



media kit

2018

LIFE. BUILT. BETTER.®

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On a tight deadline or checking the facts? Here's a brief overview of Meritage Homes Corporation:

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All facts and figures as of December 31, 2017, unless otherwise noted.

About Meritage Homes

Healthier. Cleaner. More Efficient.

Founded in 1985, Meritage Homes builds and sells single-family homes for first-time, move-up, and active adult buyers across the Western, Southern and Southeastern United States.

As the seventh-largest public homebuilder in the United States, Meritage Homes has designed and built more than 115,000 homes in its 32-year history.

The Company has a reputation for its distinctive style, quality construction, and positive customer experience. Meritage Homes is the industry leader in energy-efficient homebuilding and has received the U.S. Environmental Protection Agency's ENERGY STAR Partner of the Year for Sustained Excellence Award every year since 2013 for demonstrating innovation and industry leadership in energy efficient homebuilding.



Our Purpose & Values

Our core purpose is to enrich lives by building the American Dream.

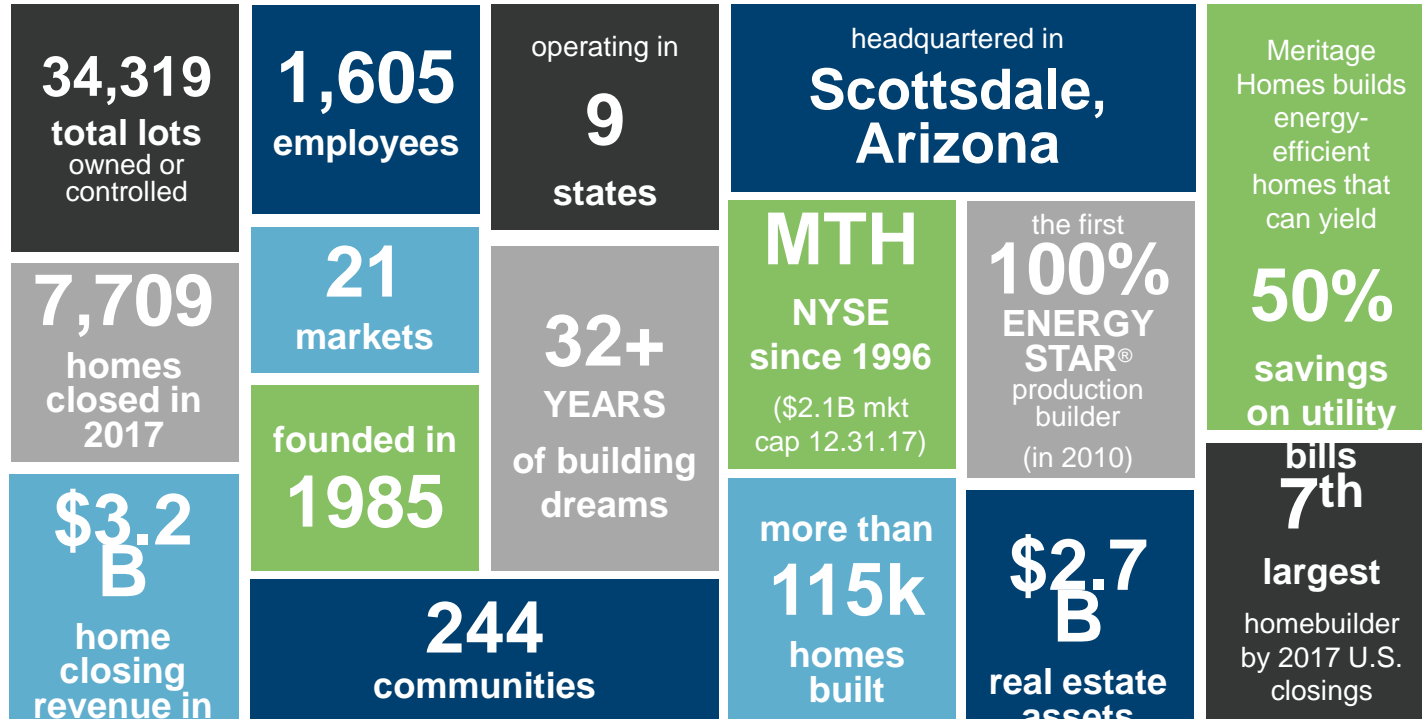
In 2008, we resolved to improve the energy efficiency of our homes by changing what and how we build. We redesigned our homes from the ground up to show how homes can and should be built to improve the quality of life for homeowners, their communities and the environment. The result differentiated homes by Meritage Homes with a powerful value proposition that was difficult to match.

