[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended September 30, 2000
OR
TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from $\qquad$ to $\qquad$
Commission file number 1-12378
NVR, Inc.
(Exact name of registrant as specified in its charter)
Virginia
54-1394360
(State or other jurisdiction of (IRS employer identification incorporation or organization) number)

7601 Lewinsville Road, Suite 300
McLean, Virginia 22102
(703) 761-2000
(Address, including zip code, and telephone number, including area code, of registrant's principal executive offices)
(Not Applicable)
(Former name, former address, and former fiscal year if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes X

No $\qquad$

As of October 18, 2000, there were $8,834,179$ total shares of common stock outstanding.
Page
Part I FINANCIAL INFORMATION
Item 1. NVR, Inc. Condensed Consolidated Financial Statements
Condensed Consolidated Balance Sheets at September 30, 2000(unaudited) and December 31, 19993
Condensed Consolidated Statements of Income for the
Three Months Ended September 30, 2000 (unaudited)
and September 30, 1999 (unaudited) and the
Nine Months Ended September 30, 2000 (unaudited)
and September 30, 1999 (unaudited) ..... 5
Condensed Consolidated Statements of Cash Flows for the Nine Months Ended September 30, 2000 (unaudited) and September 30, 1999 (unaudited). ..... 6
Notes to Condensed Consolidated Financial Statements. ..... 7
Item 2. Management's Discussion and Analysis of Financial
Condition and Results of Operations. ..... 12
Part II OTHER INFORMATION- ------
Item 6. Exhibits and Reports on Form 8-K. ..... 17
Exhibit Index ..... 17
Signature. ..... 17

## Item 1.

## - ------

NVR, Inc.
Condensed Consolidated Balance Sheets (dollars in thousands, except per share data)

```
September 30, 2000 December 31, 1999
(unaudited)
```

ASSETS

| Homebuilding: |  |
| :---: | :---: |
| Cash and cash equivalents | \$ 107,708 |
| Receivables | 9,362 |
| Inventory: |  |
| Lots and housing units, covered under sales agreements with customers | 327,355 |
| Unsold lots and housing units | 24,989 |
| Manufacturing materials and other | 7,674 |
|  | 360, 018 |
| Property, plant and equipment, net | 12,881 |
| Reorganization value in excess of amounts |  |
| Goodwill, net | 7,746 |
| Contract land deposits | 90,215 |
| Other assets | 54,986 |
|  | 692,197 |
| Mortgage Banking: |  |
| Cash and cash equivalents | 10,690 |
| Mortgage loans held for sale, net | 93,780 |
| Mortgage servicing rights, net | 2,457 |
| Property and equipment, net | 2,516 |
| Reorganization value in excess of amounts | 8,707 |
| Goodwill, net | - |
| Other assets | 3,622 |
|  | 121,772 |
| Total assets | \$ 813,969 |
| See notes to condensed consolidated financi (Continued) | l statement |

## NVR, Inc.

Condensed Consolidated Balance Sheets (Continued) (dollars in thousands, except per share data)
(unaudited)

## LIABILITIES AND SHAREHOLDERS' <br> EQUITY

| Homebuilding: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Accounts payable | \$ | 112,176 | \$ | 98,322 |
| Accrued expenses and other liabilities |  | 151,958 |  | 125,172 |
| Customer deposits |  | 63,826 |  | 50,348 |
| Notes payable |  | 1,909 |  | 2,128 |
| Other term debt |  | 5,021 |  | 5,206 |
| Senior notes |  | 115,000 |  | 145,000 |
|  |  | 449,890 |  | 426,176 |
| Mortgage Banking: |  |  |  |  |
| Accounts payable and other liabilities |  | 5,421 |  | 14,666 |
| Notes payable |  | 93,183 |  | 125,799 |
|  |  | 98,604 |  | 140,465 |
| Total liabilities |  | 548,494 |  | 566,641 |
| Commitments and contingencies |  |  |  |  |
| Shareholders' equity: |  |  |  |  |
| Common stock, \$0.01 par value; 60,000,000 shares authorized; 20,614,365 and 20,614,855 shares issued as of September 30, 2000 and |  |  |  |  |
| December 31, 1999, respectively Paid-in-capital |  | 206 184,544 |  | 204 196,654 |
| Retained earnings |  | 353, 256 |  | 241, 564 |
| Deferred compensation trust- 340,703 shares of NVR, Inc. common stock |  | $(15,915)$ |  | - |
| Deferred compensation liability |  | 15,915 |  | - |
| Less treasury stock at cost; 11,772,580 and $11,443,247$ shares at September 30, 2000 and December 31, 1999, respectively |  | $(272,531)$ |  | ( 237,782 ) |
| Total shareholders' equity |  | 265,475 |  | 200,640 |
| Total liabilities and shareholders' equity | \$ | 813,969 | \$ | 767,281 |

