

2023  
M.D.C. Holdings, Inc.  
November 2023

# INVESTOR PRESENTATION

# Forward Looking Statements



Certain statements in this release, including any statements regarding our business, financial condition, results of operation, cash flows, strategies and prospects, 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 MDC 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 conditions, changes in consumer confidence, inflation or deflation and employment levels; (2) changes in business conditions experienced by MDC, including cancellation rates, net home orders, home gross margins, land and home values and subdivision counts; (3) changes in interest rates, mortgage lending programs and the availability of credit; (4) changes in the market value of MDC's investments in marketable securities; (5) uncertainty in the mortgage lending industry, including repurchase requirements associated with HomeAmerican Mortgage Corporation's sale of mortgage loans (6) the relative stability of debt and equity markets; (7) competition; (8) the availability and cost of land and other raw materials used by MDC in its homebuilding operations; (9) the availability and cost of performance bonds and insurance covering risks associated with our business; (10) shortages and the cost of labor; (11) weather related slowdowns and natural disasters; (12) slow growth initiatives; (13) building moratoria; (14) governmental regulation, including orders addressing the COVID-19 pandemic, the interpretation of tax, labor and environmental laws; (15) terrorist acts and other acts of war; (16) changes in energy prices; and (17) other factors over which MDC has little or no control. Additional information about the risks and uncertainties applicable to MDC's business is contained in MDC's Form 10-Q for the quarter ended September 30, 2023.

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. MDC undertakes no duty to update publicly any forward-looking 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 webcasts should be consulted.

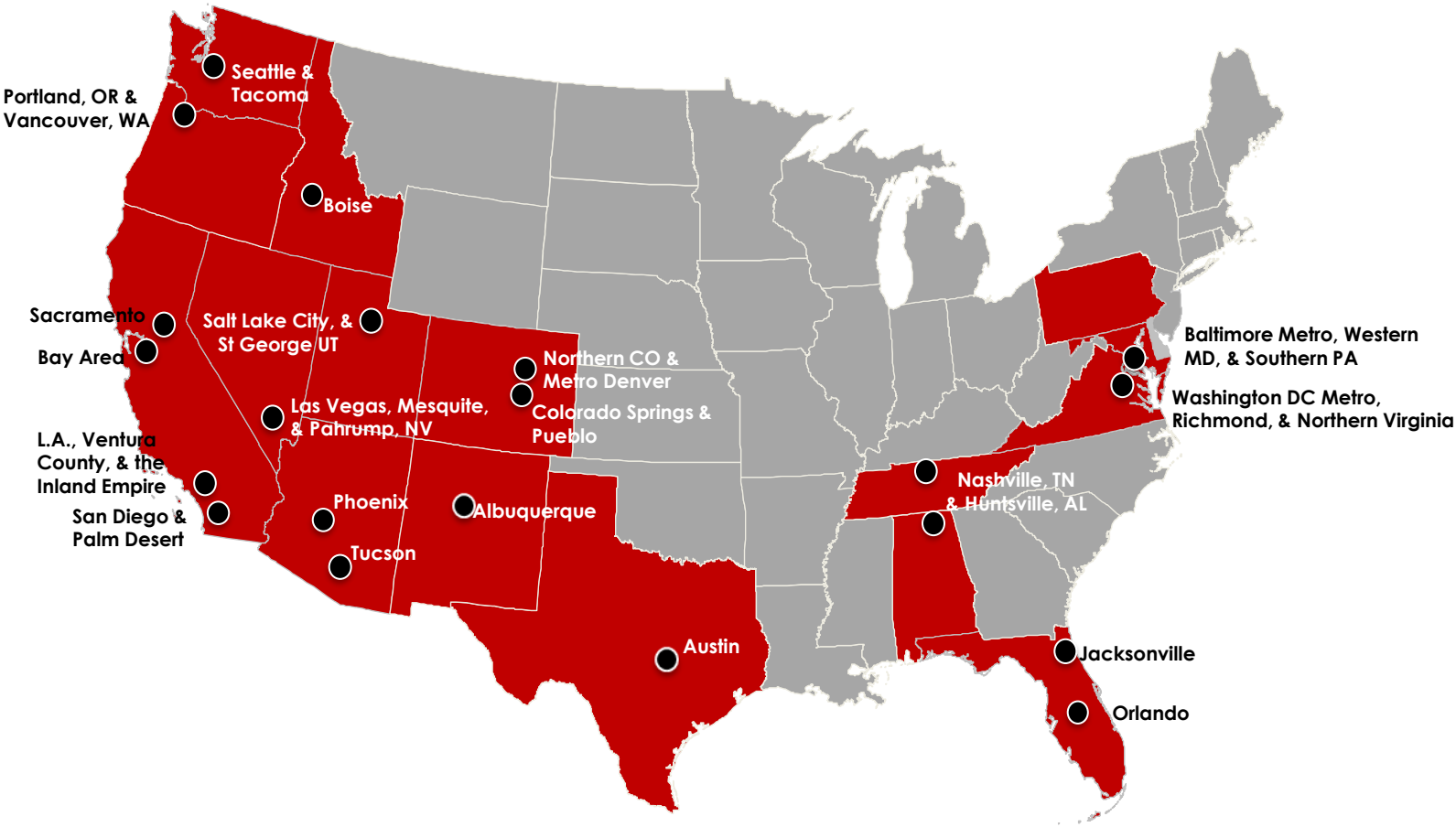


# Company Overview



Founded in 1972, M.D.C. Holdings, Inc. is one of the leading homebuilders in the United States. Through our Richmond American Homes subsidiaries, we've helped over 240,000 buyers move into new, quality homes across the country.

Building in **34** Markets and **16** States



	AZ	NM	CA	NV	OR	WA	CO	UT	ID	FL	Mid-Atl	TEN	TEX	Total
LTM Deliveries	1,908	17	1,660	754	70	257	1,791	391	41	990	402	35	66	8,382
% of Total	22.8%	0.2%	19.8%	9.0%	0.8%	3.1%	21.4%	4.7%	0.5%	11.8%	4.8%	0.4%	0.8%	
LTM ASP ('000s)	\$458	\$394	\$658	\$515	\$645	\$667	\$654	\$592	\$515	\$425	\$584	\$466	\$383	\$560

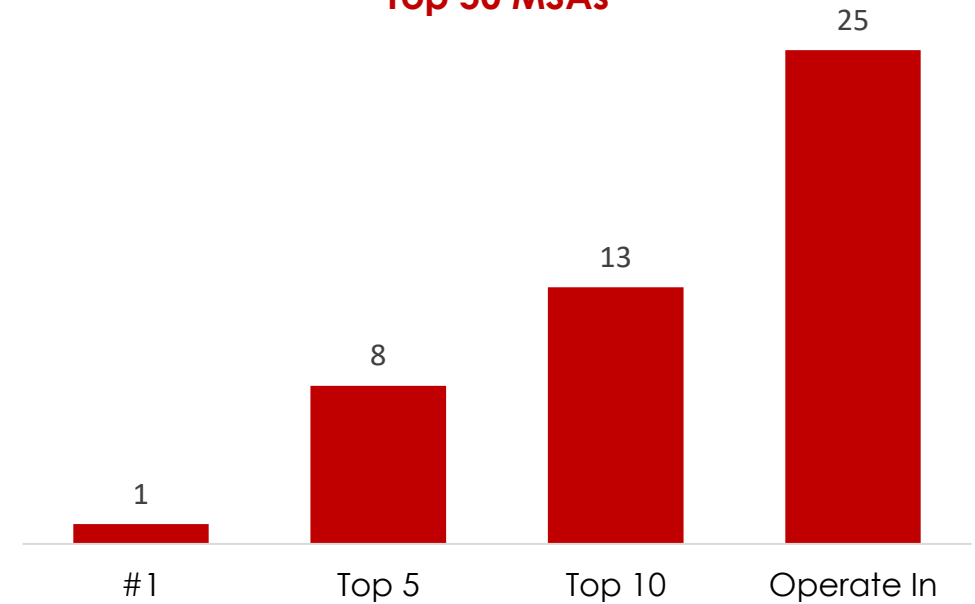
Data as of September 30, 2023

# Market Share Highlights\*

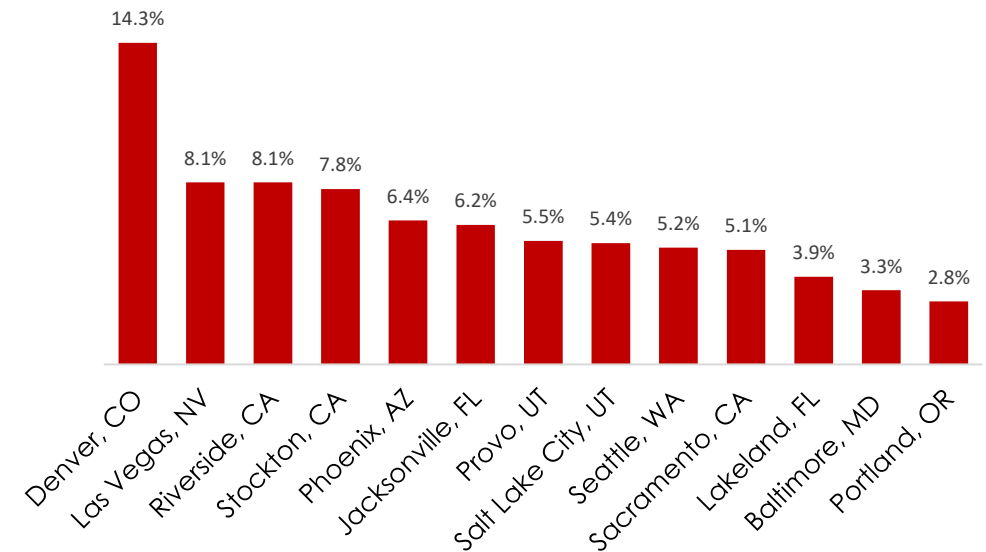


- 11th largest U.S. home builder based on closing volume and 9<sup>th</sup> largest U.S. home builder based on home sale revenues
- Our 34 Markets cover 50% of the top 50 MSAs
- We are a top 10 homebuilder in 13 of the top 50 MSAs
- Significant growth opportunity remains across these large MSAs

