



Environmental performance overview

	Performance indicator	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Energy efficiency	Total # of homes delivered	7,145	7,215	8,196	9,829	10,909	11,317	11,871	10,672	13,472	13,738	13,236
	Number of ENERGY STAR certified homes delivered ¹	7,078	7,168	8,099	9,768	10,736	11,176	11,797	10,668	13,404	13,549	13,161
	% of total homes delivered that were ENERGY STAR certified	99%	99%	99%	99%	98%	99%	99%	99%	99%	99%	99%
	% of KB Home divisions building at least some homes to ENERGY STAR specifications	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
	Number of ENERGY STAR certified appliances installed ²	9,695	9,789	11,181	13,261	15,276	15,960	17,083	13,507	15,315	18,297	17,352
	Homeowner satisfaction ratings on the energy efficiency of their KB home ³	93%	92%	91%	91%	89%	89%	93%	93%	93%	92%	90%
Water conservation	Number of KB homes built to EPA's WaterSense specifications ⁴	61	96	233	265	170	134	147	270	1,284	1,760	2,806
	Number of Water Smart homes built ⁵	503	400	589	807	854	1,132	950	449	0	0	0
	Estimated operational water consumption (in gallons)									70,000,000	80,000,000	84,000,000
	Number of EPA WaterSense labeled fixtures installed in KB homes ⁶											
	Bath faucets	23,500	23,800	28,700	34,400	40,000	42,000	44,000	39,500	49,846	50,831	42,355
	Toilets	20,000	20,200	23,000	27,600	33,800	35,000	36,800	33,100	40,416	42,588	35,737
	Showerheads	15,000	15,150	16,400	19,700	23,400	24,300	25,600	22,950	28,965	32,971	27,796
Sustainable products and options	Total number of sustainable products and options installed ⁷	33,582	35,373	46,717	52,094	59,454	61,585	64,697	64,032	72,449	78,307	56,915

1 Project site conditions and development requirements as well as factors outside of our control can restrict our ability to build ENERGY STAR certified homes in certain communities.

2 Began tracking in 2008.

3 Began tracking in 2010, from a 12-month post-closing survey on a scale of 0-100% satisfaction.

4 Construction commenced in late 2010.

5 The Southern Nevada Water Authority sunsetted the Water Smart program in mid 2020. The EPA WaterSense program has replaced it.

6 Figures are estimated based on average number of fixtures per home.

7 Began tracking in 2009. Optional upgrades include appliances, HVAC equipment, WaterSense labeled fixtures, ENERGY STAR certified doors and low-E windows. Figures are estimated.



Environmental performance overview (continued)