See notes to condensed consolidated financial statements.

NVR, Inc.
Condensed Consolidated Statements of Income (dollars in thousands, except per share data)
(unaudited)


See notes to condensed consolidated financial statements.

NVR, Inc.
Condensed Consolidated Statements of Cash Flows (dollars in thousands, except share data)
(unaudited)

flows from operating activities:
Net income
Adjustments to reconcile net income to net cash provided by operating activities:
Depreciation and amortization
Restructuring and asset impairment charge
Mortgage loans closed
Proceeds from sales of mortgage loans
Gain on sale of mortgage servicing rights
Gain on sale of loans
Net change in assets and liabilities:
Increase in inventories
Increase in receivables
Increase in contract land deposits
Increase in accounts payable, customer deposits and accrued expenses
Other, net

Net cash provided by operating activities

Cash flows from investing activities:
Business acquisition, net of cash acquired
Purchase of property, plant and equipment
Principal payments on mortgage-backed securities
Proceeds from sales of mortgage servicing rights
Other, net

Net cash provided by investing activities

Cash flows from financing activities:
Purchase of NVR common stock for
funding of deferred compensation plan
Redemption of mortgage bonds
Net repayments under notes payable and other term debt
Repurchase of 8\% Senior Notes due 2005
Purchase of treasury stock
Other, net
Net cash used by financing activities

Net increase in cash
Cash, beginning of the period

Cash, end of period
\$ 118, 398
===========
\$ 10, 305
===========
\$ 70,026
$=========$
$(3,697)$
$(6,394)$
2,225
27, 061
4,746

23,941
$(1,625)$
$(51,955)$
$(87,542)$
1,488
$(139,634)$

3,551
68,504
\$ 72,055
==========
\$ 11, 677
$==========$
\$ 54,448
===========

## NVR, Inc.

Notes to Condensed Consolidated Financial Statements (dollars in thousands, except per share and share data)

The accompanying unaudited, condensed consolidated financial statements include the accounts of NVR, Inc. ("NVR" or the "Company") and its subsidiaries. Intercompany accounts and transactions have been eliminated in consolidation. The statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. Because the accompanying condensed consolidated financial statements do not include all of the information and footnotes required by generally accepted accounting principles, they should be read in conjunction with the financial statements and notes thereto included in the Company's 1999 Annual Report on Form 10-K. In the opinion of management, all adjustments (consisting only of normal recurring accruals) considered necessary for a fair presentation have been included. Operating results for the nine month period ended September 30, 2000 are not necessarily indicative of the results that may be expected for the year ending December 31, 2000. Certain prior period amounts have been reclassified to conform to the current period presentation.

For the quarters and the nine-month periods ended September 30, 2000 and 1999, comprehensive income equaled net income; therefore, a separate statement of comprehensive income is not included in the accompanying financial statements.
2. Shareholders' Equity

A summary of changes in shareholders' equity is presented below:

