

Overview & History



- ▶ 2019 & 2015 Builder of the Year
- ▶ 2017 Fortune 100 Fastest-Growing Company
- ▶ 2021-2023 Great Place to Work-Certified™ Company

Forward-looking statements

Various statements contained in this document, including those that express a belief, expectation or intention, as well as those that are not statements of historical fact, are forward-looking statements. These forward-looking statements may include, but are not limited to, statements regarding our strategy, projections and estimates concerning the timing and success of specific projects and our future production, land and lot sales, operational and financial results, including our estimates for growth, financial condition, sales prices, prospects, and capital spending. Forward-looking statements in this document are generally accompanied by words such as “estimate,” “project,” “predict,” “believe,” “expect,” “intend,” “anticipate,” “potential,” “plan,” “goal,” “target,” “guidance,” “outlook,” “will,” “future,” “strategy,” or other words that convey future events or outcomes. Forward-looking statements in this document speak only as of the date of this document, and we disclaim any obligation to update these statements unless required by law, and we caution you not to rely on them unduly. These forward-looking statements are inherently subject to significant business, economic, competitive, regulatory and other risks, contingencies and uncertainties, most of which are difficult to predict and many of which are beyond our control. The following factors, among others, may cause our actual results, performance or achievements to differ materially from any future results, performance or achievements expressed or implied by these forward-looking statements: the effects of general economic conditions, including employment rates, housing starts, interest rate levels, availability of financing for home mortgages and strength of the U.S. dollar; market demand for our products, which is related to the strength of the various U.S. business segments and U.S. and international economic conditions; the availability of desirable and reasonably priced land and our ability to control, purchase, hold and develop such parcels; access to adequate capital on acceptable terms; geographic concentration of our operations, particularly within California; levels of competition; the successful execution of our internal performance plans, including restructuring and cost reduction initiatives; the prices and availability of supply chain inputs, including raw materials and labor; oil and other energy prices; the effects of U.S. trade policies, including the imposition of tariffs and duties on homebuilding products and retaliatory measures taken by other countries; the effects of weather, including the occurrence of drought conditions in California; the risk of loss from earthquakes, volcanoes, fires, floods, droughts, windstorms, hurricanes, pest infestations and other natural disasters, and the risk of delays, reduced consumer demand, and shortages and price increases in labor or materials associated with such natural disasters; the risk of loss from acts of war, terrorism, civil unrest or public health emergencies, including outbreaks of contagious diseases, such as COVID-19; transportation costs; federal and state tax policies; the effects of land use, environment and other governmental laws and regulations; legal proceedings or disputes and the adequacy of reserves; risks relating to any unforeseen changes to or effects on liabilities, future capital expenditures, revenues, expenses, earnings, synergies, indebtedness, financial condition, losses and future prospects; changes in accounting principles; risks related to unauthorized access to our computer systems, theft of our homebuyers’ confidential information or other forms of cyber-attack; and additional factors discussed under the sections captioned “Risk Factors” included in our annual and quarterly reports filed with the Securities and Exchange Commission. The foregoing list is not exhaustive. New risk factors may emerge from time to time and it is not possible for management to predict all such risk factors or to assess the impact of such risk factors on our business.



Who we are

One of the largest homebuilders in the U.S., Tri Pointe Homes, Inc. (NYSE: TPH) is a publicly traded company and a recognized leader in customer experience, innovative design, and environmentally responsible business practices. The company builds premium homes and communities in 10 states, with deep ties to the communities it serves—some for as long as a century. Tri Pointe Homes combines the financial resources, technology platforms, and proven leadership of a national organization with the regional insights, longstanding community connections, and agility of empowered local teams.

