# M.D.C. Holdings Reports 35% Increase in 2005 First Quarter Earnings Per Share

- \* Earnings per share of \$1.86 vs. \$1.38 a year ago
- \* Record first quarter net income of \$84.6 million, up 39%
- \* Highest ever first quarter revenues of \$933.9 million, a 22% increase
- \* Record home orders, home closings and quarter-end backlog
- \* Home gross margins of 28.4%, up 220 basis points
- \* After-tax return on equity (LTM) of 32.3%
- \* Net debt-to-capital ratio of .26

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M.D.C. Holdings, Inc. today announced earnings per share for the three months ended March 31, 2005 of \$1.86, the highest first quarter earnings per share in the Company's history and 35% above the \$1.38 earned for the same period in 2004. In addition, MDC achieved first quarter records for home closings, revenues and net income, and the Company's highest ever home gross margins.

"We are off to the best start to any year in our history," stated Larry A. Mizel, MDC's chairman and chief executive officer. "This performance is an extension of our successes in 2004, a year in which we established our Company as a leader in earnings growth and operating returns, and for which we recently achieved recognition for the first time as one of the Fortune 500 largest companies in America based on total revenues. We are especially proud that, in the key category of total returns to shareholders, MDC was ranked among the top five of all Fortune 500 companies in returns over the last five and ten-year periods."

Mizel continued, "During the 2005 first quarter, we continued to build on these achievements to establish new first quarter highs in both revenues and earnings per share for the seventh consecutive year. Our commitment to homebuilding markets that exhibit the important characteristics of strong demand for homes, significant job growth and a constrained supply of available lots enabled us to improve our home gross margins and produce after-tax returns on revenues, assets and equity that rank among the best in our industry. We experienced increased benefits from the geographic diversification of our operations, as the new divisions we established over the last three years contributed to our results at an increased pace. Our continued focus on the balance sheet and maintaining our financial flexibility resulted in a debt-to-capital ratio, net of cash, of .26 at March 31, 2005, one of the industry's lowest, as well as a 77% increase in our cash and available borrowing capacity. This capacity was aided by the January increase in the amount available under our homebuilding line of credit from \$700 million to \$1.058 billion."

Mizel concluded, "Our record performance during the 2005 first quarter, combined with the significant growth in our active communities and our record March 31st backlog of 7,893 homes with an estimated sales value of \$2.43 billion, provide a platform for successfully achieving our goals to produce new highs for revenues and earnings in 2005."

Highest Homebuilding Profits in Company History

First quarter 2005 operating profits from the Company's homebuilding operations reached a record \$162.5 million, representing an increase of 43% from the \$113.4 million earned during the same period in 2004. This increase can be attributed to record levels of home closings and home gross margins, as well as a significant increase in the average selling price of homes closed. As announced earlier this month, the Company closed 3,158 homes for the quarter ended March 31, 2005, an increase of 9% from the same period in 2004. Home gross margins increased 220 basis points to 28.4% for the three months ended March 31, 2005, compared with 26.2% for the same period in 2004. The average selling price of homes closed increased to \$290,300 for the first quarter of 2005, compared with \$256,500 for the same period in 2004.

Paris G. Reece III, MDC's executive vice president and chief financial officer, said, "We realized significant year-over-year improvements in operating results in Nevada, Virginia and Northern California. Higher home closings, improved home gross margins and increases in average selling prices of more than \$75,000 contributed to increased profits in each of these markets. In particular, we continued to benefit from home gross margins in Nevada that were significantly higher than the Company average, primarily due to substantial price increases in the first half of 2004 that resulted from the extraordinary demand for homes in this market during that time. Each of our homebuilding operations, except Texas, experienced higher year-over-year average home selling prices during the 2005 first quarter. In addition, we received increased contributions to our bottom line from our relatively new divisions in Utah, Jacksonville and Texas."