|  | Common Stock |  | Paid-In Capital |  | Retained Earnings |  | Treasury Stock | Deferred Comp. Trust |  | Deferred Comp. Liability |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance, December 31, 1999 | \$ |  |  | 196,654 | \$ | 241,564 | \$(237, 782 ) | \$ | - | \$ | - |
| Net income |  | - |  | - |  | 111,692 | - |  | - |  | - |
| Deferred compensation activity |  | - |  | $(14,918)$ |  | - | 14,451 |  | $(15,915)$ |  | 15,915 |
| Purchase of common stock for treasury |  | - |  | - |  | - | $(52,874)$ |  | - |  | - |
| Option activity |  | 2 |  | 2,719 |  | - | - |  | - |  | - |
| Tax benefit from stock-based compensation activity |  | - |  | 3,763 |  | - | - |  | - |  | - |
| Performance share activity |  | - |  | $(3,674)$ |  | - | 3,674 |  | - |  | - |
| Balance, September 30, 2000 | \$ |  |  | $\begin{aligned} & 184,544 \\ & ======== \end{aligned}$ | \$ | $\begin{aligned} & 353,256 \\ & :======= \end{aligned}$ | $\$(272,531)$ $=======$ |  | $\begin{aligned} & (15,915) \\ & :======= \end{aligned}$ |  | $\begin{array}{r} 15,915 \\ ====== \end{array}$ |

Approximately 77,700 shares were reissued from the treasury during January 2000 in satisfaction of benefits earned and expensed in 1999 under an equity-based employee benefit plan. The basis for the shares reissued from the treasury was $\$ 47.25$ per share. In addition, approximately 222,000 options were exercised during the first nine months of 2000, with NVR realizing \$2,721 in aggregate equity proceeds.

## NVR, Inc.

Notes to Condensed Consolidated Financial Statements
(dollars in thousands, except per share and share data)

To minimize the non-deductibility of executive compensation expense due to the limitations of Section $162(\mathrm{~m})$ of the Internal Revenue Code and still maintain the ability to competitively compensate the Company's executive officers, the Company established a deferred compensation plan (Deferred Comp Plan). The specific purpose of the Deferred Comp Plan was to establish a vehicle whereby the executive officers could defer the receipt of compensation that otherwise would be nondeductible for tax purposes into a period where the Company would realize a tax deduction for the amounts paid. The Deferred Comp Plan is also available to other members of the Company's management group. Amounts deferred into the Deferred Comp Plan are invested in NVR common stock and are paid out in a fixed number of shares upon expiration of the deferral period.

The Deferred Comp Plan Trust was funded during the first quarter of 2000 with 305,863 NVR shares issued from the Company's treasury stock account. The basis for the shares reissued from the treasury was $\$ 47.25$ per share. In addition, the Deferred Comp Plan Trust purchased 34,840 NVR common shares on the open market at an aggregate cost of $\$ 1,606$. The compensation deferred was related to benefits earned by NVR employees under the Company's 1994 Management Equity Incentive Plan and the 1996 High Performance Plan. The aggregate 340,703 shares are treated as outstanding shares in the earnings per share calculation for the three and nine months ended September 30, 2000.
3. Segment Disclosures

NVR operates in two business segments: homebuilding and mortgage
banking. Corporate general and administrative expenses are fully allocated to the homebuilding and mortgage banking segments in the information presented below.

For the Nine Months Ended September 30, 2000


(a) Total amounts for the reportable segments equal the respective amounts for the consolidated enterprise.
(b) The following reconciles segment profit and segment assets to the respective amounts for the consolidated enterprise: Homebuilding Mortgage Banking Totals

|  | Homebuilding |  | Mortgage Banking |  | Totals |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Segment profit | \$ | 194,416 | \$ | 354 | \$ | 194,770 |
| Less: Amortization of excess reorganization value and goodwill |  | $(5,440)$ |  | (980) |  | $(6,420)$ |
| Consolidated income (loss) before income taxes | \$ | 188,976 | \$ | (626) | \$ | 188,350 |
| Segment assets | \$ | 635,170 | \$ | 113,065 | \$ | 748,235 |
| Add: Excess reorganization value and goodwill |  | 57,027 |  | 8,707 |  | 65,734 |
| Total consolidated assets | \$ | 692,197 | \$ | 121,772 | \$ | 813,969 |

## NVR, Inc.

Notes to Condensed Consolidated Financial Statements (dollars in thousands, except per share and share data)

For the Three Months Ended September 30, 2000

(c) Total amounts for the reportable segments equal the respective amounts for the consolidated enterprise.
(d) The following reconciles segment profit to the respective amounts for the consolidated enterprise:

|  | Homebuilding |  | Mortgag | Banking |  | Totals |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Segment profit | \$ | 73,294 | \$ | 2,845 | \$ | 76,139 |
| Less: Amortization of excess reorganization value and goodwill |  | $(1,813)$ |  | (272) |  | $(2,085)$ |
| Consolidated income before income taxes | \$ | 71,481 | \$ | 2,573 | \$ | 74,054 |

