Hovnanian Enterprises, Inc.

Review of Financial Results Second Quarter Fiscal 2025

Forward-Looking Statements

All statements in this presentation that are not historical facts should be considered as “Forward-Looking Statements” within the meaning of the “Safe Harbor” provisions of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Such forward-looking statements include but are not limited to statements related to the Company’s goals and expectations with respect to its financial results for future financial periods and statements regarding demand for homes, mortgage rates, inflation, supply chain issues, customer incentives and underlying factors. Although we believe that our plans, intentions and expectations reflected in, or suggested by, such forward-looking statements are reasonable, we can give no assurance that such plans, intentions or expectations will be achieved. By their nature, forward-looking statements: (i) speak only as of the date they are made, (ii) are not guarantees of future performance or results and (iii) are subject to risks, uncertainties and assumptions that are difficult to predict or quantify. Therefore, actual results could differ materially and adversely from those forward-looking statements as a result of a variety of factors. Such risks, uncertainties and other factors include, but are not limited to, (1) changes in general and local economic, industry and business conditions and impacts of a significant homebuilding downturn; (2) shortages in, and price fluctuations of, raw materials and labor, including due to geopolitical events, changes in trade policies, including the imposition of tariffs and duties on homebuilding materials and products and related trade disputes with and retaliatory measures taken by other countries; (3) fluctuations in interest rates and the availability of mortgage financing, including as a result of instability in the banking sector; (4) increases in inflation; (5) adverse weather and other environmental conditions and natural disasters; (6) the seasonality of the Company’s business; (7) the availability and cost of suitable land and improved lots and sufficient liquidity to invest in such land and lots; (8) reliance on, and the performance of, subcontractors; (9) regional and local economic factors, including dependency on certain sectors of the economy, and employment levels affecting home prices and sales activity in the markets where the Company builds homes; (10) increases in cancellations of agreements of sale; (11) changes in tax laws affecting the after-tax costs of owning a home; (12) legal claims brought against us and not resolved in our favor, such as product liability litigation, warranty claims and claims made by mortgage investors; (13) levels of competition; (14) utility shortages and outages or rate fluctuations; (15) information technology failures and data security breaches; (16) negative publicity; (17) global economic and political instability (18) high leverage and restrictions on the Company’s operations and activities imposed by the agreements governing the Company’s outstanding indebtedness; (19) availability and terms of financing to the Company; (20) the Company’s sources of liquidity; (21) changes in credit ratings; (22) government regulation, including regulations concerning development of land, the home building, sales and customer financing processes, tax laws and the environment; (23) potential liability as a result of the past or present use of hazardous materials; (24) operations through unconsolidated joint ventures with third parties; (25) significant influence of the Company’s controlling stockholders; (26) availability of net operating loss carryforwards; (27) loss of key management personnel or failure to attract qualified personnel; and (28) certain risks, uncertainties and other factors described in detail in the Company’s Annual Report on Form 10-K for the fiscal year ended October 31, 2024 and the Company’s Quarterly Reports on Form 10-Q for the quarterly periods during fiscal 2025 and subsequent filings with the Securities and Exchange Commission. Except as otherwise required by applicable securities laws, we undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, changed circumstances or any other reason.

NON-GAAP FINANCIAL MEASURES:

Consolidated earnings before interest expense and income taxes ("EBIT") and before depreciation and amortization ("EBITDA") and before inventory impairments and land option write-offs and loss (gain) on extinguishment of debt, net ("Adjusted EBITDA"), the ratio of Adjusted EBITDA to interest incurred and EBIT before inventory impairments and land option write-offs and loss (gain) on extinguishment of debt, net ("Adjusted EBIT") are not U.S. generally accepted accounting principles ("GAAP") financial measures. The most directly comparable GAAP financial measure is net income. The reconciliation for historical periods of EBIT, EBITDA, Adjusted EBIT and Adjusted EBITDA to net income are presented in tables attached to this presentation.

Homebuilding gross margin, before cost of sales interest expense and land charges, and homebuilding gross margin percentage, before cost of sales interest expense and land charges, are non-GAAP financial measures. The most directly comparable GAAP financial measures are homebuilding gross margin and homebuilding gross margin percentage, respectively. The reconciliation for historical periods of homebuilding gross margin, before cost of sales interest expense and land charges, and homebuilding gross margin percentage, before cost of sales interest expense and land charges, to homebuilding gross margin and homebuilding gross margin percentage, respectively, is presented in a table attached to this presentation.

Adjusted income before income taxes, which is defined as income before income taxes excluding land-related charges and loss (gain) on extinguishment of debt, net is a non-GAAP financial measure. The most directly comparable GAAP financial measure is income before income taxes. The reconciliation for historical periods of adjusted income before income taxes to income before income taxes is presented in a table attached to this presentation.

Adjusted investment, which is defined as total inventories excluding liabilities from inventory not owned, net of debt issuance costs and interest capitalized and including investments in and advances to unconsolidated joint ventures ("Adjusted Investment"), is a non-GAAP financial measure. The most directly comparable GAAP financial measure is total inventories. The reconciliation for historical periods of Adjusted Investment to total inventories is presented in a table attached to this presentation.

The ratio of Adjusted EBIT return on adjusted investment ("Adjusted EBIT ROI"), which is the ratio of Adjusted EBIT for the trailing twelve-months, to the average Adjusted Investment for the prior five fiscal quarters, is a non-GAAP financial measure. The most directly comparable GAAP financial measure is the ratio of net income return to total inventories. The presentation of the ratios of Adjusted EBIT ROI and net income return on inventory are presented in a table attached to this presentation.

Total liquidity is comprised of $74.0 million of cash and cash equivalents, $3.4 million of restricted cash required to collateralize letters of credit and $125.0 million available under a senior secured revolving credit facility as of April 30, 2025.

Recent company performance

Second Quarter Results Compared to Guidance

($ in millions)

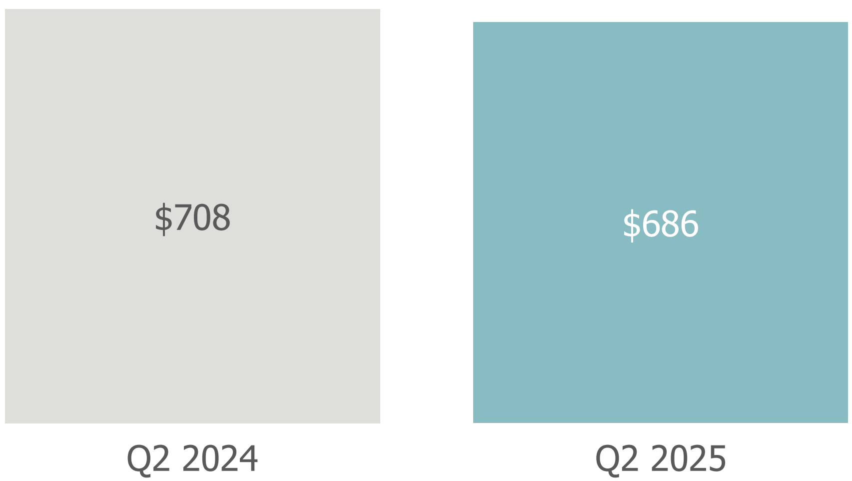
	Guidance Q2 2025[1]	Actuals Q2 2025
Total Revenues	**$675 - $775**	**$686**
Adjusted Homebuilding Gross Margin[2]	**17.5% - 18.5%**	**17.3%**
Total SG&A as Percentage of Total Revenues[3]	**11.0% - 12.0%**	**11.7%**
Income from Unconsolidated Joint Ventures	**$5 - $10**	**$9**
Adjusted EBITDA[4]	**$50 - $60**	**$61**
Adjusted Income Before Income Taxes[5]	**$20 - $30**	**$29**

(1) The Company cannot provide a reconciliation between its non-GAAP projections and the most directly comparable GAAP measures without unreasonable efforts because it is unable to predict with reasonable certainty the ultimate outcome of certain significant items required for the reconciliation. These items include, but are not limited to, land-related charges, inventory impairments and land option write-offs and loss (gain) on extinguishment of debt, net. These items are uncertain, depend on various factors and could have a material impact on GAAP reported results.
(2) Adjusted homebuilding gross margin percentage is before cost of sales interest expense and land charges and is a non-GAAP financial measure. See appendix for a reconciliation of the historic measure to the most directly comparable GAAP measure.
(3) Total SG&A includes homebuilding selling, general and administrative costs and corporate general and administrative costs. Ratio calculated as a percentage of total revenues. The SG&A guidance assumes that the stock remains at $132.29, which was the price at the end of the first quarter of fiscal year 2025.
(4) Adjusted EBITDA is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income. Adjusted EBITDA represents earnings before interest expense, income taxes, depreciation, amortization, land-related charges and loss (gain) on extinguishment of debt, net. See appendix for a reconciliation of the historic measure to the most directly comparable GAAP measure.
(5) Adjusted Income Before Income Taxes excludes land-related charges, joint venture write-downs and loss (gain) on extinguishment of debt, net and is a non-GAAP financial measure. See appendix for a reconciliation of the historic measure to the most directly comparable GAAP measure.

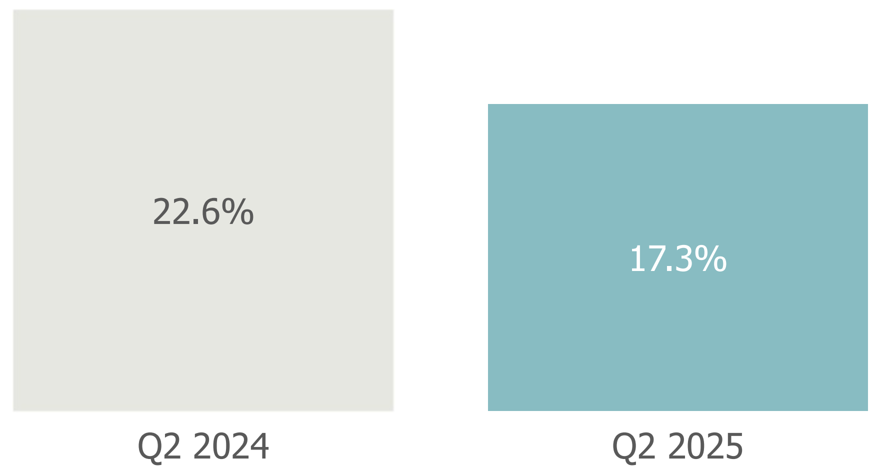
Second Quarter Results Compared to Last Year

($ in millions)

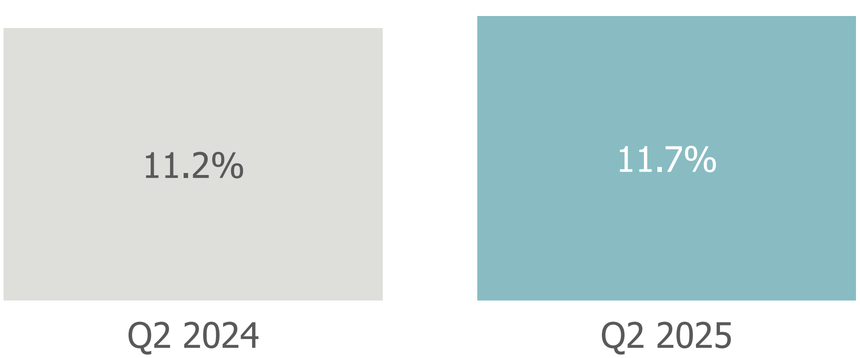
Total Revenues



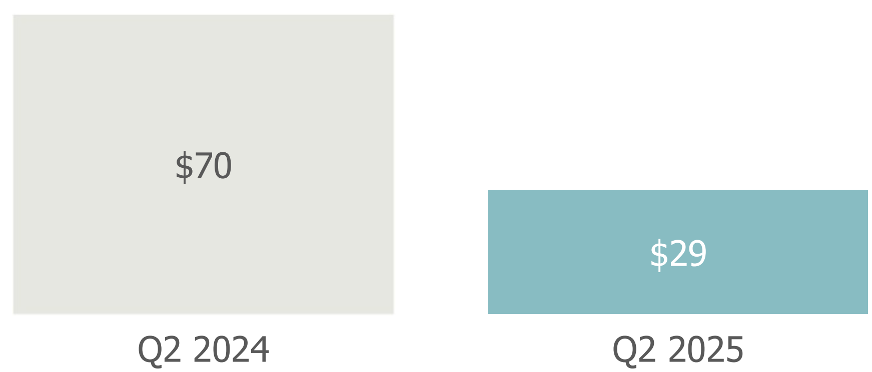
Adjusted Gross Margin(1)



Total SG&A as a Percentage of Total Revenues(2)



Adjusted Income Before Income Taxes(3)

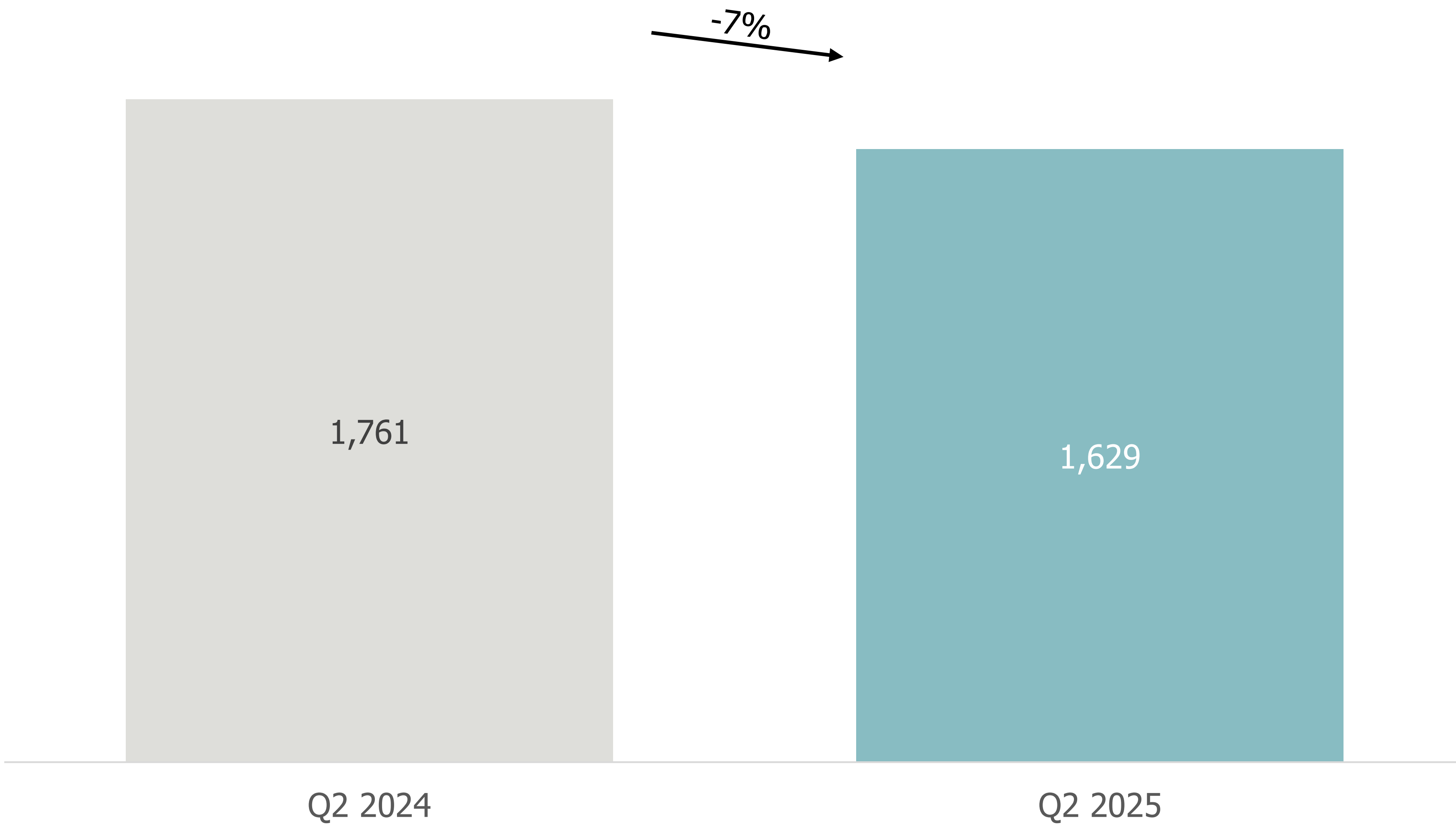


(1) Adjusted homebuilding gross margin percentage is before cost of sales interest expense and land charges and is a non-GAAP financial measure. See appendix for a reconciliation of the historic measure to the most directly comparable GAAP measure.

(2) Total SG&A includes homebuilding selling, general and administrative costs and corporate general and administrative costs. Ratio calculated as a percentage of total revenues.

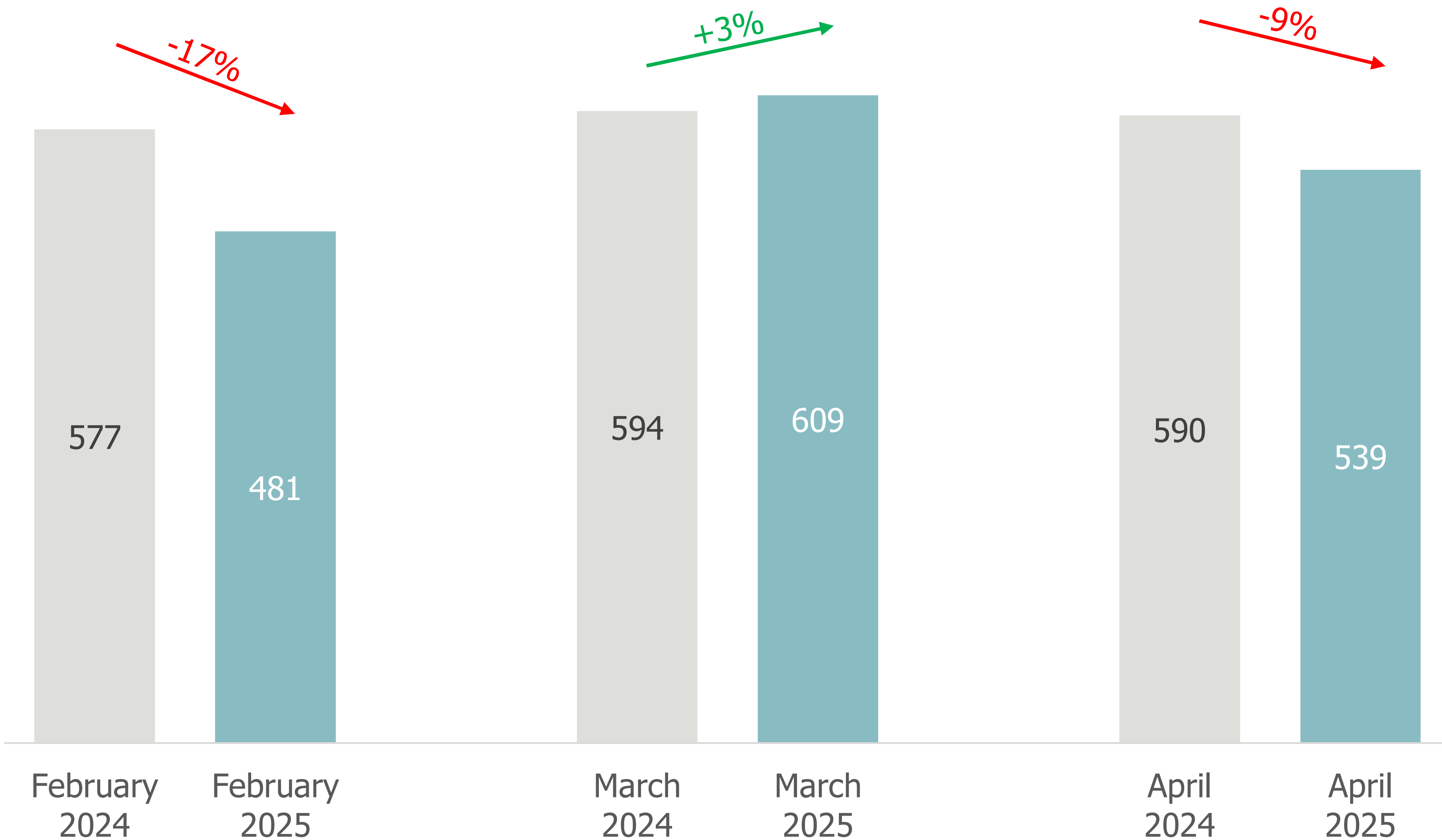
(3) Adjusted Income Before Income Taxes excludes land-related charges, joint venture write-downs and loss (gain) on extinguishment of debt, net and is a non-GAAP financial measure. See appendix for a reconciliation of the historic measure to the most directly comparable GAAP measure.