Building the most energy-efficient homes creates value throughout our organization. It offers a more compelling value proposition for home-buyers; creates opportunities to attract and retain great employees; and strengthens our relationships with brokers, trade partners, regulators, municipalities and other stakeholders.

Meritage Homes supports educational, cultural and civic organizations to strengthen the communities within each operating division. We contribute financially to charitable organizations and promote employee participation in nonprofit programs and events to improve the communities where we live and work.

We pledge to be a responsible corporate citizen as we seek to enrich not only the lives of our homeowners, but also the lives of our employees, shareholders, trade partners and the communities in which we operate. That pledge includes practicing responsible stewardship of environmental resources and conducting ourselves with integrity and the highest regard for ethical business practices.

Quick Facts



All facts and figures as of December 31, 2017, unless otherwise noted.

Our Homebuyers

Our homebuyers say they look for:

“Lower Utility Costs”

“Healthier Homes”

“More Comfort”

“Cleaner Homes”

“Quieter Homes”

“Safer Homes”

“Resale Value”

“A Trusted Builder”

“Desirable Location”

Meritage Homes understands that buying a home is a huge responsibility; it is also a huge opportunity. Owning your home means you can plant the seed for an investment in your future.

Energy efficiency is important to home buyers. Nine out of 10 home buyers said that heating and cooling costs were important when choosing a new home, according to a survey by the National Association of Realtors.

Energy efficiency, comfort and healthy features come standard with new homes built by Meritage Homes. We offer many of the following:

- ENERGY STAR® Appliances
- ENERGY STAR® Programmable Thermostat
- Fresh-Air Intake
- Low VOC Carpets, Paints and Finishes
- Low-E Vinyl Windows
- Minimum Merv 8 Air Filters
- Solar Energy System
- Minimum SEER 14 HVAC
- Spray-Foam Insulation
- Water-Efficient Fixtures
- Weather-Sensing Irrigation in certain divisions

Straight from the Source

Don't just take our word for it.
Hear from those who live in our
homes.

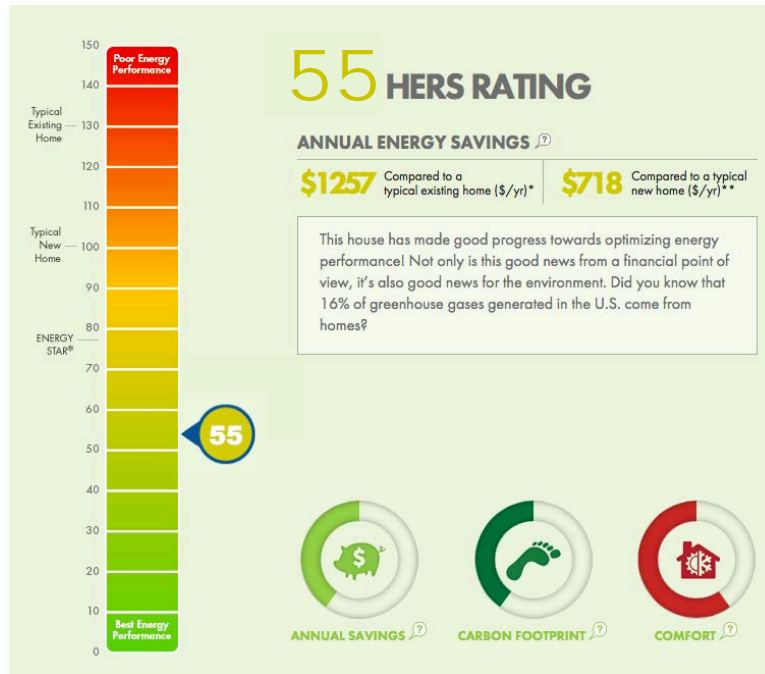
"We loved the energy-efficient features and location so we decided to have Meritage build our home." Alan & Kimberly C. — Sacramento, CA