For the Nine Months Ended September 30, 1999

|  | Homebuilding | Mortgage Banking | Totals |
| :---: | :---: | :---: | :---: |
| Revenues from external customers | \$ 1,445,297 | \$ 43,975 | \$1,489,272 (e) |
| Segment profit | 140,700 | 13,603 | 154,303 (f) |
| Segment assets | 508, 075 | 229,802 | 737,877 (f) |

(e) Total amounts for the reportable segments equal the respective amounts for the consolidated enterprise.
(f) The following reconciles segment profit and segment assets to the respective amounts for the consolidated enterprise:

Segment profit
Less: Amortization of excess reorganization value and goodwill

Consolidated income before income taxes

Segment assets
Add: Excess reorganization value and goodwill

Total consolidated assets

For the Three Months Ended September 30, 1999

(g) Total amounts for the reportable segments equal the respective amounts for the consolidated enterprise.
(h) The following reconciles segment profit to the respective amounts for the consolidated enterprise:

| Segment profit | \$ | 51,876 | \$ | 3,316 | \$ | 55,192 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Less: Amortization of excess reorganization value and goodwill |  | $(1,813)$ |  | (428) |  | $(2,241)$ |
| Consolidated income before income taxes | \$ | 50,063 | \$ | 2,888 | \$ | 52,951 |

NVR, Inc.
Notes to Condensed Consolidated Financial Statements (dollars in thousands, except per share and share data)

## 4. Mortgage Banking Segment Restructuring Plan

During the first quarter of 2000, NVR formulated a detailed plan to align its mortgage banking operations to exclusively serve the Company's homebuilding customers. The plan specifically entailed the closure of all of the Company's retail operations, including all of the retail branches acquired from the acquisition of First Republic Mortgage Corporation ("First Republic") in March 1999. This action is consistent with the Company's decision in December 1999 to exit the wholesale mortgage origination business. The Company's mortgage banking operation is now solely focused on serving the Company's homebuilding operations. The restructuring plan was substantially completed by June 30, 2000. As a result of the restructuring, the Company incurred net restructuring and asset impairment charges of $\$ 5,726$, which are included in the mortgage banking segment's operating results for the nine months ended September 30, 2000 in the accompanying statements of income. For additional details, see the mortgage banking section of the Management Discussion and Analysis beginning on page 12.
5. Debt

In September 2000, NVR amended its mortgage warehouse facility to decrease the available borrowing limit to $\$ 100,000$. The reduction in the available borrowing limit is consistent with the Company's restructuring plans discussed in note 4 above. The other terms and conditions are substantially equivalent to those in effect at December 31, 1999. There is $\$ 84,870$ outstanding under the facility at September 30, 2000.

During the three months ended September 30, 2000, NVR purchased, in the open market, an aggregate of $\$ 30,000$ in principal amount of its $8 \%$ Senior Notes due 2005 ("Senior Notes"). The Senior Notes were repurchased at par, with no material gain or loss resulting from the transaction. There is an aggregate of $\$ 115,000$ of Senior Notes outstanding at September 30, 2000.

## 6. Subsequent Events

Subsequent to September 30, 2000, NVR reached agreement with a shareholder to purchase approximately 780,000 shares of its common stock effective January 2, 2001 for an aggregate purchase price of approximately $\$ 65,000$. The shareholder is not affiliated with NVR or its subsidiaries.

On October 25, 2000, NVR commenced a consent solicitation of the holders of its Senior Notes to amend the underlying Trust Indenture ("Indenture") of the Senior Notes. The proposed amendment would modify the covenant in the Indenture limiting certain "Restricted Payments" to allow the Company to make, in addition to all other permitted Restricted Payments, additional Restricted Payments of up to $\$ 70,000$ in the aggregate for the purpose of repurchasing the Company's outstanding capital stock (from persons other than officers and directors of the Company) in one or more privately negotiated and/or open market transactions at any time or from time to time on or before July 31, 2001; provided that any such additional Restricted Payments not made on or before July 31, 2001, may not be made at any subsequent time.