Contracts, including domestic unconsolidated joint ventures



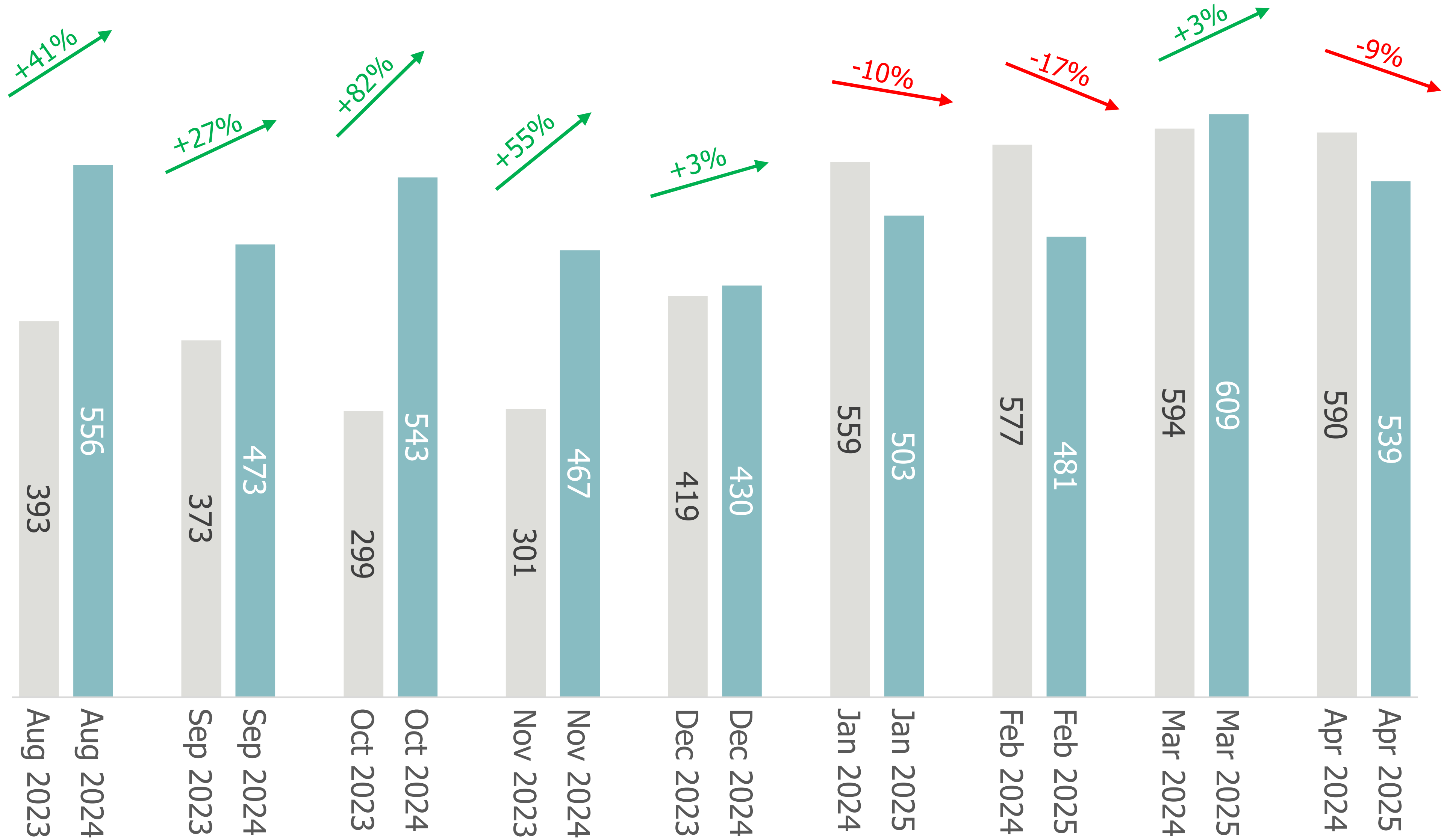
Note: Includes domestic unconsolidated joint venture contracts.

Monthly contracts



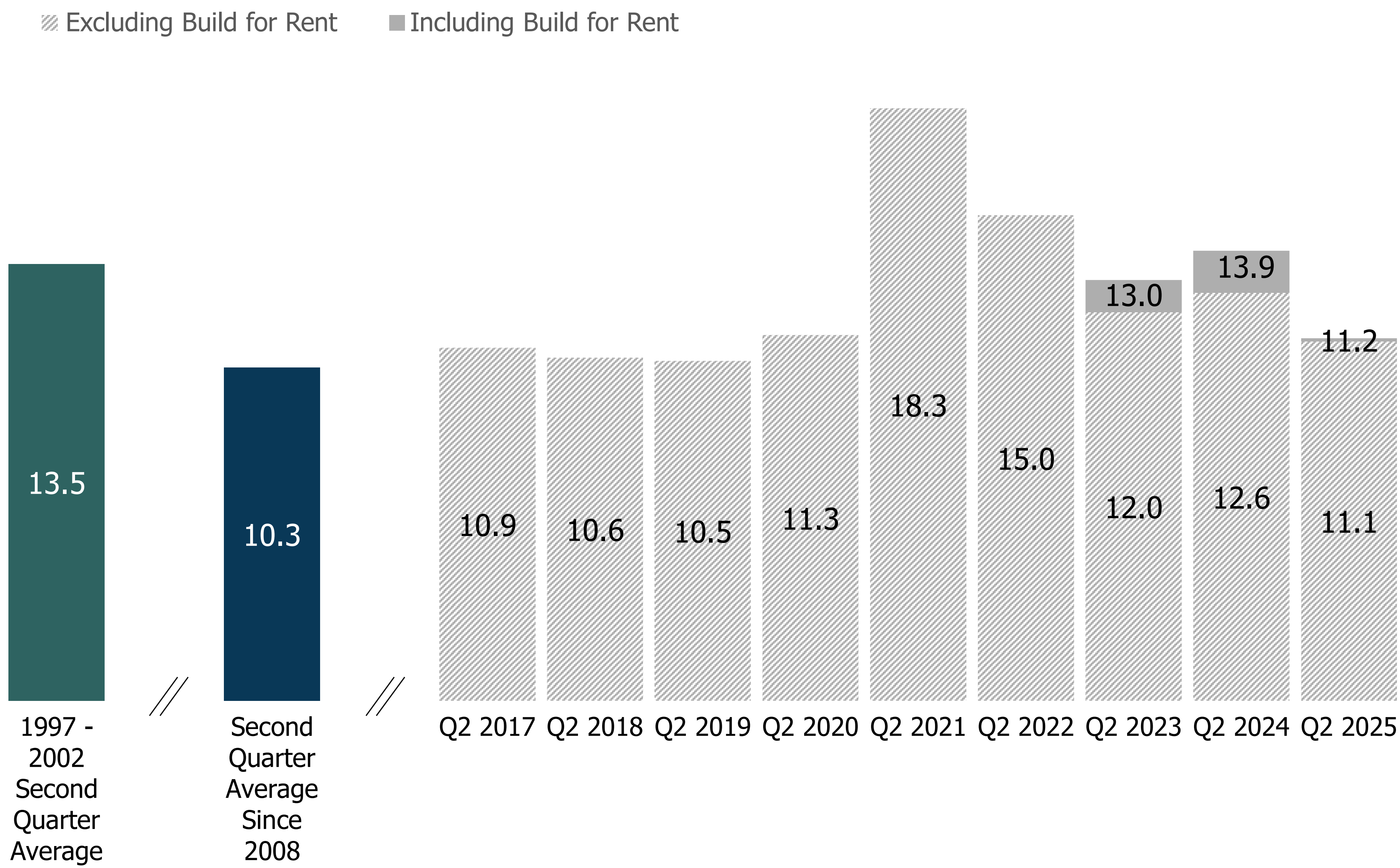
Note: Includes domestic unconsolidated joint venture contracts.

Monthly contracts



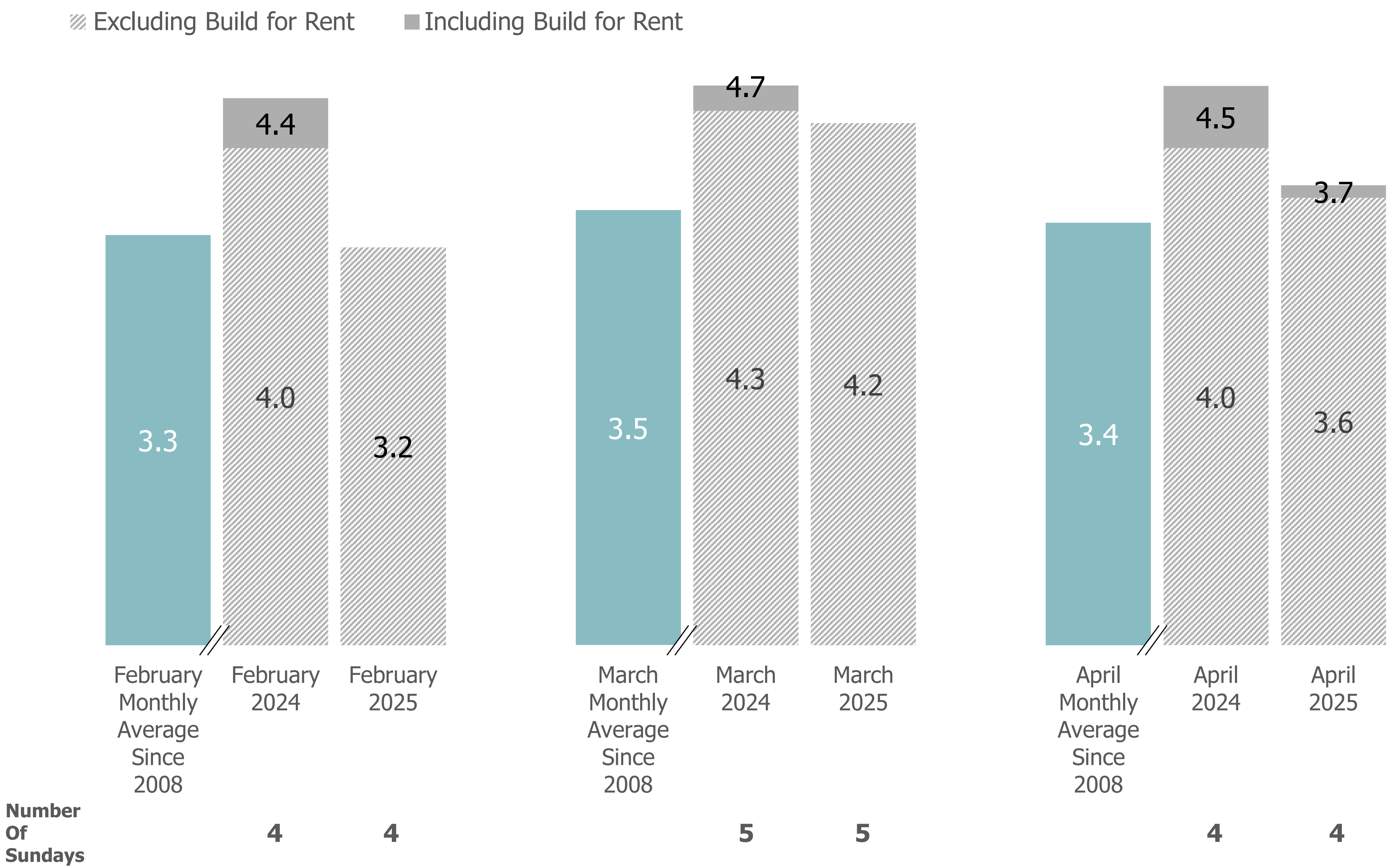
Note: Includes domestic unconsolidated joint venture contracts.

Quarterly Contracts Per Community



Note: Excludes unconsolidated joint ventures.

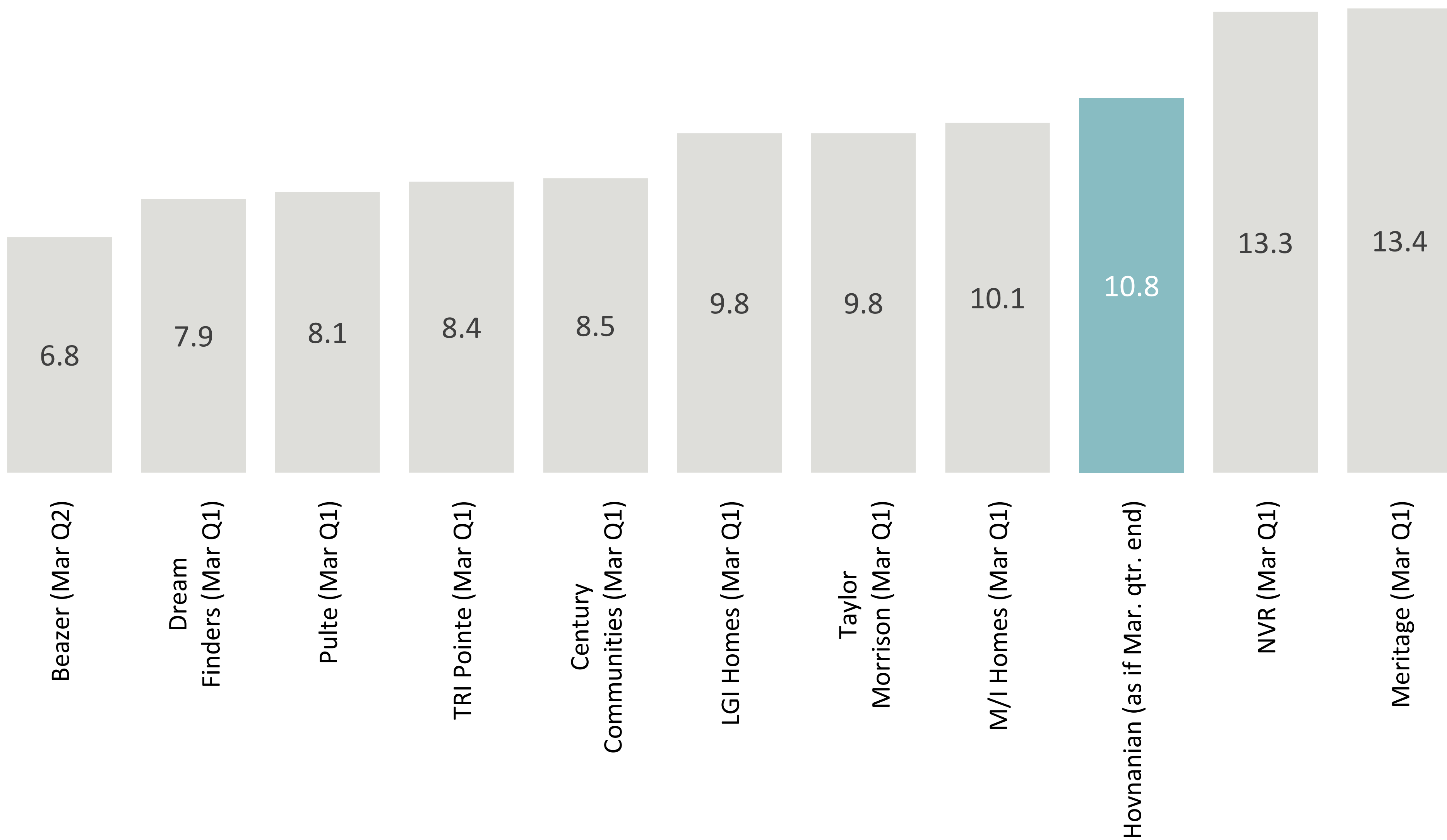
Contracts Per Community



Note: Excludes unconsolidated joint ventures.

Contracts Per Community – Most Recent Quarter

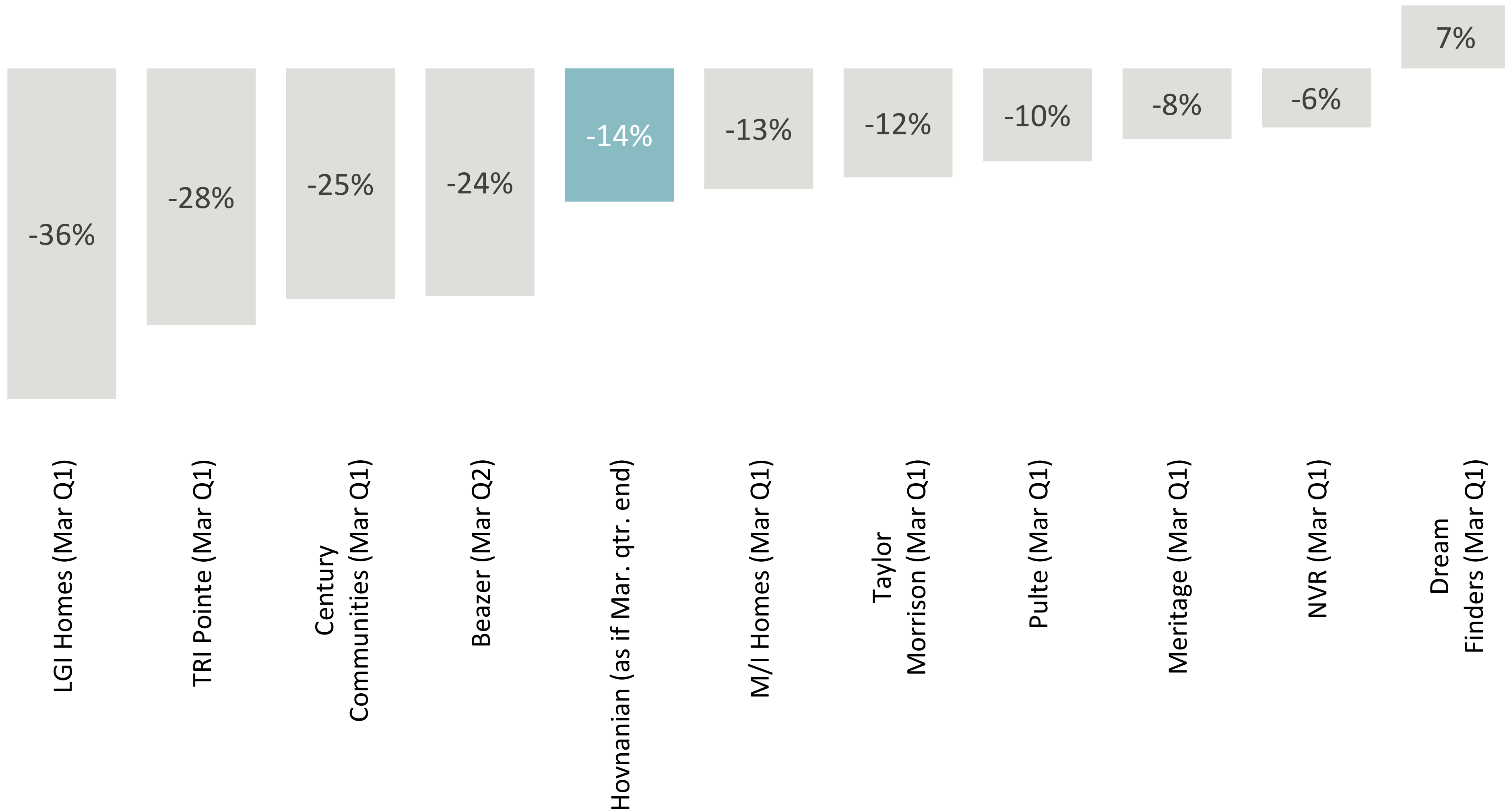
For the quarter ended March 31, 2025



Note: Only peers with March quarter ends are shown on this slide.
Note: Hovnanian calculation includes domestic unconsolidated joint venture contracts and excludes Build for Rent contracts.

