



J.P. Morgan 2017 Homebuilding & Building Products Conference

May 18, 2017



CALATLANTIC GROUP, INC.™

Forward Looking Statements

This slide presentation contains forward looking statements. Such forward looking statements include, but are not limited to, statements about: our capabilities and brand recognition; the strength of our company and management team; our ability to grow; our ability to navigate industry cyclicality; strength of our balance sheet and liquidity; strategy to drive shareholder value; revenue trends; operating trends (including average sales price, community count growth, sales absorption rate and price increases); backlog growth, value and conversion; the attractiveness of our land supply and land basis; community count growth; land and land development spending and acquisition opportunities; gross margin, SG&A, and operating margin trends; adequacy of liquidity; potential conversion of convertible senior notes; our view of the housing market and the favorability of long-term macroeconomic drivers (including new home sales, affordability, level of new home and resale inventory, ability of sales to recover to the long-term trend, consumer confidence, and the status and stage of the homebuilding recovery). In general, any statements contained in these materials that are not statements of historical fact should be considered forward-looking statements. We assume no obligation to update these or any other forward-looking statements.

We caution you that forward-looking statements involve risks and uncertainties, and there are a number of factors that could cause actual results to differ materially from those that are contained in or implied by these statements. These factors include, but are not limited to, local and general economic and market conditions, including consumer confidence, employment rates, interest rates, the availability of mortgage financing and the supply of homes for sale in the market. These and other risks are discussed in our most recent Quarterly Report on Form 10-K for the year ending December 31, 2016 and subsequent Quarterly Reports on Form 10-Q.





Business Overview



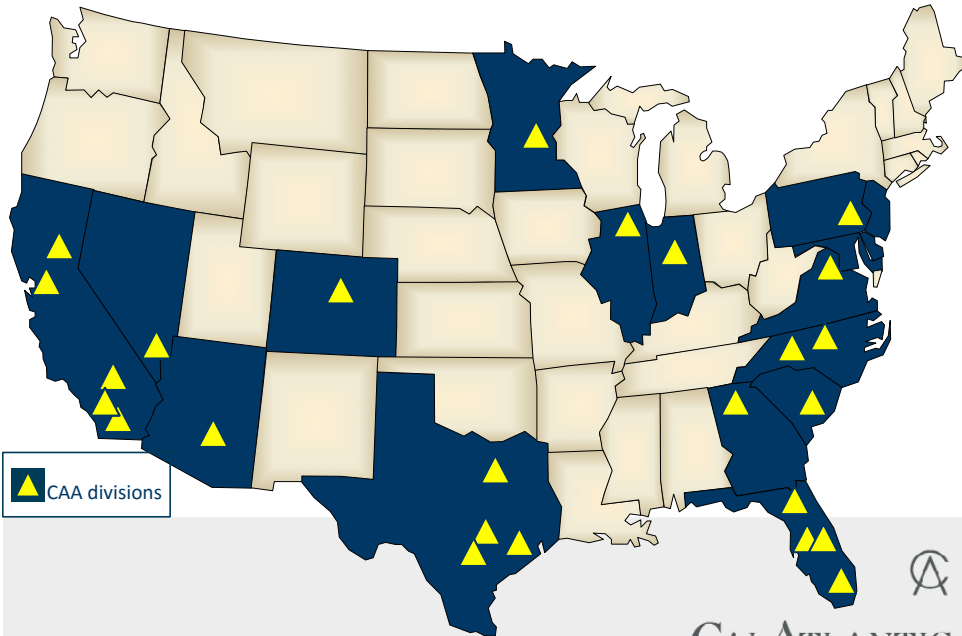
CALATLANTIC GROUP, INC.™

CalAtlantic Homes at a Glance

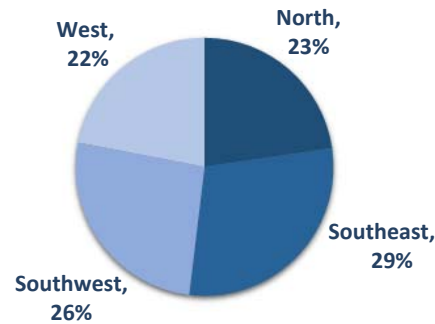
- 4th largest public homebuilder based on LTM home sales revenues of \$6.5 billion
- 14,514 LTM homes delivered
- Strong presence in California, Texas, Florida, and Mid-Atlantic
- Strong capabilities and brand recognition in land-constrained markets with attractive long-term opportunities
- NYSE listing: CAA (Merger 10/1/2015)

As of 03/31/17:

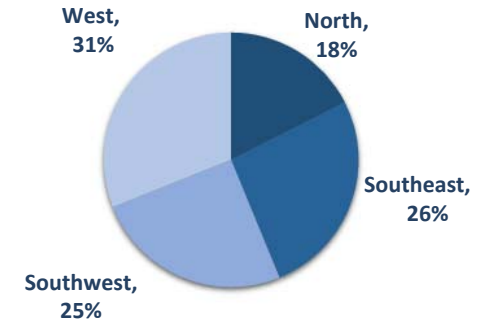
- 562 Average Active Communities – Q1 '17
- 41 Markets, 17 States
- 64,903 Lots Owned and Controlled
- \$444K ASP – Q1 '17



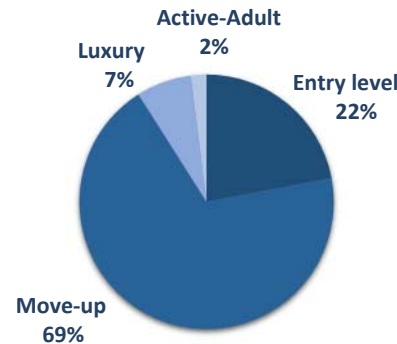
Unit Deliveries – Q1 '17 3,012



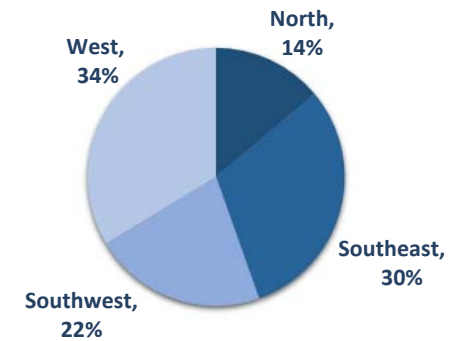
Home Sales Rev. – Q1 '17 \$1.3B



Segment Delivery Mix – Q1 '17



Inventory Value – 03/31/17



Experienced and Proven Leadership



Scott Stowell
Executive Chairman

Executive Chairman of CalAtlantic Group, Inc. since the merger of Ryland and Standard Pacific in October 2015