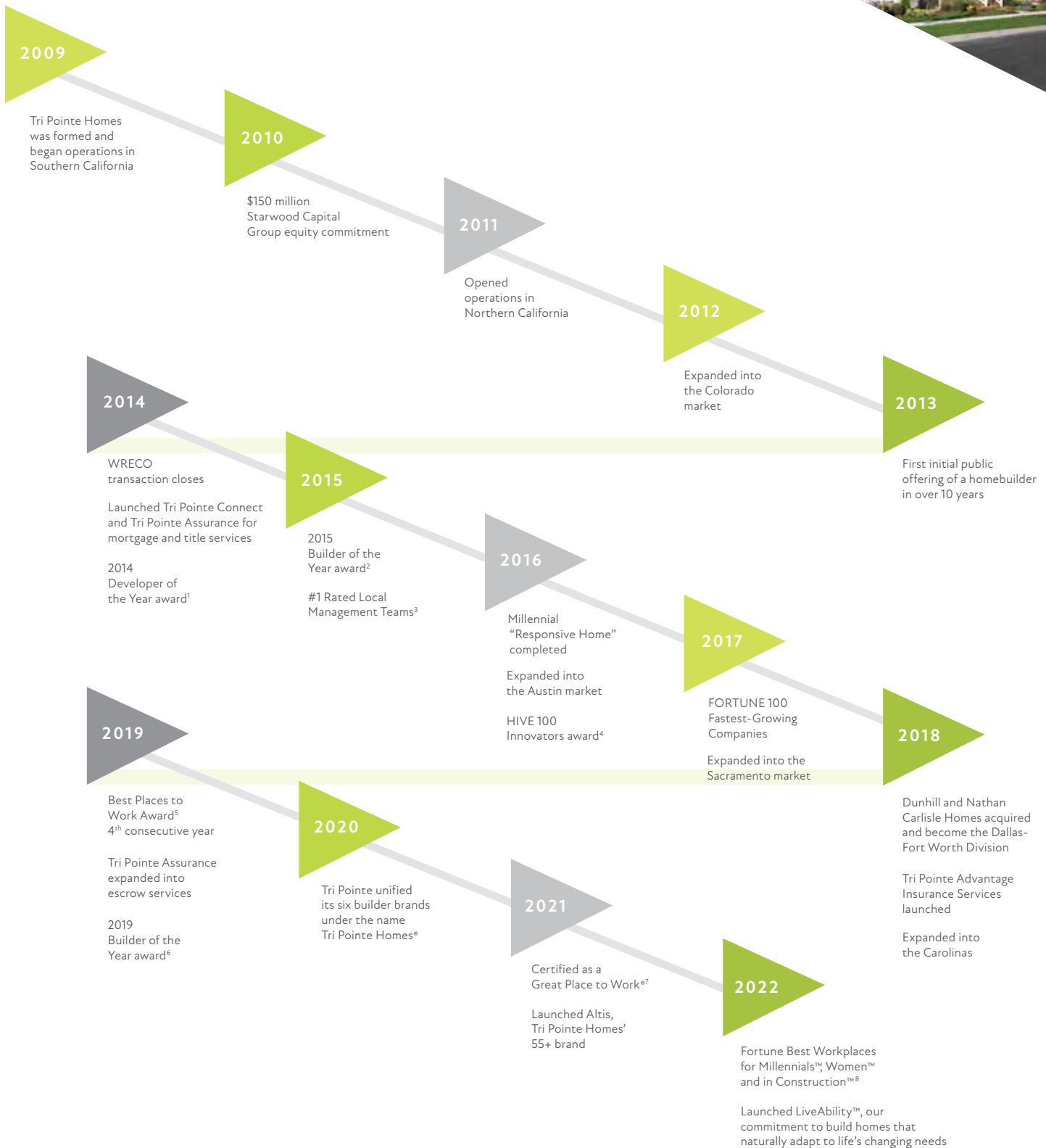


Vision

We're in the life-changing business, dedicated to designing homes, neighborhoods and experiences that inspire and uplift our customers, our team members and the communities we serve.

Life-changing by Design™

Our history



¹ Builder and Developer magazine, a national homebuilding publication, named Tri Pointe the Developer of the Year in 2014.

² BUILDER magazine named Tri Pointe the Builder of the Year in 2015. The Builder of the Year Award is BUILDER magazine's highest yearly honor.

³ Leading homebuilding analyst firm Zelman & Associates found Tri Pointe to have the highest-rated local management teams among public homebuilders in its 2015 survey of land developers and private homebuilders.

⁴ Recognizing housing's most influential innovators, real estate media firm Hanley Wood awarded Tri Pointe with a HIVE 100 Innovators award in the Business Management category.