"Meritage not only far exceeded my expectations in home buying, but left me awestruck with the integrity and customer service I experienced." Jerry W. — Province (Active Adult) AZ

"Our new home is about 30% bigger than our old home, but the energy bills are about half of what we used to pay! ." Derek M. — Orlando, FL

* Based on the U.S. Department of Energy definition of a HERS Index of 130.
** The information presented for education purposes only. Savings are average estimates for single family homes in the U.S. developed by the National Renewable Energy Laboratory. Savings will vary based on house type, selected options, orientation, house size, utility rates, climate and operation of the home. For specific information on a home please have a home energy rating conducted by a certified RESNET Home Energy Rater.

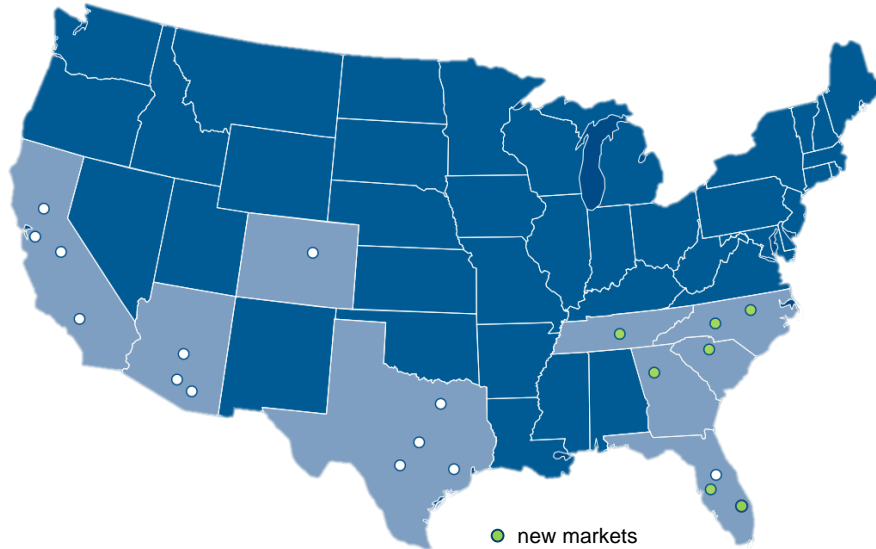
www.resnet.us/professional/rater/what-is-a-hers | <http://resnet.us/energy-ratings> | <http://www.usahers.com>. URL(s) valid as of November 26, 2012, when last accessed, but subject to change without notice or obligation. Features, specifications, and materials may not be included as part of all homes and/or may not be available in all communities. Features, specifications, materials, and availability of homes and/or communities are subject to change without notice or obligation. See sales associate for complete details.
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55 HERS rating is an approximate representation of the average Meritage Homes certified rating

Our Footprint

Meritage Homes constructs single-family detached homes, townhomes and active adult communities across the country. Our long-term success begins with being in the right markets. We have made strategic investments in seven new markets since 2011, positioning Meritage Homes in 13 of the top 15 markets for single-family homebuilding activity.