Top 50 MSAs



Market Share







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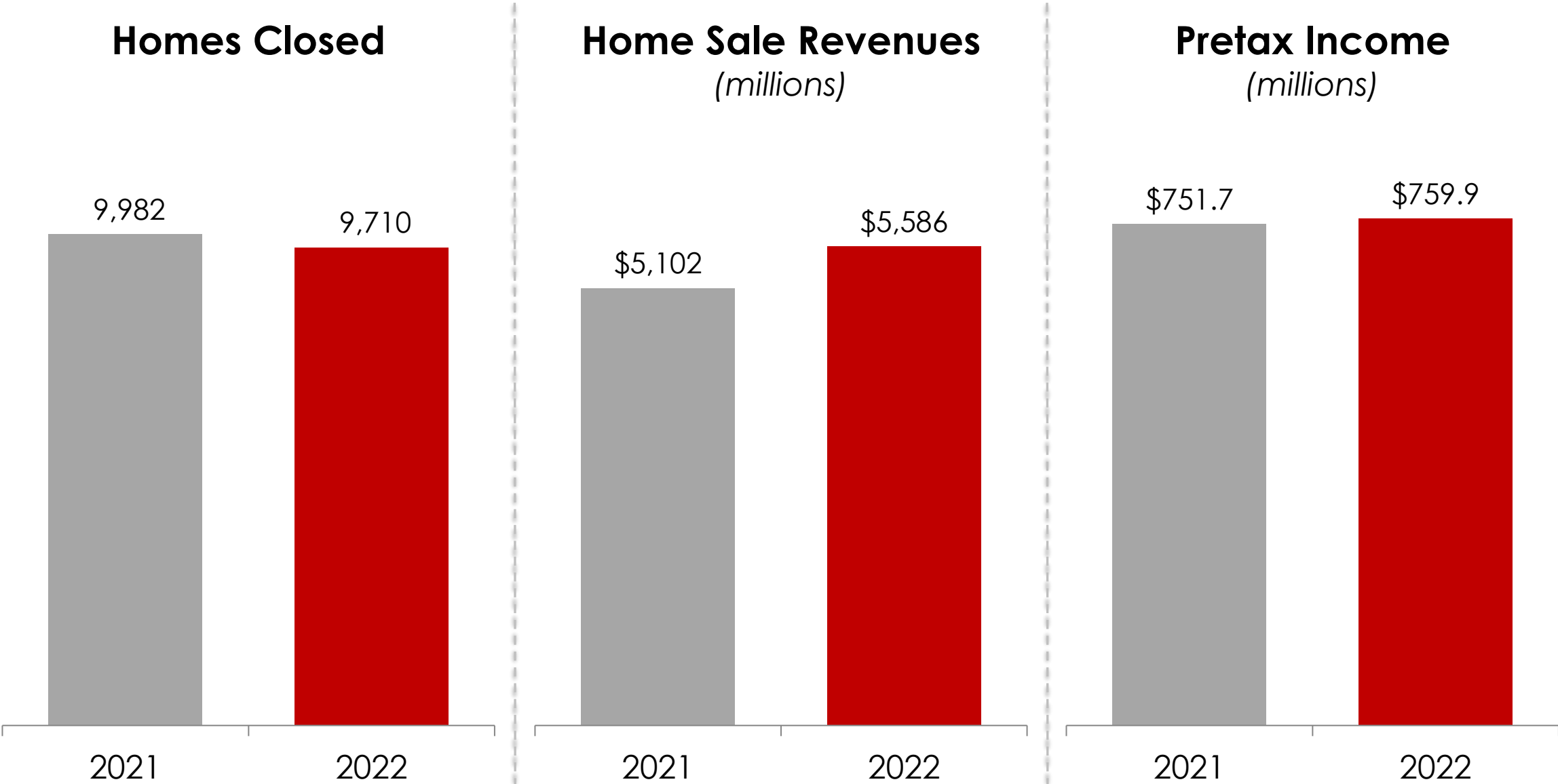
# Recent Financial Highlights

20  
23

INVESTOR  
PRESENTATION



# 2022 Full-Year Results



*Record home sale revenues helped drive pretax income growth in 2022*

# Quarterly Results – Q3 2023



(\$ in millions)	Q3 2023	Q3 2022	% Change
Homes Closed	1,968	2,387	18%
Homes Sales Revenue	\$1,087.1	\$1,407.6	23%
Homebuilding Pretax Income	\$127.4	\$168.2	24%
Financial Services Pretax Income	\$12.4	\$17.6	29%
Net Income	\$107.3	\$144.4	26%
Gross Margin	19.2%	22.7%	350 bps
Gross Margin (excluding impairments)*	19.7%	24.7%	500 bps
Ending Active Subdivisions	235	220	7%
Gross Orders	2,227	1,569	42%
Cancellation Rate**	23.9%	80.9%	5,700 bps
Backlog Units	2,775	5,338	48%
Spec Inventory Units	2,681	1,082	148%

\* See appendix for reconciliation of non-GAAP measures

\*\* Cancellation rate as a % of gross orders







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# Competitive Advantage and Strategic Focus

20  
23

INVESTOR  
PRESENTATION



# The MDC Difference



## How MDC is Different

### BUILT FOR SUCCESS THROUGH THE HOUSING CYCLE

- ✓ Strong balance sheet
- ✓ Target a 2-3 years land supply
- ✓ Industry leading dividend
- ✓ No Senior Note maturities until 2030



## Why It Matters

We're focused on homebuilding, not land speculation, which positions us to withstand, and ultimately benefit from, downturns

Allows us to reward shareholders with an industry leading dividend, which has remained consistent / increased each year since 1994

### DIVERSE PRODUCT MIX WITH A CONTINUED FOCUS ON THE AFFORDABLE SEGMENT

- ✓ Appeal to a number of buyer demographics
- ✓ Benefitting from the millennial homebuying wave
- ✓ Moving down in price without sacrificing quality or design elements



Unique products help differentiate us from peers

Attracts both new homebuyers and move down buyers focused on affordability

Provides our homebuyers with a variety of home plans that fit their lifestyle as well as their budget

### BUILD-TO-ORDER & QUICK MOVE-IN PRODUCT

- ✓ Build-to-order allows for personalization
- ✓ Increasing mix of quick move-in inventory to align with current consumer preferences
- ✓ Continuing to offer build-to-order homes differentiates us in the market as more builders move to a spec only strategy



Personalization is important to many homebuyers and generally leads to higher margin sales

Quick move-in inventory allows homeowners to close in 30-60 days and provides certainty as to monthly payment upon closing

Build-to-order preferences help inform options and upgrades incorporated into quick move-in inventory





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# Built for Success Through the Housing Cycle

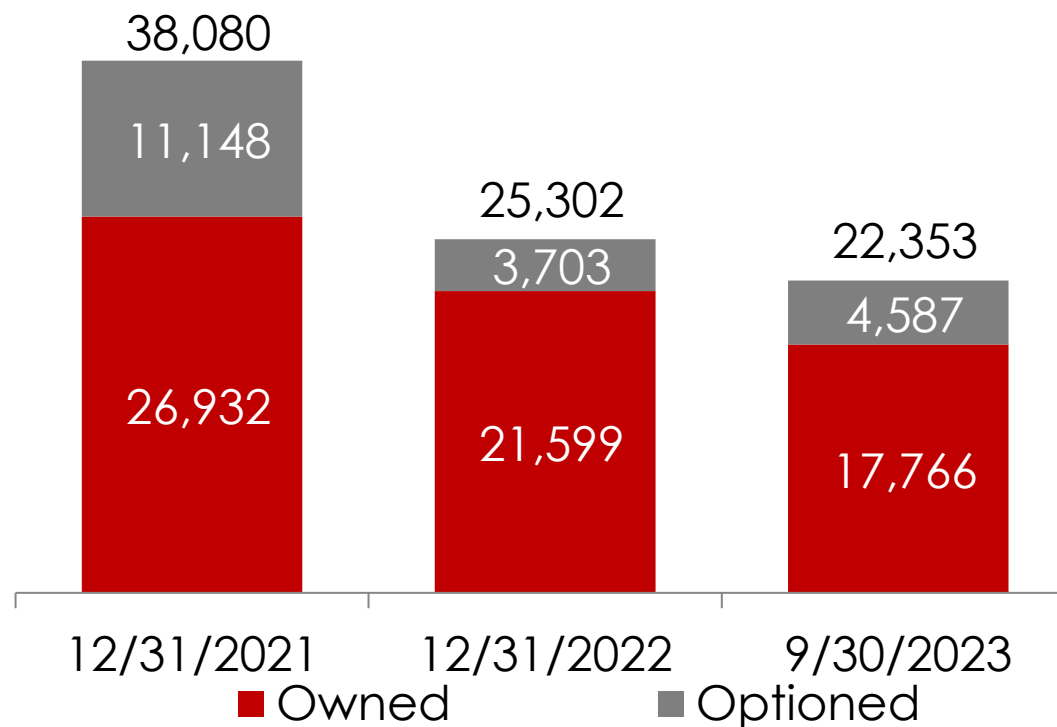
20  
23

INVESTOR  
PRESENTATION



# Land Strategy

- Target 2-3 year land supply
- No land banking or “mothballed” communities
- Carefully managed to reduce exposure to industry cycles
- Land approval activity increasing with over 2,300 lots approved for purchase during Q3 2023