Reece continued, "As stated previously, extreme wet weather conditions experienced in Southern California, Arizona and Nevada throughout the first quarter not only hampered our ability to close homes in the current quarter, but impaired development activities and community openings that will delay home closings originally anticipated in the 2005 second quarter. As a result, we do not expect to recover the number of home closings delayed from the first quarter until the latter half of this year. In addition, although the average selling price in our backlog increased from December 31, 2004 levels, much of this increase is the result of relatively higher orders taken in high-priced markets for homes that will not be delivered until late this year and early next year. This, combined with a higher relative number of expected home closings in the second quarter in Utah, Jacksonville, Texas and Arizona, should result in average selling prices in the 2005 second quarter that are only slightly higher than those realized in the same period in 2004. Despite these factors, we should produce earnings per share in the 2005 second quarter that exceed those produced in the comparable period a year ago."

Reece concluded, "We anticipate that our active community count will approach 300 by the end of the third quarter and should exceed 300 by the end of the year, which should support our continued growth and record earnings. This anticipated increase in active communities will be aided by the successful increase in our supply of lots owned and controlled to almost 41,000 at March 31, 2005, up 28% from last year. Our community growth primarily will be driven by new community openings in Nevada, Southern California, Phoenix and Colorado. Also, we plan to add communities in each of our new operations in Utah, Chicago, Florida and the Delaware Valley."

Operating profits from the Company's financial services business were \$2.8 million for the quarter ended March 31, 2005, compared with \$4.7 million for the same period in 2004. The reduction in first quarter profits primarily resulted from the more competitive mortgage pricing environment, which contributed to lower gains on sales of mortgage loans.

MDC, whose subsidiaries build homes under the name "Richmond American Homes," is one of the largest homebuilders in the United States. The Company also provides mortgage financing, primarily for MDC's homebuyers, through its wholly owned subsidiary HomeAmerican Mortgage Corporation. MDC is a major regional homebuilder with a significant presence in some of the country's best housing markets. The Company is the largest homebuilder in Colorado; among the top five homebuilders in Northern Virginia, suburban Maryland, Phoenix, Tucson, Las Vegas and Salt Lake City; and among the top ten homebuilders in Jacksonville, Northern California and Southern California. MDC also has established operating divisions in Dallas/Fort Worth, Houston, West Florida, Philadelphia/Delaware Valley and Chicago. For more information about our Company, please visit www.richmondamerican.com.

## Forward-Looking Statements

Certain statements in this release constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Such factors include, among other things, (1) general economic and business conditions; (2) interest rate changes; (3) the relative stability of debt and equity markets; (4) competition; (5) the availability and cost of land and other raw materials used by the Company in its homebuilding operations; (6) the availability and cost of performance bonds and insurance covering risks associated with our business; (7) shortages and the cost of labor; (8) weather related slowdowns; (9) slow growth initiatives; (10) building moratoria; (11) governmental regulation, including the interpretation of tax, labor and environmental laws; (12) changes in consumer confidence and preferences; (13) required accounting changes; (14) terrorist acts and other acts of war; and (15) other factors over which the Company has little or no control. Additional information about the risks and uncertainties applicable to the Company's business is contained in the Company's Form 10-K for the period ended December 31, 2004, which was filed with the Securities and Exchange Commission. All forward-looking statements made in this press release are made as of the date hereof, and the risk that actual results will differ materially from expectations expressed in this press release will increase with the passage of time. The Company undertakes no duty to publicly update any forwardlooking statements, whether as a result of new information, future events or otherwise. However, any further disclosures made on related subjects in our subsequent filings, releases or presentations should be consulted.