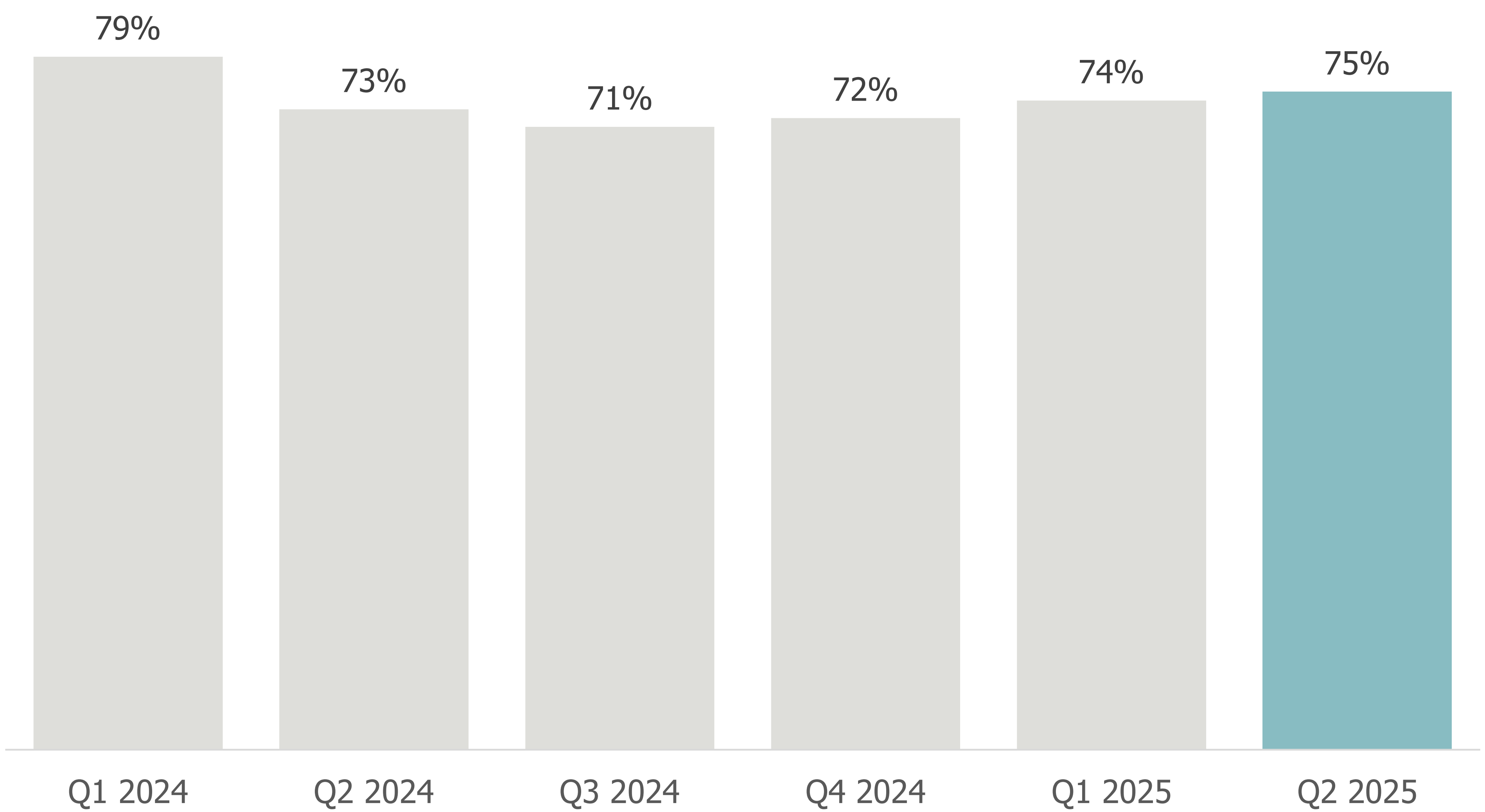
Contracts Per Community – Most Recent Quarter Year-Over-Year Change

For the quarter ended March 31, 2025, compared with the quarter ended March 31, 2024



Note: Only peers with March quarter ends are shown on this slide.
Note: Hovnanian calculation includes domestic unconsolidated joint venture contracts and excludes Build for Rent contracts.

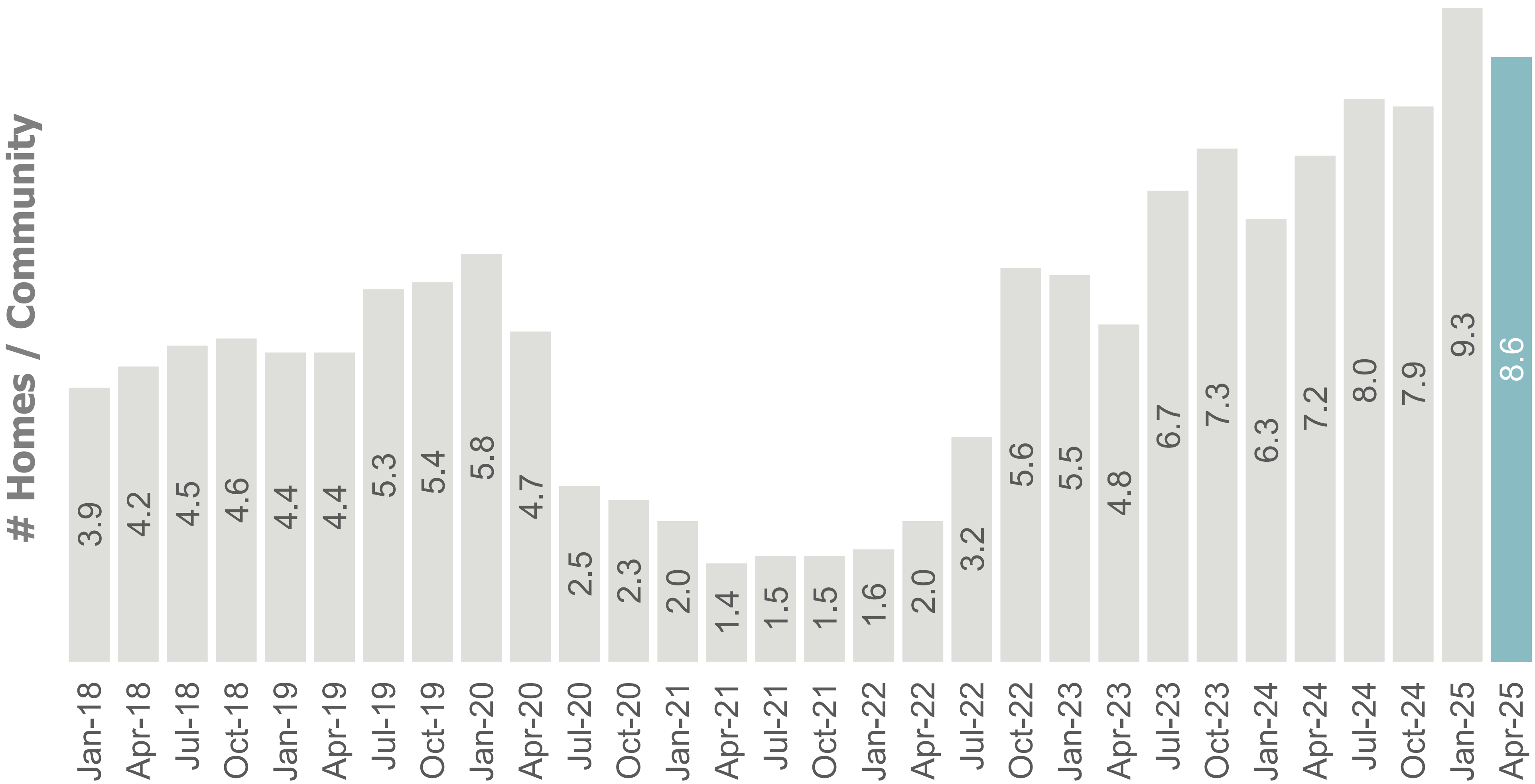
Percentage of Our Homebuyers That Used Buydowns



Note: Represents the percentage of K. Hovnanian American Mortgage customers that used a buydown.

Quick Move In Homes (QMIs) Per Community

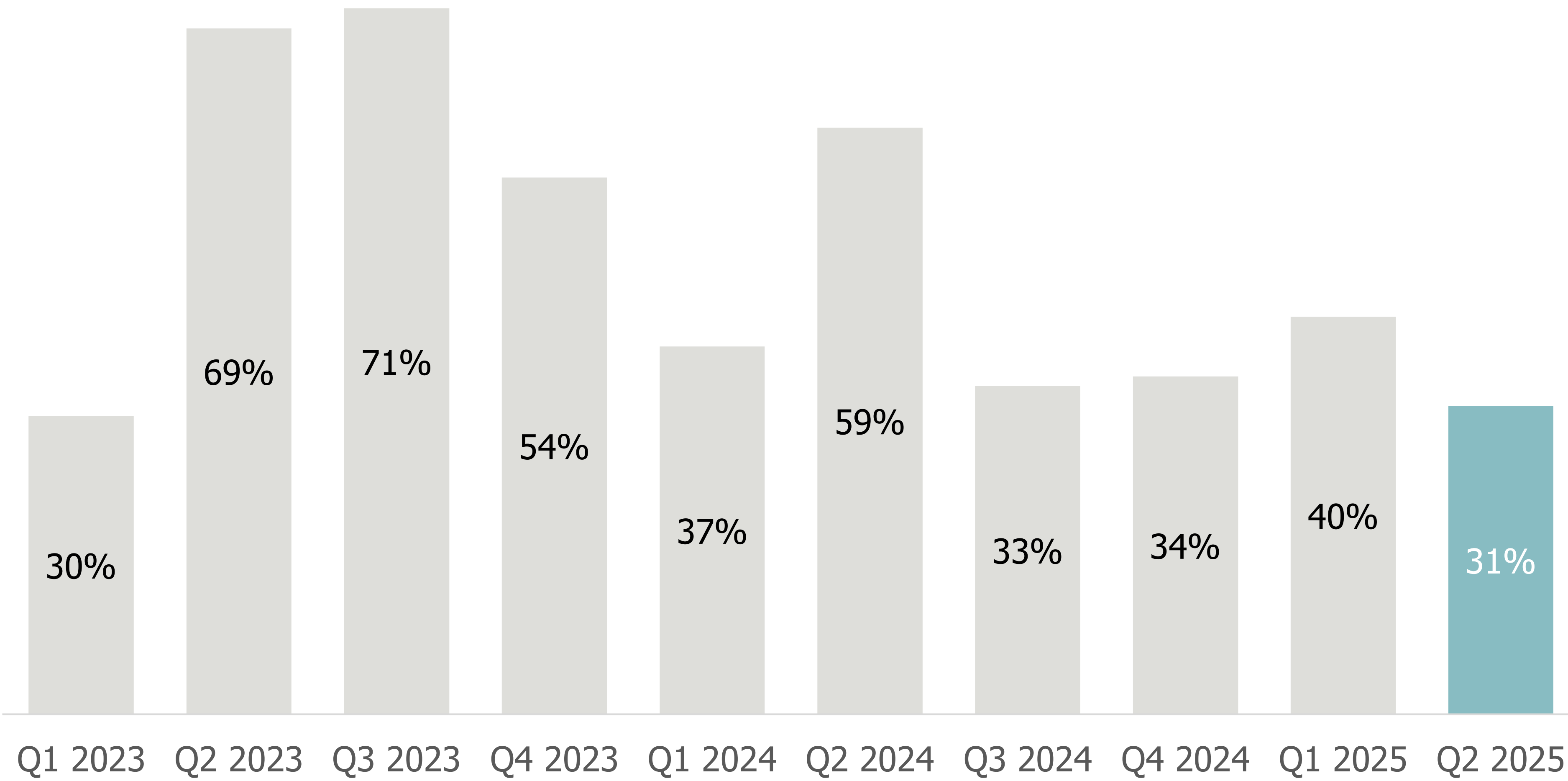
- *1,073 QMIs at 04/30/25, excluding models*
- *4.6 average QMIs per community since 1997*
- *304 finished QMIs at 04/30/25*



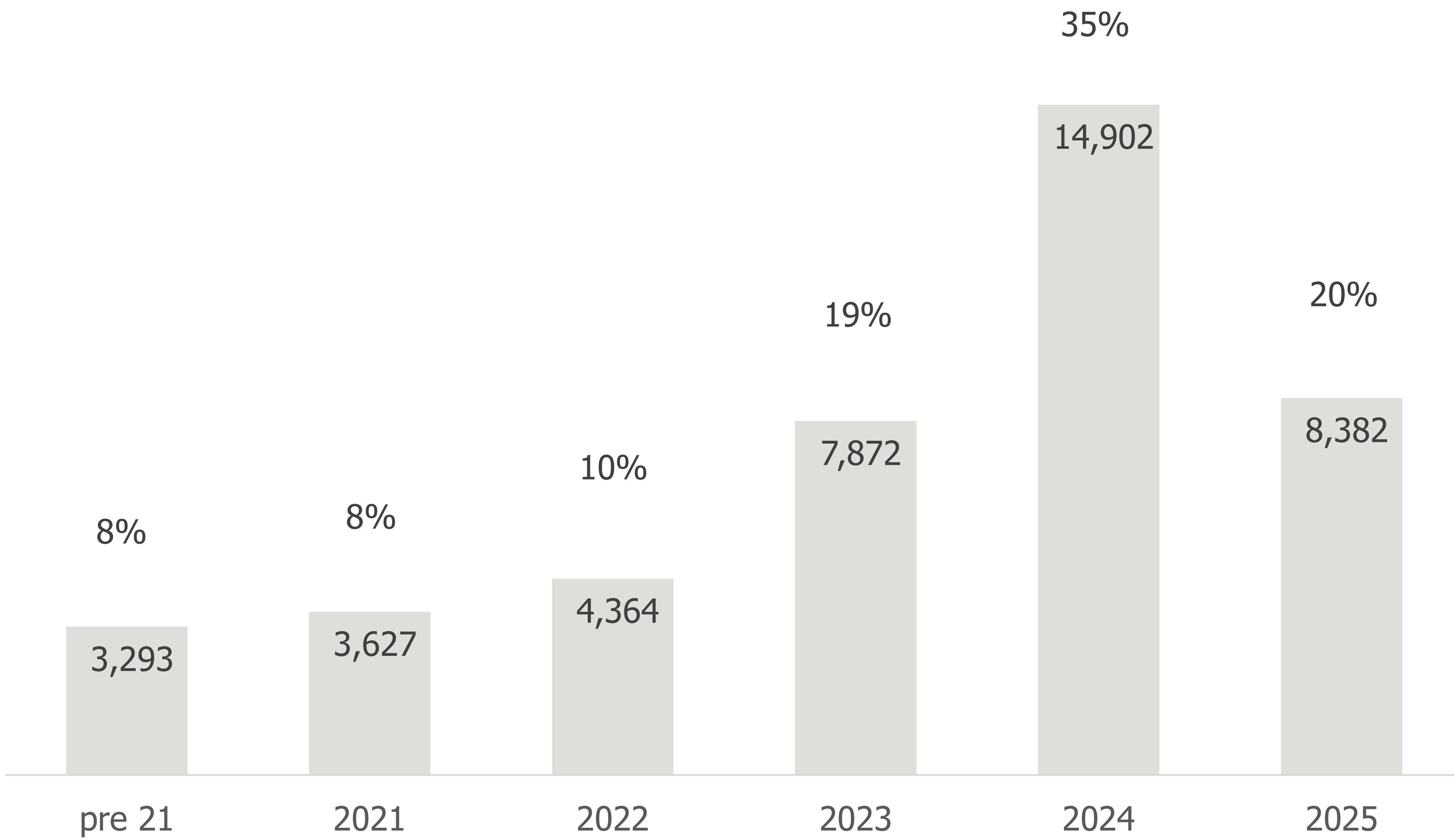
Note: Excluding unconsolidated joint ventures and models.

Raising Home Prices in Many of Our Communities

Percentage of communities where we raised net prices



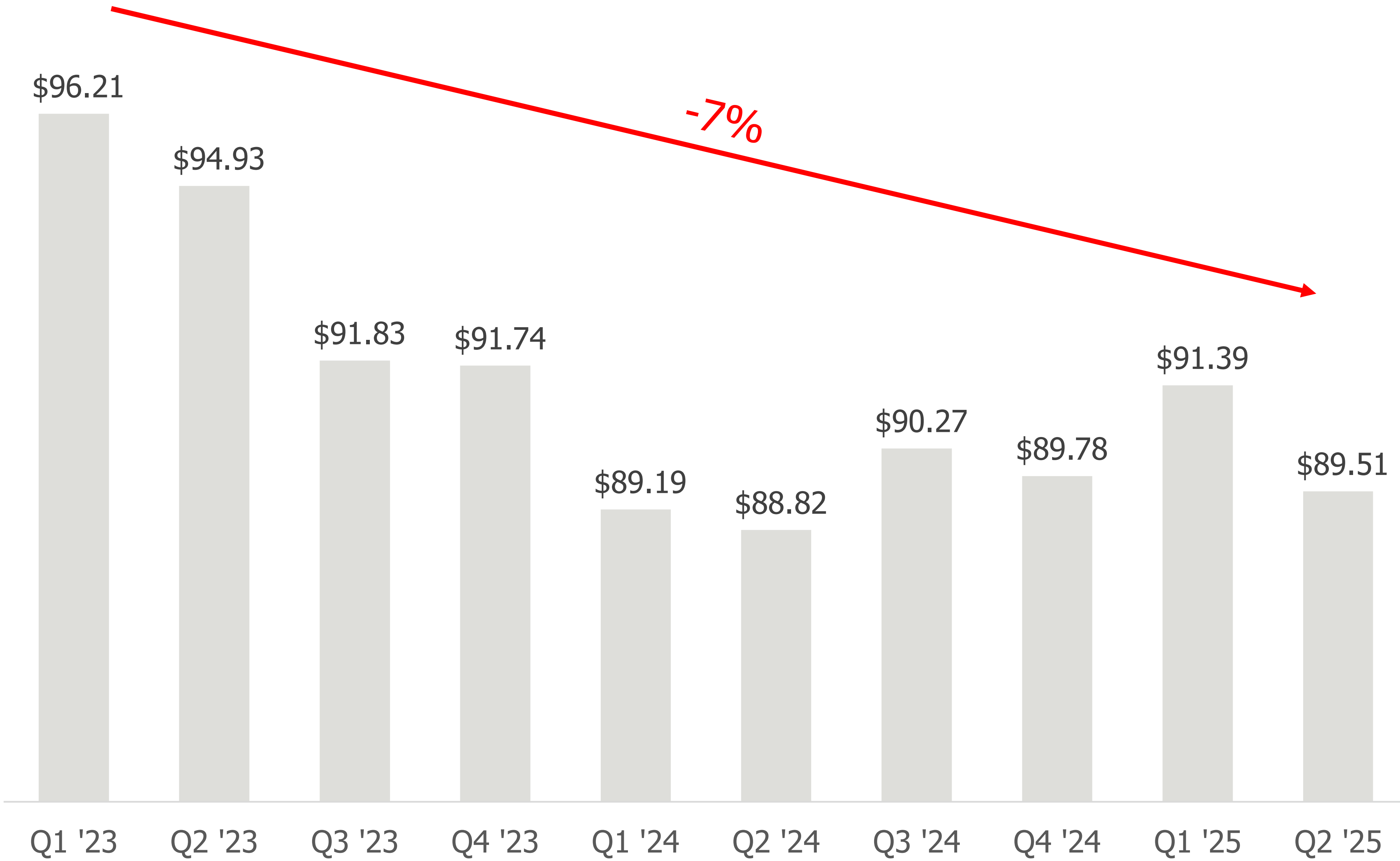
Lot Vintage



	pre 21	2021	2022	2023	2024	2025
% of Incentives	-	3.4%	3.0%	7.9%	8.1%	10.1%

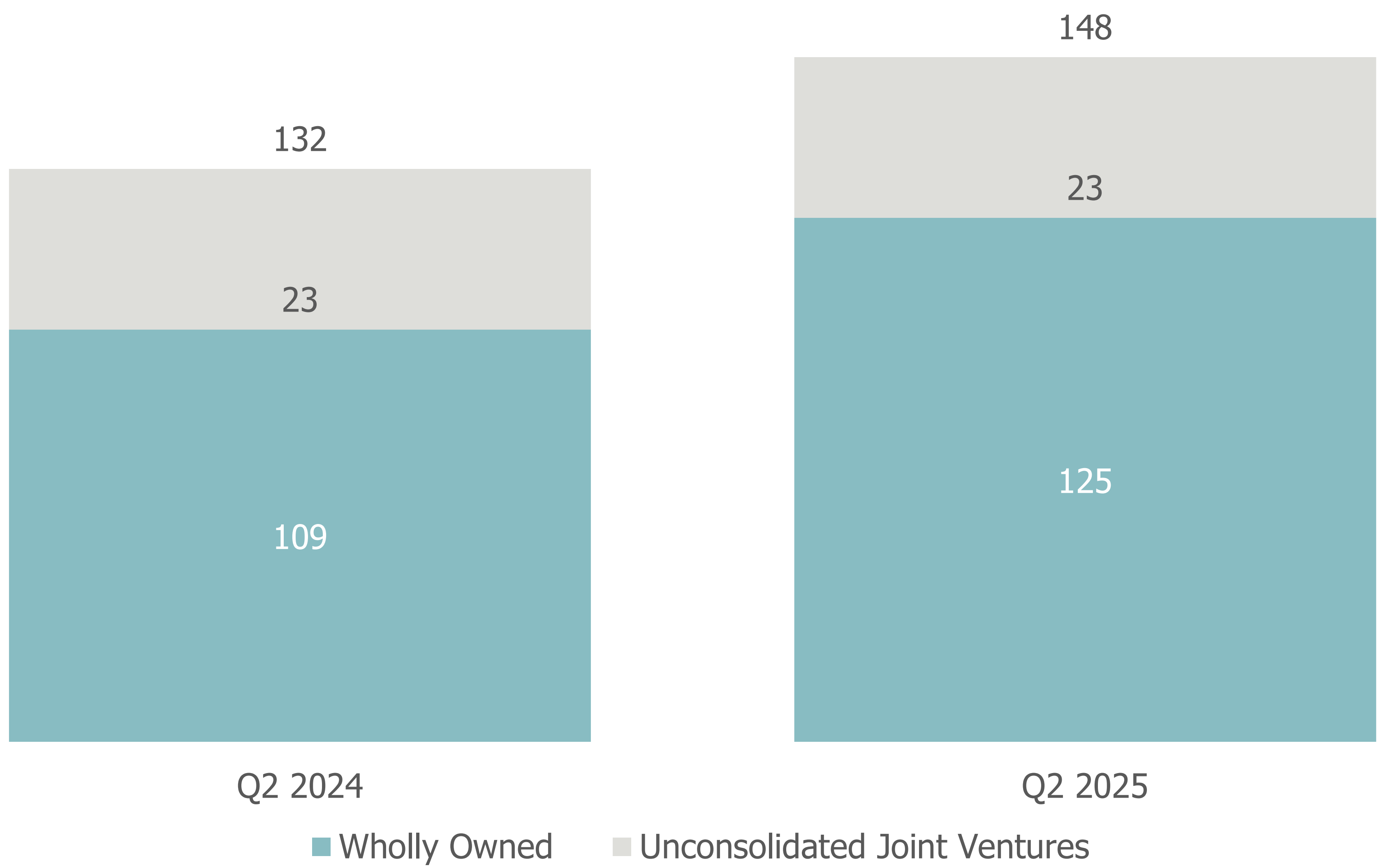
Note: "% of incentives" is percentage of incentives to total revenue before incentives. Percentage for 2025 is for the first six months of the fiscal year. The other percentages are for the full fiscal years.