## NVR, Inc.

Notes to Condensed Consolidated Financial Statements (dollars in thousands, except per share and share data)

For each consent received and accepted, the Company has offered to pay a Senior Note holder cash equal to $1 \%$ of the principal amount of Senior Notes held. The cash payment made for each consent received and accepted will be capitalized and amortized to interest expense over the remaining term of the Senior Notes. The consent period ends at 5:00 p.m., New York City time, on November 13, 2000, unless extended. The Company has the right at any time to terminate the consent solicitation, amend the terms of the solicitation, or not to extend the deadline of the solicitation period beyond the expiration date.

Item 2.

## Management's Discussion and Analysis

of Financial Condition and Results of Operations
(dollars in thousands, except per share and share data)

## Forward-Looking Statements

Some of the statements in this Form 10-Q, as well as statements made by the Company in periodic press releases and other public communications, constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Certain, but not necessarily all, of such forward-looking statements can be identified by the use of forward-looking terminology, such as "believes," "expects," "may," "will," "should," or "anticipates" or the negative thereof or other variations thereof or comparable terminology, or by discussion of strategies, each of which involves risks and uncertainties. All statements other than of historical facts included herein, including those regarding market trends, the Company's financial position, business strategy, projected plans and objectives of management for future operations, are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results or performance of the Company to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Such risk factors include, but are not limited to, general economic and business conditions (on both a national and regional level), interest rate changes, access to suitable financing, competition, the availability and cost of land and other raw materials used by the Company in its homebuilding operations, shortages of labor, weather related slow downs, building moratoria, governmental regulation, the ability of the Company to integrate any acquired business, fluctuation and volatility of stock and other financial markets and other factors over which the Company has little or no control.

Results of Operations for the Three and Nine Months Ended September 30, 2000 and 1999

NVR, Inc. ("NVR" or the "Company") operates in two business segments: homebuilding and mortgage banking. Corporate general and administrative expenses are fully allocated to the homebuilding and mortgage banking segments in the information presented below.

## Homebuilding Segment

Three Months Ended September 30, 2000 and 1999
During the third quarter of 2000, homebuilding operations generated revenues of $\$ 602,485$ compared to revenues of $\$ 523,552$ in the third quarter of 1999. The change in revenues was due to a $6.3 \%$ increase in the number of homes settled to 2,674 units in 2000 from 2,516 units in 1999, and to an $8.2 \%$ increase in the average selling price to $\$ 224.5$ in 2000 from $\$ 207.4$ in 1999 . The increase in the average selling price is attributable to price increases in certain of the Company's markets and to a larger number of settlements in the current period of higher-priced single family detached homes. New orders of 2,180 during the third quarter of 2000 increased $16.8 \%$ compared with the 1,866 new orders generated during the same 1999 period. The increase in new orders was primarily the result of increased sales in the Company's markets outside the Washington, D.C. metropolitan area.

Gross profit margins in the third quarter of 2000 increased to $19.4 \%$ as compared to $17.2 \%$ for the third quarter of 1999. The increase in gross margins was due to continuing favorable market conditions, which provided the Company the opportunity to increase selling prices in certain of its markets, a decrease in the cost of lumber and certain other material costs and to the Company's ongoing focus on controlling construction costs. Selling, general and administrative ("SG\&A") expenses for the third quarter of 2000 increased \$5,822 from the third quarter of 1999, and as a percentage of revenues, were flat with the third quarter of 1999.

Backlog units and dollars were 5,355 and \$1,328,585, respectively, at September 30, 2000 compared to 4,797 and $\$ 1,082,116$, respectively, at September 30, 1999. The increase in backlog units and dollars is primarily attributable to a 9.9\% increase in new orders for the six month period ended September 30, 2000 compared to the same 1999 period. The increase in backlog dollars is also due to a $6.7 \%$ increase in the average selling price over the same six month period.

The Company believes that earnings before interest, taxes, depreciation and amortization, excluding non-cash equity based compensation ("EBITDA"), provides a meaningful comparison of operating performance of the homebuilding segment. Although the Company believes the calculation is helpful in understanding the performance of the homebuilding segment, EBITDA should not be considered a substitute for net income or cash flow as indicators of the Company's financial performance or its ability to generate liquidity.