M.D.C. HOLDINGS, INC.
Condensed Consolidated Statements of Income
(In thousands, except per share amounts)

Three Months Ended March 31, 2005 2004

Homebuilding	\$921,330 \$748,864
Financial Services	11,598 14,448
Corporate	988 292
Total Revenues	\$933,916 \$763,604
NET INCOME	
Homebuilding	\$162,510 \$113,445
Financial Services	2,847 4,657
Operating Profit	165,357 118,102
Corporate general and	
administrative expense, net	(29,428) (18,284)
Income before income taxes	135,929 99,818
Provision for income taxes	(51,298) (38,917)
Net Income	\$84,631 \$60,901
EARNINGS PER SHARE	
Basic	\$1.95 \$1.44
Diluted	\$1.86 \$1.38

WEIGHTED-AVERAGE SHARES OUTSTANDING

42,306 Basic 43,458

Diluted 45,564 44,282

**DIVIDENDS DECLARED PER SHARE** \$.150 \$.087

> M.D.C. HOLDINGS, INC. **Business Segment Results** (In thousands)

> > Three Months Ended March 31, 2005 2004

**HOMEBUILDING** 

\$916,831 \$746,429 Home sales 1,296 Land sales 3,203 2,435 Other revenues

**Total Homebuilding Revenues** 921,330 748,864

Home cost of sales 656,780 551,024 Land cost of sales 790 Marketing 48,164 43,168 53,086 General and administrative 41,227 Total Homebuilding Costs and Expenses 758,820 635,419

Homebuilding Operating Profit 162,510 113,445

FINANCIAL SERVICES

527 Interest revenues 930 Origination fees 6,141 5,264 Gains on sales of mortgage servicing 678

616 Gains on sales of mortgage loans, net 3,247 6,777 Mortgage servicing and other 1,005 861 **Total Financial Services Revenues** 11,598 14,448

General and administrative 8,751 9,791

Financial Services Operating Profit 2,847 4,657

**Total Operating Profit** 165,357 118,102

CORPORATE

Interest and other revenues 988 292

Other general and administrative expenses (30,416) (18,576)

**INCOME BEFORE TAXES** \$135,929 \$99,818

### M.D.C. HOLDINGS, INC. Selected Financial Data

(Dollars in thousands, except per share amounts)

March 31, December 31, March 31, 2005 2004 2004

**BALANCE SHEET DATA** 

Stockholders' Equity

Per Share Outstanding \$34.72 \$32.80 \$25.45

Stockholders' Equity \$1,516,458 \$1,418,821 \$1,078,616 Homebuilding and Corporate Debt 746,392 746,310 497,748

Total Capital

(excluding mortgage

lending debt) \$2,262,850 \$2,165,131 \$1,576,364

Cash and Cash Equivalents \$226,834 \$408,150 \$99,079

Unrestricted Cash/Available Borrowing Capacity Under

Lines of Credit \$1,208,311 \$1,050,954 \$680,957

Ratio of Homebuilding and

Corporate Debt to Equity .49 .53 .46
Ratio of Homebuilding and
Corporate Debt to Capital .33 .34 .32
Ratio of Homebuilding and
Corporate Debt to Capital
(net of cash) .26 .19 .27

Housing Completed or

Under Construction Inventories \$904,474 \$851,628 \$794,943

Land and Land Under

Development Inventories \$1,307,240 \$1,109,953 \$847,282

Corporate and Homebuilding

Interest Capitalized Quarter Full Year Quarter

Interest Capitalized in

Inventories at Beginning

of Period \$24,220 \$20,043 \$20,043

Interest Incurred During

the Period 10,815 32,879 7,366

Interest in Home and

Land Cost of Sales

for the Period (7,294) (28,702) (6,362)

Interest Capitalized in

Inventories at End of Period \$27,741 \$24,220 \$21,047

Interest Capitalized as a

Percent of Inventories 1.3% 1.2% 1.3%

Three Months Ended March 31, 2005 2004

**OPERATING DATA** 

Interest in Home Cost of

Sales as a Percent of Home Sales Revenues 0.8% 0.8%

Homebuilding and Corporate SG&A as a

Percent of Home Sales Revenues 14.4% 13.8% Depreciation and Amortization \$9.994 \$8.930 Home Gross Margins 28.4% 26.2% After-Tax Return on Revenues 8.0% 9.1% After-Tax Return on Average Assets (Rolling 12 months ended) 16.8% 12.8%

