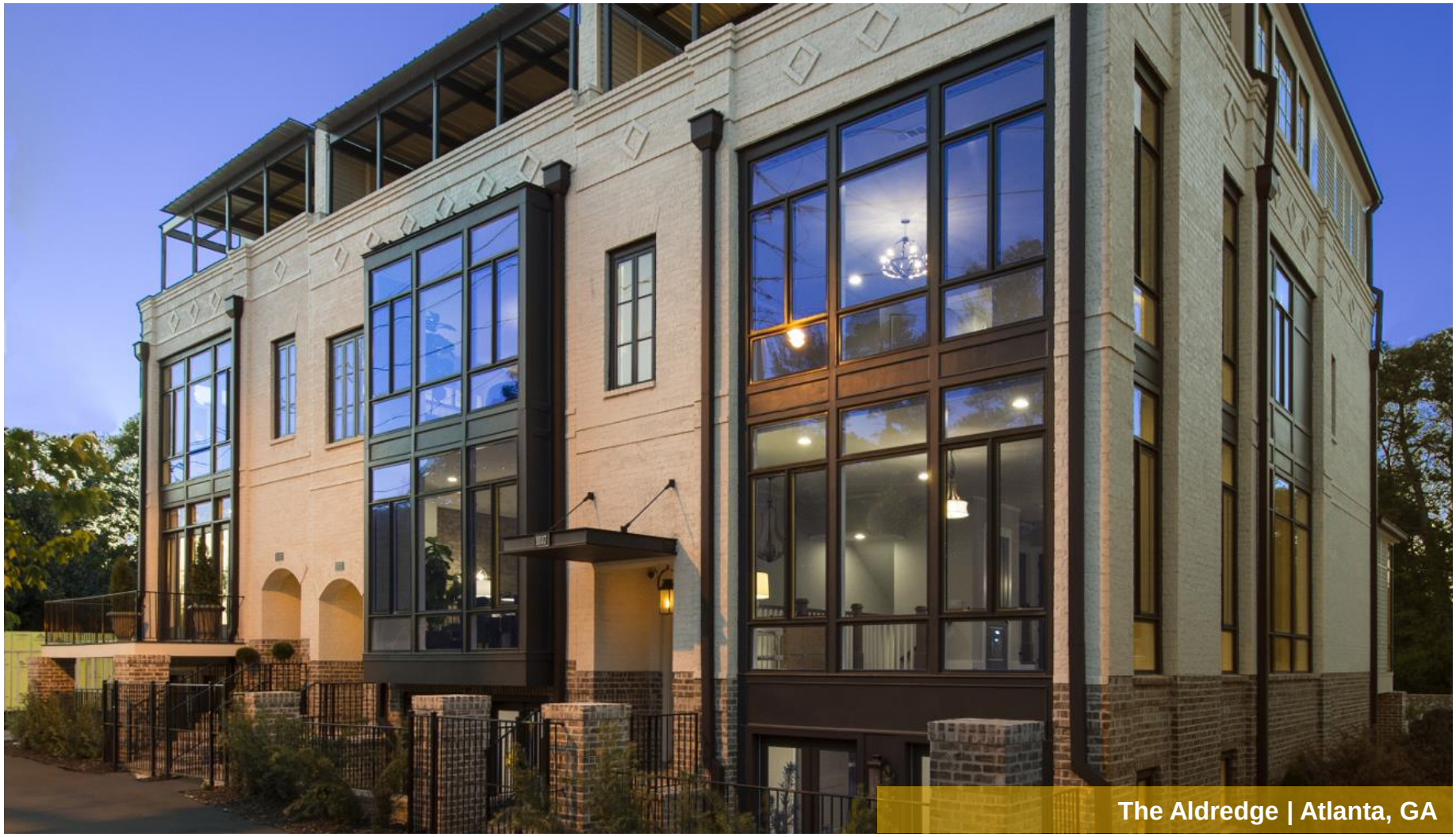

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Forward-Looking Statements

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,” “plan,” “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 and the rate of growth in land spend; 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, 2015, 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.