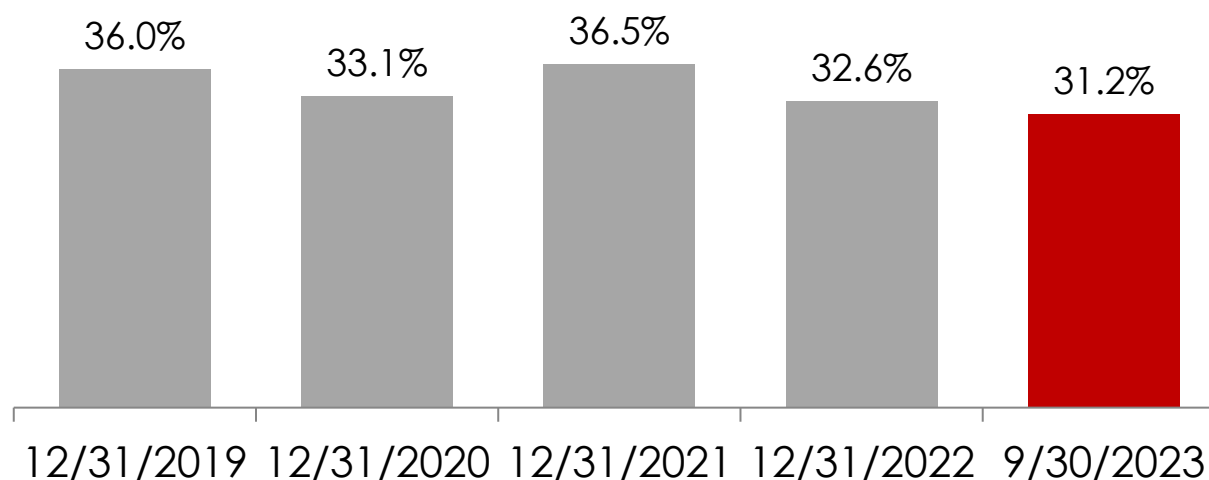
# Strong Balance Sheet



Financial position remains strong as of September 30, 2023:

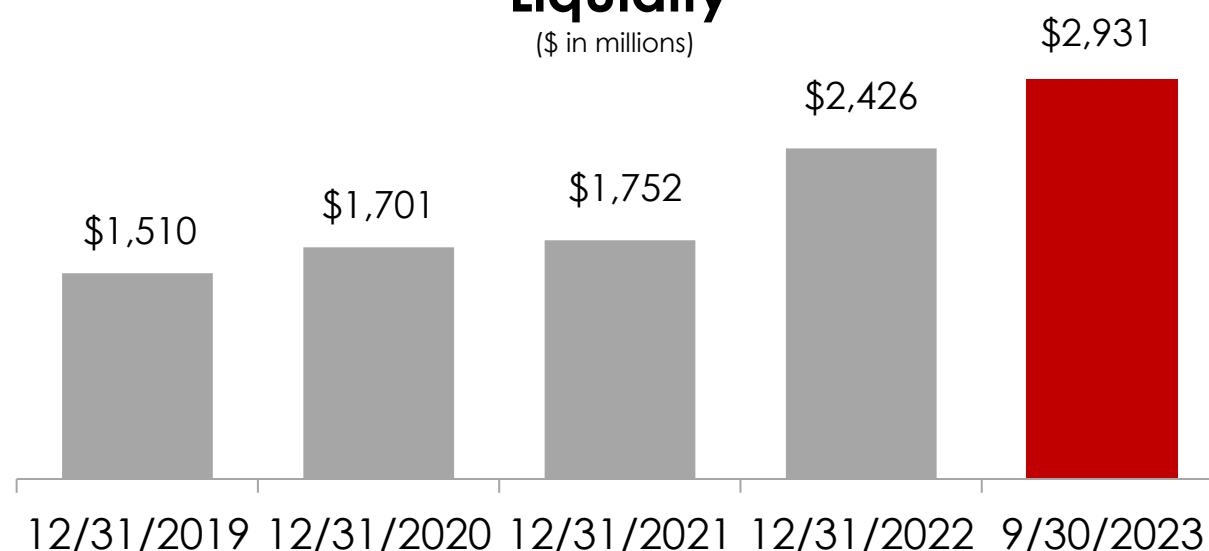
- Total cash & cash equivalents and marketable securities of \$1.78 billion
- Debt to capital ratio of 31.2% and a net debt to capital ratio\* of -9.7%
- No senior notes due until January 2030 and a weighted average maturity of over 18 years
- Book value per share of \$44.10

## Debt to Capital



## Liquidity

(\$ in millions)





## Senior/Corporate Credit Ratings

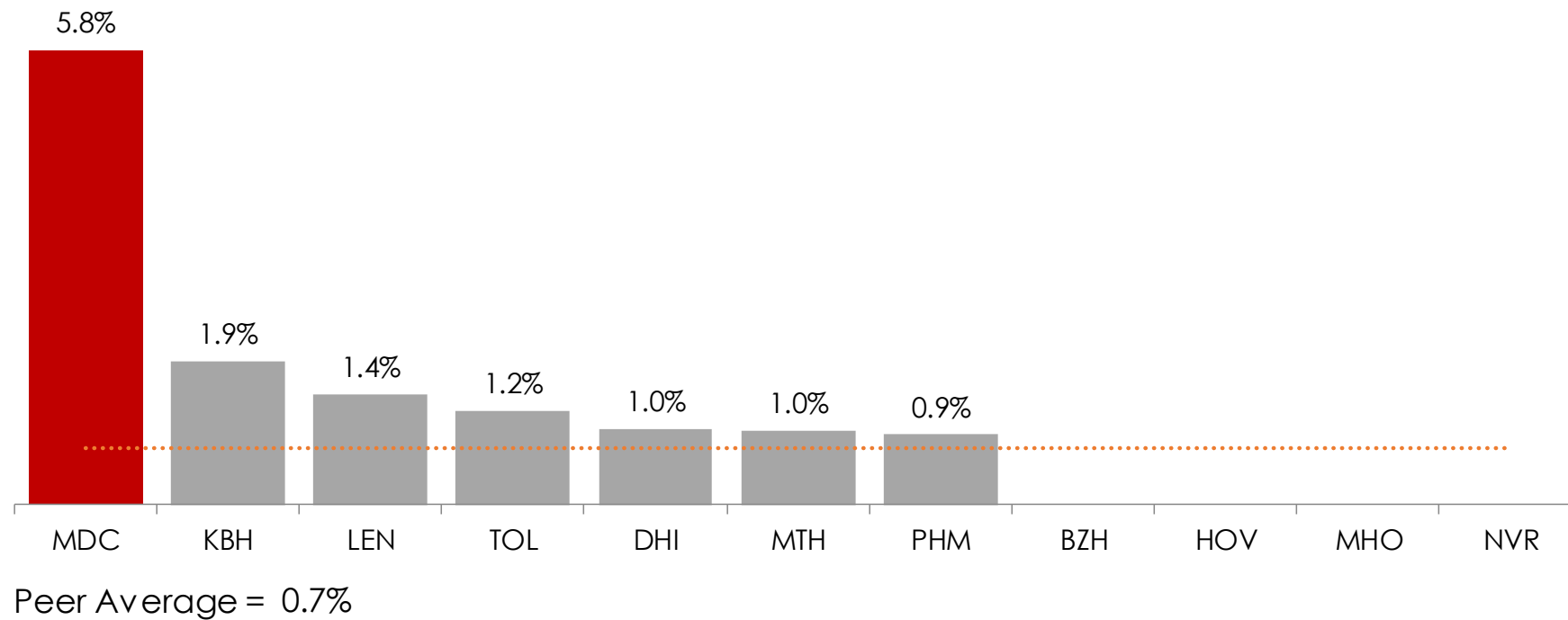
Fitch Inc.	BBB-	Stable
S&P Global	BBB-	Stable
Moody's	Ba1	Stable

Credit ratings among the industry's best, further demonstrating our disciplined approach and strong financial position

# Industry Leading Dividend Yield



Cash dividend uninterrupted since 1994 and quarterly cash dividend up over 150% since 2017