Calculation of Homebuilding EBITDA:

|  | Three Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| Operating income | \$ | 74,697 | \$ | 53,436 |
| Depreciation |  | 1,083 |  | 875 |
| Amortization of excess reorganization value/goodwill |  | 1,813 |  | 1,813 |
| Non-cash compensation |  | - |  | 4,560 |
| Homebuilding EBITDA | \$ | 77,593 | \$ | 60,684 |
| \% of Homebuilding revenues |  | 12.9\% |  | 11.6\% |

Homebuilding EBITDA in the third quarter of 2000 was $\$ 16,909$ higher than in the third quarter of 1999, and as a percentage of homebuilding revenues, increased to 12.9\% from 11.6\%

Mortgage Banking Segment
Three Months Ended September 30, 2000 and 1999
The mortgage banking segment generated operating income, excluding the amortization of excess reorganization value and goodwill, of $\$ 2,845$ for the three months ended September 30, 2000 compared to operating income of $\$ 3,316$ during the same period in 1999. The reduction was primarily due to a $40 \%$ reduction in loan closings to $\$ 401,037$ from $\$ 675,593$ for the three months ended September 30, 2000 and 1999, respectively, and to costs associated with winding down the business of First Republic Mortgage Corporation ("First Republic"). The reduction in loan closings is the direct result of the Company's decision made in the first quarter of 2000 to exit the retail and wholesale loan origination business to focus exclusively on originating mortgages for NVR's homebuilding customers. (See the mortgage banking segment's nine-month discussion within this Management's Discussion and Analysis for further details).

Homebuilding Segment
Nine Months Ended September 30, 2000 and 1999
During the first nine months of 2000, homebuilding operations generated revenues of $\$ 1,651,572$ compared to revenues of $\$ 1,445,297$ in the first nine months of 1999. The increase in revenues was primarily due to a $4.8 \%$ increase in the number of homes settled to 7,379 in 2000 from 7,038 in 1999,
and to an 8.9\% increase in the average settlement price to $\$ 222.9$ in 2000 from $\$ 204.6$ in 1999. The increase in settlements is a direct result of the substantially higher backlog at the beginning of the 2000 period as compared to the same 1999 period. The increase in the average settlement price is attributable to price increases in certain of the Company's markets and to a larger number of settlements in the current period of higher-priced single family detached homes. New orders increased by $7.4 \%$ to 7,799 for the nine months ended September 30, 2000 compared with 7,262 for the nine months ended September 30, 1999. The majority of the Company's markets had a period to period increase in the number of new orders.

Gross profit margins for the first nine months of 2000 increased to $18.9 \%$ compared to $17.1 \%$ for the nine months ended September 30, 1999. The increase in gross profit margins was due to continuing favorable market conditions, which provided the Company the opportunity to increase selling prices in certain of its markets, a decrease in the cost of lumber and certain other material costs and to the Company's continued focus on controlling construction costs.

SG\&A expenses for 2000 increased $\$ 11,391$ compared to the same 1999 period, but as a percentage of revenues decreased to 6.6\% from 6.8\%. The increase in SG\&A dollars and the percentage decrease is primarily attributable to the overall larger revenue base.

Calculation of Homebuilding EBITDA:

|  | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  |
| Operating income | \$ | 198,893 | \$ | 145,373 |
| Depreciation |  | 3,108 |  | 2,479 |
| Amortization of excess reorganization value and goodwill |  | 5,440 |  | 5,440 |
| Non-cash compensation |  | - |  | 13,114 |
| Homebuilding EBITDA | \$ | 207,441 | \$ | 166,406 |
| \% of Homebuilding revenues |  | 12.6\% |  | 11.5 |

Homebuilding EBITDA for the first nine months of 2000 was $\$ 41,035$ higher than the first nine months of 1999, and as a percentage of revenues increased to 12.6\% from 11.5\%.