Base Construction Costs Per Square Foot



Community Count

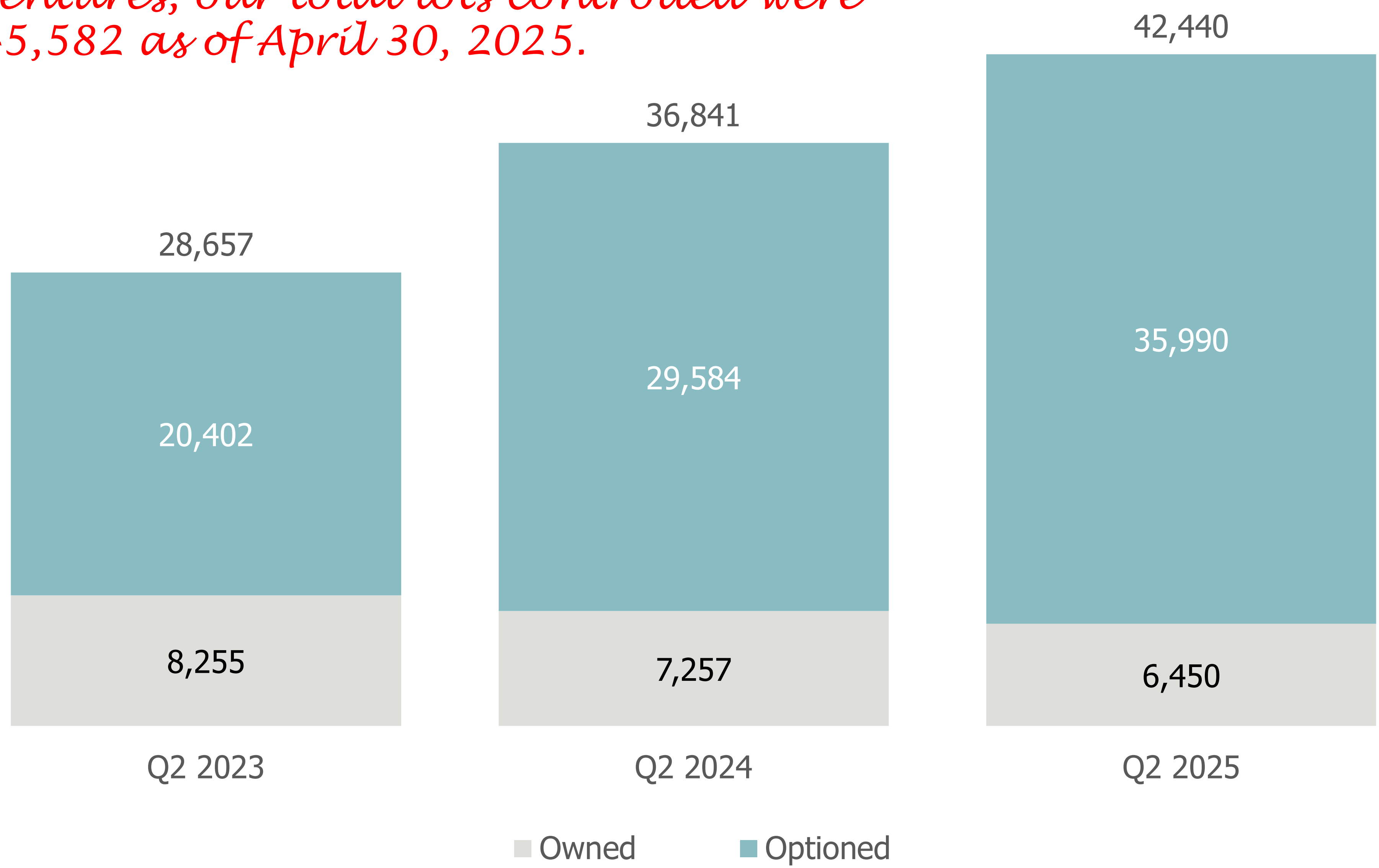
Community count expected to grow further in fiscal 2025.



Note: Excludes our multi-community unconsolidated joint venture in the Kingdom of Saudi Arabia.

Lots Controlled

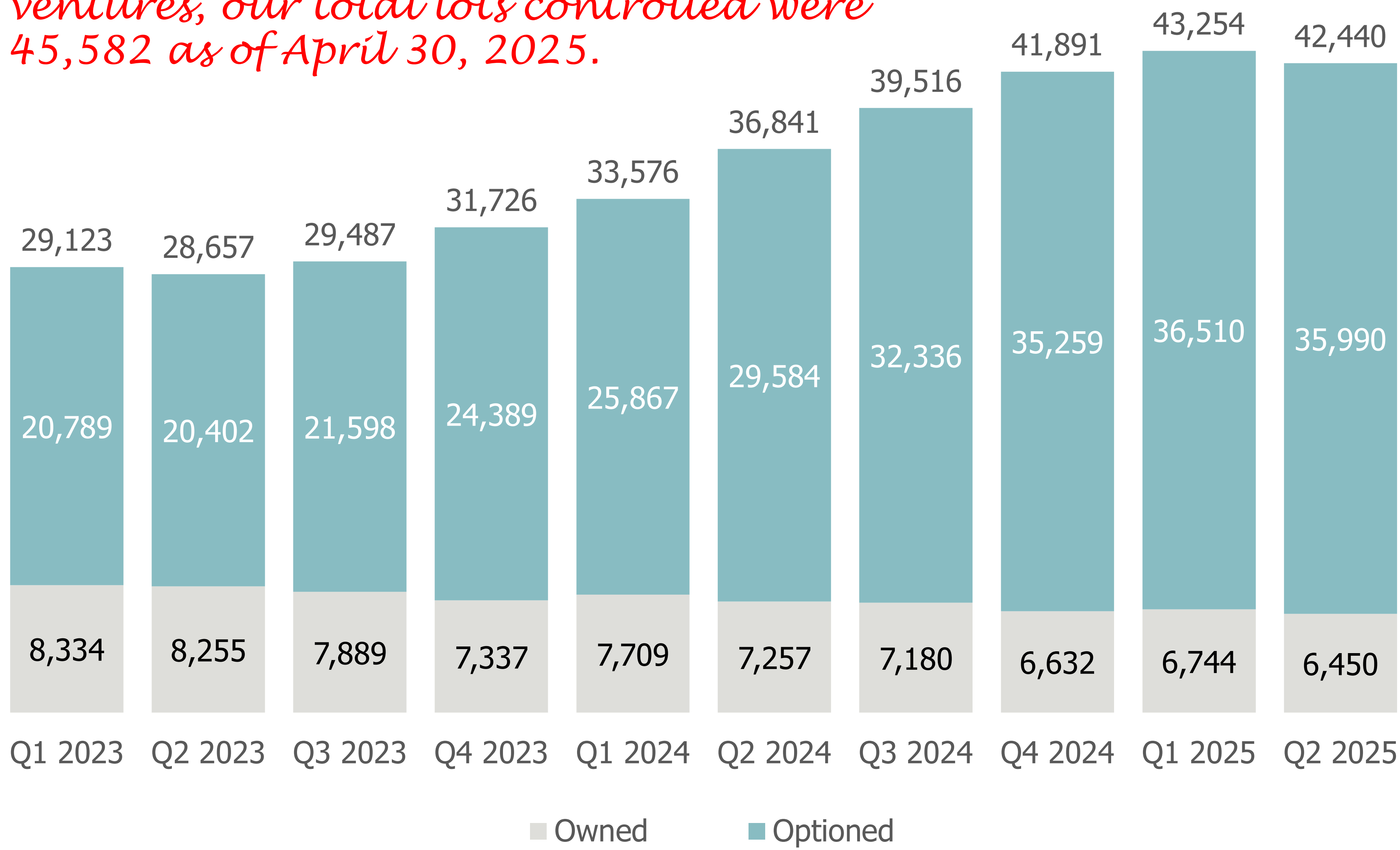
Including domestic unconsolidated joint ventures, our total lots controlled were 45,582 as of April 30, 2025.



Note: Excludes unconsolidated joint ventures.

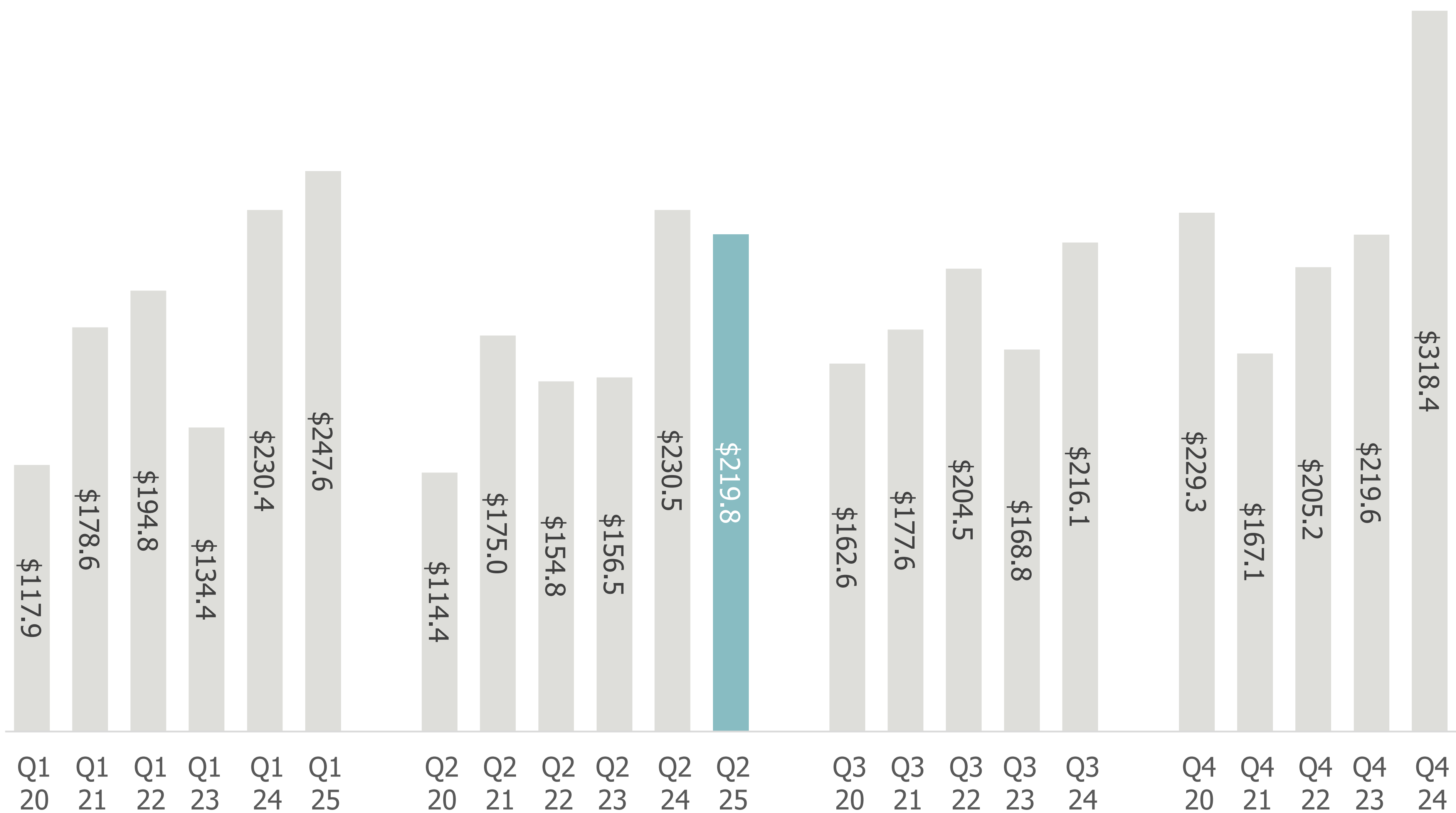
Lots Controlled

Including domestic unconsolidated joint ventures, our total lots controlled were 45,582 as of April 30, 2025.

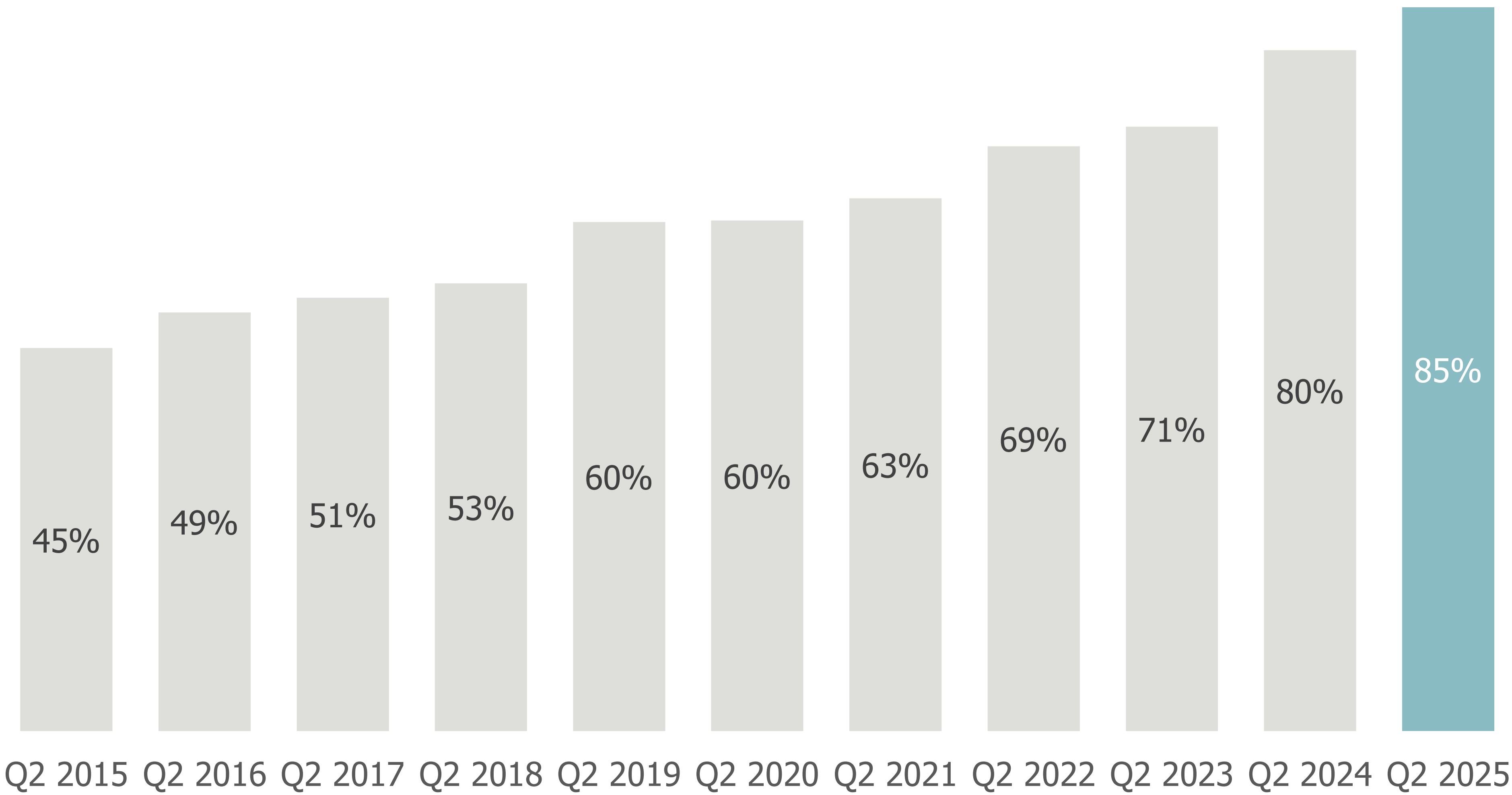


Note: Excludes unconsolidated joint ventures.

Quarterly Land and Land Development Spend

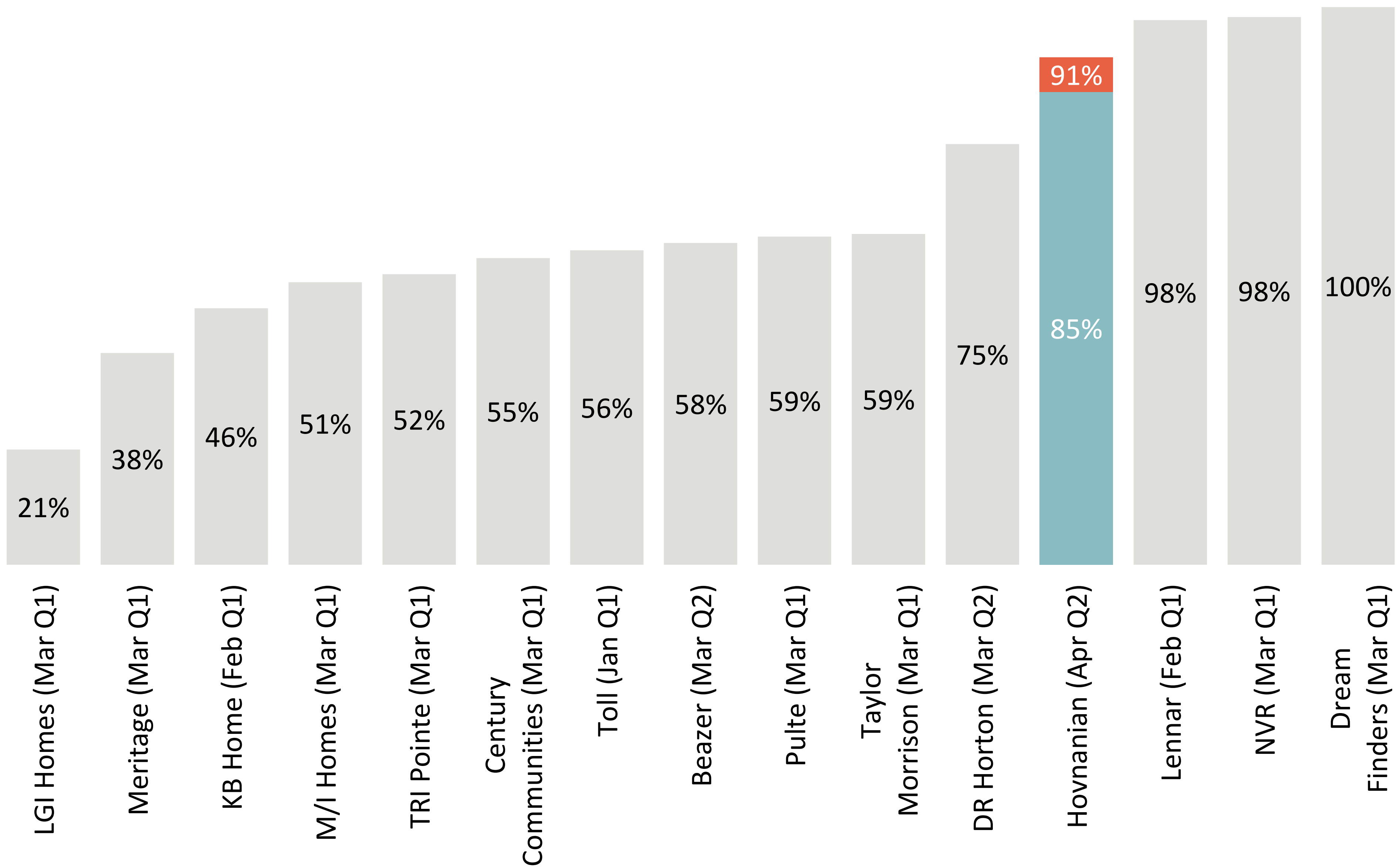


Percentage of Optioned Lots



Note: Excludes unconsolidated joint ventures.