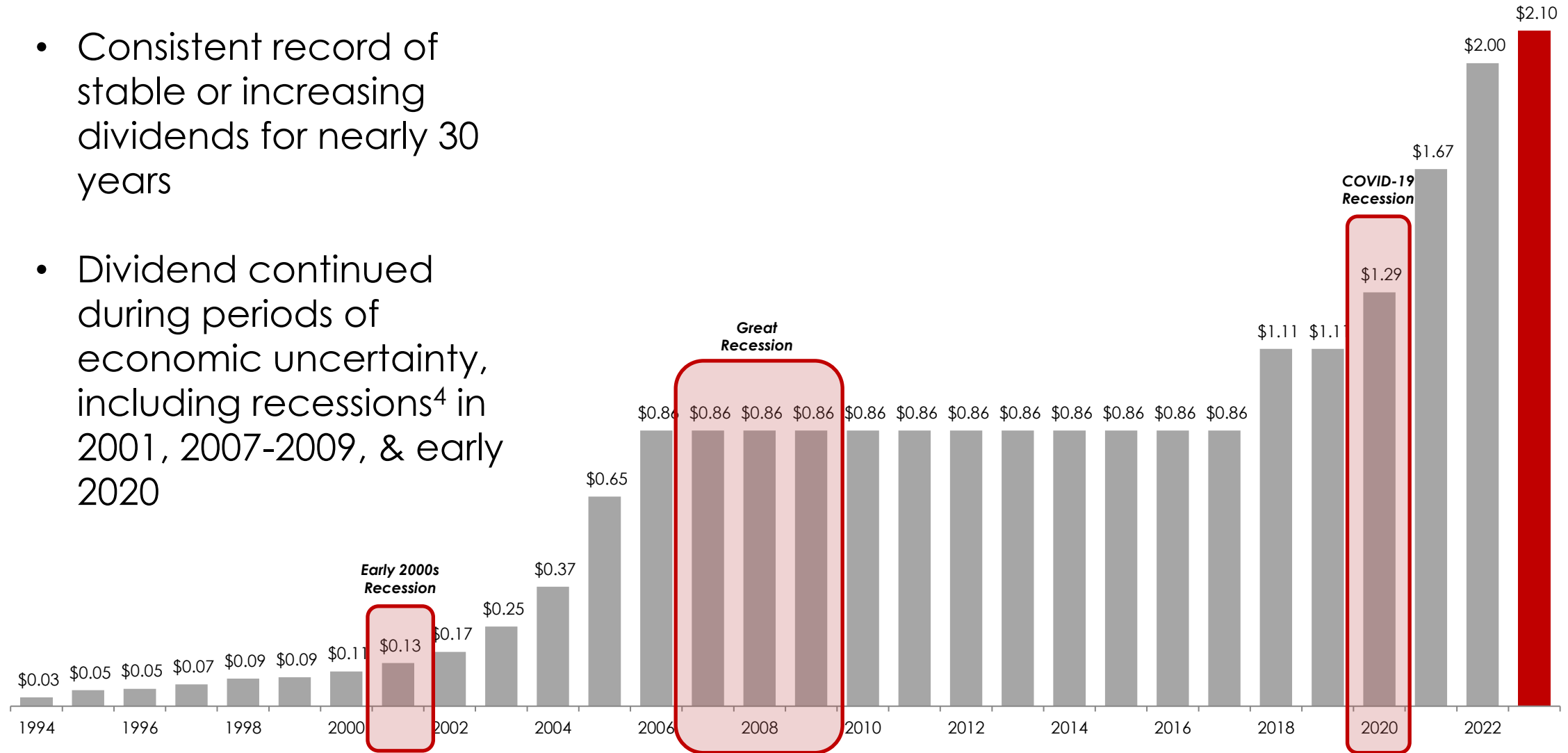
Quarterly cash dividend of \$0.55 (\$2.20 annualized) declared in October 2023



# Consistent Cash Dividend <sup>1,2,3</sup>



- Consistent record of stable or increasing dividends for nearly 30 years
- Dividend continued during periods of economic uncertainty, including recessions<sup>4</sup> in 2001, 2007-2009, & early 2020



1. Annual cash dividends paid adjusted for stock dividends

2. Cash dividend declared YTD as of 10/26/2023 is \$2.10

3. \$1.00 in 2013 dividends paid during the year ended 12/31/2012 in lieu of declaring and paying dividends during calendar year 2013

4. Source: Hamilton, James, Dates of U.S. recessions as inferred by GDP-based recession indicator [JHDUSRGDPBR], retrieved from FRED, Federal Reserve Bank of St. Louis; <https://fred.stlouisfed.org/series/JHDUSRGDPBR>, August 14, 2022

# Diverse Product Mix with a Focus on Affordability

20  
23

INVESTOR  
PRESENTATION



# MDC's Affordable Product Approach



- Smaller floor plans
- Value-engineered but still high-quality construction
- High-quality structural features included
- Variety of product and home plans to fit both lifestyle and budget
- Appeal to multiple generations, in particular: baby boomers and millennials

## U.S. Population by Generation



# Product Spotlight





# Product Spotlight



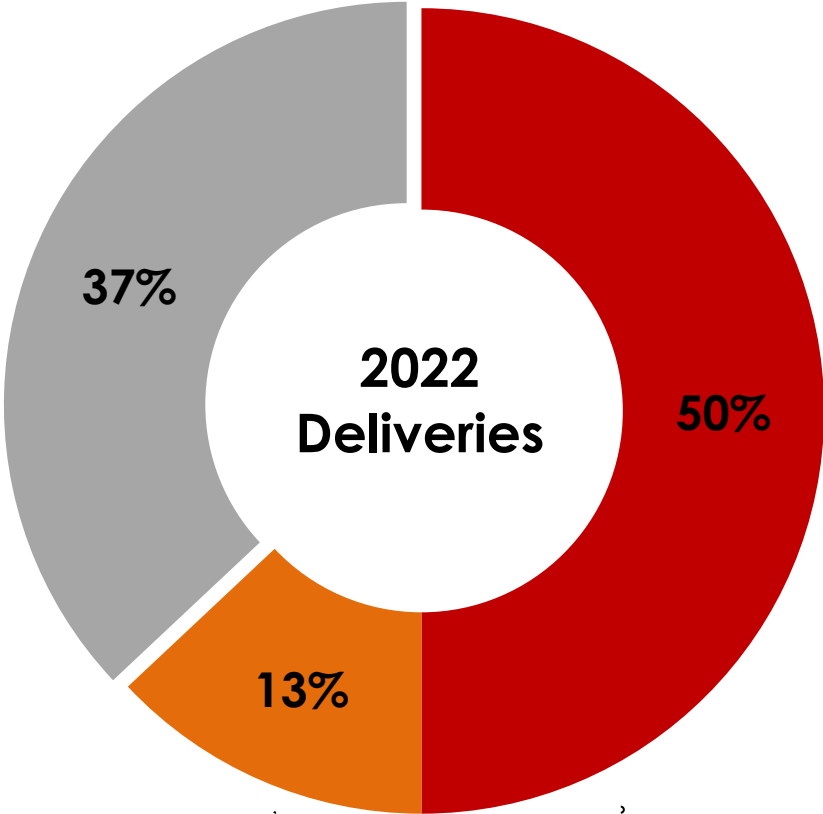
**ULTRAGARAGE®**  
BY RICHMOND AMERICAN



RICHMOND AMERICAN  
**urban**  
COLLECTION™



# Product Mix



■ Seasons ■ Other Affordable ■ Traditional Single Family Detached







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# Build-to-Order and Quick Move-in Product

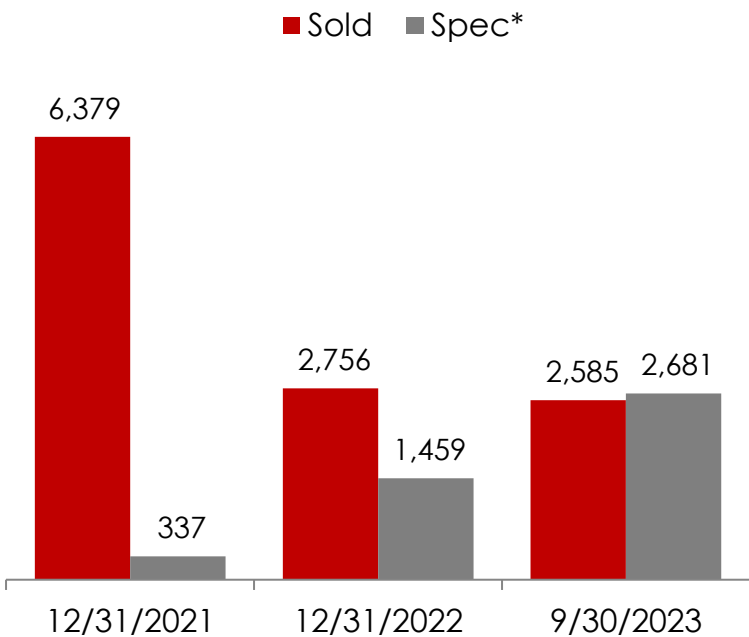
20  
23

INVESTOR  
PRESENTATION

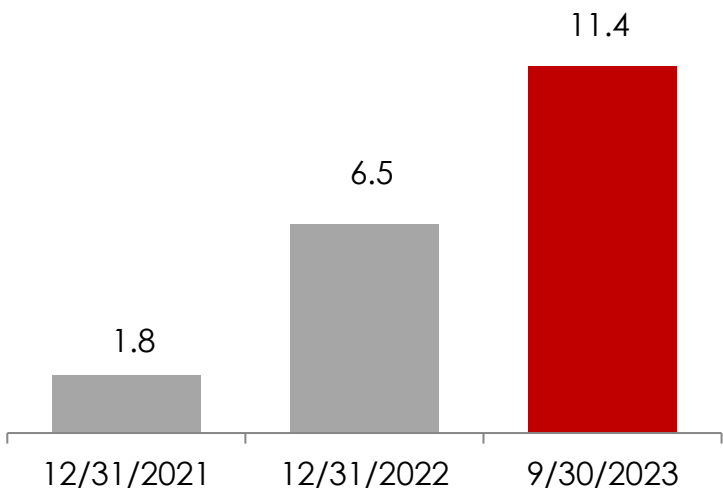
# Quick Move-in Product

- Quick move-in product allows homebuyers to close in 30-60 days
- Provides homebuyers certainty as to their ultimate mortgage rate at closing
- Provides inventory needed to satisfy current consumer preferences
- Will help reduce cycle times and cancellation activity and in turn drive improved inventory turnover
- Quick move-in homes include finish details selected by members of our professional design team