Phoenix /Scottsdale, AZ
1985

Dallas / Fort Worth, TX
1987

Austin, TX
1994

Tucson, AZ
1995

Houston, TX
1997

East Bay, Central Valley, Sacramento, CA
1998

San Antonio, TX
2003

Southern California; Denver, CO; Orlando, FL
2004

Raleigh, NC
2011

Charlotte, NC Tampa, FL
2012

Nashville, TN
2013

Atlanta, GA Greenville, SC
2014

South Florida
2016

Our Leadership Team

STEVEN HILTON, Chief Executive Officer



Mr. Hilton was co-chairman and co-chief executive officer of Meritage Homes Corporation from 1997 to May 2006. In May 2006, Mr. Hilton was named the Company's chairman and chief executive officer. In 1985, Mr. Hilton cofounded Arizona-based Monterey Homes, the predecessor company to Meritage Homes Corporation. Under Mr. Hilton's leadership, Monterey became publicly traded in 1996. Mr. Hilton received his Bachelor of Science degree in accounting from the University of Arizona and is a director of Western Alliance Bancorporation, a leading bank holding company based in Phoenix, Arizona. Mr. Hilton has almost 32 years of real estate experience and is considered an expert and innovator in the homebuilding industry. He is a frequent participant in panels and interviews regarding the industry.

HILLA SFERRUZZA, Chief Financial Officer



Ms. Hilla Sferruzza joined Meritage Homes in 2006 to be corporate controller in charge of the company's accounting and financial reporting functions. She was named chief accounting officer in 2010, senior vice president in 2013, and assumed the position of chief financial officer in April 2016. Ms. Sferruzza has spent two decades serving large public companies across the greater Phoenix area, and her work experience includes KPMG and Starwood Hotels and Resorts. With experience ranging from hospitality to financial institutions and culminating in her current role in real estate and construction, she is familiar with a wide breadth of general business best practices. Ms. Sferruzza is a subject matter expert on debt and equity capital transactions, evaluation of complex accounting matters, financial modeling and mergers and acquisitions.

Our Leadership Team

PHILLIPPE LORD, Executive Vice President and Chief Operating Officer



Mr. Phillippe Lord has served as Chief Operating Officer and Executive Vice President of Meritage Homes Corporation since April 2015. Previously, he served as President of The West Region of Meritage Homes Corporation for three years. Mr. Lord is an experienced professional in the homebuilding industry, and has been with Meritage Homes since 2008 as vice president of its strategic operations and market research department, which is primarily responsible for evaluation and recommendations on all land acquisitions, product placement and pricing until April 2012. He was instrumental in developing this industry-leading research and analysis group for Meritage Homes. He previously held leadership positions with Acacia Capital, Centex Homes and Pinnacle West Capital prior to joining Meritage Homes. Mr. Lord earned his bachelor's degree in economics and business from Colorado State University and completed his master's coursework in economics at the University of Arizona.

C. TIMOTHY WHITE, Executive Vice President General Counsel and Secretary



Mr. C. Timothy White has been an Executive Vice President, General Counsel and Secretary of Meritage Homes Corporation since October 2005. Prior to joining Meritage Homes, Mr. White served as an Executive Officer of Maracay Homes LLC and Maracay Homes Arizona I, LLC. He served as outside counsel for Meritage Homes from 1991 to 2005. From 1989 to October 2002, Mr. White was an attorney with the law firm of Tiffany & Bosco, P.A. in Phoenix, which provided legal services to Meritage Homes. In October 2002, Mr. White joined the law firm of Greenberg Traurig, LLP in Phoenix, Arizona, which provides legal services to Meritage Homes. He has a 20-year career as a Real Estate Lawyer specialized in representing homebuilders, as an outside lawyer and has acted as General Counsel to several homebuilders. He is a Member of the State Bar of Arizona. Mr. White received a Law degree from the Arizona State University College of Law and a bachelor's degree in Accounting from the University of Arizona.

Our Leadership Team

JAVIER FELICIANO, Executive Vice President and Chief Human Resources Officer



Mr. Javier Feliciano has served as Chief Human Resources Officer and Executive Vice President of Meritage Homes Corporation since November 2015. He previously held leadership positions with Valeo, Ford Motor Company, PepsiCo and Apollo Education Group prior to joining Meritage Homes. Mr. Feliciano earned his bachelor's degree in criminal justice from Michigan State University and completed his master's in human resources and labor relations at Michigan State University. He also completed Cornell University's executive development program for the modern CHRO role. Mr. Feliciano serves as a board member of the Arizona Hispanic Chamber of Commerce.

