



LIFE. BUILT. BETTER.®

MERITAGE HOMES MEDIA DAY KIT

2025

DATA AS OF 12/31/2024

ABOUT MERITAGE HOMES

Meritage Homes is the fifth-largest public homebuilder in the United States, based on homes closed in 2024. The Company offers energy-efficient and affordable entry-level and first move-up homes. Operations span across Arizona, California, Colorado, Utah, Texas, Florida, Georgia, North Carolina, South Carolina, Mississippi, Tennessee, and Alabama.

Meritage has delivered almost 200,000 homes in its 39-year history, and has a reputation for its distinctive style, quality construction, and award-winning customer experience. The Company is an industry leader in energy-efficient homebuilding, an eleven-time recipient of the U.S. Environmental Protection Agency's (EPA) ENERGY STAR® Partner of the Year for Sustained Excellence Award and Residential New Construction Market Leader Award, as well as a four-time recipient of the EPA's Indoor airPLUS Leader Award.

For more information, visit www.meritagehomes.com



OUR PURPOSE & VALUES

OUR CORE VALUES



**START
WITH HEART**



**DEVELOP TO
EMPOWER**



**INTEGRITY
ABOVE ALL ELSE**



**BUILD
VALUE**



**THINK
STRATEGICALLY**



**PLAY
TO WIN**

OUR MISSION STATEMENT

To design and build homes that are innovative, built with care and superior craftsmanship, and deliver enduring value. To create an exceptional experience for our customers and employees through an environment of growth, collaboration and fun.

OUR BRAND PROMISE LIFE. BUILT. BETTER.®

MERITAGE HOMES QUICK FACTS 2025

5th
largest
homebuilder
based on 2024
closings

1,898
employees

headquartered
in
**Scottsdale,
Arizona**

OUR CORE VALUES



START
WITH HEART



DEVELOP TO
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THINK
STRATEGICALLY



BUILD
VALUE



PLAY
TO WIN

15,611
homes closed
in 2024

25
markets

MTH
NYSE since
1997

Average HERS
Index Score of
49

Commitment to
build
100%
ENERGY STAR®
certified homes

\$6.3B
home closing
revenue
in 2024

founded in
1985

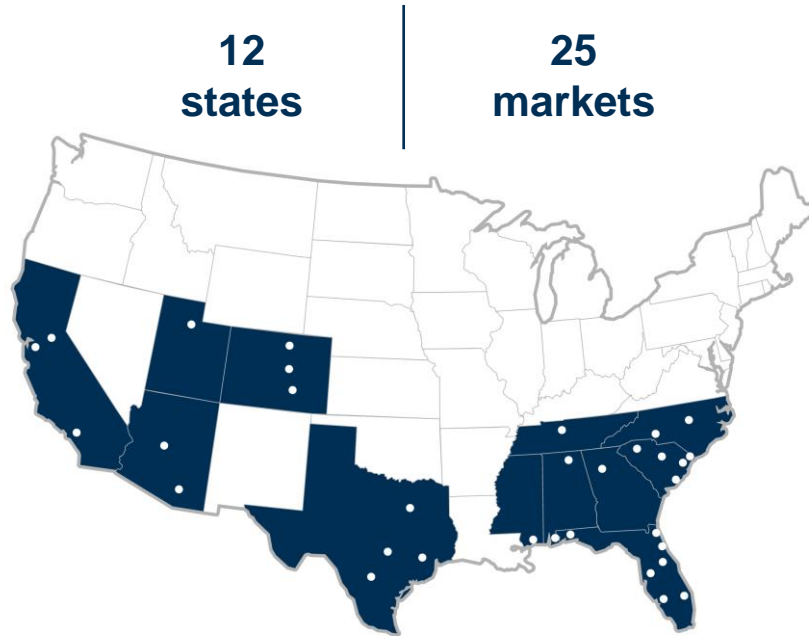
(\$5.5B mkt cap as
of 12.31.24)

Almost
200k
homes closed
cumulatively

\$5.7B
real estate
assets

292
communities

MERITAGE'S FOOTPRINT



Of the 25 markets we operate in, seven were new market entries in the past five years.

