



# MERITAGE HOMES MEDIA DAY KIT

**2026**

DATA AS OF 12/31/2025

# ABOUT MERITAGE HOMES

Meritage is the fifth-largest public homebuilder in the United States, based on homes closed in 2025. The Company offers energy-efficient and affordable entry-level and first move-up homes. Operations span across Arizona, California, Colorado, Utah, Tennessee, Texas, Alabama, Florida, Georgia, Mississippi, North Carolina, and South Carolina.

Meritage has delivered over 210,000 homes in its 40-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](http://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 as of 12/31/2025

**5th**  
largest  
homebuilder  
based on 2025  
closings

**1,860**  
employees

headquartered  
in  
**Scottsdale,  
Arizona**

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**15,026**  
homes closed  
in 2025

**25**  
markets

**MTH**  
NYSE since  
1997

Market  
capitalization of  
**\$4.5B**  
as of 12.31.25

Commitment to  
build  
**100%**  
ENERGY STAR®  
certified homes

**\$5.8B**  
home closing  
revenue  
in 2025

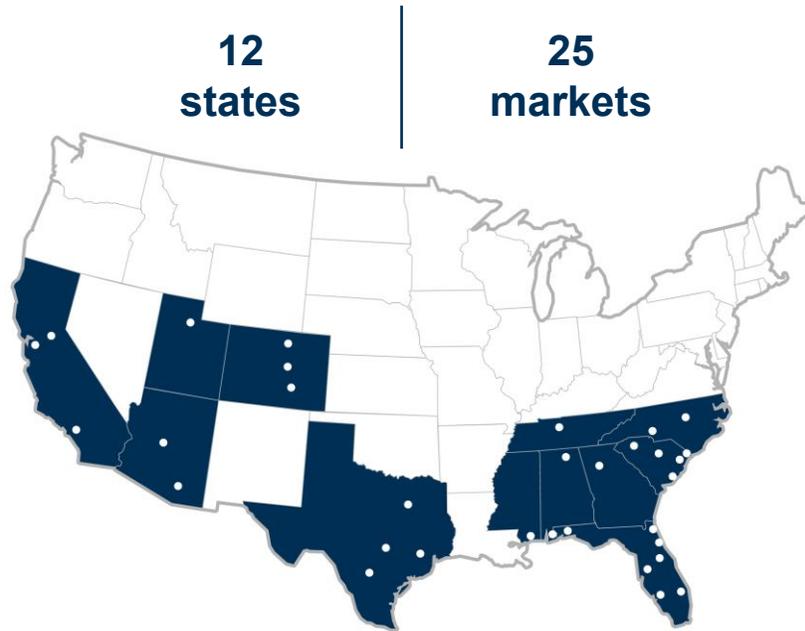
founded in  
**1985**

**336**  
active ending communities

Over  
**210k**  
homes closed  
cumulatively

**\$6.0B**  
real estate  
assets

# 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.

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

# MERITAGE'S KEY STRATEGIES

## *Spec strategy*

- Start all homes prior to releasing them for sale



## *Go-to market strategy*

- 60-day closing ready guarantee
- Move-in ready inventory
- Realtor engagement



## *Streamlined operations*

- Cost savings from national vendors derived from reduced number of house plans and SKUs, lack of design center and a simplified sale to close process



## *Focused on affordability*

- Deliver affordable entry-level and first move-up homes



# 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.



## **Austin Woffinden**

*Executive Vice President, Corporate Operations and Strategy*

Effective January 1, 2026, Mr. Austin Woffinden became Executive Vice President, Corporate Operations and Strategy of Meritage Homes. He began his career at Meritage as a Vice President Regional Counsel in 2007 and held various operational leadership positions since, including Area President of Dallas Fort Worth and Nashville (2025) and Division President of Dallas Fort Worth (2018-2025). Prior to joining Meritage, Mr. Woffinden worked at the law firm of Greenberg Traurig, LLP.

Mr. Woffinden earned his Juris Doctor from Arizona State University and a Bachelor of Science in Business Administration and Management from Brigham Young 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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[www.meritagehomes.com](http://www.meritagehomes.com).

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