PulteGroup, Inc. Executives

			
Ryan Marshall **President and CEO**	**Bob O'Shaughnessy** **Executive Vice President and CFO**	**Jim Ossowski** **Vice President, Finance and Controller**	**Jim Zeumer** **Vice President, Investor Relations**



Review of Q3 2016 Results

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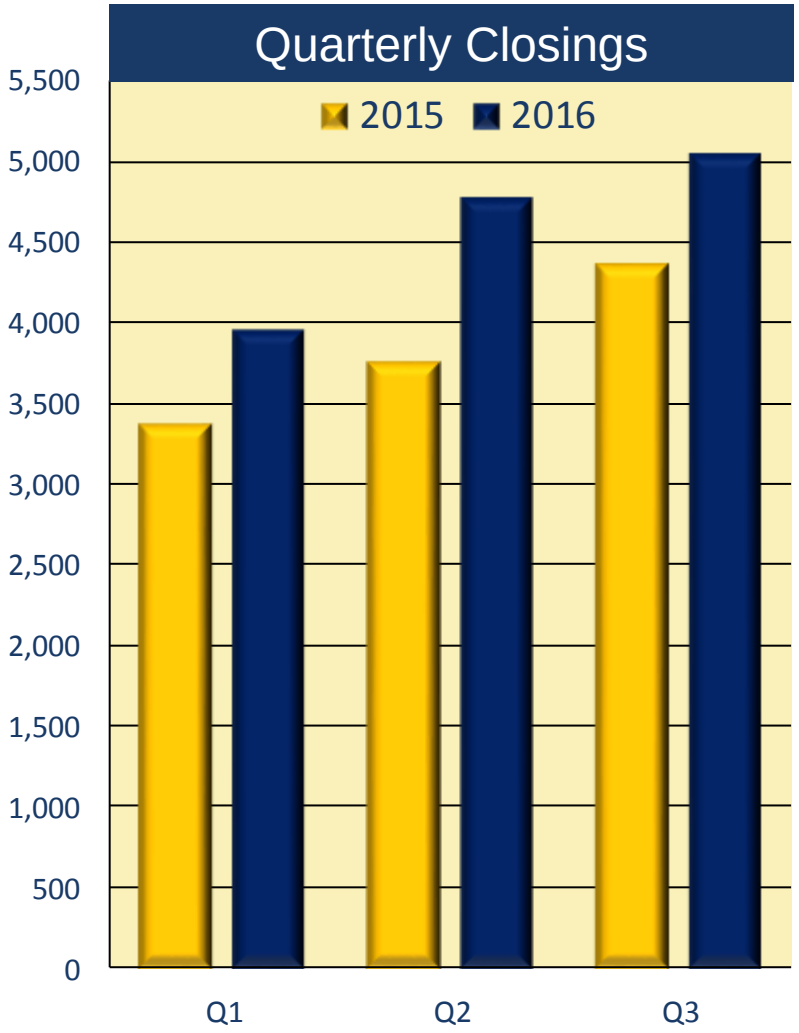
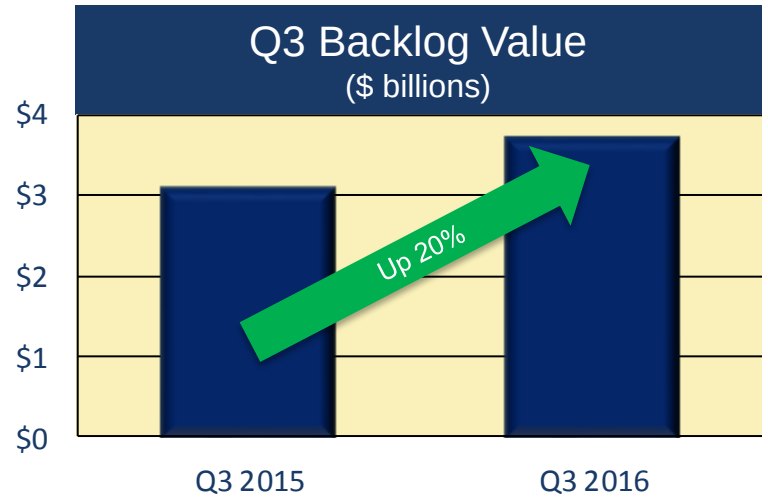
Q3 2016 Highlights