Work-in-Process Units



Specs per Active Subdivision



\* Speculative Work-in-Process Units exclude models



- Every finish detail you'll see in a quick move-in home by Richmond American was selected with care by members of our professional design team
- Design teams have expertise on the finishes, features and options that are in highest demand
  - From flooring and faucets to cabinetry and countertops
  - Use of expert insight to create inviting homes with timeless appeal



# MDC's Distinct Build-to-order Model



- Distinct build-to-order strategy is a key differentiator for MDC
- Ability to select a lot, plan and options helps create an end-to-end “customer experience”
- In-house merchandising and marketing teams highlight design through model home presentation
- Increased deposit requirements limit cancellation risk while still providing an option for buyers who want to personalize their home







- Step-by-step design assistance for our Build-to-order buyers
- Hundreds of fixture and finish options
- Higher margin products enhance gross margin from home sales
- Comprise approximately 8% of home sale revenues (with approximately another 7% from structural options)\*
- Ability to analyze customer preferences and quickly adjust pricing based on customer demand

\*For the three months ended 9/30/2023

HOME GALLERY™  
BY RICHMOND AMERICAN

# End-to-End Customer Experience



End-to-end customer experience creates multiple consumer touch points and drives incremental revenue through Home Gallery Design Studios, as well as our homebuyer financial service businesses highlighted below:

- HomeAmerican Mortgage Corporation
  - Originates mortgage loans for our homebuyers\*
- American Home Title and Escrow Company
  - Provides title agency services to our homebuyers and homebuilding subsidiaries in select markets\*
- American Home Insurance Agency, Inc.
  - Provides third-party insurance products to homebuyers\*

\* The Richmond American Homes companies (RAH), HomeAmerican Mortgage Corporation (HMC), American Home Title and Escrow Company (AHT), and American Home Insurance Agency, Inc. (AHI) are owned, directly or indirectly, by M.D.C. Holdings, Inc. and, therefore, are affiliated companies. RAH, HMC, AHT, and AHI offer services independently of each other, and if a customer obtains a product or service from one company, the customer is not required to utilize the services of, or obtain products from, the other companies





# Financial Service Businesses



- Profitable complementary homebuyer services
- \$132 million in revenues and \$68 million in pretax income in 2022
- Homebuyer capture rate of approximately 64% for HomeAmerican Mortgage Corporation in 2022
- Recurring income streams generated by American Home Insurance Agency







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# Outlook & Other Selected Information

20  
23

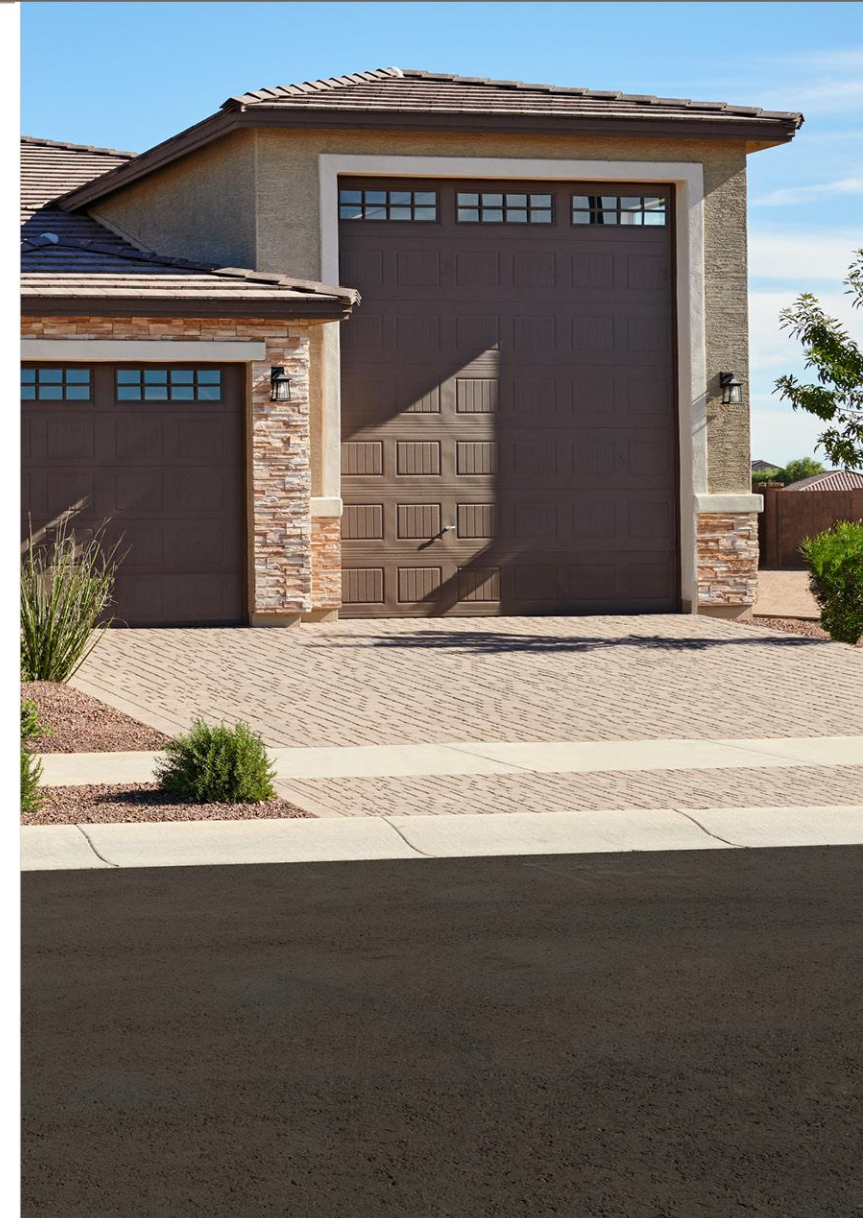
INVESTOR  
PRESENTATION



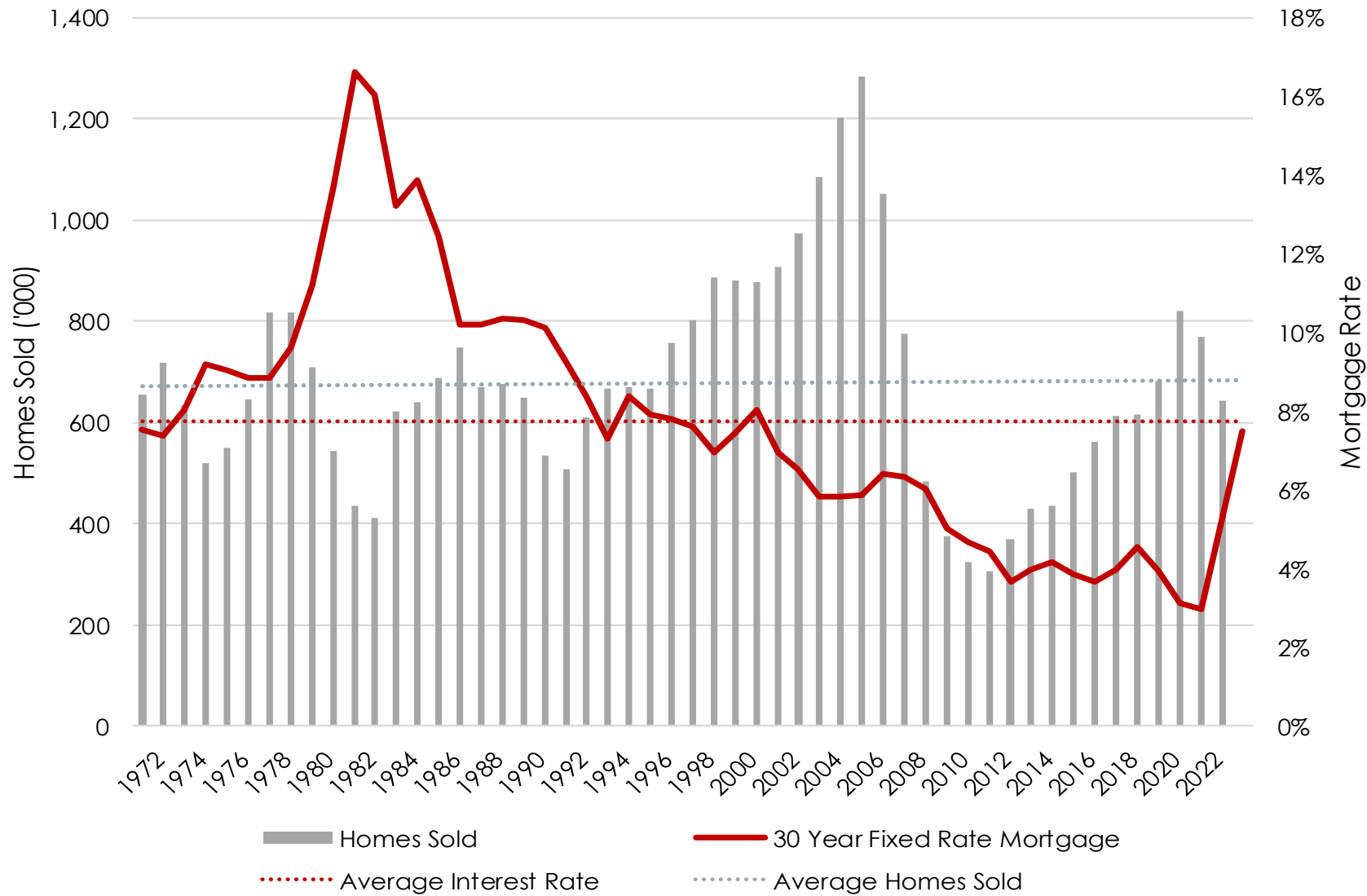
# 2023 Outlook & Other Selected Information<sup>1</sup>