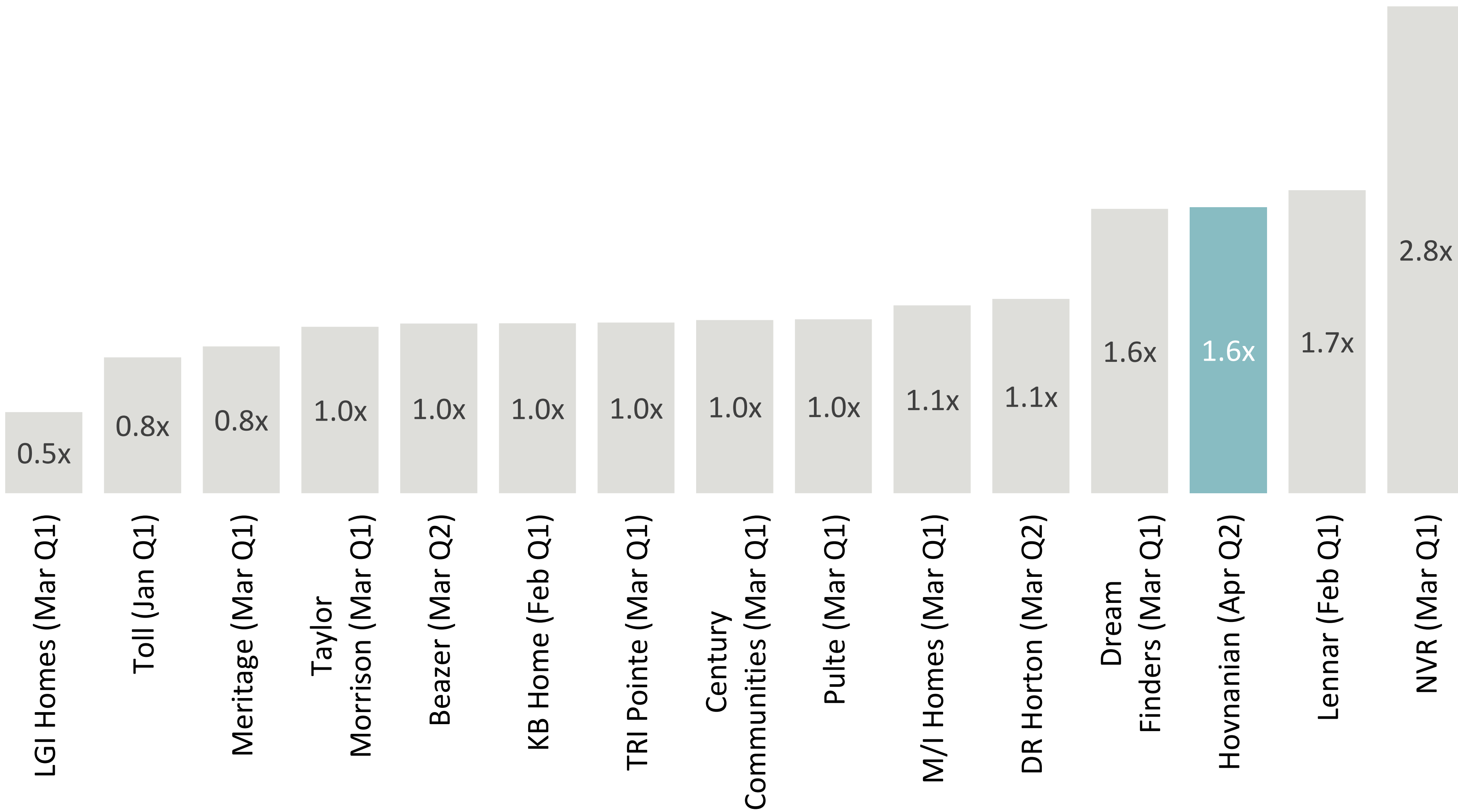
% of Lots Optioned



Source: Peer SEC filings and press releases as of 05/20/2025.
Note: Excludes unconsolidated joint ventures.
Note: Hovnanian 91% excludes QMIs and backlog from owned lots.

Inventory Turns (COGS), Last Twelve Months

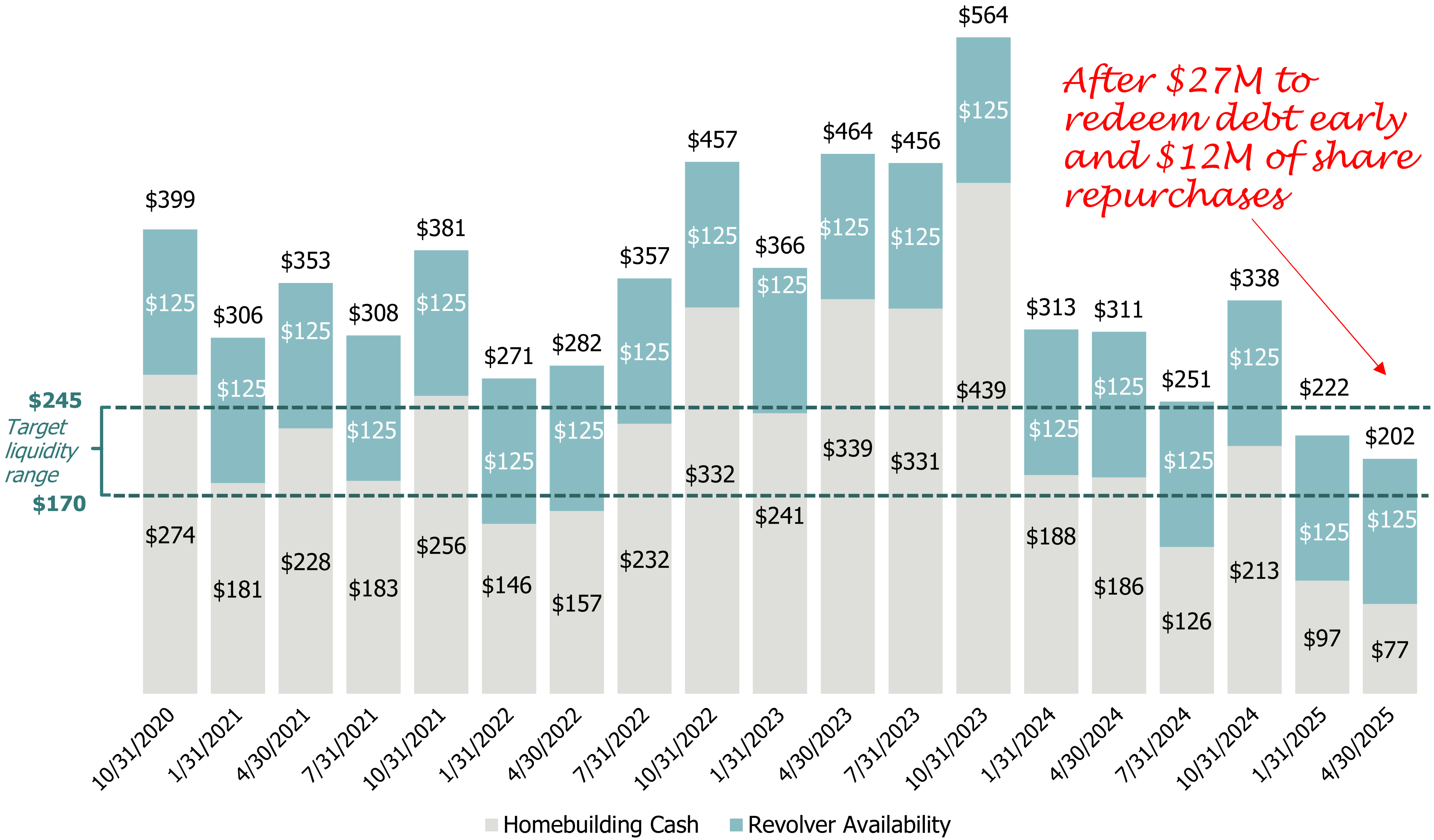
Hovnanian Enterprises Inc.



Note: Inventory turns are derived by dividing cost of sales, excluding capitalized interest, by the five-quarter average homebuilding inventory less capitalized interest and less liabilities from inventory not owned.
Source: Peer SEC filings and press releases as of 05/20/2025.

Liquidity Position and Target

($ in millions)



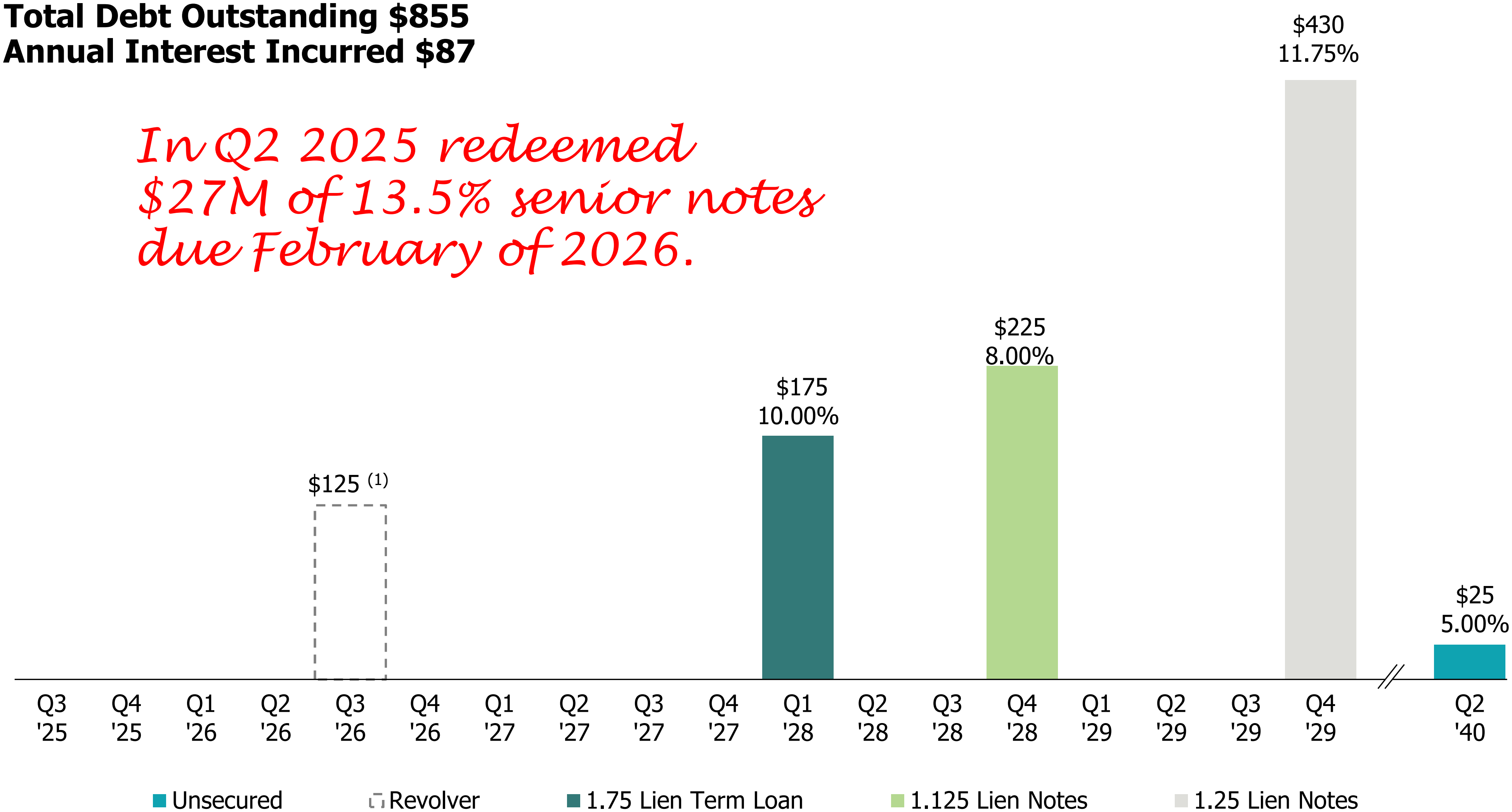
Note: Liquidity position includes homebuilding cash and cash equivalents (which includes unrestricted cash and restricted cash required to collateralize letters of credit) and revolving credit facility availability.

Debt Maturity Profile

April 30, 2025
($ in millions)

Total Debt Outstanding $855
Annual Interest Incurred $87

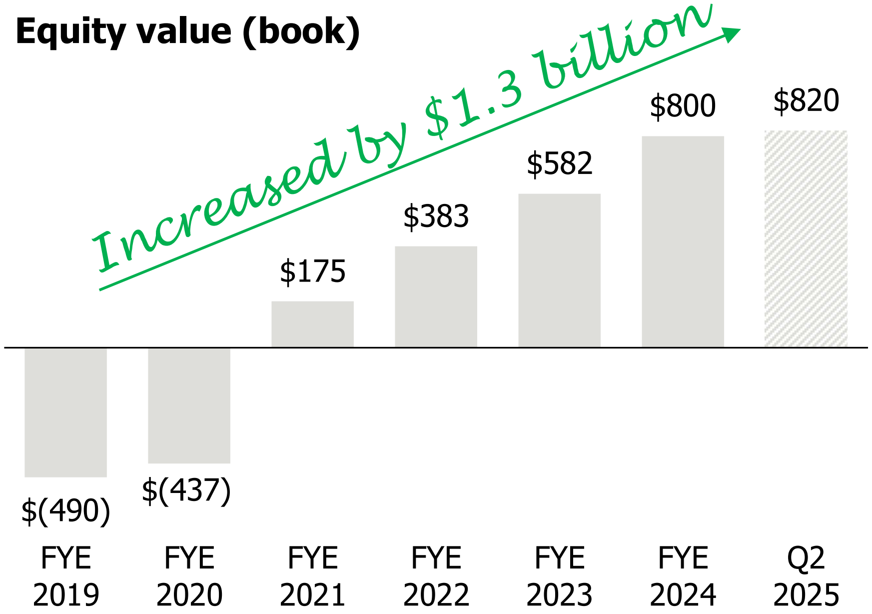
In Q2 2025 redeemed $27M of 13.5% senior notes due February of 2026.

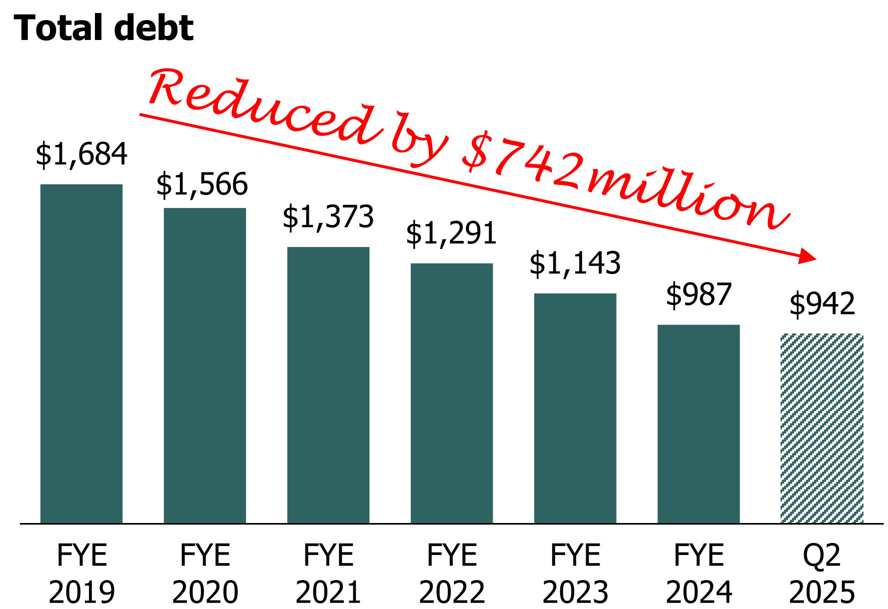


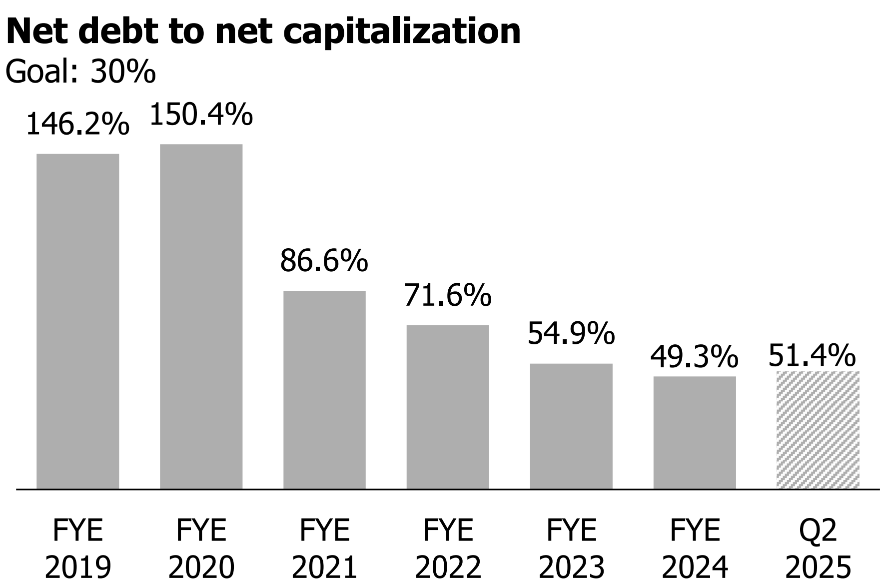
Note: Shown on a fiscal year basis, at face value.
Excludes non-recourse mortgages.
(1) $0 balance as of April 30, 2025.

Balance Sheet Metrics

($ in millions)



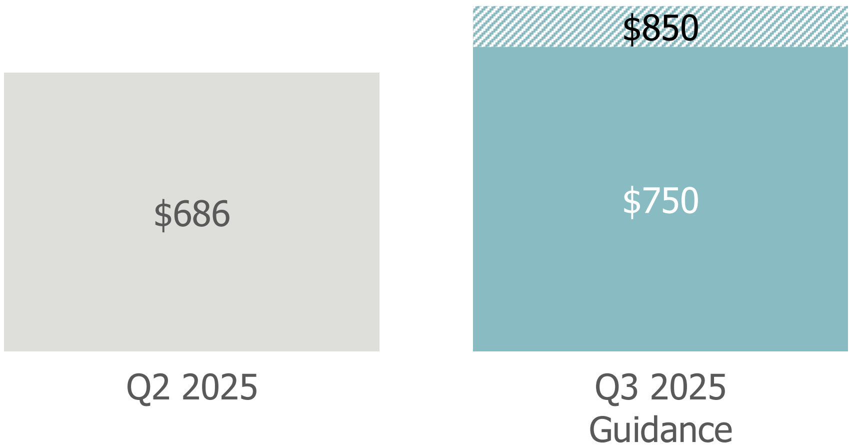




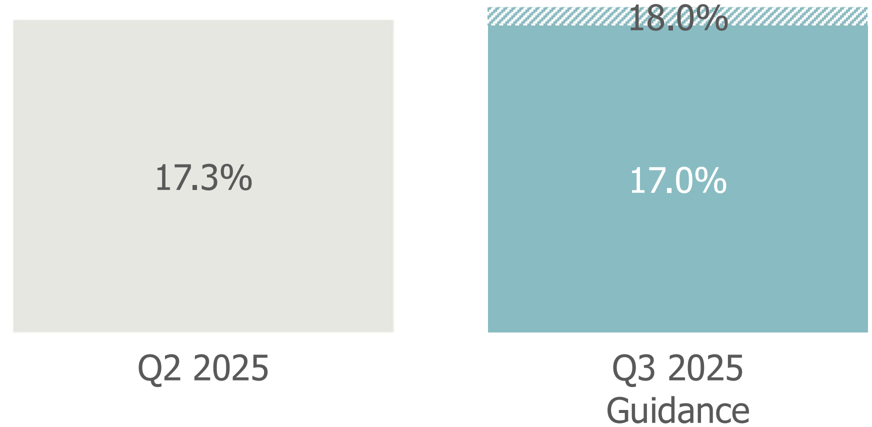
Third Quarter Guidance vs. Second Quarter Actuals

($ in millions)

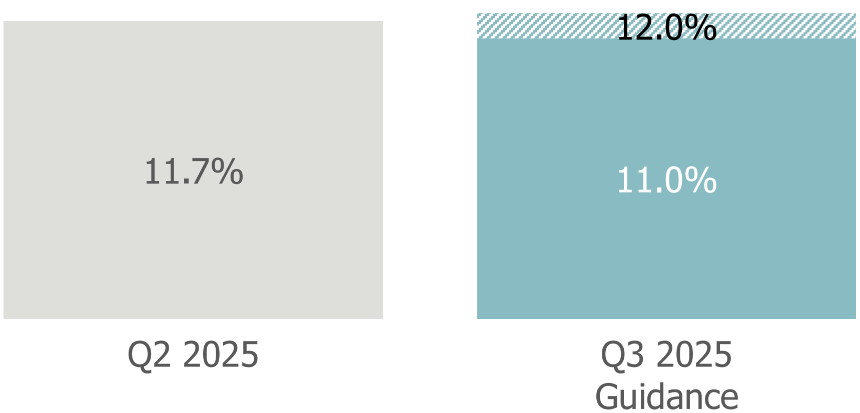
Total Revenues



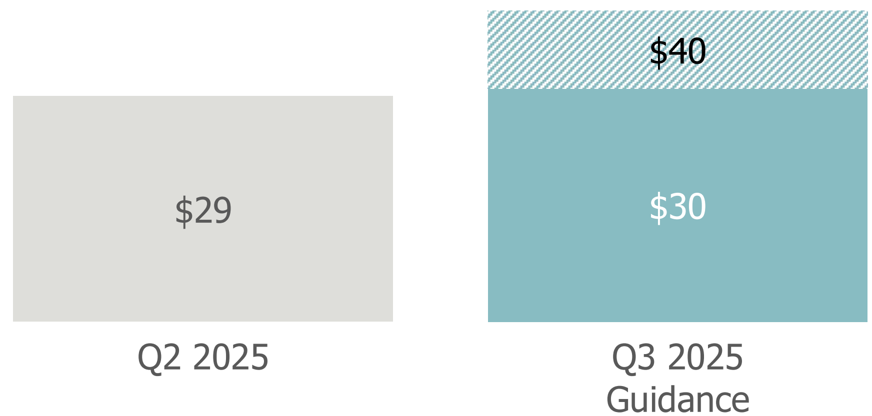
Adjusted Gross Margin(1)



Total SG&A as Percentage of Total Revenues(2)



Adjusted Income Before Income Taxes(3)



(1) Adjusted homebuilding gross margin percentage is before cost of sales interest expense and land charges and is a non-GAAP financial measure. See appendix for a reconciliation of the historic measure to the most directly comparable GAAP measure.