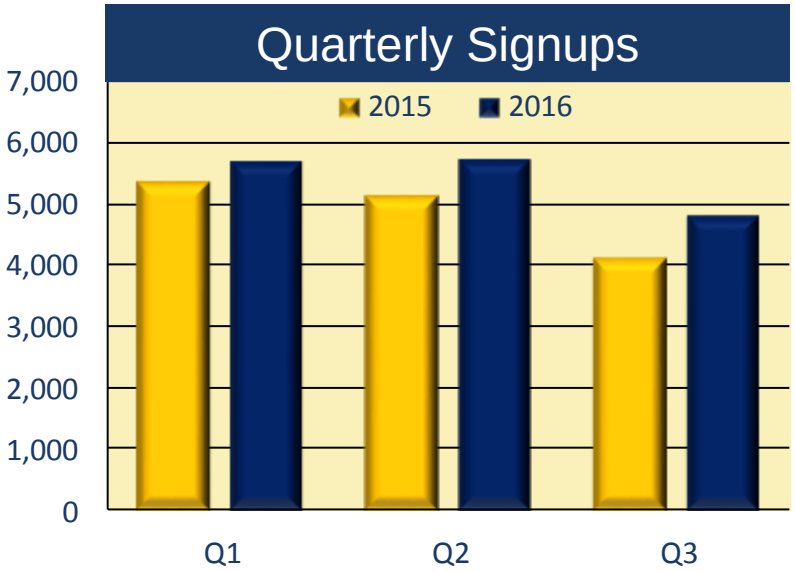
- EPS of $0.37, inclusive of $0.06 per share of charges for a land contract settlement, actions to reduce overhead expenses, and costs relating to shareholder activities
  - ✓ Prior year EPS of $0.30 included charges of $0.03 per share from litigation-related adjustments
- Q3 home sale revenues increased 29% to $1.9 billion; closings up 16% to 5,037 homes
- ASP up 11% over prior year; prices higher across all buyer groups:
  - ✓ First-time up 8% to $283,000
  - ✓ Move-up increased 11% to $441,000
  - ✓ Active-adult up 4% to $358,000



Q3 2016 Highlights

- Dollar value of net new orders increased 25% to $1.8 billion
- Net new orders increased 17% to 4,775 homes
- Backlog value of $3.7 billion up 20% over prior year
  - ✓ Unit backlog up 8% to 9,417 homes





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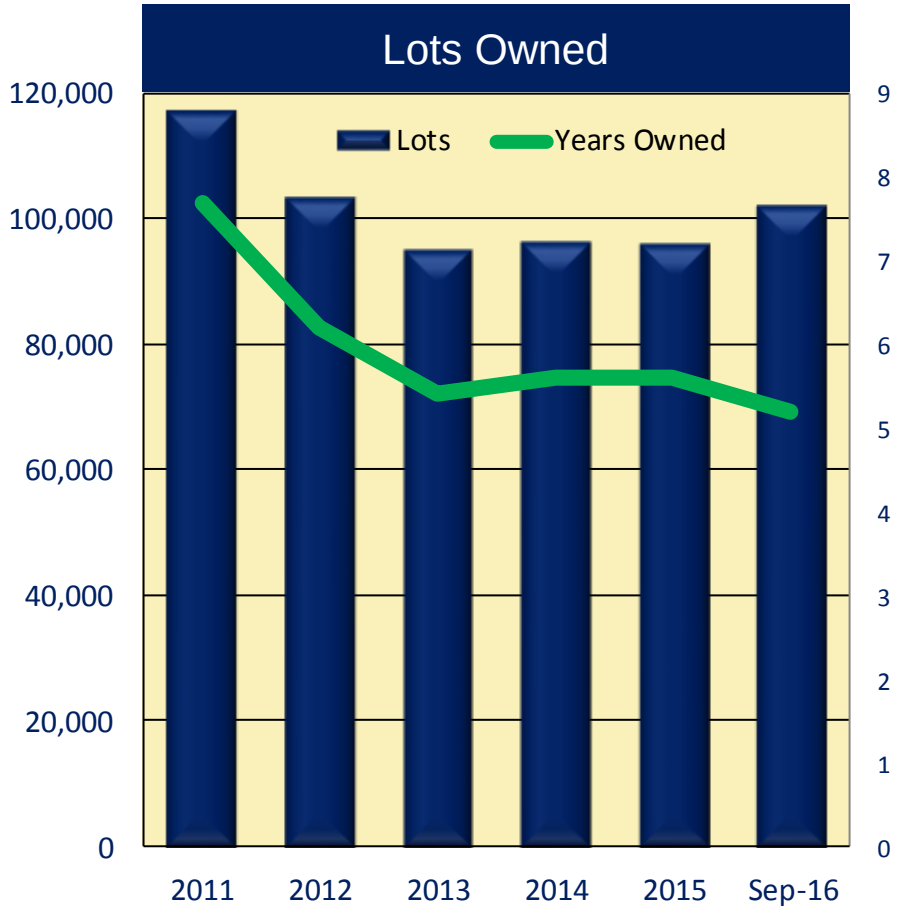
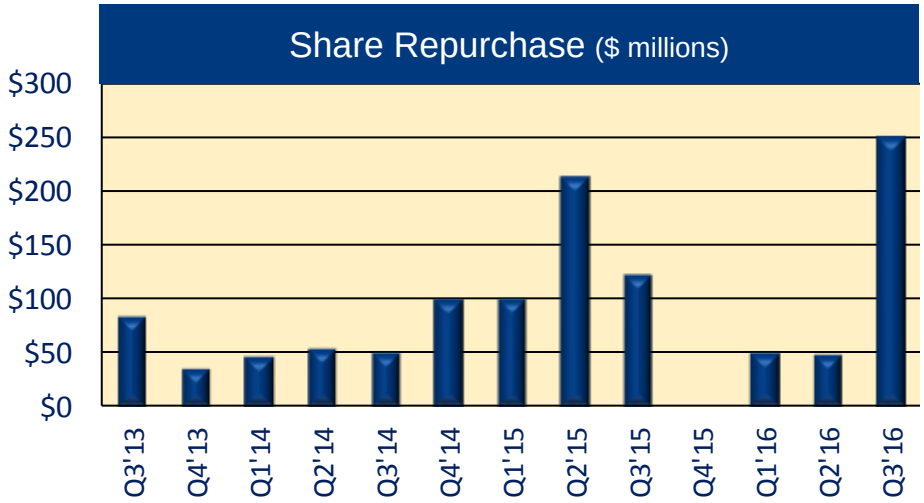
Land Pipeline Supports Business Growth