ULTRAGARAGE®

- Projected home deliveries for the 2023 fourth quarter between 2,200 and 2,400
  - Projected average selling price for 2023 fourth quarter unit deliveries of between \$545,000 and \$555,000
  - Projected gross margin from home sales for the 2023 fourth quarter between 18.0% and 19.5% (assuming no impairments or warranty adjustments)
- Active subdivisions at September 30, 2023 of 235, up 7% year-over-year
- Lots controlled of 22,353 at September 30, 2023, down 24% year-over-year
- Quarterly Cash Dividend of fifty-five cents (\$0.55) per share declared on October 23, 2023
  - Consistent record of stable or increasing dividends for nearly 30 years



# New Home Sales vs. Interest Rates



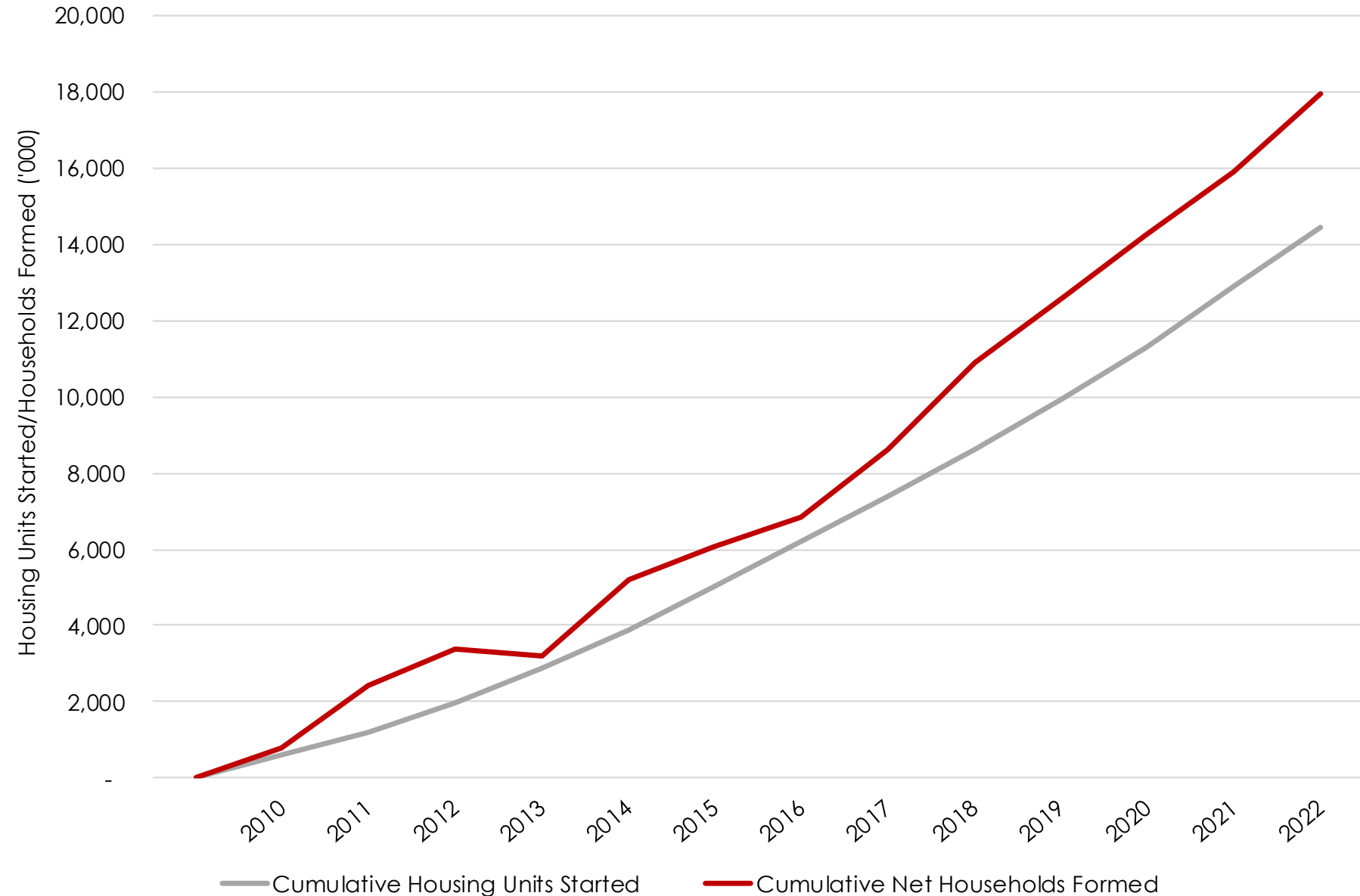
- New home sales between 2008 and 2018 remained below the long-term average
- Current 30 year fixed mortgage interest rate consistent with the average of the last 50 years
- Strong demand for new homes has existed during periods of time with much higher interest rates



# U.S. Household Formation vs. Annual Housing Units Started



- Growth in household formation since the great recession has consistently outpaced housing units started
- 18.0 million households formed and only 14.5 million housing units started\* between 2010 and 2022
- The gap between housing starts and households formed after the great recession continues to expand and stands at 3.5 million as of the end of 2022



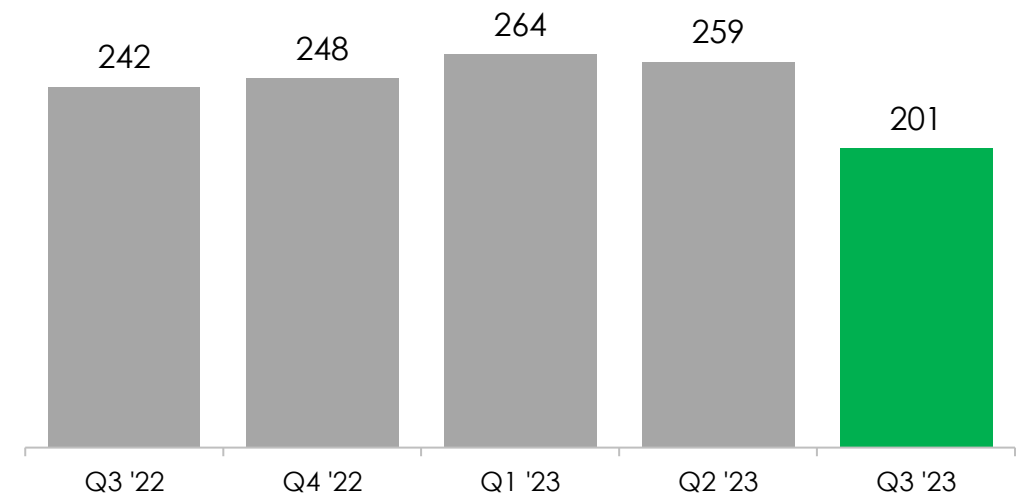
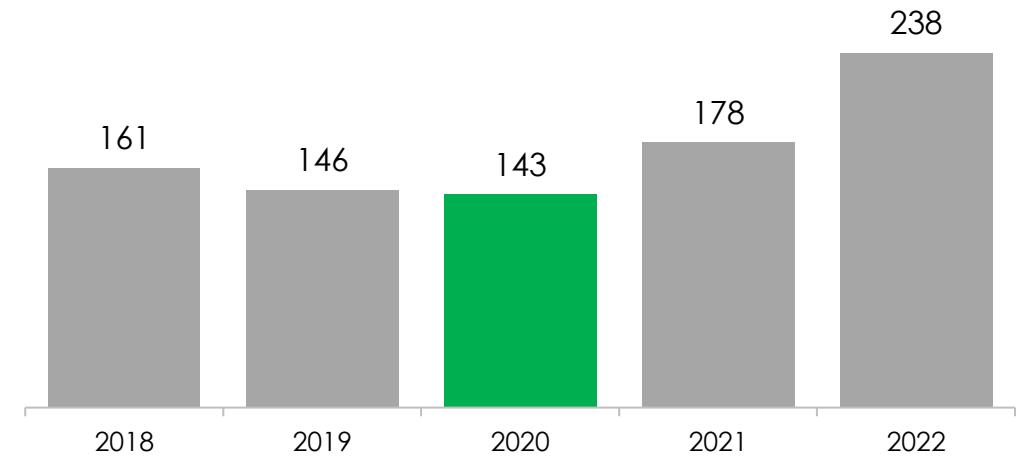
Data: U.S. Census Bureau, FRED, Federal Reserve Bank of St. Louis

\*Housing Unit, as defined for purposes of this data, is a house, an apartment, a group of rooms, or a single room intended for occupancy as separate living quarters. (In accordance with this definition each apartment in an apartment building is counted as one housing unit)

# Construction Start to Finish Cycle Times <sup>1</sup>



- Current cycle times provide opportunity for improved inventory turnover and enhanced return metrics moving forward for both our build-to-order and quick move-in products
- Q3 2023 saw significant improvement in the average construction time for homes that closed in the quarter, driven by improved supply chain conditions and material availability
- We expect build times to continue to trend down based on the projected build times of our homes under construction







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# Appendix – Company Leaders

20  
23

INVESTOR  
PRESENTATION

# MDC Senior Executives



**Larry A. Mizel** *Founder/Executive Chairman*

Mr. Mizel provides leadership and judgment, while advancing the long-term interests of the company's shareholders. As founder, and one of the most experienced leaders in the homebuilding industry, his knowledge and foresight provide invaluable guidance.



