

	2015	2016	2017	2018	2019
Closings	17,127	19,951	21,052	23,107	23,232
Home Sale Rev (\$B)	\$5.8	\$7.5	\$8.3	\$9.8	\$9.9
Gross Margin	26.9%	25.0%	22.4%	23.2%	23.1%
SG&A % of Revs	13.7%	12.8%	10.7%	10.3%	10.5%
Operating Margin	13.2%	12.2%	11.7%	12.9%	12.5%
EPS (diluted)	\$1.36	\$1.75*	\$1.44*	\$3.55	\$3.66

\*Refer to our press release dated January 30, 2018, for adjusted results.