	Performance indicator	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Office sustainability practice	% of office supplies purchased that are earth conscious	15%	20%	19%	22%	22%	26%	33%	33%	24%	22%	20%
	Sheets of paper saved through process improvement and reduction of paper in homebuying process, estimated ¹								55,000,000	13,300,000	29,225,364	29,897,871
	Recycled paper (office grade) processed through our national service provider, which recycles the paper after shredding (lbs.) ²	123,637	66,114	203,341	165,606	335,526	181,981	329,900	92,620	31,420	362,020	0
	Trees saved	1,051	555	1,706	1,389	2,815	1,527	2,768	6,715	1,778	6,448	2,431
Our carbon footprint	Scope 1 estimated GHG emissions									1,844	1,761	2,089
	Scope 2 estimated GHG emissions								19,744	13,662	9,221	12,088
	Scope 1 & 2 estimated GHG emissions for KB Home operations (CO ₂ e in metric tons)	14,092	16,078	19,186	22,961	25,062	24,992	24,025	19,744	15,506	10,982	14,177
	Estimated GHG emissions financial intensity ³	0.0000068 (14,092 metric tons/ US \$2,084,978,000 total revenue)	0.0000067 (16,078 metric tons/ US \$2,400,949,000 total revenue)	0.0000063 (19,186 metric tons/ US \$3,032,030,000 total revenue)	0.0000064 (22,961 metric tons/ US \$3,582,900,000 total revenue)	0.0000057 (25,062 metric tons/ US \$4,368,529,000 total revenue)	0.0000055 (24,992 metric tons/ US \$4,547,002,000 total revenue)	0.0000053 (24,025 metric tons/ US \$4,552,747,000 total revenue)	0.0000047 (19,744 metric tons/ US \$4,182,174,000 total revenue)	0.0000027 (15,506 metric tons/ US \$5,724,930,000 total revenue)	0.0000016 (10,982 metric tons/ US \$6,903,776,000 total revenue)	0.0000022 (14,177 metric tons/ US \$6,381,106,000 total revenue)
	Estimated GHG emissions activity-related intensity (CO ₂ e in metric tons per delivered home)	2.0 (16,078 metric tons/ 7,145 homes)	2.2 (16,078 metric tons/ 7,215 homes)	2.3 (19,186 metric tons/ 8,196 homes)	2.3 (22,961 metric tons/ 9,829 homes)	2.3 (25,062 metric tons/ 10,909 homes)	2.2 (24,992 metric tons/ 11,317 homes)	2.0 (24,025 metric tons/ 11,871 homes)	1.8 (19,744 metric tons/ 10,672 homes)	1.2 (15,506 metric tons/ 13,472 homes)	0.8 (10,982 metric tons/ 13,738 homes)	1.1 (14,177 metric tons/ 13,236 homes)
	Scope 3 estimated GHG emissions for customer occupancy of KB homes (CO ₂ e in metric tons) ⁴									3,974,240	3,984,020	3,706,080
Waste reduction and recycling	% of KB homes built with preconstructed panels ⁵ (est.)	85%	85%	85%	85%	85%	85%	85%	90%	90%	90%	86%
	Trees saved from panelization and manufactured components ⁶										22,000	14,596
	% of KB Home communities incorporating recycling into their standard jobsite processes (est.)	70%	80%	85%	85%	85%	85%	85%	85%	85%	85%	79%

1 We began our digital transformation and documents simplification process improvement in 2019. New metric introduced in 2020 to track going forward. The reductions in years following 2020 will show a smaller amount of savings, as we are only counting the impact of digital transformation without accounting for the impact of the initial documents simplification.

2 This figure does not include the recycling programs that we have established in the majority of our local offices. Note, contract for recycled paper processing was delayed in 2023, but expected to take place in 2024.

3 Based on the methodology identified by the Carbon Disclosure Project.

4 These calculations assume a 50-year building life, a change from the 100-year life we applied in 2021, the first year for which we estimated our Scope 3 carbon footprint, to bring us closer to present homebuilding industry practice.

5 Preconstructed panels help to minimize waste and increase durability and are constructed off site for greater precision. Using these panels results in a more airtight, better insulated building envelope and helps to reduce energy bills.

6 According to estimates provided by our supplier partner, Builders FirstSource.



Social performance overview

Performance indicator		2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Stakeholder and community involvement	Total # of homes delivered	7,145	7,215	8,196	9,829	10,909	11,317	11,871	10,672	13,472	13,738	13,236
	NAB	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
	Infrastructure development – approximate school-related fees paid	\$26 million	\$25 million	\$28 million	\$34 million	\$40 million	\$44 million	\$49 million	\$42 million	\$67 million	\$82 million	\$71 million
	Infrastructure development - approximate other fees paid										\$39 million	\$54 million
	Employees, training and labor practices											
	Number of full-time employees	1,422	1,605	1,710	1,797	1,936	2,025	2,157	1,752	2,244	2,366	2,205
	Number of collective bargaining agreements with employees	0	0	0	0	0	0	0	0	0	0	0
	Average online training certifications per employee ¹	17	13	14	10	7	8	13	10	12	14	13
	Average online training hours per employee ²	13	10	11	8	5	6	11	8	10	12	10
	Employee injuries by region:											
	West	8	6	7	14	12	17	10	12	19	10	11
	Southwest	1	7	6	8	16	9	7	3	4	3	5
	Central	5	5	10	11	6	6	7	6	6	15	8
	Southeast	6	5	6	8	3	4	8	0	9	7	8
	Annual core training certification rate											
	KBEdge white papers ³	83%	87%	83%	66%	70%	80%	92%	96%	96%	85%	95%
	Ethics Policy	99%	98%	96%	97%	100%	98%	98%	99%	100%	100%	99%
	100% complete/100% satisfied ³	100%	90%	85%	75%	77%	83%	94%	95%	97%	96%	95%
	Sustainability certification ³	85%	85%	81%	64%	70%	77%	93%	96%	95%	95%	94%
	Number of safety certifications ⁴	894	1,045	901	861	199	315	1,408	2,447	2,210	637	322