Chief Executive Officer of Standard Pacific from January 2012 and President from March 2011 to October 2015

Chief Operating Officer of Standard Pacific from May 2007 to March 2011

Held various operational and leadership positions since joining Standard Pacific in 1986



Larry Nicholson
President and CEO

President and CEO of CalAtlantic Group, Inc. since the merger of Ryland and Standard Pacific in October 2015

Chief Executive Officer of The Ryland Group from May 2009 and President from October 2008 to October 2015

Chief Operating Officer of The Ryland Group from June 2007 to May 2009

Held various operational and leadership positions since joining Ryland in 1996



Jeff McCall
EVP and CFO

Executive Vice President and CFO of CalAtlantic Group, Inc. since the merger of Ryland and Standard Pacific in October 2015

Executive Vice President and Chief Financial Officer of Standard Pacific from June 2011 to October 2015

Chief Financial Officer-Americas a Regus plc from August 2004 to May 2011

Chief Financial Officer and Executive Vice President of HQ Global Workplaces from December 2003 to August 2004



Peter Skelly
EVP and COO

Executive Vice President and COO of CalAtlantic Group, Inc. since the merger of Ryland and Standard Pacific in October 2015

Executive Vice President and Chief Operating Officer of The Ryland Group from June 2013 to October 2015

Senior Vice President of The Ryland Group from 2006 to 2013

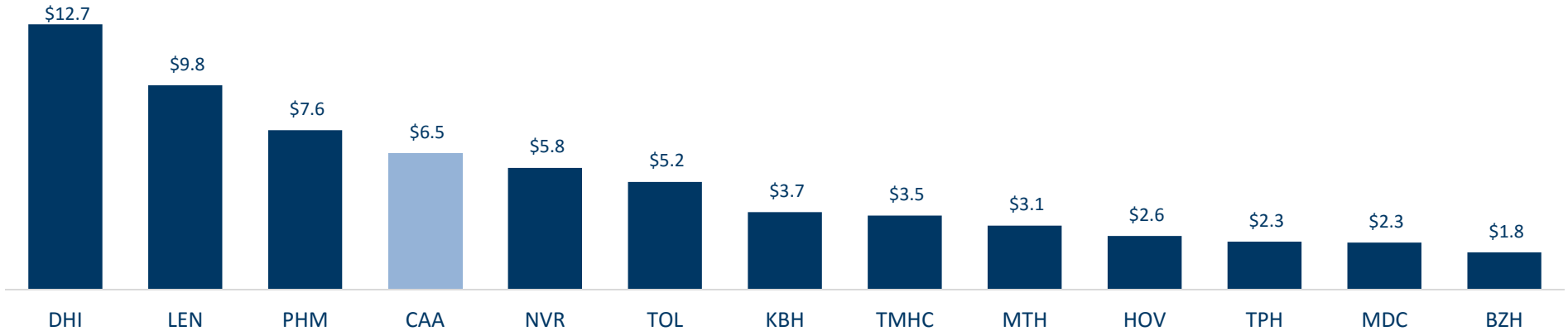
28 year veteran of the real estate business and joined Ryland in 1998 as an Assistant Controller



Nation's 4th Largest Public Homebuilder

(Based on Revenues)

LTM Revenues (\$bn)



Enterprise Value (\$bn)



Source: Company financials as of most recent public filings and share prices as of 5/01/17



Leading Market Share Positions

- Homebuilding operations in 21 of the top 25 ⁽¹⁾ MSAs in the U.S.
- Top 5 market share in 12 of the top 25 MSAs in the U.S.

Rank	Top 5 Market Share Markets	Rank	Other Top 10 Market Share Markets
#1	San Diego, CA		
#2	Chicago, IL SoCal Coastal, CA Twin Cities, MN	#6	Denver, CO Baltimore, MD Tampa, FL
#3	Phoenix, AZ Austin, TX Indianapolis, IN Philadelphia, PA Raleigh, NC	#9	Jacksonville, FL Miami-Ft. Myers, FL
#4	Charleston, SC Las Vegas, NV Orlando, FL	#10	Atlanta, GA, Washington D.C.
#5	Charlotte, SC Riverside – San Bernardino, CA Sacramento, CA		
15 Top 5 Positions		7 Additional Top 10 Positions	

Source: MetroStudy, based on combined LTM 12/31/16 CalAtlantic closings

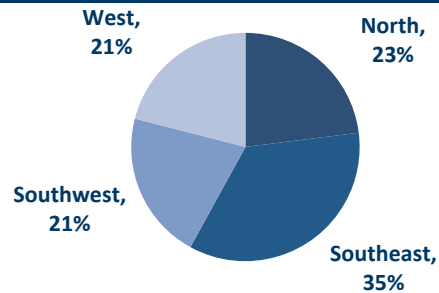
⁽¹⁾ Top 25 MSAs ranked by LTM 12/31/16 1-4 unit building permits; Source: US Census Bureau



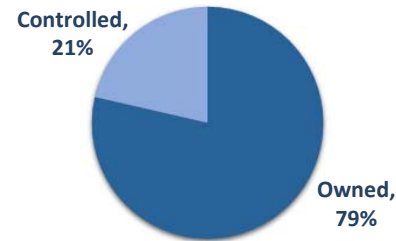
Approximately 65,000 Owned or Controlled Lots

