less than 48 months



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Capital Allocation Aligned with Stated Priorities

- Q4 2015 land acquisition investment of $485 million and land development spend of $304 million
  - ✓ Invested $1.2 billion in 2015 for land acquisition
  - ✓ Allocating $1.6 billion in 2016 for land acquisition including Wieland purchase
  - ✓ Percentage of lots controlled under option increased to 31%
- Quarter end debt-to-capital ratio of 30%



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Q4 2015 Selected Financial Data

	Three Months Ended December 31,	
	2015	2014
Homebuilding Home Sale Revenues ($ millions)	$1,997	$1,776
Homebuilding Pretax Income ($ millions)	$344	$254
Backlog (Units)	6,731	5,850
Backlog (Dollar Value in millions)	$2,457	$1,944
Financial Services Pretax Income ($ millions)	$29	$13
Income Before Income Taxes ($ millions)	$373	$267
Net Income Per Share*	$0.64	$0.58

*Q4 2015 earnings of $0.64 includes $0.07 per share benefit from reversal of certain mortgage and construction related insurance reserves. Prior year earnings of $0.58 per share included $0.16 per share of income tax and insurance benefits.

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Q4 2015 Balance Sheet Data

($ millions)	December 31, 2015	December 31, 2014
Cash and Equivalents (including restricted cash)	$775	$1,309
House and Land Inventory	$5,450	$4,392
Debt	$2,085	$1,819
Shareholders' Equity	$4,759	$4,805
Debt – to – Capitalization Ratio	30%	27%

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