(2) Total SG&A includes homebuilding selling, general and administrative costs and corporate general and administrative costs. Ratio calculated as a percentage of total revenues.

(3) Adjusted Income Before Income Taxes excludes land-related charges, joint venture write-downs and loss (gain) on extinguishment of debt, net and is a non-GAAP financial measure. See appendix for a reconciliation of the historic measure to the most directly comparable GAAP measure.

Guidance for Fiscal 2025 Third Quarter

($ in millions)

	Guidance Q3 2025[1]
Total Revenues	**$750 - $850**
Adjusted Homebuilding Gross Margin[2]	**17.0% - 18.0%**
Total SG&A as Percentage of Total Revenues[3]	**11.0% - 12.0%**
Income from Unconsolidated Joint Ventures	***$15 - $25***
Adjusted EBITDA[4]	***$60 - $70***
Adjusted Income Before Income Taxes[5]	**$30 - $40**

(1) The Company cannot provide a reconciliation between its non-GAAP projections and the most directly comparable GAAP measures without unreasonable efforts because it is unable to predict with reasonable certainty the ultimate outcome of certain significant items required for the reconciliation. These items include, but are not limited to, land-related charges, inventory impairments and land option write-offs and loss (gain) on extinguishment of debt, net. These items are uncertain, depend on various factors and could have a material impact on GAAP reported results.
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(3) Total SG&A includes homebuilding selling, general and administrative costs and corporate general and administrative costs. Ratio calculated as a percentage of total revenues. The SG&A guidance assumes that the stock remains at $96.80, which was the price at the end of the second quarter of fiscal year 2025.
(4) Adjusted EBITDA is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income. Adjusted EBITDA represents earnings before interest expense, income taxes, depreciation, amortization, land-related charges and loss (gain) on extinguishment of debt, net. See appendix for a reconciliation of the historic measure to the most directly comparable GAAP measure.
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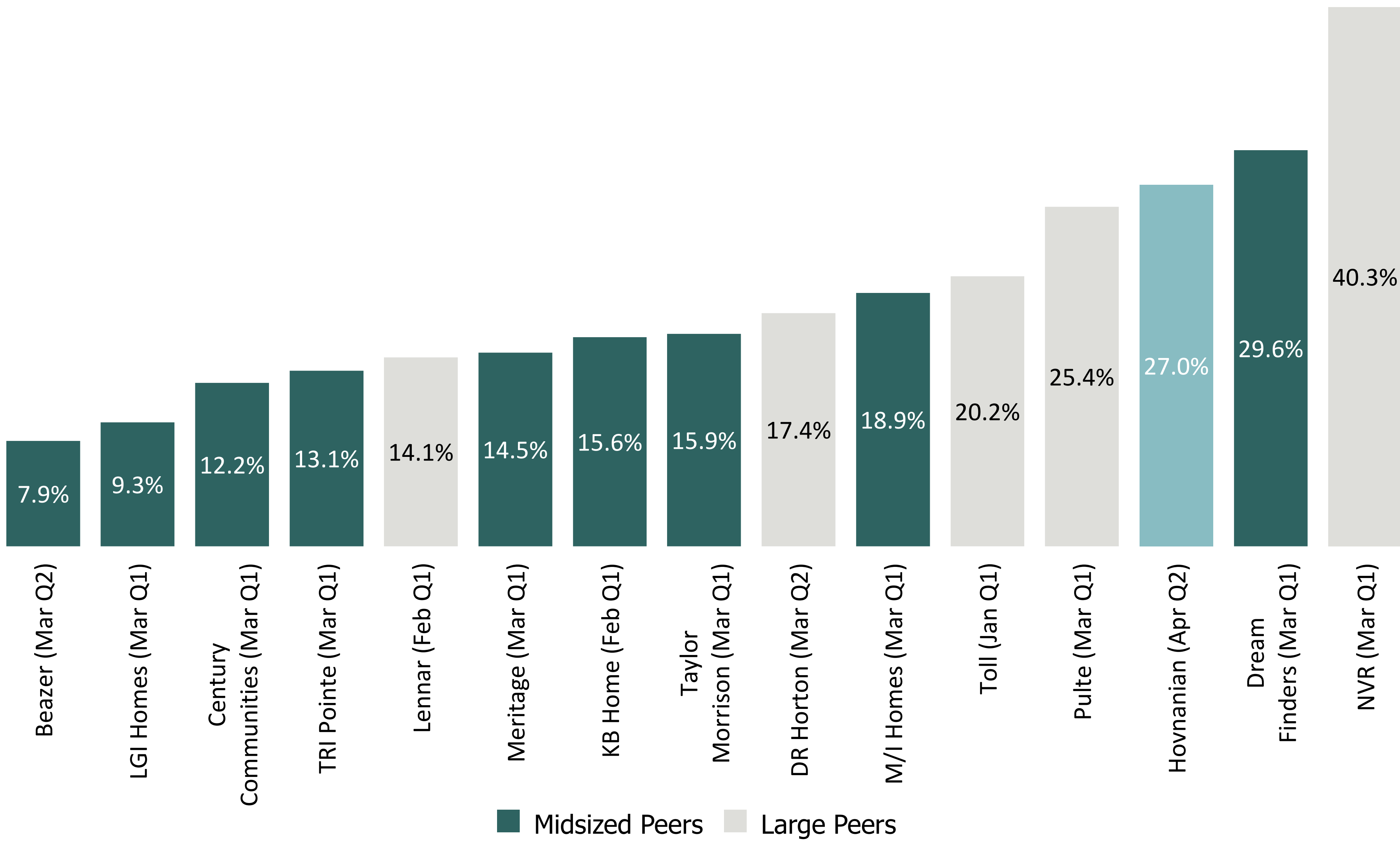
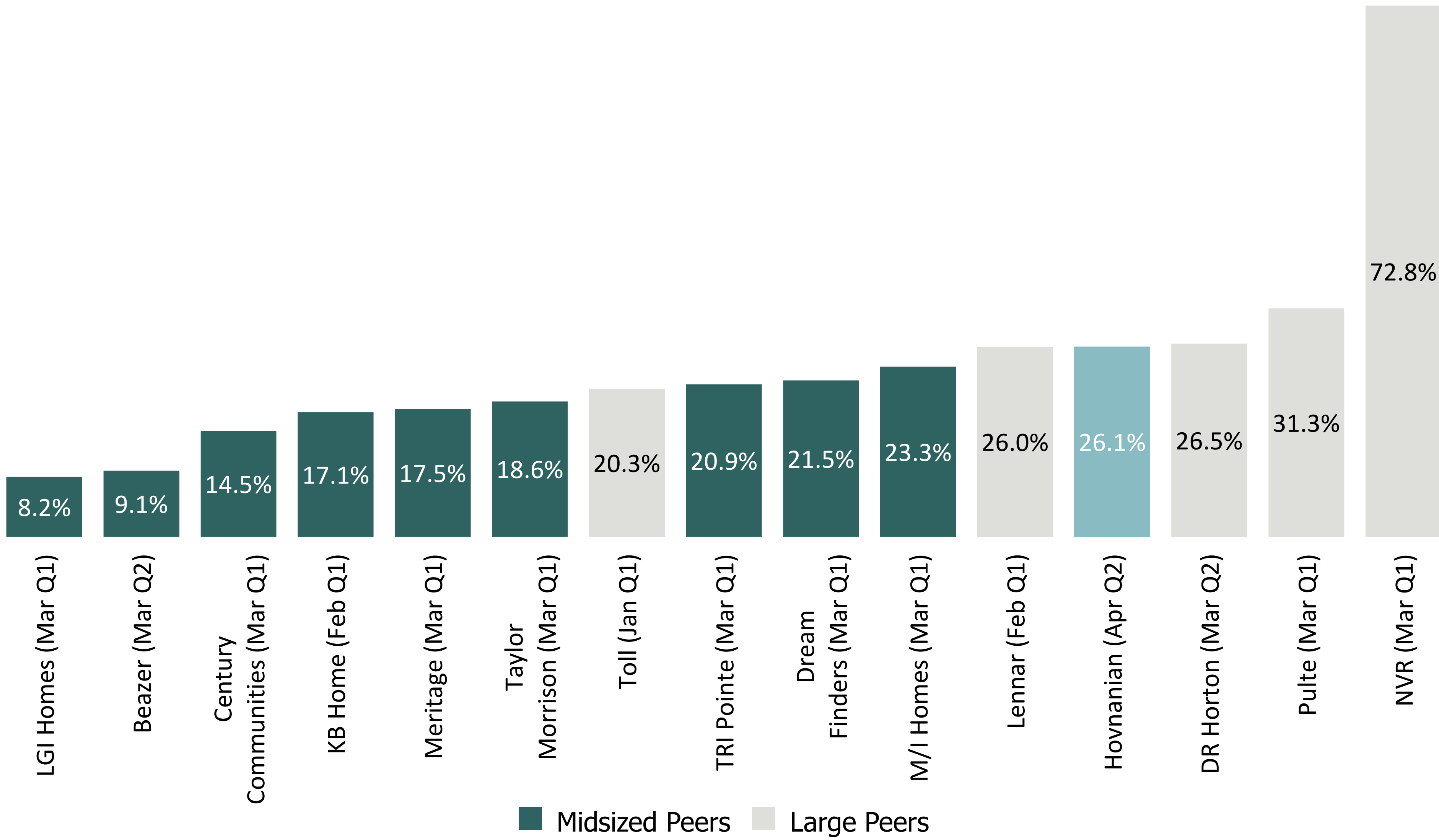
ROE, Last Twelve Months



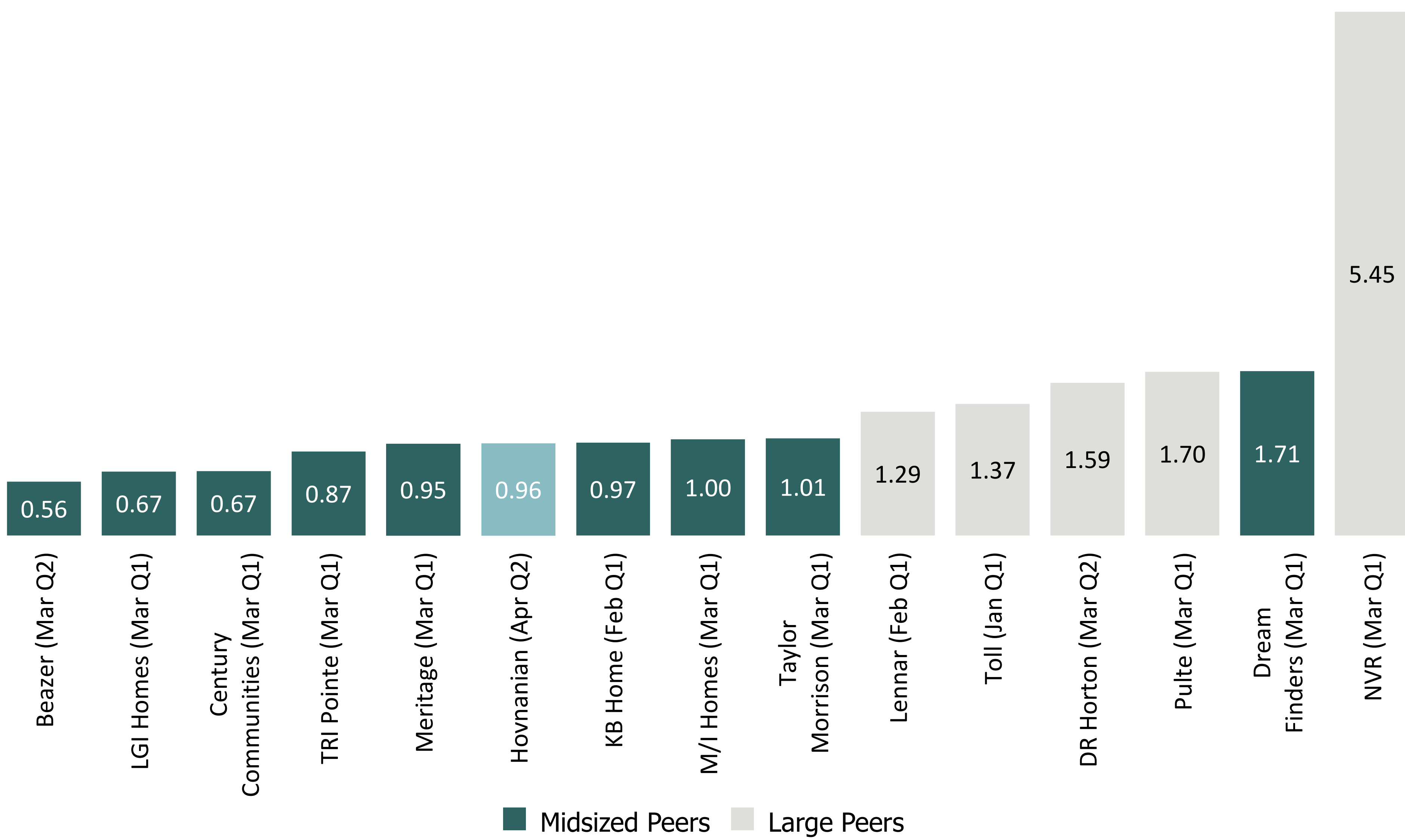
Source: Peer SEC filings and press releases as of 05/20/2025.

Adjusted EBIT ROI, Last Twelve Months



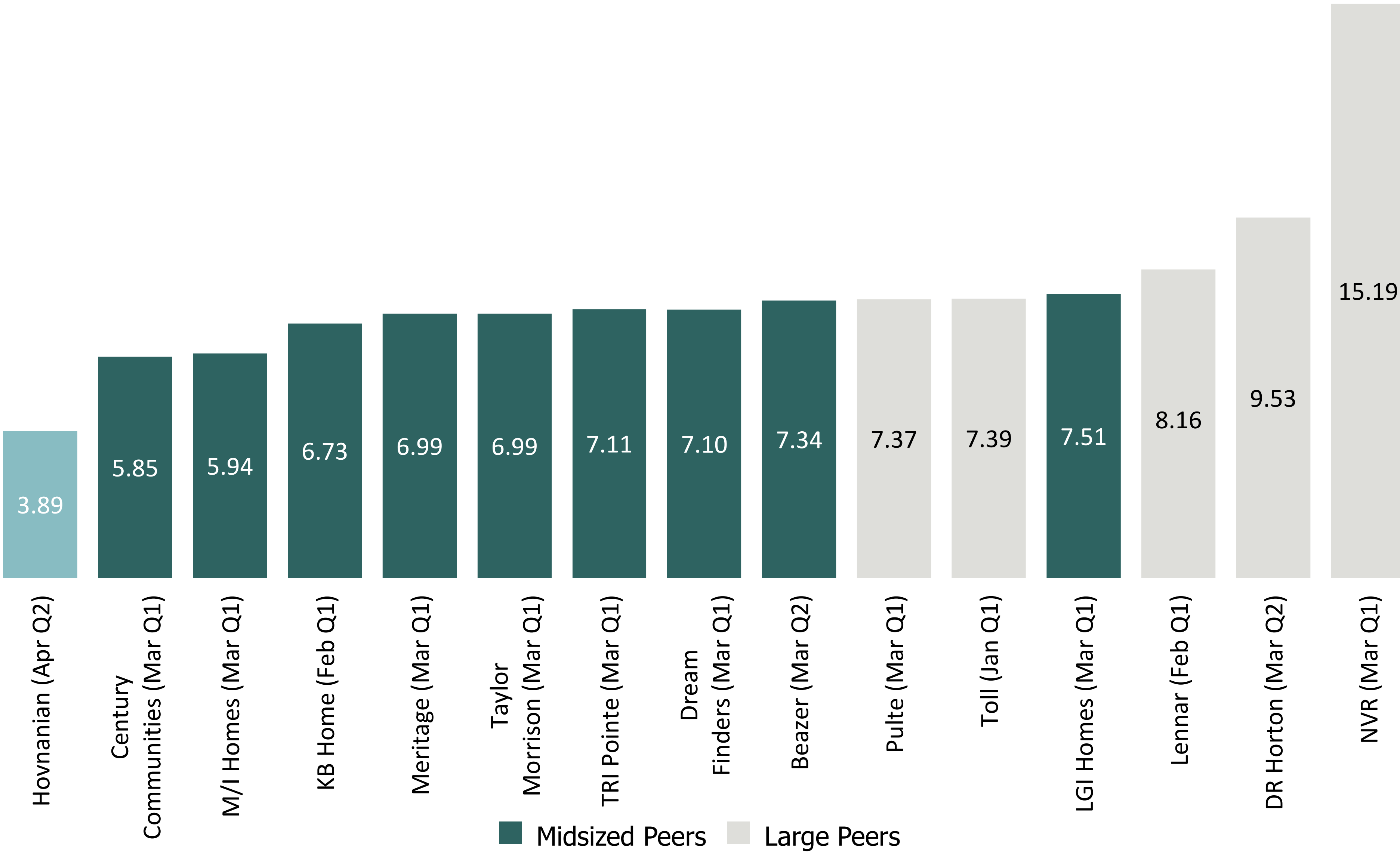
Source: Peer SEC filings and press releases as of 05/20/2025.
Note: Defined as LTM Total Company EBIT before land-related charges and gain (loss) on extinguishment of debt divided by five quarter average inventory, excluding capitalized interest and liabilities from inventory not owned, includes goodwill definite life intangibles assets and includes investments in and advances to unconsolidated joint ventures.

Price to Book Value



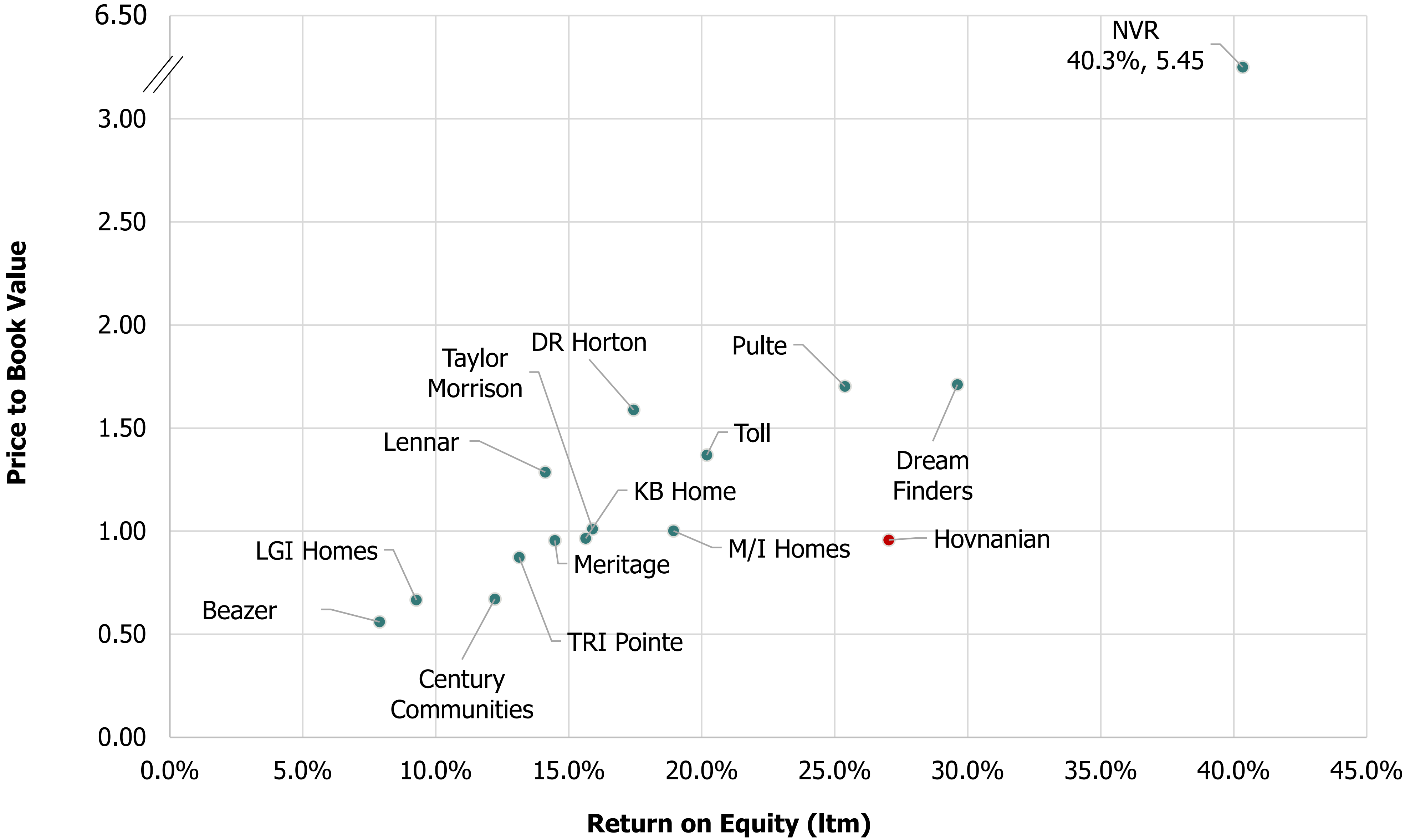
Source: Price to book value for most recent quarter based on Yahoo! finance as of 05/19/2025.
Note: Hovnanian price to book value calculated with common equity as of 04/30/2025 and stock price of $109.85 as of 05/19/2025.