Lot Supply

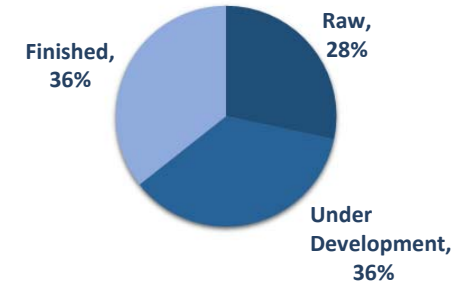
Geography⁽¹⁾



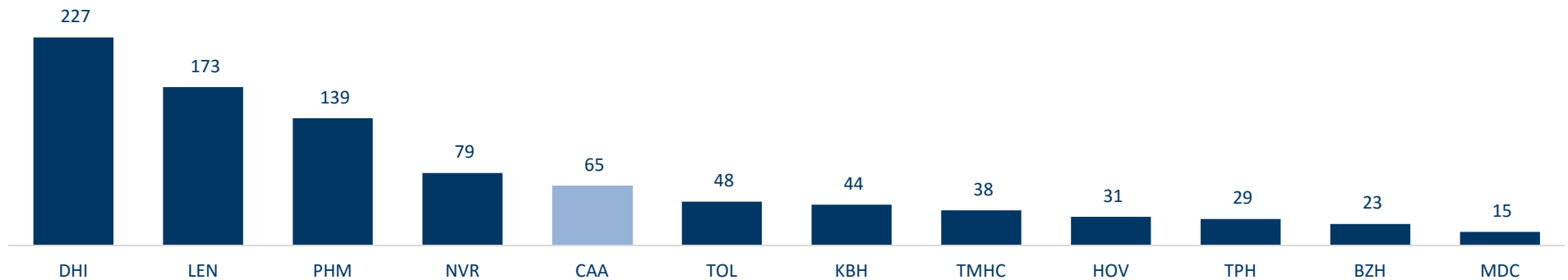
Owned Vs. Controlled⁽¹⁾



Development Status⁽²⁾



Total Lots (MRQ, 000's)



Source: Company financials as of most recent public filings as of 05/01/17

⁽¹⁾ Includes joint venture lots

⁽²⁾ Excludes Held for Sale

⁽³⁾ North region includes Atlanta, Baltimore, Chicago, Delaware, Indianapolis, Metro Washington D.C., Minneapolis/St. Paul, New Jersey, Northern Virginia, and Philadelphia

⁽⁴⁾ Southeast region includes Florida and the Carolinas

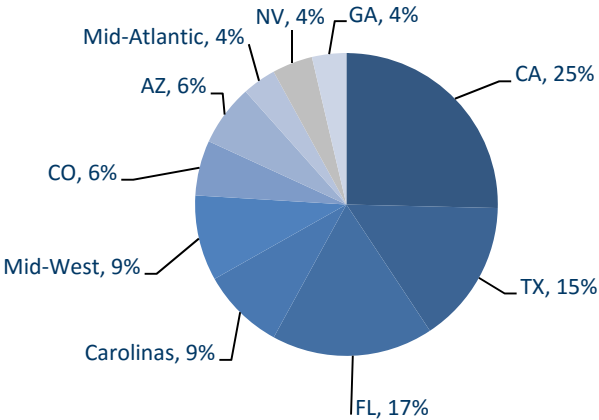
⁽⁵⁾ Southwest region includes Texas, Nevada and Colorado

⁽⁶⁾ West region includes California and Arizona

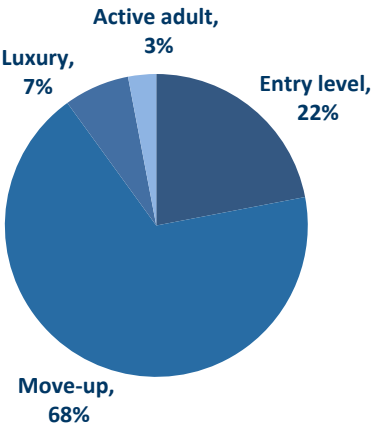


Highly Diversified Market Presence

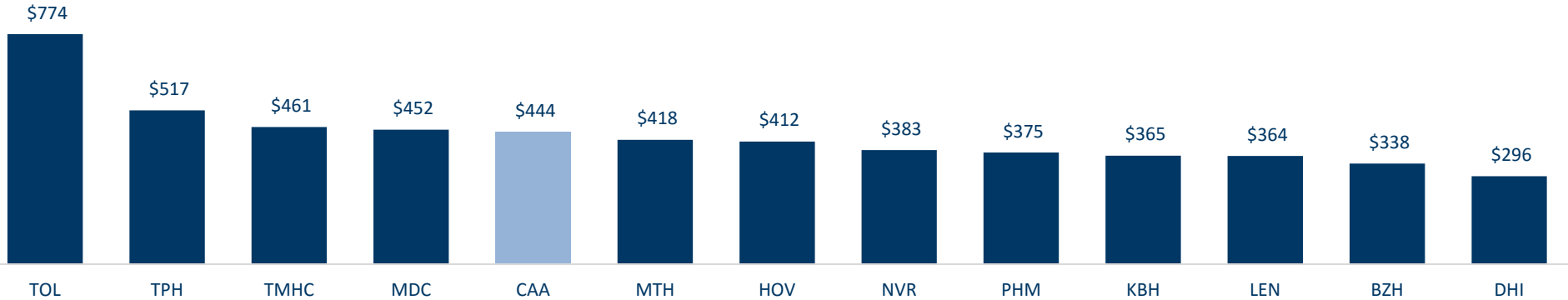
Geographic Diversification (Q1 '17 Home Sale Revenue)



Product Diversification (Q1 '17 Deliveries)



Average Selling Price (MRQ, \$000s)

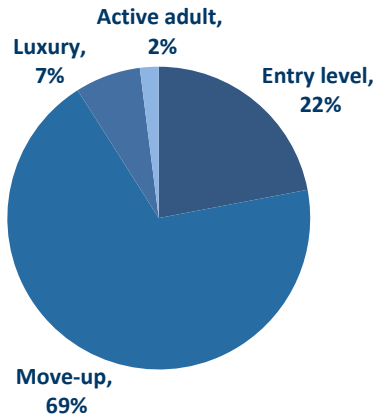


Source: Company data; Company financials as of most recent public filings as of 05/01/17