Homes Designed For Entry-level Buyers

LiVE.NOW.TM

MOVE SOONER. LIVE BETTER. WHY WAIT?

A name that expresses the streamlined and simplified building process, enabling buyers to get even more than they thought was possible in their new home and to move in even sooner than they imagined.

Meritage Cares Foundation



Our Mission

The mission of Meritage Cares is to enrich lives in the Metropolitan areas Meritage Homes does business by providing assistance to eligible charitable organizations for the support and well-being of children, families, military veterans, and other charitable causes approved by the Foundation's selection committee.

Our Foundation

To strengthen and manage our charitable giving efforts, Meritage Homes has formed the Meritage Cares Foundation as a qualified 501(c)(3) and 170(c)(2) charitable foundation. With the help of our employees, Meritage Cares provides support to local, regional and national charities by donating time, talent, and resources.

Causes We Support

Operation Homefront

For the fourth consecutive year, we showed our appreciation for men and women who have served in our armed forces through Operation Homefront's "Homes on the Homefront" program. In 2017, we built and awarded a brand new, beautiful home to a deserving veteran and his family in Northlake, Texas.

We have also given our support to:

Packages From Home
Second Harvest Food Bank
Adoption and Family Care
Toys for Tots
Pancakes with Santa
Bless Our Brothers
Children's Home Society
Angel Tree Program
Goodlettsville Help Center
Capital Area Food Bank
Phoenix Police Department
Houston Housing Authority
Bags of Hope
SafeQuest Solano
Children in Need of Hugs

Working Wardrobes
Denver Rescue Mission
Tennyson Center for Children
Casa de los Ninos
Community Food Bank Southern AZ
Silver Lining Riding Club
100 Club of Arizona
S.A.F.F.T. (Supporting Adoption and Foster Families Together)
Miracle Hill Ministries
The Salvation Army
Hickory Ridge Middle School
Habitat for Humanity
Boys Town Central Florida
Children's Tumor Foundation

Frisco Family Services
North Texas Food Bank
Ronald McDonald House
Caritas of Austin
1960 Community Hope Center
LifeWorks
Bethesda Ministries CDC
St. Peter-St. Joseph Children's Home
Texas Life Warriors
Family Service Association San Antonio
The Wellness Council of America
Placer Family Housing
American Diabetes Association
American Red Cross
...and many more!



Awards & Recognition

A partial list

National Best by Authoritative Source

- 2012 Project of the Year – Single Family Production, NAHB's National Green Building Awards
- 2012 Gold Nugget Grand Award for Green Rated Home, PCBC
- 2018, 2017, 2016, 2015, 2014, 2013 ENERGY STAR®, Partner of the Year – Sustained Excellence

National Best by Media

- 2012 CEO of the Year, Hanley Wood
- 2013 One of the Most Trusted Builders in America according to Lifestory Research Most Trusted Builders in America Study
- 2014 Green Home Builder “Developer of the Year”

Local Best

- 2012 MAME Green Builder of the Year, BIA Bay Area

- 2012 GHBA Green Building Single Family Home of the Year, GHBA
- 2013 “Green Champion” Build it Green San Antonio
- 2013 Arizona Real Estate Achievement
- 2014 BrightEE Award, TEP
- 2014 MAME Green Builder, Home Builders Association of Charlotte
- 2014 Solar Champions Award by Build San Antonio Green.

Meritage Homes Best Standard - Proofs

- 1st NET ZERO Production Builder
- 1st Full EPA Certified Home: Energy Star, Indoor airPLUS, and WaterSense
- 1st 100% Energy Star Production Builder
- 1st HERS<40 Community Builder
- DOE Building America Partner
- 2017 AVID Awards



Contact Us

For more information, visit [meritagehomes.com](https://www.meritagehomes.com).

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