1 Decline is due in large part to our lower numbers of new employees, who are required to complete a large number of certifications as part of our new-hire orientation.

2 Decline is due in large part to lower numbers of new employees, who are required to complete more hours of training as part of our new-hire orientation. In addition to online training and certifications, we conduct on-site field training of employees that is not reflected in these numbers.

3 Decline in 2016 is due to transition to a new learning management system. These white pages were formerly known as KB2020.

4 Decline is due to decrease in pandemic-related safety certification required for employees in 2022

Stakeholder and community involvement	Performance indicator	2023
	Membership associations	Leading Builders of America, RESNET
	Certification programs	EPA ENERGY STAR, WaterSense, and Indoor airPLUS; DOE Zero Energy Ready Homes; California Energy-Smart Homes Program; California Electric Homes Program; Build San Antonio Green



Economic performance overview

Below are key financial and overall customer satisfaction performance indicators. Additional operational results for fiscal year 2023 and prior years as well as additional information about our financial performance and business operations, including discussion of the material risk factors, are available in the periodic and other reports we file with the SEC, which can be found on our website at <https://investor.kbhome.com/home/> or www.sec.gov.

	Performance indicator	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Financial performance	Total # of homes delivered	7,145	7,215	8,196	9,829	10,909	11,317	11,871	10,672	13,472	13,738	13,236
	Financial total revenue (in thousands)	\$2,084,978	\$2,400,949	\$3,032,030	\$3,594,646	\$4,368,529	\$4,547,002	\$4,552,747	\$4,183,174	\$5,724,930	\$6,903,776	\$6,410,629
	Net income/loss (in thousands)	\$39,963	\$918,349	\$84,643	\$105,615	\$180,595	\$170,365	\$268,775	\$296,243	\$564,746	\$816,666	\$590,177
	Net orders	7,125	7,567	9,253	10,283	10,900	11,014	12,841	13,404	16,206	10,856	11,084
	Backlog units	2,577	2,909	3,966	4,420	4,411	4,108	5,078	7,810	10,544	7,662	5,510
	Backlog value (in thousands)	\$682,489	\$914,025	\$1,281,478	\$1,519,089	\$1,660,131	\$1,434,368	\$1,813,707	\$2,962,403	\$4,951,725	\$3,691,559	\$2,667,679
	Average selling price	\$291,700	\$328,400	\$354,800	\$363,800	\$397,400	\$399,200	\$380,000	\$388,900	\$422,700	\$500,800	481,300
	Housing gross margin	16.7%	18.1%	16.3%	16.2%	16.3%	17.5%	18.3%	18.9%	21.6%	24.3%	21%
Customer satisfaction	Customer satisfaction rating ¹	9.2	9.1	9.1	9.2	9.2	9.4	9.5	9.5	9.4	9.1	9.4
	Customer recommendation rating ²	9.1	9	8.9	8.9	9	9.2	9.4	9.4	9.2	8.9	8.4

1 From a 30-day post-closing survey on a scale of 1-10.

2 From a 30-day post-closing survey on a scale of 1-10.