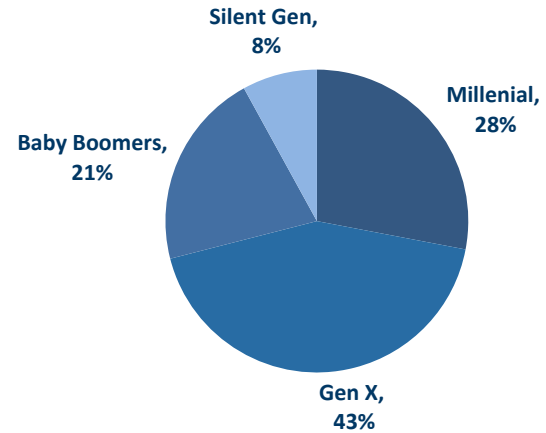


Product and Generational Mix

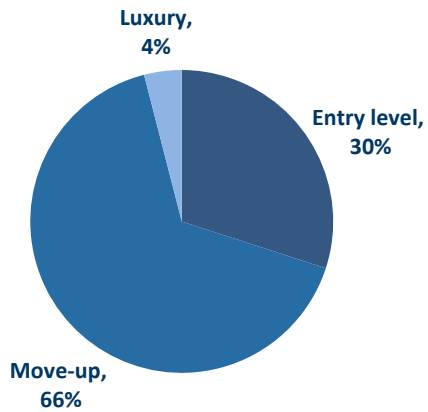
Product Diversification (2016 Deliveries)



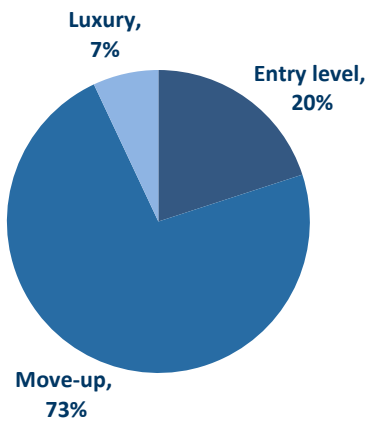
Buyer mix (2016 Deliveries)



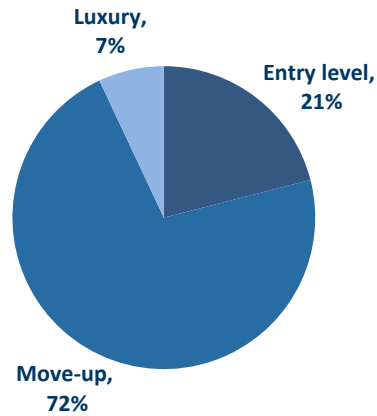
Millennial



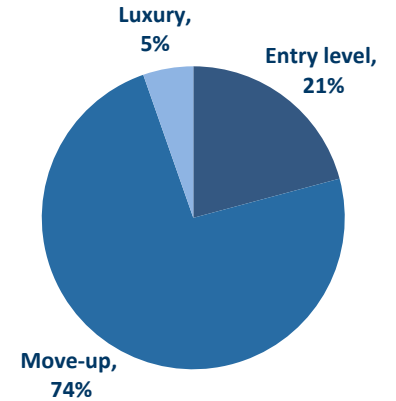
Generation X



Baby Boomers



Silent Generation



Source: Company data





Financial Results



CALATLANTIC GROUP, INC.™

1Q17 Highlights and Comparison to 1Q16

- Home sales revenue up 13%
- Pretax income of \$129.9M vs. \$115.2M
- Net new orders of 4,304, up 4% and up 7% in value
- ASP of \$444K, up 3%
- Earnings per share of \$0.62, up 19%
- Backlog of 7,109 homes, up 1% and up 1% in value



1Q17 Highlights and Comparison to 1Q16

	Q1 2017	Q1 2016	% change
<i>\$ in MM's, except ASP \$ in 000's</i>			
Operating metrics:			
New home deliveries	3,012	2,727	+10%
Average selling price	\$444	\$432	+3%
Average active selling communities⁽¹⁾	562	571	-2%
Net new orders ⁽²⁾	4,304	4,135	+4%
Net new orders - \$ value ⁽²⁾	\$1,916	\$1,798	+7%
Monthly sales absorption rate per community	2.55	2.41	+6%
Backlog ⁽³⁾	7,109	7,019	+1%
Backlog - \$ value ⁽³⁾	\$3,259	\$3,212	+1%
Financial metrics:			
Home sale revenues	\$1,338	\$1,179	+13%
Gross margin % from home sales	20.55%	20.95%	(45 bps)
Adjusted gross margin % from home sales (excluding purchase accounting adj) ⁽⁴⁾	20.5%	22.0%	(145 bps)
Adjusted gross margin % from home sales (excluding purchase accounting adjustments and interest amortized to cost of home sales) ⁽⁴⁾	23.5%	24.6%	(109 bps)
SG&A % from home sales	11.7%	11.6%	+9 bps
Adjusted homebuilding EBITDA ⁽⁴⁾	\$179	\$171	+4%
Adjusted homebuilding EBITDA margin % ⁽⁴⁾	13.4%	14.4%	(107 bps)
Pretax income	\$129.9	\$115.2	+13%
Adjusted pretax income (excluding purchase accounting adjustments and merger-related costs) ⁽⁴⁾	\$130.9	\$132.7	-1%
Diluted EPS	\$0.62	\$0.52	+19%

⁽¹⁾ Refers to the average number of our communities for which homes were sold during the quarter