Mortgage Banking Segment
Nine Months Ended September 30, 2000 and 1999
The mortgage banking segment had operating income, excluding the amortization of excess reorganization value and goodwill, of $\$ 354$ for the nine months ended September 30, 2000 compared to operating income of $\$ 13,603$ during the same period in 1999. During the first quarter of 2000, NVR formulated a detailed plan to align its mortgage banking operations to exclusively serve the Company's homebuilding customers. The plan specifically entailed the closure of all of the Company's retail operations, including all of the retail branches acquired from the acquisition of First Republic. This action was consistent with the Company's decision in December 1999 to exit the wholesale mortgage origination business. The Company's mortgage banking operation is now solely focused on serving the Company's homebuilding operations. The restructuring plan was substantially completed during the second quarter of 2000

As a result of the restructuring, the Company recorded a restructuring and asset impairment charge of $\$ 5,926$ in the first quarter of 2000. A detail of the costs comprising the total charge incurred in the first quarter is as follows:

| Write off of First Republic goodwill | $\$ 2,575$ |
| :--- | ---: |
| Noncancelable office and equipment leases | 1,480 |
| Asset impairments | 1,362 |
| Severance | 509 |
|  | ---- |
| Total | $\$ 5,926$ |
|  | $=====$ |

During the nine months ended September 30, 2000, approximately $\$ 695$ in severance and lease costs was applied against the restructuring reserve. In addition, the Company reversed approximately $\$ 200$ in restructuring reserves, primarily for unused severance costs. Approximately \$1,100 of the restructuring accrual established at March 31, 2000, remains at September 30, 2000, and primarily relates to accrued lease costs.

Excluding the restructuring and impairment charges (net of reversals) incurred in the first nine months of 2000, operating income was $\$ 6,080$, a decrease of $55.3 \%$ from the $\$ 13,603$ of operating income generated in the first nine months of 1999. This was primarily due to a $42.4 \%$ reduction in loan closings to $\$ 1,338,453$ for the first nine months of 2000 compared to $\$ 2,324,773$ in loan closings for the first nine months of 1999, other costs associated with winding down the business of First Republic, and to competitive pricing pressures.

## Recent Accounting Pronouncements

The Financial Accounting Standards Board has issued Statement of Financial Accounting Standards ("SFAS") No. 133, "Accounting for Derivative Instruments and Hedging Activities." SFAS No. 133 requires all derivatives to be recognized as either assets or liabilities on the balance sheet and be measured at fair value. Depending on the hedge designation, changes in such fair value will be recognized in either other comprehensive income or current earnings on the income statement. During June 1999, the FASB issued SFAS No. 137, and in June 2000, the FASB issued SFAS No. 138, both of which provide additional guidance and amendments to SFAS No. 133. SFAS No. 133, as amended, is now effective for fiscal years beginning after June 15, 2000, and is applicable to interim periods in the initial year of adoption. At the present time, the Company cannot determine the impact that SFAS No. 133 will have on its financial statements upon adoption on January 1, 2001. Such impact will be solely determined based on loan commitments and forward mortgage delivery contracts for the Company's mortgage banking segment.

## Liquidity and Capital Resources

The Company has \$225,000 available for issuance under a shelf registration statement filed with the Securities and Exchange Commission on January 20, 1998. The shelf registration statement was declared effective on February 27, 1998, and provides that securities may be offered from time to time in one or more series and in the form of senior or subordinated debt.

NVR's homebuilding segment generally provides for its working capital cash requirements using cash generated from operations and a short-term unsecured working capital revolving credit facility (the "Facility"). The Facility expires on May 31, 2003. The Facility currently provides for borrowings of up to $\$ 60,000$. Up to $\$ 24,000$ of the Facility is currently available for issuance in the form of letters of credit, of which $\$ 17,570$ was outstanding at September 30, 2000. There were no direct borrowings outstanding under the Facility as of September 30, 2000.

NVR's mortgage banking segment provides for its mortgage origination and other operating activities using cash generated from operations as well as a short-term credit facility. NVR Finance has available an annually renewable mortgage warehouse facility with an aggregate available borrowing limit of $\$ 100,000$ to fund its mortgage origination activities. There was \$84,870 outstanding under this facility at September 30, 2000. NVR Finance also currently has available an aggregate of $\$ 120,000$ of borrowing capacity in various uncommitted gestation and repurchase agreements. There was an aggregate of $\$ 7,991$ outstanding under such gestation and repurchase agreements at September 30, 2000.

