

Supplemental Information

May 31, 2018



Disclaimer

This presentation and associated discussion include forward-looking statements as characterized in the Private Securities Litigation Reform Act of 1995. Such statements include, but are not limited to: our expectations about trends in the housing or homebuilding markets, or for Ashton Woods Homes in particular; plans to protect our balance sheet and leverage ratios, maintain liquidity, reduce inventory, lot supply, debt, overhead and costs; results of option contract renegotiations; sales of land or joint venture interests; the level of non-cash impairment charges we may incur; expectations for cash flow; as well as the timing of these items or their related metrics; and our future opportunities and operations of Ashton Woods Homes. When used in this presentation, the words “estimate,” “expect,” “anticipate,” “project,” “plan,” “intend,” “believe,” “forecast,” “will” and variations of such words or similar expressions are intended to identify forward-looking statements. These forward-looking statements are based upon the expectations of management under current assumptions at the time of the presentation. These expectations, beliefs and projections are expressed in good faith and we believe there is a reasonable basis for them. However, we cannot offer any assurance that our expectations, beliefs and projections will actually be achieved. The Company makes no commitment, and disclaims any duty to update or revise any forward-looking statements to reflect future events or changes in our expectations. There are a number of risks and uncertainties that could cause our actual results to differ materially from the forward-looking statements contained in this presentation.

Geographic Footprint



Product Stratification

Percentages of Total Net Homes Sold, Homes Closed, Backlog, and Average Sales Prices by Product

\$ in 000s	Quarter Ended May 31, 2018				Quarter Ended May 31, 2017			
	Net Homes Sold	Homes Closed	Backlog	ASPs of Homes Closed	Net Homes Sold	Homes Closed	Backlog	ASPs of Homes Closed
Entry-Level - Starlight Homes	23%	20%	18%	\$ 211.3	10%	3%	5%	\$ 203.7
Entry-Level - Ashton Woods	23%	20%	16%	\$ 276.2	13%	17%	12%	\$ 273.4
Move-Up - Ashton Woods	39%	45%	43%	\$ 451.9	58%	64%	61%	\$ 403.4
Multi-Move-Up - Ashton Woods	15%	15%	23%	\$ 676.8	19%	16%	22%	\$ 673.2
Total	100%	100%	100%	\$ 406.3	100%	100%	100%	\$ 419.7

\$ in 000s	Year Ended May 31, 2018				Year Ended May 31, 2017			
	Net Homes Sold	Homes Closed	Backlog	ASPs of Homes Closed	Net Homes Sold	Homes Closed	Backlog	ASPs of Homes Closed
Entry-Level - Starlight Homes	22%	17%	18%	\$ 210.3	3%	1%	5%	\$ 203.7
Entry-Level - Ashton Woods	15%	15%	16%	\$ 292.1	14%	15%	12%	\$ 283.8
Move-Up - Ashton Woods	46%	53%	43%	\$ 413.8	63%	64%	61%	\$ 394.6
Multi-Move-Up - Ashton Woods	17%	15%	23%	\$ 689.3	20%	20%	22%	\$ 675.6
Total	100%	100%	100%	\$ 404.8	100%	100%	100%	\$ 431.4






ASHTON WOODS