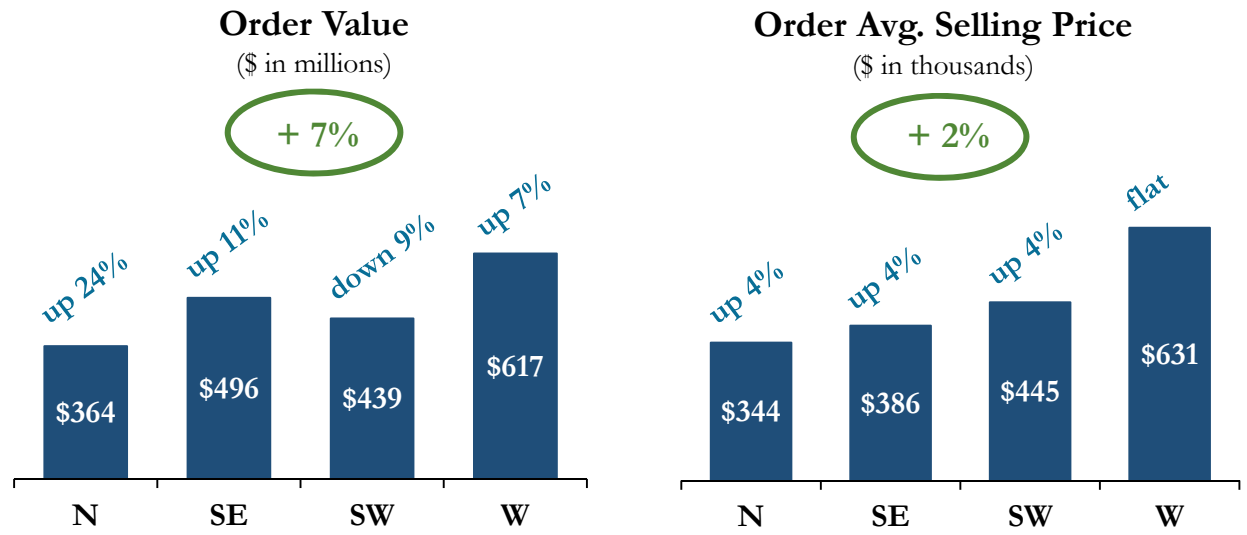
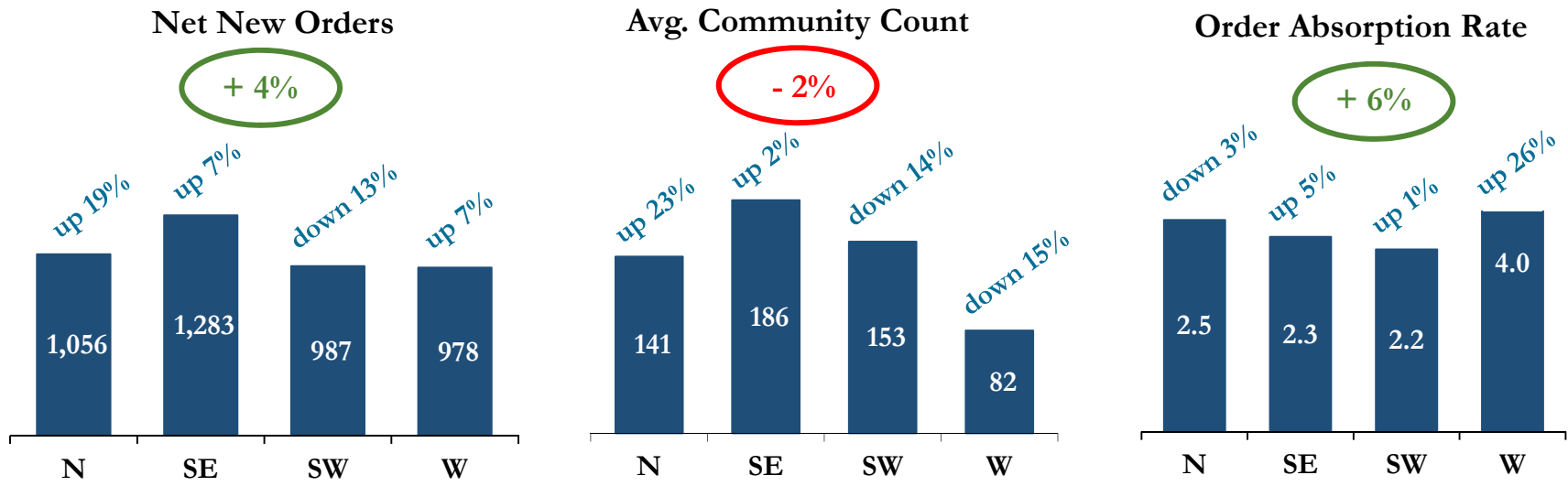
⁽²⁾ Net new orders are new orders for the purchase of homes during the quarter, less cancellations during such quarter of existing contracts for the purchase of homes (which includes cancellations in beginning backlog and related orders generated during such period)

⁽³⁾ Backlog represents orders for the purchase of homes as of the quarter end

⁽⁴⁾ Please refer to the exhibit at the end of this presentation for a reconciliation of this non-GAAP measure to the most directly comparable GAAP measure



Regional Comparison (1Q17 vs. 1Q16)



Builder Absorption Trend

	Orders							Communities						
	1Q16	2Q16	3Q16	4Q16	1Q17	1Q17 vs 1Q16	1Q17 vs 4Q16	1Q16	2Q16	3Q16	4Q16	1Q17	1Q17 vs 1Q16	1Q17 vs 4Q16
CalAtlantic Homes	4,135	3,921	3,531	2,848	4,304	4%	51%	571	567	566	580	562	(2%)	(3%)
Taylor Morrison	1,828	2,025	1,950	1,701	2,425	33%	43%	310	315	309	299	298	(4%)	(0%)
M/I Homes	1,314	1,354	1,088	999	1,454	11%	46%	178	178	174	176	181	2%	3%
Tri Pointe	1,149	1,258	932	909	1,299	13%	43%	115	120	119	123	126	10%	3%
Pulte	5,652	5,697	4,775	4,202	6,126	8%	46%	709	705	705	718	753	6%	5%
Meritage	1,987	2,073	1,737	1,493	2,135	7%	43%	249	242	239	240	250	0%	4%
NVR	4,137	4,324	3,477	3,645	4,424	7%	21%	478	483	484	495	486	2%	(2%)
KB Homes	2,272	3,249	2,508	2,254	2,580	14%	14%	244	242	235	231	238	(2%)	3%
K Hovnanian	1,592	1,862	1,537	1,389	1,312	(18%)	(6%)	218	207	185	171	162	(26%)	(5%)
Lennar⁽¹⁾	5,794	7,962	7,018	6,598	6,483	12%	(2%)	684	692	694	695	752	10%	8%
Toll Brothers⁽¹⁾	1,250	1,993	1,748	1,728	1,522	22%	(12%)	291	299	297	310	321	10%	4%