Price to Earnings Ratio



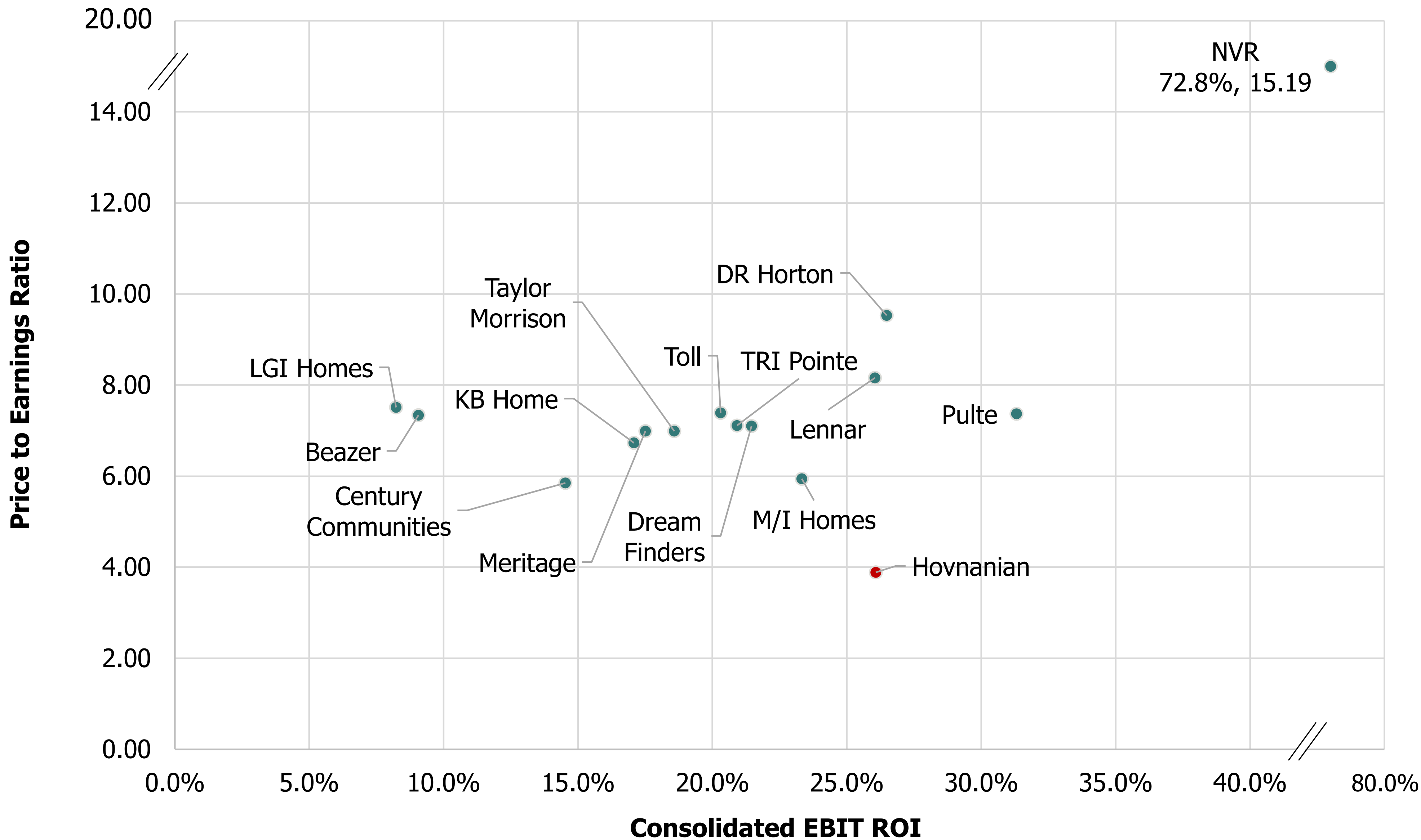
Source: Last twelve-month price to earnings ratio based on Yahoo! finance as of 05/19/2025.
Note: Hovnanian price to earnings ratio calculated using last twelve months EPS as of 04/30/2025 and stock price of $109.85 as of 05/19/2025.

ROE Price to Book



Source: Yahoo! finance as of 5/19/2025.

EBIT ROI to PE



Source: Yahoo! finance as of 05/19/2025.

Appendix

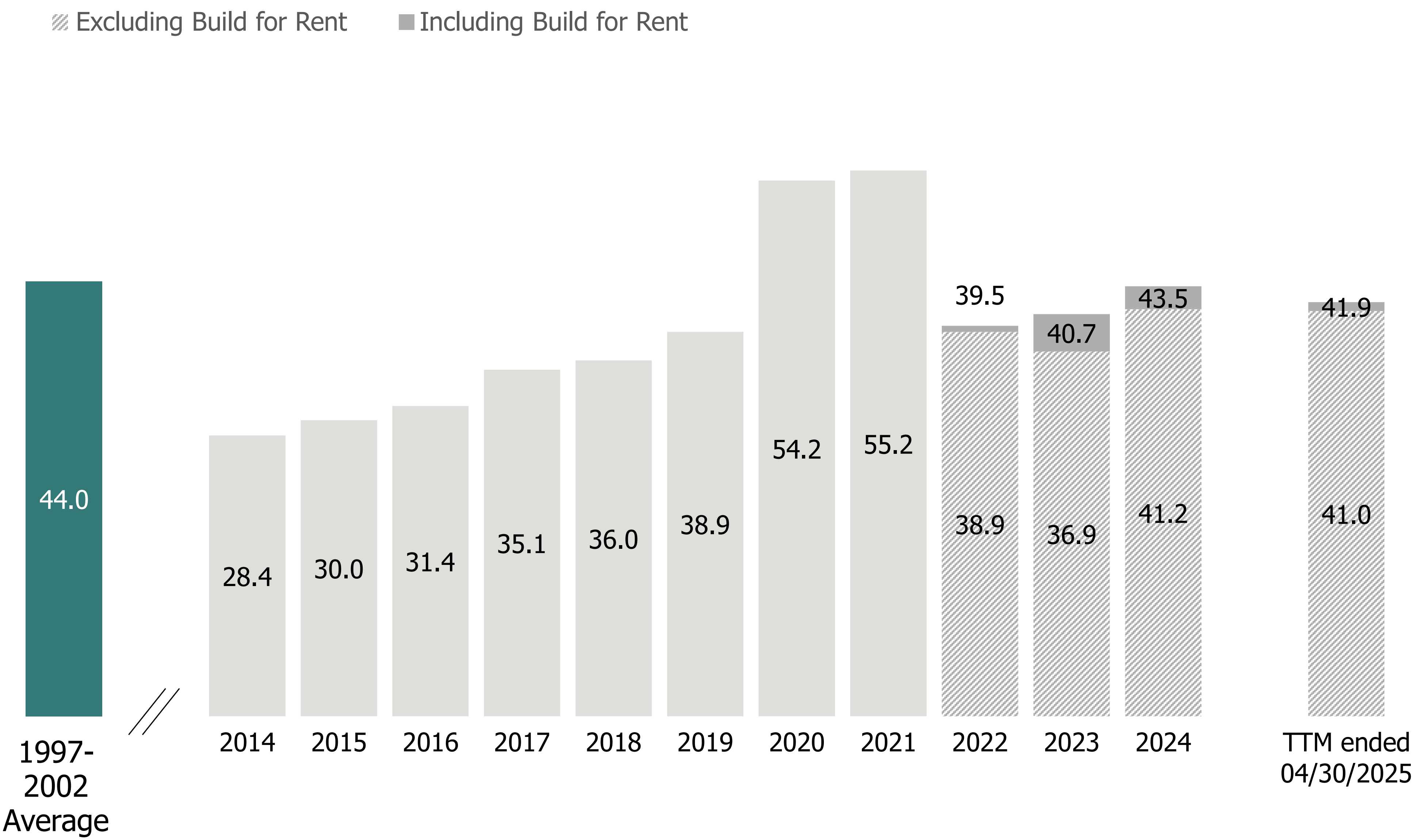
Second Quarter Results Compared to Guidance

($ in millions)

	Guidance Q2 2025[1]	Actuals Q2 2025	Actuals Q2 2025 Excluding Incremental Phantom Benefit
Total Revenues	$675 - $775	$686	$686
Adjusted Homebuilding Gross Margin[2]	17.5% - 18.5%	17.3%	17.3%
Total SG&A as Percentage of Total Revenues[3]	11.0% - 12.0%	11.7%	12.1%
Income from Unconsolidated Joint Ventures	$5 - $10	$9	$9
Adjusted EBITDA[4]	$50 - $60	$60	$57
Adjusted Income Before Income Taxes[5]	$20 - $30	$29	$26

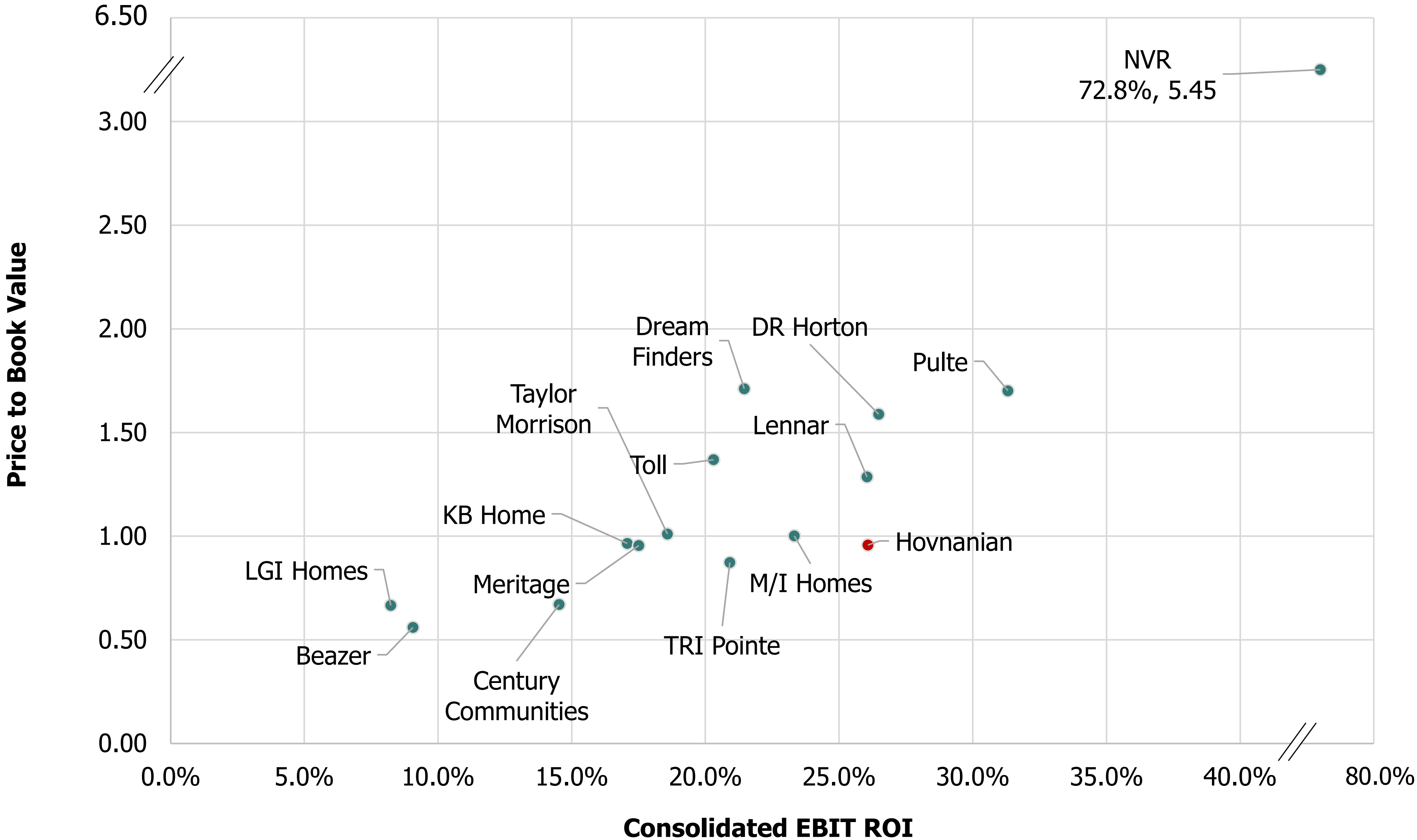
(1) The Company cannot provide a reconciliation between its non-GAAP projections and the most directly comparable GAAP measures without unreasonable efforts because it is unable to predict with reasonable certainty the ultimate outcome of certain significant items required for the reconciliation. These items include, but are not limited to, land-related charges, inventory impairments and land option write-offs and loss (gain) on extinguishment of debt, net. These items are uncertain, depend on various factors and could have a material impact on GAAP reported results.
(2) Adjusted homebuilding gross margin percentage is before cost of sales interest expense and land charges and is a non-GAAP financial measure. See appendix for a reconciliation of the historic measure to the most directly comparable GAAP measure.
(3) Total SG&A includes homebuilding selling, general and administrative costs and corporate general and administrative costs. Ratio calculated as a percentage of total revenues. The SG&A guidance assumes that the stock remains at $132.39, which was the price at the end of the first quarter of fiscal year 2025.
(4) Adjusted EBITDA is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income. Adjusted EBITDA represents earnings before interest expense, income taxes, depreciation, amortization, land-related charges and loss (gain) on extinguishment of debt, net. See appendix for a reconciliation of the historic measure to the most directly comparable GAAP measure.
(5) Adjusted Income Before Income Taxes excludes land-related charges, joint venture write-downs and loss (gain) on extinguishment of debt, net and is a non-GAAP financial measure. See appendix for a reconciliation of the historic measure to the most directly comparable GAAP measure.

Annual Contracts Per Community



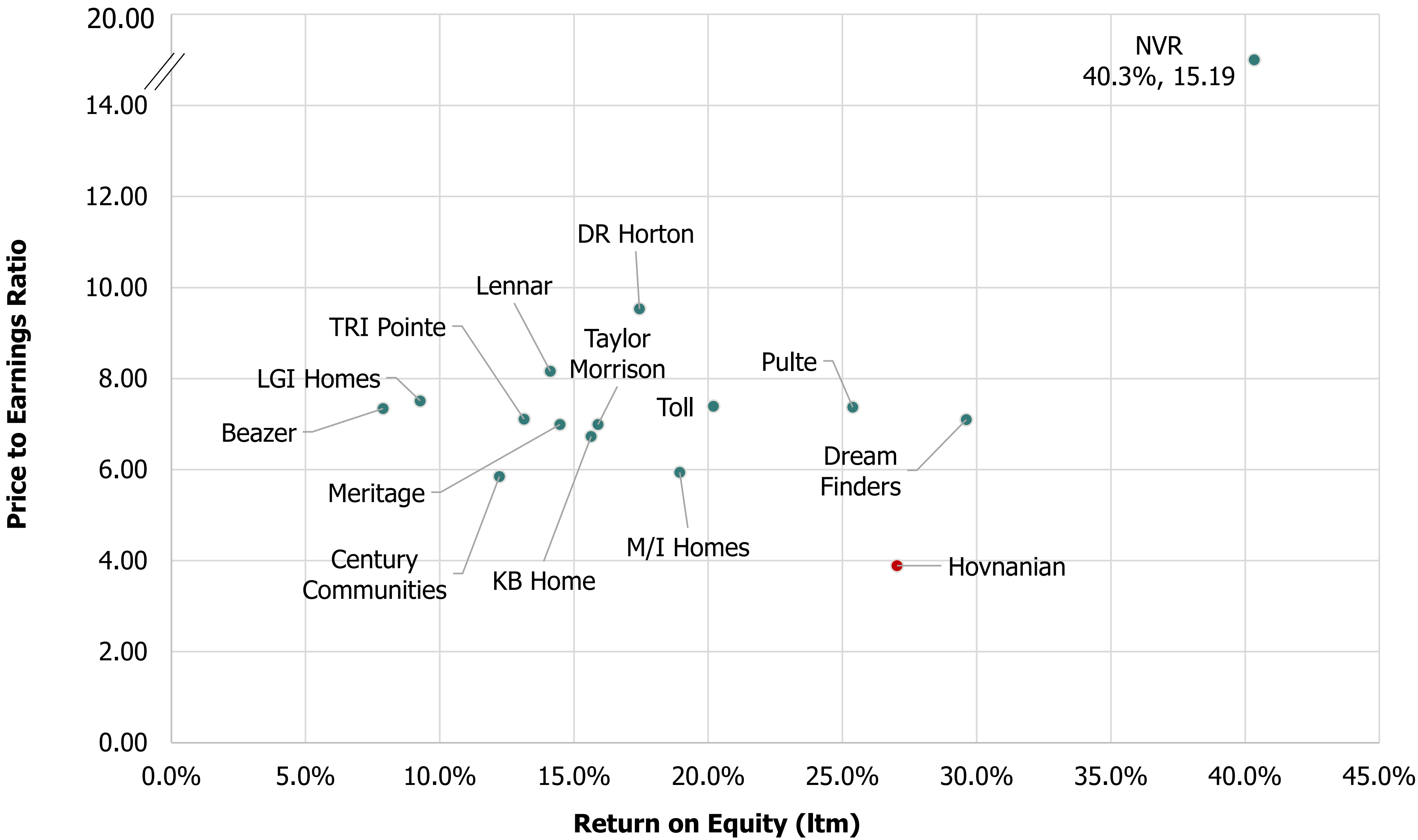
Note: Annual Contracts per Community calculated based on a five-quarter average of communities, excluding unconsolidated joint ventures.

EBIT ROI to Price to Book Value



Source: Yahoo! finance as of 05/19/2025.

ROE to PE



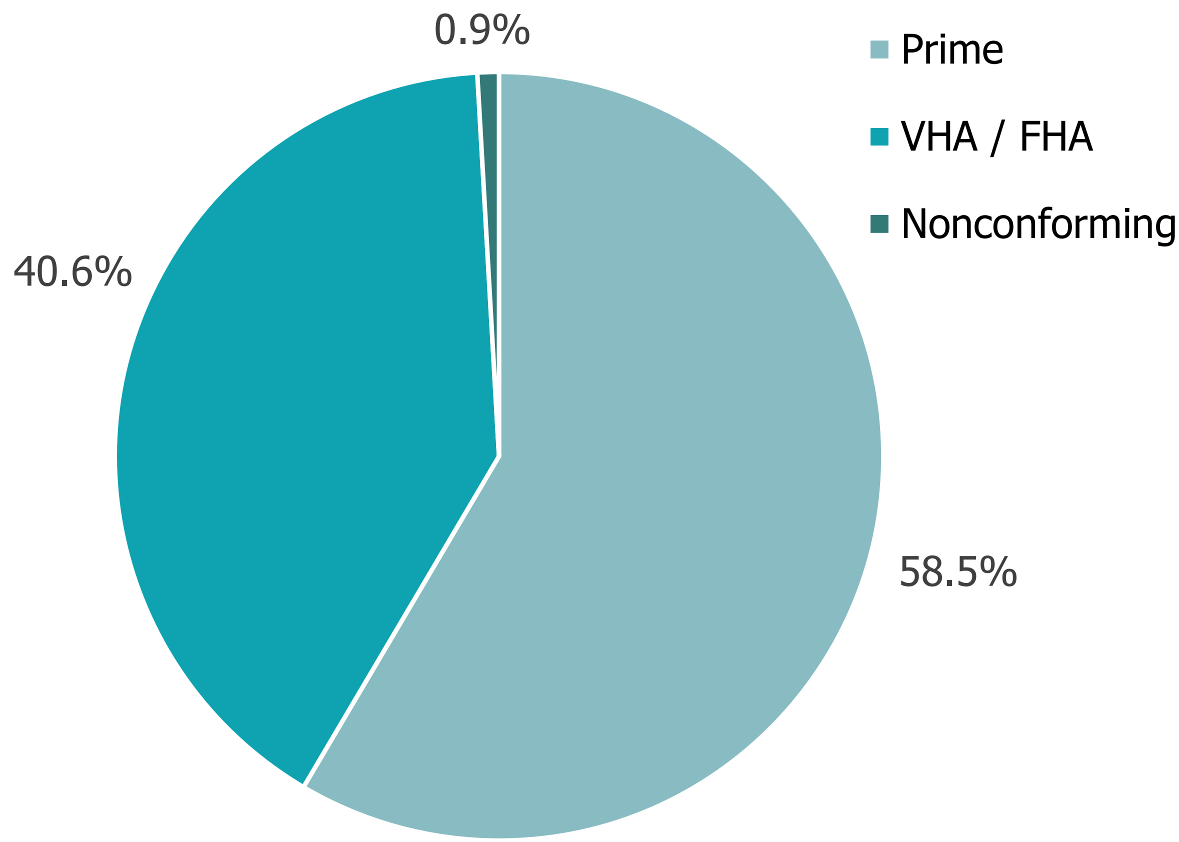
Source: Yahoo! finance as of 05/19/2025.