The Company believes that internally generated cash and borrowings available under credit facilities will be sufficient to satisfy near and long term cash requirements for working capital in both its homebuilding and mortgage banking operations.

## Other Elements Impacting Liquidity

During the three months ended September 30, 2000, NVR purchased, in the open market, an aggregate of $\$ 30,000$ in principal amount of its $8 \%$ Senior Notes due 2005 ("Senior Notes"). The Senior Notes were repurchased at par, with no material gain or loss resulting from the transaction. There is an aggregate of $\$ 115,000$ of Senior Notes outstanding at September 30, 2000.

During the nine months ended September 30, 2000, the Company repurchased approximately 935,000 shares of its common stock at an aggregate purchase price of $\$ 52,874$. The Company may, from time to time, repurchase additional shares of its common stock, pursuant to repurchase authorizations by the Board of Directors and subject to the restrictions contained within the Company's debt agreements.

On October 25, 2000, NVR commenced a consent solicitation of the holders of its Senior Notes to amend the underlying Trust Indenture ("Indenture") of the Senior Notes. The proposed amendment would modify the covenant in the Indenture limiting certain "Restricted Payments" to allow the Company to make, in addition to all other permitted Restricted Payments, additional Restricted Payments of up to $\$ 70,000$ in the aggregate for the purpose of repurchasing the Company's outstanding capital stock (from persons other than officers and directors of the Company) in one or more privately negotiated and/or open market transactions at any time or from time to time on or before July 31, 2001; provided that any such additional Restricted Payments not made on or before July 31, 2001, may not be made at any subsequent time.

For each consent received and accepted, the Company has offered to pay a Senior Note holder cash equal to 1\% of the principal amount of Senior Notes held. The cash payment made for each consent received and accepted will be capitalized and amortized to interest expense over the remaining term of the Senior Notes. The consent period ends at 5:00 p.m., New York City time, on November 13, 2000, unless extended. The Company has the right at any time to terminate the consent solicitation, amend the terms of the solicitation, or not to extend the deadline of the solicitation period beyond the expiration date.

Subsequent to September 30, 2000, NVR reached agreement with a shareholder to purchase approximately 780,000 shares of its common stock effective January 2, 2001 for an aggregate purchase price of approximately $\$ 65,000$. The shareholder is not affiliated with NVR or its subsidiaries.

## Part II

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Item 6. Exhibits and Reports on Form 8-K

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a. 11. Computation of Earnings per Share.
b. 27. Financial Data Schedule.
c. The Company did not file any reports on Form 8-K during the quarter ended September 30, 2000.


## Exhibit Index

Exhibit
Number Description Page

11 Computation of Earnings per Share 18
27 Financial Data Schedule 19

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

NVR, Inc.

By: /s/ Paul C. Saville
--------------------Paul C. Saville Senior Vice President Finance and Chief Financial Officer

NVR, Inc.
Computation of Earnings Per Share
(amounts in thousands, except per share amounts)

1. Net income
2. Average number of shares outstanding
3. Shares issuable upon exercise of dilutive options, based on average market price
4. Average number of shares and share equivalents outstanding (2 + 3)
5. Basic earnings per share (1/2)
6. Diluted earnings per share (1/4)

| Three Months Ended September 30, |  |  |  | Nine Months Ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2000 |  | 1999 |  | 2000 |  | 1999 |  |
| \$ | 43,914 | \$ | 30,341 | \$ | 111,692 | \$ | 84,611 |
|  | 8,905 |  | 9,900 |  | 9,164 |  | 10,480 |
|  | 2,155 |  | 2,118 |  | 1,974 |  | 1,922 |
| 11,060 |  | 12,018 |  | 11,138 |  |  | 12,402 |
| \$ | 4.93 | \$ | 3.06 | \$ | 12.19 | \$ | 8.07 |
| \$ | 3.97 | \$ | 2.52 | \$ | 10.03 | \$ | 6.82 |

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM NVR, INC.'S CONSOLIDATED FINANCIAL STATEMENTS INCLUDED IN FORM 10-Q FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2000 AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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ITEM REPRESENTS THE NON-CASH AMORTIZATION OF EXCESS REORGANIZATION VALUE AND GOODWILL