	Absorption						
	1Q16	2Q16	3Q16	4Q16	1Q17	1Q17 vs 1Q16	1Q17 vs 4Q16
CalAtlantic Homes	2.4	2.3	2.1	1.6	2.6	6%	56%
Taylor Morrison	2.0	2.1	2.1	1.9	2.7	38%	43%
M/I Homes	2.5	2.5	2.1	1.9	2.7	9%	42%
Tri Pointe	3.3	3.5	2.6	2.5	3.4	3%	39%
Pulte	2.7	2.7	2.3	2.0	2.7	2%	39%
Meritage	2.7	2.9	2.4	2.1	2.9	7%	38%
NVR	2.9	3.0	2.4	2.5	3.0	5%	24%
KB Homes	3.1	4.5	3.6	3.3	3.6	16%	11%
K Hovnanian	2.4	3.0	2.8	2.7	2.7	11%	(0%)
Lennar	2.8	3.8	3.4	3.2	2.9	2%	(9%)
Toll Brothers	1.4	2.2	2.0	1.9	1.6	10%	(15%)

Source: Company financials as of most recent public filings as of 05/01/17

Note: Q1'17 actual not available for MDC and Beazer. D.H. Horton communities not available

⁽¹⁾ Refers to the Total Active Selling Communities at the end of the quarter



Capitalization (\$MM)

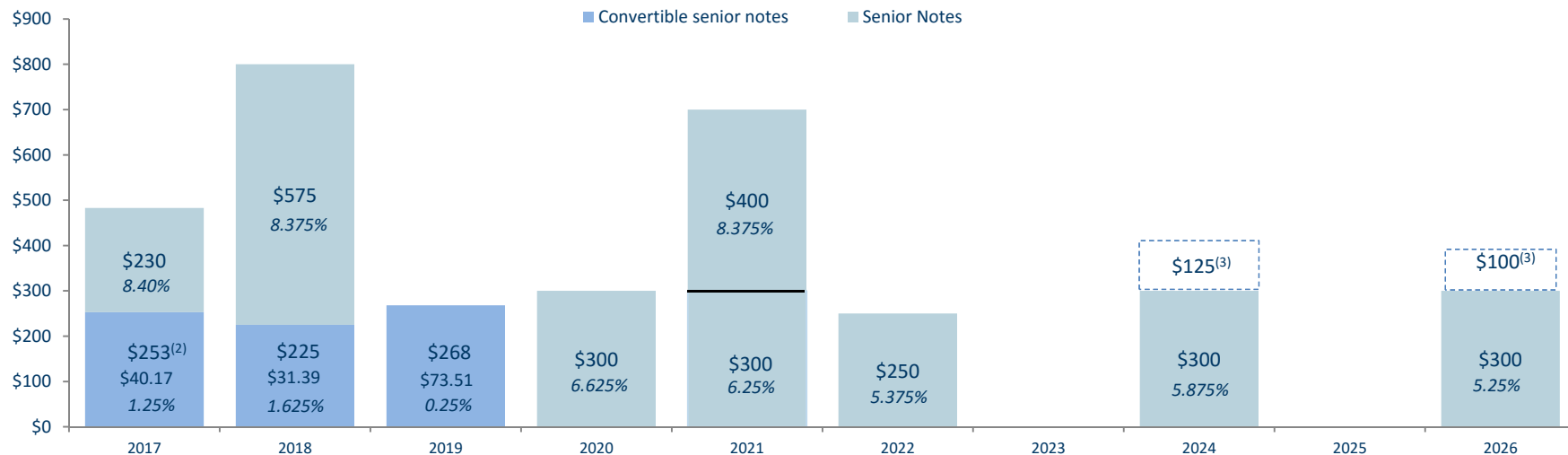
- 2015 upgrades from Moody's and S&P to Ba2
- Established \$750M unsecured revolving credit facility expandable up to \$1.2 billion with a 4 year term (Matures October 2019)
- Liquidity at March 31, 2017 of approximately \$787.4M; \$143.9M unrestricted homebuilding cash and \$643.5M available under the revolving line of credit (\$750M commitments less \$106.5M in letters of credit)

CalAtlantic Group, Inc.

Homebuilding Cash, Unrestricted	\$144
Total Homebuilding Debt	\$3,418
Book Value of Stockholders' Equity	\$4,287
Market Value of Stockholders' Equity ⁽¹⁾	\$4,095
Homebuilding Debt to Book Capitalization ⁽²⁾	44.4%
Net Debt / Enterprise Value ⁽¹⁾	40.9%

- ⁽¹⁾ Share price for market value of equity and enterprise value as of 5/01/17
- ⁽²⁾ Please refer to the exhibit at the end of this presentation for a reconciliation of this non-GAAP measure to the most directly comparable GAAP measure.