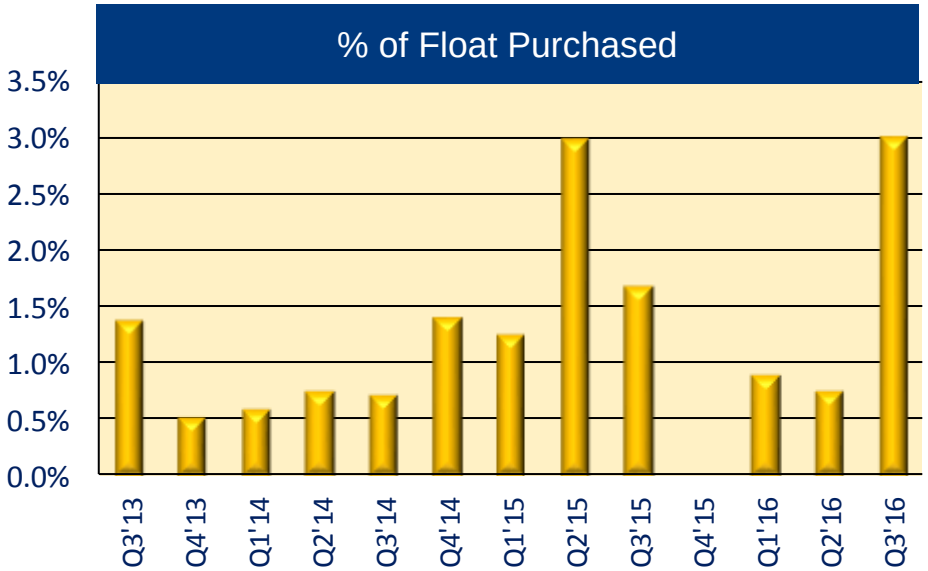
- Increased investment beginning in 2013 enabling growth in 2016
  - ✓ 5.2 years of supply based on TTM closings
  - ✓ Additional 43,000 lots controlled via options
- Q3 2016 investment of $266 million for land acquisition
  - ✓ Approved 3,100 lots for purchase with average community size below 100 homes
  - ✓ Focus on investing in faster turning, shorter duration projects



Consistent Return of Excess Capital to Shareholders

- Repurchased 12 million shares in Q3 for $250 million, or $20.77 per share
- Issued $1.0 billion of bonds in the quarter with proceeds used to:
  - Repay approximately $500 million of debt
  - Fund operations
  - Fund share repurchase





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Q3 2016 Selected Financial Data

	Three Months Ended September 30,		
	2016	2015	Change
Home Sale Revenues ($ millions)	$1,882	1,464	29%
Homebuilding Pretax Income ($ millions) (1)	$191	$165	16%
Backlog (Units)	9,417	8,734	8%
Backlog (Dollar Value in millions)	$3,699	$3,089	20%
Financial Services Pretax Income ($ millions)	$21	$14	48%
Income Before Income Taxes ($ millions)	$212	$179	18%
Net Income Per Share (1)	$0.37	$0.30	23%

(1) Q3 2016 includes pretax charges of $31 million, or $0.06 per share, associated with a land contract settlement, actions to reduce overhead expenses and costs related to shareholder activities; Q3 2015 includes net pretax charges of $14 million, or $0.03 per share, resulting from litigation-related reserve adjustments.

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Q3 2016 Selected Balance Sheet Data

($ millions)	September 30, 2016	December 31, 2015
Cash and Equivalents (including restricted cash)	$461	$775
House and Land Inventory	$6,950	$5,450
Debt	$3,110	$2,075
Shareholders' Equity	$4,672	$4,759
Debt – to – Capitalization	40%	30%



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