Profitable financial services business

Financial services overview

- Complements HOV's homebuilding operations
- Allows ability for interest rate buy-down programs for homebuilder customers
- Provides mortgage originations in every state in which Hovnanian operates and title services in most states
- $80mm LTM revenues
- $27mm LTM operating income
- 34% LTM operating margin

Origination portfolio for the six months ended April 30, 2025



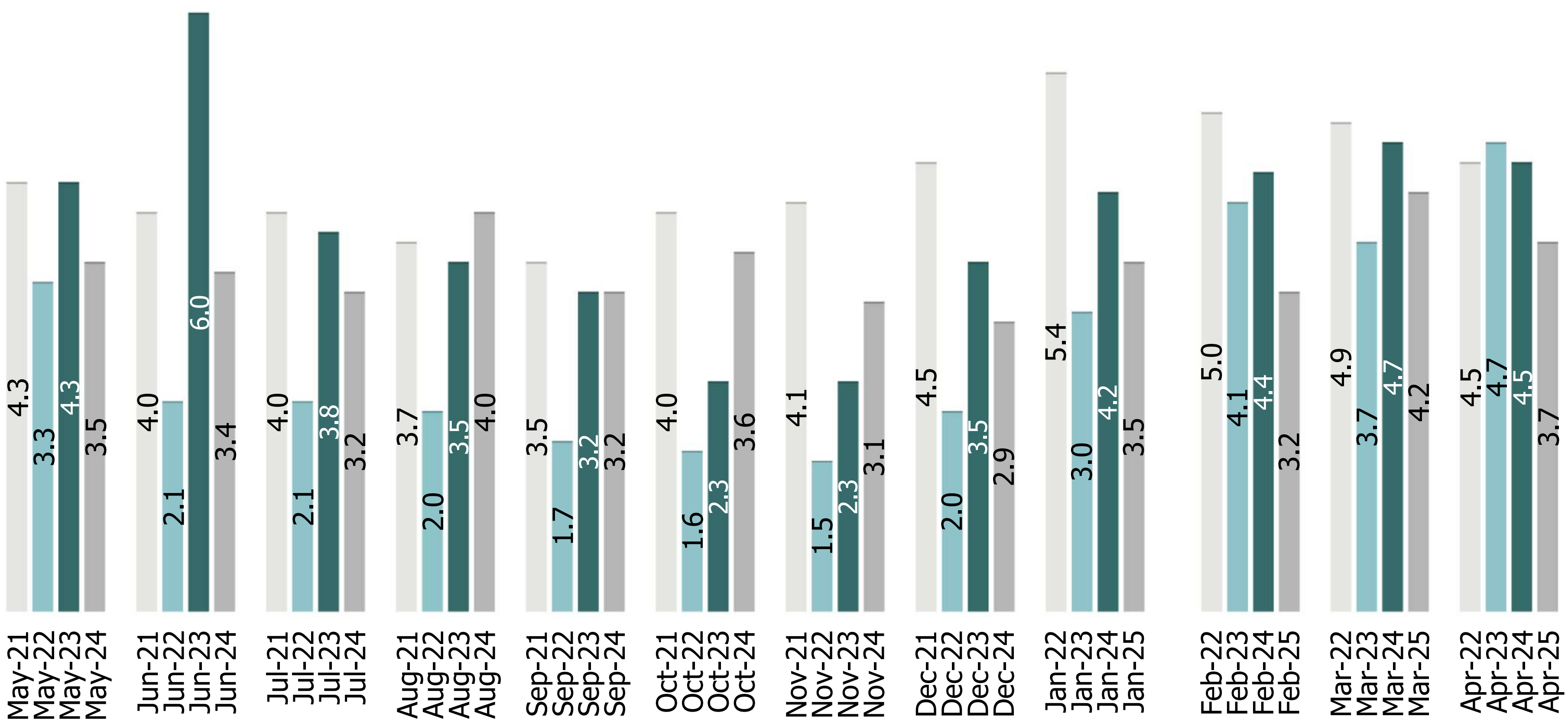
Note: Last twelve months (LTM) through April 30, 2025

Credit Quality of Homebuyers

Fiscal Year 2024	Second Quarter 2025
Average LTV: 83%	Average LTV: 84%
Average CLTV: 83%	Average CLTV: 84%
ARMs: 0.0%	ARMs: 0.2%
FICO Score: 745	FICO Score: 746
Capture Rate: 79%	Capture Rate: 78%

Note: Loans originated by our wholly-owned mortgage banking subsidiary.

Number of Monthly Contracts Per Community, Excludes Unconsolidated Joint Ventures



	May-21	May-22	May-23	May-24	Jun-21	Jun-22	Jun-23	Jun-24	Jul-21	Jul-22	Jul-23	Jul-24	Aug-21	Aug-22	Aug-23	Aug-24
Number of Sundays	5	5	4	4	4	4	4	5	4	5	5	4	5	4	4	4
Monthly contracts	413	336	456	397	384	232	603	393	414	231	385	402	383	215	352	490

	Sep-21	Sep-22	Sep-23	Sep-24	Oct-21	Oct-22	Oct-23	Oct-24	Nov-21	Nov-22	Nov-23	Nov-24	Dec-21	Dec-22	Dec-23	Dec-24
Number of Sundays	4	4	4	5	5	5	5	4	4	4	4	4	4	4	5	5
Monthly contracts	390	192	324	399	490	195	262	466	467	182	260	400	486	238	374	372

	Jan-22	Jan-23	Jan-24	Jan-25	Feb-22	Feb-23	Feb-24	Feb-25	Mar-22	Mar-23	Mar-24	Mar-25	Apr-22	Apr-23	Apr-24	Apr-25
Number of Sundays	5	5	4	4	4	4	4	4	4	4	5	5	4	5	4	4
Monthly contracts	598	368	493	433	548	504	504	415	519	442	513	523	458	531	495	460

Note: Excludes unconsolidated joint ventures.

Land Positions by Geographic Segment

Hovnanian Enterprises Inc.

April 30, 2025

Segment	Owned: Excluding Mothballed Lots	Owned: Mothballed Lots	Optioned Lots	Total Lots
Northeast	2,248	6	17,313	19,567
Southeast	926	-	6,888	7,814
West	2,880	390	11,789	15,059
Consolidated Total	**6,054**	**396**	**35,990**	**42,440**
Unconsolidated Joint Ventures	2,604	-	538	3,142
Grand Total	8,658	396	36,528	45,582

- **Option deposits as of April 30, 2025, were $306.3 million**
- **$104.6 million invested in pre-development expenses as of April 30, 2025**

Note: Option deposits and pre-development expenses refers to consolidated optioned lots.
Note: Excludes our multi-community unconsolidated joint venture in the Kingdom of Saudi Arabia.

Phantom Stock Impact

($ in millions, except stock prices)

	Stock Price at end of quarter	Reported Total SG&A	Reported Total SG&A Ratio	Incremental Phantom Stock Benefit (Expense)	Total SG&A Adjusted for Phantom Stock	Total SG&A Ratio Adjusted for Phantom Stock
Q1 2021	$51.16	-	-	-	-	-
Q2 2021	$132.59	$82.6	11.7%	$(17.5)	$65.1	9.3%
Q3 2021	$104.39	$60.3	8.7%	$6.7	$67.0	9.7%
Q4 2021	$84.26	$70.0	8.6%	$5.3	$75.3	9.2%
Q1 2022	$96.88	$72.2	12.8%	$(5.7)	$66.5	11.8%
Q2 2022	$46.02	$68.2	9.7%	$6.0	$74.2	10.6%
Q3 2022	$48.51	$74.9	9.8%	$(0.3)	$74.6	9.7%
Q4 2022	$40.33	$80.9	9.1%	$1.0	$81.9	9.2%
Q1 2023	$57.88	$73.4	14.2%	$(1.4)	$72.0	14.0%
Q2 2023	$73.77	$75.5	10.7%	$(1.1)	$74.4	10.6%
Q3 2023	$106.62	$75.1	11.6%	$(2.4)	$72.7	11.2%
Q4 2023	$69.48	$80.8	9.1%	$2.9	$83.7	9.4%
Q1 2024	$168.97	$86.1	14.5%	$(7.5)	$78.6	13.2%
Q2 2024	$143.83	$79.0	11.2%	$0.6	$79.6	11.2%
Q3 2024	$209.89	$89.5	12.4%	$(2.2)	$87.3	12.1%
Q4 2024	$176.04	$87.7	9.0%	$1.2	$88.9	9.1%
Q1 2025	$132.39	$86.9	12.9%	$1.6	$88.5	13.1%
Q2 2025	$96.80	$80.6	11.7%	$2.8	$83.4	12.1%

- *In 2019, 2023 and 2024, we granted phantom stock awards in lieu of actual equity under our long-term incentive plans ("LTIP").*
- *This was done in the best interest of shareholders to avoid dilution concerns associated with our low stock prices at the time of grants.*
- *Expense related to the phantom stock varies depending upon our common stock price at quarter end, is a non-cash expense until paid and is reflected in our total SG&A expenses.*

Reconciliation of income before income taxes excluding land-related charges and gain on extinguishment of debt, net to income before income taxes

Hovnanian Enterprises, Inc.
April 30, 2025
Reconciliation of income before income taxes excluding land-related charges and gain on extinguishment of debt, net to income before income taxes
(In thousands)

	Three Months Ended April 30,		Six Months Ended April 30,	
	2025	2024	2025	2024
	(Unaudited)		(Unaudited)	
Income before income taxes	$ 26,530	$ 69,392	$ 66,393	$ 101,955
Inventory impairments and land option write-offs	3,056	237	4,096	539
Gain on extinguishment of debt, net	(399)	-	(399)	(1,371)
Income before income taxes excluding land-related charges and gain on extinguishment of debt, net (1)	$ 29,187	$ 69,629	$ 70,090	$ 101,123

(1) Income before income taxes excluding land-related charges and gain on extinguishment of debt, net is a non-GAAP financial measure. The most directly comparable GAAP financial measure is income before income taxes.

Reconciliation of Gross Margin

Hovnanian Enterprises, Inc.
April 30, 2025
Gross margin
(In thousands)

	Homebuilding Gross Margin Three Months Ended April 30,		Homebuilding Gross Margin Six Months Ended April 30,	
	2025	2024	2025	2024
	(Unaudited)		(Unaudited)	
Sale of homes	$ 650,314	$ 686,929	$ 1,297,228	$ 1,260,565
Cost of sales, excluding interest expense and land charges (1)	537,600	531,385	1,066,345	979,833
Homebuilding gross margin, before cost of sales interest expense and land charges (2)	112,714	155,544	230,883	280,732
Cost of sales interest expense, excluding land sales interest expense	19,938	21,543	38,676	41,441
Homebuilding gross margin, after cost of sales interest expense, before land charges (2)	92,776	134,001	192,207	239,291
Land charges	3,056	237	4,096	539
Homebuilding gross margin	$ 89,720	$ 133,764	$ 188,111	$ 238,752
Homebuilding gross margin percentage	13.8%	19.5%	14.5%	18.9%
Homebuilding gross margin percentage, before cost of sales interest expense and land charges (2)	17.3%	22.6%	17.8%	22.3%
Homebuilding gross margin percentage, after cost of sales interest expense, before land charges (2)	14.3%	19.5%	14.8%	19.0%

	Land Sales Gross Margin Three Months Ended April 30,		Land Sales Gross Margin Six Months Ended April 30,	
	2025	2024	2025	2024
	(Unaudited)		(Unaudited)	
Land and lot sales	$ 12,604	$ 213	$ 19,430	$ 1,553
Cost of sales, excluding interest (1)	5,689	117	10,234	882
Land and lot sales gross margin, excluding interest and land charges	6,915	96	9,196	671
Land and lot sales interest expense	-	-	618	-
Land and lot sales gross margin, including interest	$ 6,915	$ 96	$ 8,578	$ 671

(1) Does not include cost associated with walking away from land options or inventory impairment losses which are recorded as Inventory impairment loss and land option write-offs in the Condensed Consolidated Statements of Operations.

(2) Homebuilding gross margin, before cost of sales interest expense and land charges, and homebuilding gross margin percentage, before cost of sales interest expense and land charges, are non-GAAP financial measures. The most directly comparable GAAP financial measures are homebuilding gross margin and homebuilding gross margin percentage, respectively.

Reconciliation of Adjusted EBITDA to Net Income

Hovnanian Enterprises, Inc.
April 30, 2025
Reconciliation of adjusted EBITDA to net income
(In thousands)

	Three Months Ended April 30,		Six Months Ended April 30,	
	2025	2024	2025	2024
	(Unaudited)		(Unaudited)	
Net income	$ 19,726	$ 50,836	$ 47,917	$ 74,740
Income tax provision	6,804	18,556	18,476	27,215
Interest expense	29,083	30,512	57,956	60,861
EBIT (1)	55,613	99,904	124,349	162,816
Depreciation and amortization	3,023	2,014	5,321	3,612
EBITDA (2)	58,636	101,918	129,670	166,428
Inventory impairments and land option write-offs	3,056	237	4,096	539
Gain on extinguishment of debt, net	(399)	-	(399)	(1,371)
Adjusted EBITDA (3)	$ 61,293	$ 102,155	$ 133,367	$ 165,596
Interest incurred	$ 29,832	$ 34,530	$ 59,687	$ 66,491
Adjusted EBITDA to interest incurred	2.05	2.96	2.23	2.49

(1) EBIT is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income. EBIT represents earnings before interest expense and income taxes.

(2) EBITDA is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income. EBITDA represents earnings before interest expense, income taxes, depreciation and amortization.

(3) Adjusted EBITDA is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income. Adjusted EBITDA represents earnings before interest expense, income taxes, depreciation, amortization, inventory impairments and land option write-offs and gain on extinguishment of debt, net.

Reconciliation of Inventory Turnover

Hovnanian Enterprises, Inc.						
April 30, 2025						
Calculation of Inventory Turnover(1)						
						TTM
		For the quarter ended				**ended**
(Dollars in thousands)		7/31/2024	10/31/2024	1/31/2025	4/30/2025	**4/30/2025**
Cost of sales, excluding interest		$547,332	$735,337	$533,290	$543,289	$2,359,248
			As of			
	4/30/2024	7/31/2024	10/31/2024	1/31/2025	4/30/2025	
Total inventories	$1,417,058	$1,650,470	$1,644,804	$1,666,490	$1,743,965	**Five**
Less liabilities from inventory not owned, net of debt issuance costs	86,618	135,559	140,298	156,274	173,098	**Quarter**
Less capitalized interest	52,222	54,592	57,671	52,884	53,633	**Average**
Inventories less consolidated inventory not owned and capitalized interest plus liabilities from inventory not owned	$1,278,218	$1,460,319	$1,446,835	$1,457,332	$1,517,234	$1,431,988
Inventory turnover						1.6x

(1) Derived by dividing cost of sales, excluding cost of sales interest, by the five-quarter average inventory, excluding liabilities from inventory not owned and capitalized interest. The Company's calculation of Inventory Turnover may be different than the calculation used by other companies and, therefore, comparability may be affected.

Reconciliation of Adjusted EBIT Return on Adjusted Investment

Hovnanian Enterprises, Inc.
April 30, 2025
Reconciliation of Adjusted EBIT Return on Adjusted Investment
(in thousands)

	For the quarter ended 7/31/2024	10/31/2024	1/31/2025	4/30/2025	**TTM ended 4/30/2025**
Net income	$ 72,919	$ 94,349	$ 28,191	$ 19,726	$ 215,185

	As of 4/30/2024	7/31/2024	10/31/2024	1/31/2025	4/30/2025	**Five Quarter Average**
Total inventories	$ 1,417,058	$ 1,650,470	$ 1,644,804	$ 1,666,490	$ 1,743,965	**$ 1,624,557**
Return on Inventory						**13.2%**

	For the quarter ended 7/31/2024	10/31/2024	1/31/2025	4/30/2025	**TTM ended 4/30/2025**
Net income	$ 72,919	$ 94,349	$ 28,191	$ 19,726	$ 215,185
Income tax provision	24,350	23,516	11,672	6,804	66,342
Interest expense	28,578	31,120	28,873	29,083	117,654
EBIT (1)	125,847	148,985	68,736	55,613	399,181
Inventory impairments and land option write-offs	3,099	7,918	1,040	3,056	15,113
Loss (gain) on extinguishment of debt, net	-	-	-	(399)	(399)
Adjusted EBIT (2)	$ 128,946	$ 156,903	$ 69,776	$ 58,270	$ 413,895

	As of 4/30/2024	7/31/2024	10/31/2024	1/31/2025	4/30/2025	**Five Quarter Average**
Total inventories	$ 1,417,058	$ 1,650,470	$ 1,644,804	$ 1,666,490	$ 1,743,965	
Less Liabilities from inventory not owned, net of debt issuance costs	(86,618)	(135,559)	(140,298)	(156,274)	(173,098)	
Less Interest capitalized at end of period	(52,222)	(54,592)	(57,671)	(52,884)	(53,633)	
Plus Investments in and advances to unconsolidated joint ventures	150,674	126,318	142,910	172,679	183,461	
Adjusted Investment (3)	$ 1,428,892	$ 1,586,637	$ 1,589,745	$ 1,630,011	$ 1,700,695	$ 1,587,196
Adjusted EBIT Return on Adjusted Investment (4)						**26.1%**

(1) EBIT is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income. EBIT represents earnings before interest expense and income taxes.

(2) Adjusted EBIT is a non-GAAP financial measure. The most directly comparable GAAP financial measure is net income. Adjusted EBIT represents earnings before interest expense, income taxes, inventory impairments and land option write-offs and loss (gain) on extinguishment of debt, net.

(3) Adjusted Investment is a non-GAAP financial measure. The most directly comparable GAAP financial measure is total inventories. Adjusted Investment represents total inventories excluding liabilities from inventory not owned, net of debt issuance costs and interest capitalized and including investments in and advances to unconsolidated joint ventures.

(4) The ratio of Adjusted EBIT Return on Adjusted Investment is a non-GAAP financial measure. The most directly comparable GAAP financial measure is the ratio of net income to total inventories.

Key credit and balance sheet metrics reconciliations

	October 31,						LTM
	2019	2020	2021	2022	2023	2024	April 30, 2025
Nonrecourse mortgages secured by inventory, net of debt issuance costs	$203,585	$135,122	$125,089	$144,805	$91,539	$90,675	$78,092
Senior notes and credit facilities (net of discounts, premiums and debt issuance costs)	$1,479,990	$1,431,110	$1,248,373	$1,146,547	$1,051,491	$896,218	$864,280
Total debt	$1,683,575	$1,566,232	$1,373,462	$1,291,352	$1,143,030	$986,893	$942,372
Cash and cash equivalents	$130,976	$262,489	$245,970	$326,198	$434,119	$209,976	$73,980
Net Debt	$1,552,599	$1,303,743	$1,127,492	$965,154	$708,911	$776,917	$868,392
Adjusted EBITDA	$174,009	$234,314	$364,335	$478,664	$426,825	$455,563	$423,334
Total debt to adjusted EBITDA	9.7	6.7	3.8	2.7	2.7	2.2	2.2
Net debt to adjusted EBITDA	8.9	5.6	3.1	2.0	1.7	1.7	2.1
Interest incurred	$165,906	$176,457	$155,514	$134,024	$136,535	$128,777	$121,973
Adjusted EBITDA to Interest incurred	1.0	1.3	2.3	3.6	3.1	3.5	3.5
Total Debt	$1,683,575	$1,566,232	$1,373,462	$1,291,352	$1,143,030	$986,893	$942,372
Total equity (deficit)	$(490,463)	$(436,929)	$174,897	$383,036	$581,736	$800,349	$820,370
Total capitalization	$1,193,112	$1,129,303	$1,548,359	$1,674,388	$1,724,766	$1,787,200	$1,762,742
Debt to capitalization	141.1%	138.7%	88.7%	77.1%	66.3%	55.2%	53.5%
Net debt to net capitalization	146.2%	150.4%	86.6%	71.6%	54.9%	49.3%	51.4%

Note: Adjusted EBITA and Interest Incurred for April 30, 2025 are based on last twelve months basis.

Hovnanian Enterprises®, Inc.