Meritage constructs single-family detached homes and townhomes across the country. We operate in 25 markets.

Phoenix /Scottsdale, AZ 1985	Raleigh, NC; Tampa, FL 2011
Dallas / Fort Worth, TX 1987	Charlotte, NC 2012
Austin, TX 1994	Nashville, TN 2013
Tucson, AZ 1995	Atlanta, GA; Greenville, SC 2014
Houston, TX 1997	South Florida 2016
East Bay/Central Valley, CA; Sacramento, CA 1998	Myrtle Beach, SC 2021
San Antonio, TX 2003	Salt Lake City, UT; Jacksonville, FL 2023
Southern California; Denver, CO; Orlando, FL 2004	Coastal Alabama; Huntsville, AL Florida Panhandle; Coastal Mississippi 2024

DELIVERING A LIFE. BUILT. BETTER.®

Meritage is a spec builder focused on building affordable and energy-efficient entry-level and first move-up homes

Meritage's value proposition to homebuyers:

- Clear transparent pricing
- 100% energy-efficient homes including spray foam insulation and multispeed HVAC
- Digital solutions including smart home hub and app, video doorbell, smart thermostat, smart door lock, smart garage door, door sensors, motion detectors and USB outlets
- End to end suite from home to mortgage, escrow, insurance and warranty
- Virtual homebuying solutions

ACHIEVING HIGH CUSTOMER SATISFACTION

2024 is the 12th year that Meritage has been recognized by AVID Awards

A third-party customer satisfaction surveyor

Earned the AVID Cup – Production for third consecutive year

AVID's top honor, with only one North American builder receiving the award for the highest customer satisfaction ratings in the production category



“

I had a great experience throughout my home buying process, from the Salesperson to the builder and the loan team. Excellent service, prompt, efficient, caring, friendly, I can't say enough good things. I am very happy with my home and the services provided.

MADELINE A., Gray Court, SC

“

Everything went well. Didn't even know if owning was possibly for me and before I knew it I was moving into a new house.

AARON B., Kyle, TX

“

I love my new home by Meritage. It is obvious that the builder cares about there work as they meticulously checked every corner of this house. Thank you MTH for this priceless experience, I will definitely recommend MTH to my family and friends.

ANDRES S., Colorado Springs, CO

A FOCUS ON ENERGY-EFFICIENT HOMES

- Average HERS Index Score of 49 is more energy-efficient than a typical new home which has a HERS Index Score of 100¹
- Built nearly 142,000 ENERGY STAR® certified new homes since 2009

SUSTAINABILITY AWARDS



BUILDING DOUBLE-CERTIFIED NEW HOMES²



¹ For homes delivered in 2024; source is RESNET; the lower the HERS Index Score, the more energy-efficient.

² In certain geographies.

MERITAGE'S LEADERSHIP TEAM



Steven J. Hilton

Executive Chairman of the Board

Mr. Hilton is the Executive Chairman of Meritage Homes and has been a director since 1996. Mr. Hilton led Meritage Homes for 35 years as Chairman and CEO until his retirement as CEO effective January 1, 2021. In 1985, Mr. Hilton cofounded Arizona-based Monterey Homes, the predecessor company to Meritage Homes. Under Mr. Hilton's leadership, Monterey became publicly traded in 1997.

Mr. Hilton received a Bachelor's degree in Accounting from the University of Arizona. He serves as a board member for Translational Genomics Research Institute (TGEN) Foundation and the Boys & Girls Clubs of Greater Scottsdale Foundation. He also previously served as Chairman of the Board for Banner Health Foundation from 2021 to 2023, and as a board member for Western Alliance Bancorporation, (NYSE: WAL) from 2004 to 2022. Mr. Hilton brings extensive and intimate knowledge of the Company to the Board as its co-founder and through over 35 years of experience in leading the Company.



Phillippe Lord

Chief Executive Officer

Mr. Phillippe Lord has served as Chief Executive Officer of Meritage Homes since 2021. He previously served as Chief Operating Officer of Meritage Homes from 2015 to 2020. From 2012 to 2015, Mr. Lord was President of the West Region at Meritage Homes. Mr. Lord began his career at Meritage Homes in 2008 by creating the Company's strategic operations and market research department, which analyzes land acquisitions, product and pricing.