Staggered Debt Maturity Profile (\$MM)⁽¹⁾



Note: Excludes revolving credit facility and secured project debt and other notes payable

⁽¹⁾ Figures represent principal balance of senior notes as of March 31, 2017

⁽²⁾ Represents the first put/call date on the 1.25% convertible senior notes due 2032

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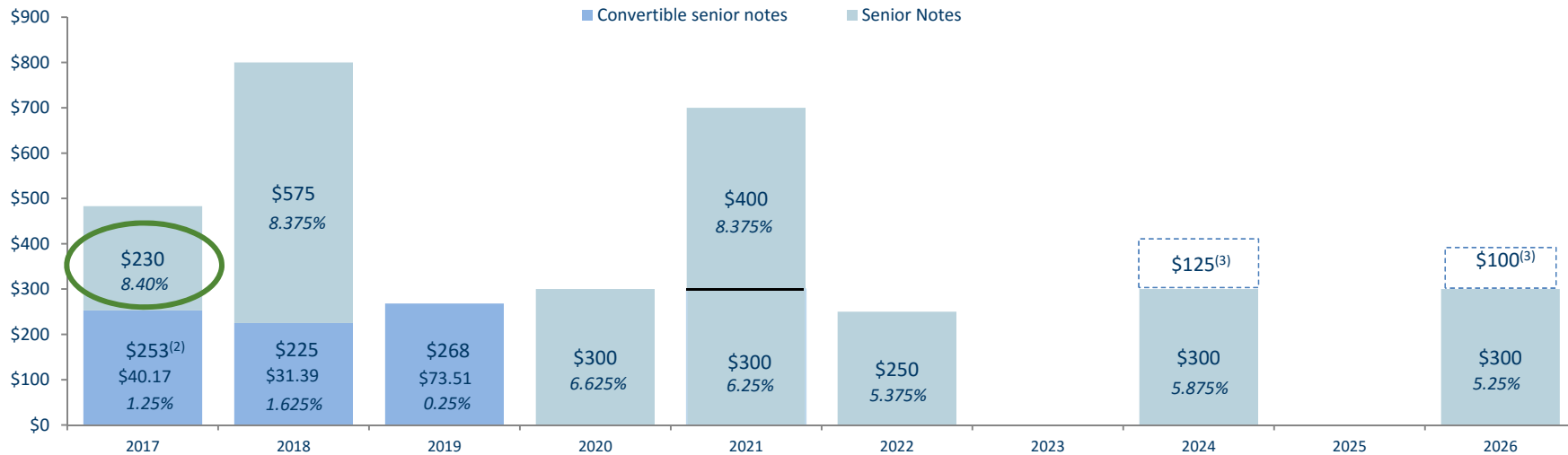
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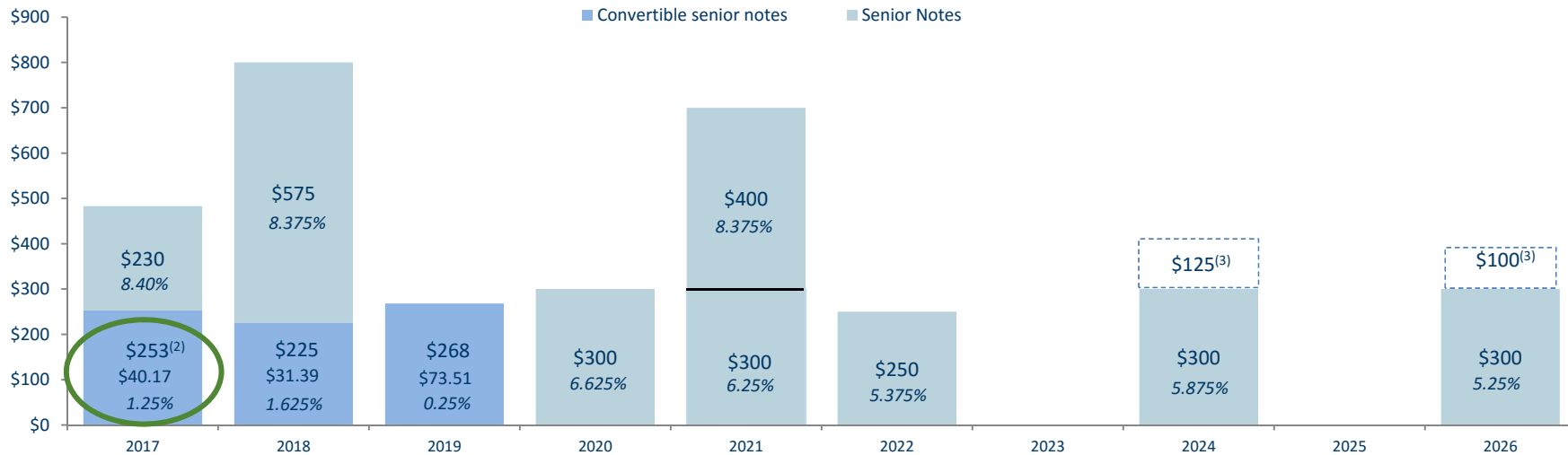
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2032 (2017) Convertible Bond

Key Stats

Principal Amount	\$253M
Interest Rate	1.25%
Conversion Price ⁽¹⁾	\$40.13
Physical (All Stock) Settlement	

Key Dates

- Matures August 1, 2032
- 1st Put date August 1, 2017
 - July 3 to July 31 holders can put to Company @ par (payment made on August 1st)
- 1st Call date August 5, 2017
 - Company can call bond on August 5, 2017 or anytime thereafter with 30 day notice

(1) As of March 31, 2017.



2032 (2017) Convertible Bond

	Impact if Put/Call ⁽¹⁾				Impact if Converted		
	3/31	Impact of Conversion	Pro Forma 3/31		3/31	Impact of Conversion	Pro Forma 3/31
Total HB Debt	\$3,418M		\$3,418M	Total HB Debt	\$3,418M	(\$253M)	\$3,165M
Stockholders' Equity	\$4,287M		\$4,287M	Stockholders' Equity	\$4,287M	+\$253M	\$4,540M
LTM Net Income	\$495M	N/C	\$495M	LTM Net Income	\$495M	N/C	\$495M
LTM Weighted Avg.				LTM Weighted Avg.			
Diluted Shares	134.7M	(6.3M)	128.4M	Diluted Shares	134.7M	N/C	134.7M
Fully Diluted Shares	132.6M	(6.3M)	126.3M	Fully Diluted Shares	132.6M	N/C	132.6M
EPS	\$3.67		\$3.85 (+4.9%)	EPS	\$3.67		\$3.67
Tangible BV/Share	\$25.02		\$26.26 (+5.0%)	Tangible BV/Share	\$25.02		\$26.92 (+7.6%)
Gross Debt/Cap	44.4%		44.4%	Gross Debt/Cap	44.4%		41.1%

(1) Assumes refinance with senior debt.