After-Tax Return on Average Equity
(Polling 12 months and of)
32.3%

(Rolling 12 months ended) 32.3% 25.0%

### M.D.C. HOLDINGS, INC. Homebuilding Operational Data (Dollars in thousands)

March 31,	Decemb	oer 31, March 31,
2005	2004	2004

OTS	OWNED	$\Delta NID$	CONTROLLED
	OVVINLD	AIND	CONTINUELLO

Lots Owned	24,021	20,760	18,692
Lots Under Option	16,895	21,164	13,272
Homes Under Construction			
(including models)	6.056	5 573	5 106

### LOTS OWNED AND CONTROLLED BY MARKET

Arizona	10,814	11,151	7,477	
California	4,064	4,428	3,451	
Colorado	5,581	5,859	5,186	
Florida	3,979	3,574	1,081	
Illinois	873	711	45	
Maryland	1,803	1,856	1,721	
Nevada	5,464	5,775	5,880	
Philadelphia/Delaware Vall	ey	923	1,035	
Texas	2,150	2,336	2,399	
Utah	1,385	1,078	1,459	
Virginia	3,880	4,121	3,265	
Total Company	40,91	6 41,	924 31,	964

#### **ACTIVE SUBDIVISIONS**

Arizona	42	32	42	
California	28	22	25	
Colorado	55	53	55	
Florida	18	18	11	
Illinois	4	1		
Maryland	14	11	10	
Nevada	34	31	20	
Philadelphia/Delaware Valle	ey .	4	2	
Texas	24	24	20	
Utah	18	22	14	
Virginia	24	26	28	
Total Company	265	:	242	225

Three Months Ended March 31, 2005 2004

### AVERAGE SELLING PRICE PER HOME CLOSED

Arizona	\$203.3	\$191	.0
California	518.5	386.9	9
Colorado	282.5	261.	.5
Florida	186.4	170.6	
Illinois	401.9		
Maryland	423.7	419	.5
Nevada	288.8	206.	.6
Texas	155.1	161.6	5
Utah	212.9	174.4	
Virginia	484.2	408.2	!
Company Average	\$29	0.3	\$256.5

M.D.C. HOLDINGS, INC. Homebuilding Operational Data (Dollars in Thousands)

Orders For Homes, net (units)	Three Mon March 3		2004
Arizona California Colorado Florida Illinois Maryland Nevada Philadelphia/Delaware Valley Texas Utah Virginia Total	1,152 531 664 320 29 145 750 321 248 343 4.546	910 826 691 109  124 1,030 43 271 176 292 4,429	
Cancellation Rate	20.2	,	.6%
Homes Closed (units) Arizona California Colorado Florida Illinois Maryland Nevada Philadelphia/Delaware Valley Texas Utah Virginia	796 386 448 295 5 74 609 165 168 212	870 476 478 71  70 568  70 104 203	
Total	3,158	2,910	

	March 31, D	ecember :	31. Marcl	า 31.
Backlog (Units)	2005	2004		
Arizona	2,499	2,143	1,373	
California	952	807	1,469	
Colorado	908	692	947	
Florida	663	638	142	
Illinois	42	18		
Maryland	296	225	323	
Nevada	887	746	1,348	
Philadelphia/Delaware	Valley	66	23	
Texas	412	256	344	
Utah	369	289	223	
Virginia	799	668	943	
Total	7,893	6,505	7,112	

Backlog Estimated Sales Value \$2,430,000 \$1,920,000 \$2,080,000

Estimated Average Selling

Price of Homes in Backlog \$307.9 \$295.2 \$292.5

SOURCE: M.D.C. Holdings, Inc.

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Web site: <a href="https://www.richmondamerican.com/">https://www.richmondamerican.com/</a>

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