**David D. Mandarich** *President/CEO/Director*

A skilled and experienced leader in the homebuilding industry, Mr. Mandarich has been with the company since 1977. He provides seasoned judgment, industry knowledge and a keen understanding of the company's homebuilding business and operations.



# MDC Senior Executives



**Robert N. Martin**

*Senior Vice President & CFO*

Mr. Martin started his career in public accounting with Arthur Andersen LLP. Since 2002, he has served a variety of leadership roles at MDC, with direct oversight over the company's accounting, finance, tax, investor relations, information technology, treasury and planning and analysis functions.



**Krista Montgomery**

*Senior Vice President & Chief Human Resources Officer*

Ms. Montgomery assumed the role of Senior Vice President and Chief Human Resources Officer in March 2022 after serving the Company for 17 years in a variety of leadership roles, including Vice President of Human Resources. Ms. Montgomery previously held human resources positions at Qwest Communications (now CenturyLink) and Vercuity.



**David Viger**

*Chief Operating Officer,  
Richmond American Homes*

Mr. Viger has a 16-year tenure at Richmond American Homes, serving in many capacities. He started as an Assistant Superintendent and climbed the ranks to become a Regional Division President before taking on his current role. A retired lieutenant in the Navy, David earned a B.S. from the U.S. Naval Academy and previously played for the NFL.



**Michael Kaplan**

*Senior Vice President &  
General Counsel*

Mr. Kaplan became Senior Vice President & General Counsel in October 2022. He is a seasoned business leader with over 25 years of experience. Prior to joining MDC Holdings, Mr. Kaplan served as Executive Vice President & Chief Legal Officer for Red Robin Gourmet Burgers, Inc. and Senior Vice President, General Counsel, Chief Compliance Officer and Chief Security Officer at StandardAero.

# Corporate/National Leadership



*Increasingly diverse senior leadership team with an average of 14 years experience at the Company*



**Sara Bechtold**  
*Vice President,  
Merchandising  
Operations*  
Tenure: 20 years



**Paul Evans**  
*Vice President –  
Real Estate*  
Tenure: 2 years



**Stacy Givens**  
*Vice President,  
Finance & Business  
Operations*  
Tenure: 10 years



**David Kenyon**  
*Vice President,  
Division  
Accounting*  
Tenure: 10 years



**Ben Clarke**  
*Vice President,  
National Sales, Home  
Gallery, Options*  
Tenure: 18 years



**Joe Fretz**  
*Vice President,  
Corporate  
Counsel &  
Secretary*  
Tenure: 20 years



**Andrew Harris**  
*Senior Vice  
President, National  
Construction*  
Tenure: 27 years



**Derek Kimmerle**  
*Vice President,  
Chief Accounting  
Officer*  
Tenure: 5 years



**Michelle Class**  
*Director of  
Architecture*  
Tenure: 19 years



**Sean Gavan**  
*Vice President –  
National Purchasing*  
Tenure: 4 years



**Lud Jones**  
*Vice President,  
Treasurer*  
Tenure: 36 years



**Debbi Kovacs**  
*Director of Risk  
Management*  
Tenure: 27 years



# Corporate/National Leadership



**Tracie Major**  
*Vice President,  
Corporate  
Accounting*  
*Tenure: 20 years*



**Christy Ross**  
*Vice President,  
National  
Marketing*  
*Tenure: 13 years*



**Tanya Stephens**  
*Vice President –  
Merchandising  
Design*  
*Tenure: 13 years*



**Clare Wilson**  
*Senior Director of  
Treasury*  
*Tenure: 9 months*



**Kara Mitchell**  
*Vice President,  
Business Solutions*  
*Tenure: 8 years*



**Scott Rust**  
*Vice President, IT  
Operations*  
*Tenure: 11 years*



**Rick Thomas**  
*Vice President –  
Real Estate*  
*Tenure: 2 years*



**Joe Morrissey**  
*Vice President, Tax*  
*Tenure: 2 years*



**Jamie Sporrer**  
*Vice President,  
Internal Audit*  
*Tenure: 18 years*



**Sarah Underwood**  
*Senior Director of  
Finance*  
*Tenure: 17 years*

# Other Homebuilding Leadership



**Jack Gallagher**  
*Regional President, Mid-Atlantic, Orlando, Jacksonville, and Nashville*  
*Tenure: 18 years*



**Natasha Gandhi**  
*Sr. Division President, Northern, Central and Southern Colorado*  
*Tenure: 4 years*



**Michael IlesCremieux**  
*Regional President, Phoenix West, Phoenix East, Tucson, Albuquerque, and Texas*  
*Tenure: 6 years*



**Paul Peterson**  
*Regional President, Utah, Idaho, Washington, and Oregon*  
*Tenure: 7 years*



# Other Financial Services Leadership



**David Buescher**  
*President*  
*HomeAmerican*  
*Mortgage*  
*Corporation*  
*Tenure: 4 months*



**Stephen McQueen**  
*Senior Vice*  
*President, Finance*  
*HomeAmerican*  
*Mortgage*  
*Corporation*  
*Tenure: 10 years*



**Jennifer Prom**  
*Chief Compliance*  
*Officer, Mortgage*  
*Counsel*  
*HomeAmerican*  
*Mortgage*  
*Corporation*  
*Tenure: 5 years*



**Pat Rice**  
*President*  
*American Home*  
*Title & Escrow*  
*Company*  
*Tenure: 24 years*



**Kevin Yamane**  
*Senior Vice President,*  
*Secondary Marketing*  
*HomeAmerican*  
*Mortgage*  
*Corporation*  
*Tenure: 1 year*



# Appendix – Reconciliation of Non-GAAP Financial Measures

20  
23 INVESTOR  
PRESENTATION



# Reconciliation of Non-GAAP Financial Measures



“Net debt” and “net capital” are non-GAAP financial measures, and should not be considered in isolation or as an alternative to performance measures prescribed by GAAP. The table below reconciles “net debt” and “net capital” to debt and capital as calculated based on GAAP. We believe the ratio of net debt to net capital, also known as “net debt-to-capital” is meaningful to investors as management uses the ratio in understanding the leverage employed in our operations and as an indicator of our ability to obtain external financing. Furthermore, we utilize this information for comparative purposes within our industry.

	September 30, 2023	December 31, 2022	September 30, 2022
	(Dollars in thousands)		
Senior notes, net	\$ 1,483,193	\$ 1,482,576	\$ 1,482,374
Revolving credit facility	10,000	10,000	10,000
GAAP debt	1,493,193	1,492,576	1,492,374
Stockholders' equity	3,292,543	3,091,784	3,009,204
Total GAAP capital	4,785,736	4,584,360	4,501,578
<b>GAAP debt-to-capital ratio</b>	<b>31.2 %</b>	<b>32.6 %</b>	<b>33.2 %</b>
GAAP debt less:			
Homebuilding cash and cash equivalents	(1,207,532)	(696,075)	(417,298)
Homebuilding marketable securities	(346,351)	(443,712)	(198,016)
Financial services cash and cash equivalents	(150,457)	(17,877)	(34,486)
Financial services marketable securities	(79,166)	(117,388)	(94,192)
Net debt	(290,313)	217,524	748,382
Stockholders' equity	3,292,543	3,091,784	3,009,204
Total net capital	\$ 3,002,230	\$ 3,309,308	\$ 3,757,586
<b>Net debt-to-capital ratio</b>	<b>(9.7)%</b>	<b>6.6 %</b>	<b>19.9 %</b>

# Reconciliation of Non-GAAP Financial Measures



“Gross Margin from Home Sales Excluding Inventory Impairments,” “Gross Margin from Home Sales Excluding Inventory Impairments and Warranty Adjustments” and “Gross Margin from Home Sales Excluding Inventory Impairments, Warranty Adjustments, and Interest in Cost of Sales” are non-GAAP financial measures, and should not be considered in isolation or as an alternative to performance measures prescribed by GAAP. The table below reconciles each of these non-GAAP financial measures to gross margin as calculated based on GAAP. We believe this information is relevant and meaningful as it provides our investors and analysts with the impact that interest, warranty and impairments have on our Gross Margin from Home Sales and permits investors to make better comparisons with our competitors, who also break out and adjust gross margins in a similar fashion.

	Three Months Ended									
	Sep 30, 2023	Gross Margin %	Jun 30, 2023	Gross Margin %	Mar 31, 2023	Gross Margin %	Dec 31, 2022	Gross Margin %	Sep 30, 2022	Gross Margin %
(Dollars in thousands)										
Gross Margin from Home Sales	\$208,226	19.2 %	\$180,979	16.4 %	\$171,469	16.8 %	\$223,490	15.0 %	\$319,231	22.7 %
Add: Inventory Impairments	6,200		13,500		7,800		92,800		28,415	
Gross Margin from Home Sales Excluding Inventory Impairments	214,426	19.7 %	194,479	17.6 %	179,269	17.6 %	316,290	21.3 %	347,646	24.7 %
Add: Warranty Adjustments	—		—		—		150		523	
Gross Margin from Home Sales Excluding Inventory Impairments and Warranty Adjustments	214,426	19.7 %	194,479	17.6 %	179,269	17.6 %	316,440	21.3 %	348,169	24.7 %
Add: Interest in Cost of Sales	14,007		16,807		16,065		21,081		15,977	
Gross Margin from Home Sales Excluding Inventory Impairments, Warranty Adjustments, and Interest in Cost of Sales	\$228,433	21.0 %	\$211,286	19.2 %	\$195,334	19.2 %	\$337,521	22.7 %	\$364,146	25.9 %