Capitalization (\$MM)

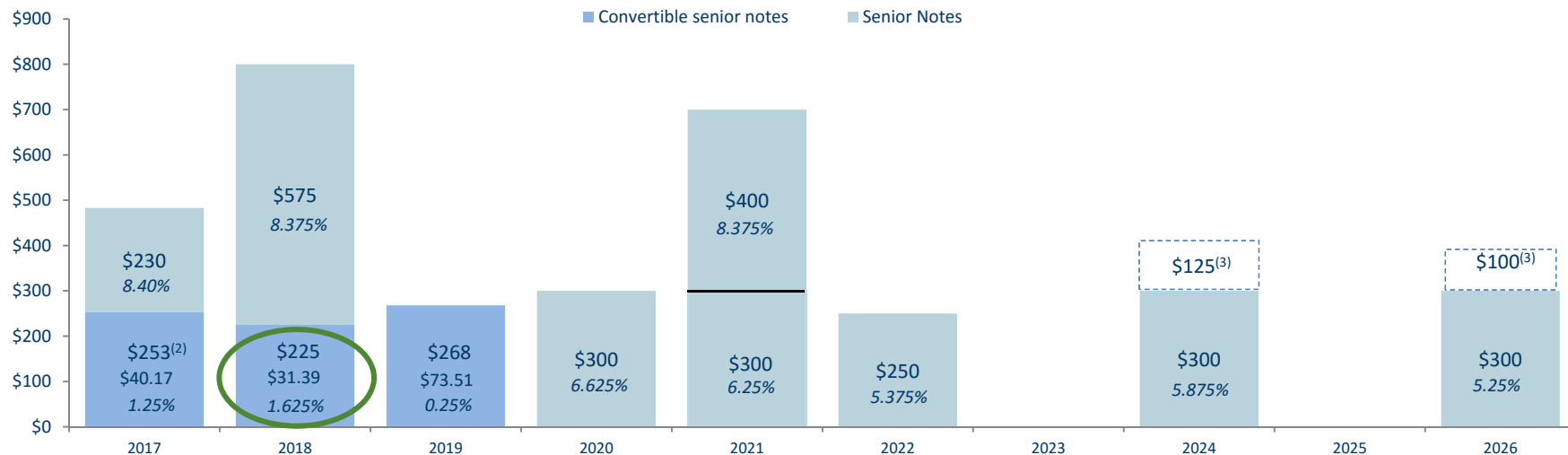
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2018 Convertible Bond

Key Stats

Principal Amount	\$225M
Interest Rate	1.625%
Conversion Price ⁽¹⁾	\$31.38
Physical (All Stock) Settlement	

Key Dates

- Matures May 15, 2018
- Can be put to Company anytime up to 1 business day prior to maturity date
- At maturity Company will be required to retire bonds that were not converted @ par
- If converted, bonds will convert into 7.170M shares of common stock

(1) As of March 31, 2017.



2018 Convertible Bond

Impact if Converted				Impact if Not Converted ⁽¹⁾			
	3/31	Impact of Conversion	Pro Forma 3/31		3/31	Impact of Conversion	Pro Forma 3/31
Total HB Debt	\$3,418M	(\$225M)	\$3,193M	Total HB Debt	\$3,418M		\$3,418M
Stockholders' Equity	\$4,287M	+\$225M	\$4,512M	Stockholders' Equity	\$4,287M		\$4,287M
LTM Net Income	\$495M	N/C	\$495M	LTM Net Income	\$495M	N/C	\$495M
LTM Weighted Avg.				LTM Weighted Avg.			
Diluted Shares	134.7M	N/C	134.7M	Diluted Shares	134.7M	(7.2M)	127.5M
Fully Diluted Shares	132.6M	N/C	132.6M	Fully Diluted Shares	132.6M	(7.2M)	125.4M
EPS	\$3.67		\$3.67	EPS	\$3.67		\$3.88 (+5.6%)
Tangible BV/Share	\$25.02		\$26.71 (+6.8%)	Tangible BV/Share	\$25.02		\$26.45 (+5.7%)
Gross Debt/Cap	44.4%		41.4%	Gross Debt/Cap	44.4%		44.4%

(1) Assumes refinance with senior debt.



Tangible Book Value

	Tangible Book Value	Fully Diluted Share Count ⁽³⁾	TBV/Share
12/31/2016	\$3,237M	132,201,542	\$24.49
FY Impact of 2017 Convert⁽¹⁾	\$0	(6,304,937)	\$0.00
2017 Consensus Net Income⁽²⁾	\$477M	—	—
FY 2017	\$3,714M	125,896,605	\$29.50
FY Impact of 2018 Convert	\$225M	—	—
2018 Consensus Net Income⁽²⁾	\$524M	—	—
FY 2018	\$4,463M	125,896,605	\$35.45
2 yr. Growth	38%		45%

(1) Assumes refinance with senior debt.

(2) CalAtlantic Group does not provide forward earnings guidance. For illustrative purposes only, the Company has included the 2017 and 2018 Net Income consensus estimates as provided by Nasdaq as of May 11th, 2017. The inclusion of these estimates on this slide is for ease of illustration only and should not be interpreted as the Company's adoption or endorsement of these estimates. The Company encourages analysts and investors to utilize their own estimates to better understand the potential impact to Book Value and Book Value per Share. The Company's actual future results may vary significantly from current consensus estimates.

(3) Represents the Company's Fully Diluted Share Count as of 12/31/2016. For illustrative purposes only, the 2016 year-end share count has been adjusted only for the impact of the 2032 Convertible Bond as if the convertible bond was put to the company or called by the company in August 2017.



CalAtlantic Investment Thesis

- ✓ Experienced leadership team with a shared vision for success
- ✓ Significant scale in top homebuilding markets
- ✓ Broad geographic and product diversity
- ✓ Strong land book; proven expertise in land development and master planning
- ✓ Strong financial and operating performance
- ✓ Ample liquidity and strong balance sheet to support growth





Q & A



CALATLANTIC GROUP, INC.™