Prior to joining Meritage Homes, Mr. Lord held leadership positions with Acacia Capital, Centex Homes and Pinnacle West Capital. Mr. Lord received a bachelor's degree in economics and business from Colorado State University and completed his master's coursework in economics at the University of Arizona.

MERITAGE'S LEADERSHIP TEAM (CONT'D)



Hilla Sferruzza

Executive Vice President, Chief Financial Officer

Ms. Hilla Sferruzza has served as Chief Financial Officer of Meritage Homes since 2016. Previously, she was the Chief Accounting Officer (from 2010-2021) and Corporate Controller of Meritage Homes (2010-2015). Her career at Meritage Homes started in 2006 serving in accounting, finance and financial reporting management roles. Prior to joining Meritage Homes, Ms. Sferruzza worked in various leadership positions at KPMG and Starwood Hotels and Resorts Worldwide, Inc.

Ms. Sferruzza earned her Executive Masters of Business Administration from Washington State University and her Bachelor of Science in Business Administration from the University of Arizona. She serves as a board director of Footprint International Holdco, Inc. and the chair of its audit committee, as well as a member of the Arizona State University's W.P. Carey School of Business Dean's Council and Finance Advisory Board.



Clint Szubinski

Executive Vice President, Chief Operating Officer

Mr. Clint Szubinski has served as Chief Operating Officer of Meritage Homes since 2021. Mr. Szubinski served as South Region President of Meritage Homes from 2018 to 2020. Prior to this, he extended his experience in the homebuilding industry, working in senior management roles at K. Hovnanian and Cal-Atlantic from 2014 to 2018. From 2011-2014, he was the Florida Region President at Meritage Homes. Mr. Szubinski initially started at Meritage Homes as Vice President of Land Acquisition and Entitlement in Orlando, Florida and briefly moved to Raleigh, North Carolina, to lead the startup of the Raleigh Division. Previously, Mr. Szubinski was the Gulf Coast Division President at KB Home from 2005-2009.

Mr. Szubinski received his bachelor's degree in business administration and political science as well as a law degree from Louisiana State University.

MERITAGE'S LEADERSHIP TEAM (CONT'D)



Malissia Clinton

Executive Vice President, General Counsel and Secretary

Ms. Malissia Clinton has served as General Counsel of Meritage Homes since 2022. Prior to joining Meritage Homes, Ms. Clinton spent 12 years at The Aerospace Corporation, serving as the senior vice president, general counsel and secretary. From 1998 to 2009, she served in multiple management positions at Northrop Grumman including the senior counsel for special projects in the Office of the General Counsel. Following law school, Ms. Clinton worked as a litigator at the law firm Tuttle and Taylor from 1993 to 1998.

Ms. Clinton received a bachelor's degree in political science at Arizona State University, earned a Juris Doctor from Stanford Law School and completed the UCLA Anderson School's Executive Program in Business Management. She serves as a board director of 3D Systems Corporation (NYSE: DDD) and its Compliance Committee Chair as well as a board director of Pacaso. She was formerly a board director of Progyny, Inc. (NASDAQ: PGNY) and a member of its Nominating and Corporate Governance Committee. Additionally, she is a board director of the Arizona State University Foundation and previously was the former chair of the Aerospace Diversity Action Committee and board director of the National Defense Industrial Association and City of Hope Medical Center.



Javier Feliciano

Executive Vice President, Chief People Officer

Mr. Javier Feliciano has served as Chief People Officer of Meritage Homes since 2015. Prior to joining Meritage Homes, Mr. Feliciano previously held leadership positions at Ford Motor Company, PepsiCo, Apollo Education Group, and Valeo.

Mr. Feliciano received a bachelor's degree in criminal justice as well as a master's degree in human resources and labor relations from Michigan State University. Mr. Feliciano also completed Cornell University's executive development program for the modern CHRO role. He serves on the Board of Directors as an Ex Officio for the Arizona Hispanic Chamber of Commerce.

CONTACT

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