# Appendix – Environmental, Social & Corporate Governance

20  
23 INVESTOR  
PRESENTATION



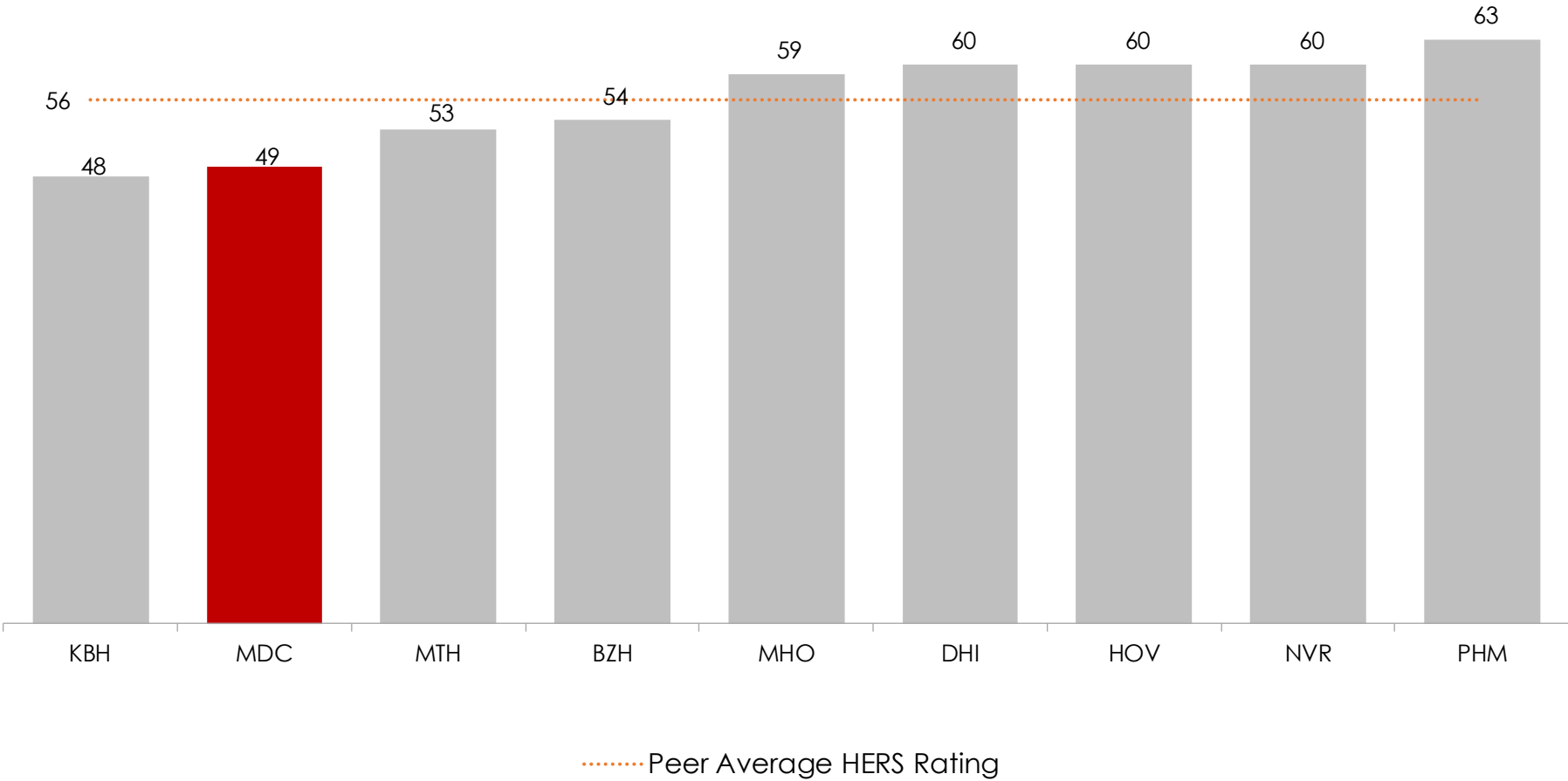
ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG) HIGHLIGHTS	
Environmental Initiatives	<ul style="list-style-type: none"><li>• Every Richmond American home comes standard with energy efficient features that help cut down on energy usage.</li><li>• Our average HERS rating improved 4% to 49 in 2022, which is 81% more efficient than a typical resale home.</li><li>• Achieved our goal of decreasing our average HERS rating to 50 or less by 2025.</li><li>• Implemented a new goal of decreasing our average HERS rating to 45 or less by fiscal year 2027.</li><li>• Completed 2021 GHG inventory to enable MDC to better understand our corporate carbon footprint. More information on this inventory can be found in our ESG Corporate Sustainability Report on our investor relations website at <a href="http://www.mdcholdings.com">www.mdcholdings.com</a>.</li></ul>
Social Initiatives	<ul style="list-style-type: none"><li>• Committed to fostering and promoting a diverse and inclusive work environment.</li><li>• Continued to promote a gender and ethnically diverse employee base; employee base as of 12/31/2022 comprised 26% non-white employees and 47% female employees; female employees comprised 41% of employees in a position of manager and above.</li><li>• Competitive benefits package including medical coverage, paid time off and 401(k) match.</li><li>• The Company has donated over \$17 million to the MDC/Richmond American Homes Foundation in the last five years, including \$5.7 million in 2022.</li><li>• Continued to offer sustainable, more affordably priced homes to homebuyers. In 2022, 63% of the new homes we delivered were from one of our more affordable homes series.</li><li>• Maintained a job site Safety Policy and encouraged our superintendents to be trained on this policy to guard against safety infractions on the job site. Our Total Reportable Incidence Rate (TRIR)* for 2022 was 1.10%.</li></ul>
Governance Initiatives	<ul style="list-style-type: none"><li>• Engaged and experienced Board of Directors actively participated in 12 regular meetings per year. Our non-management directors have an average tenure of 12.0 years, with 22% having a tenure of fewer than 5 years.</li><li>• Code of Conduct training conducted for all employees at the time of hire, and reinforced for all employees and directors on an annual basis. Topics covered include business ethics, conflicts of interest and appropriate standards of workplace conduct.</li><li>• Focus on succession planning, including recent hires and promotions of an increasingly diverse leadership team.</li><li>• Formal procedures in place for confidential reporting of any suspected violations of law.</li><li>• Appointed Janice Sinden and Rafay Farooqui to the Board of Directors during 2022.</li><li>• Prioritized a diverse management team and Board that fosters a foundation of integrity and ethical company culture, highlighted by our third and fourth consecutive appointments of a diverse candidate to our Board.</li></ul>



# Environmental Initiatives – Home Energy Efficiency



- Average HERS rating in 2022 of 49 is 7% more efficient than our competitor average
- Our current homes are on average 81% more efficient than a typical resale home
- Goal of decreasing our average HERS rating to 45 or less by 2027







Building and Financing  
the American Dream.

# Appendix – Product Spotlight Details

20  
23

INVESTOR  
PRESENTATION



# Product Spotlight: Seasons™ Collection

urban  
COLLECTION™

## Target buyer

- Buyers seeking more affordable homes with all the best options
- Suburban locations offer affordability & easy access to employment centers

## Floor plan overview

- 80+ ranch & two-story floor plans
- Approx. 1,020 to 3,040 sq. ft.
- 2 to 6 bedrooms

## Collection features

- Open layouts with 9' main-floor ceilings
- Center-meet sliding doors for many plans & optional covered patios
- Low monthly payments

## Other highlights

- Launched in 2016, Seasons made up 50% of closings in 2022
- Shows Richmond American's ability to capture a growing market for affordable homes



# Product Spotlight: Cityscape™ Collection

CITYSCAPE™  
COLLECTION

## Target buyer

- Buyers seeking urban lifestyle near employment/shopping
- Typically infill locations

## Floor plan overview

- 10 three-story floor plans
- Rooftop decks included on many designs
- Approx. 1,710 to 2,850 sq. ft.
- 2 to 4 bedrooms

## Collection features

- Low maintenance
- Attached 2-car garages
- Infill sites with prime locations
- Vertical living with rooftop decks and main-floor balconies
- Contemporary finishes available

## Other highlights

- First sold in 2016
- Contemporary design appeals to multiple consumer groups
- Drives affordability to infill areas through increased density





# Product Spotlight: UltraGarage®

urban  
COLLECTION™

## Target buyer

- Buyers in the need of additional storage space for RVs, boats and other recreational vehicles in suburban locations

## Floor plan overview

- 9 ranch & two-story floor plans
- Approx. 2,100 to 2,950 sq. ft.
- 3 to 5 bedrooms

## Collection features

- Buyers have 24/7/365 access to their RV, boat, ATVs or other vehicles with an attached garage that is accessible from the main house or smaller garage
- Product eliminates potential offsite storage fees for buyers by providing private indoor parking, protected from wind, hail and unnecessary UV damage

## Other highlights

- Launched in 2019 in AZ markets and since expanded to CO, FL, NV, CA and WA
- Shows Richmond American's ability to reach buyers with unique requirements and personalize to their needs



# Product Spotlight: Urban Collection™

urban  
COLLECTION™

## Target buyer

- Buyers seeking affordable homes with all the best options
- Mix of suburban and infill locations offer affordability & easy access to employment centers

## Floor plan overview

- 2 floor plans; Boston & Chicago
- Two-story paired homes
- Approx. 1,260 to 1,520 sq. ft.
- 2 to 3 bedrooms

## Collection features

- Low maintenance
- Open floor plans
- Covered outdoor living spaces included
- Contemporary curb appeal
- Contemporary finishes available

## Other highlights

- First sold in 2019
- Contemporary design appeals to multiple consumer groups
- Shows Richmond American's ability to capture a growing market for affordable homes