⁵ Orange County Business Journal and Best Companies Group recognized Tri Pointe as one of the Best Places to Work in Orange County in 2016, 2017, 2018 and 2019.

⁶ Builder and Developer magazine, a national homebuilding publication, named Tri Pointe the Builder of the Year in 2019.

⁷ Tri Pointe Homes was recognized as a Great Place to Work-Certified™ company in both 2021 and 2022.

⁸ Tri Pointe Homes was recognized in 2022 as a Fortune Best Workplace for Millennials™, Women™, and in Construction™.

Family of homebuilders

GEOGRAPHIC REGION:	MARKETS:	2022 ORDERS:	2022 DELIVERIES:	2022 HS REVENUE (in thousands):	2022 ASP (in thousands):	LOTS OWNED OR CONTROLLED:
West	San Francisco Bay Area	258	352	\$291,776	\$829	1,919
	Inland Empire	445	698	\$381,462	\$547	5,174
	Orange County-Los Angeles	441	572	\$460,248	\$805	1,764
	Sacramento	200	356	\$254,894	\$716	959
	San Diego	459	563	\$519,506	\$923	1,583
	Phoenix	487	629	\$478,607	\$761	2,901
	Las Vegas	321	522	\$391,796	\$751	1,634
	Seattle Metro Area	114	208	\$200,143	\$962	827
	West Total	2,725	3,900	\$2,978,432	\$764	16,761
Central	Austin	195	227	\$128,040	\$564	2,155
	Dallas-Fort Worth	184	371	\$174,548	\$470	3,279
	Houston	393	528	\$320,545	\$607	4,927
	Colorado	188	322	\$230,666	\$716	1,600
	Central Total	960	1,448	\$853,799	\$590	11,961
East	DC Metro Area	247	369	\$298,102	\$808	1,215
	Charlotte	377	310	\$139,227	\$449	1,906
	Raleigh	68	36	\$22,003	\$611	1,951
	East Total	692	715	\$459,332	\$642	5,072

2022 Orders: 4,377

2022 Deliveries: 6,063

2022 Home Sales ("HS") Revenue: \$4,291,563

2022 Average Sales Price ("ASP"): \$708

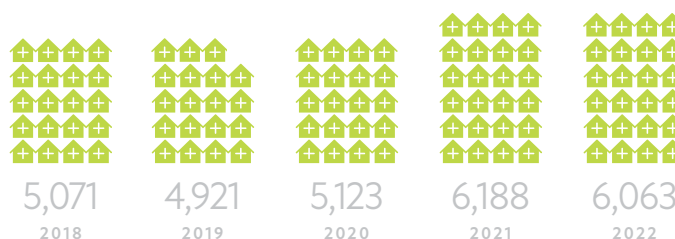
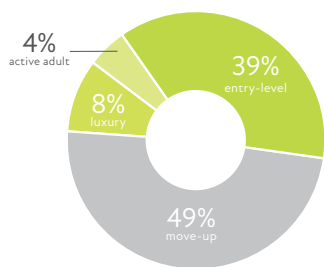
Lots Owned or Controlled: 33,794

Note: \$'s in thousands. Data as of and for the year ended December 31, 2022.

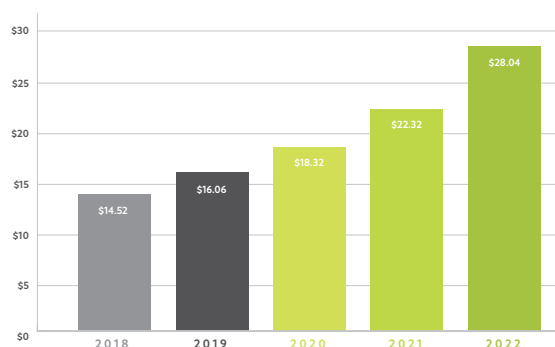
Financial & operational highlights

(dollars in thousands except earnings per share)

KEY INCOME STATEMENT DATA	2022	2021
Home Sales Revenue	\$4,291,563	\$3,955,154
Homebuilding Gross Margin %	26.4%	24.9%
SG&A Expense as a % of Home Sales Revenue	9.0%	9.6%
Homebuilding Income from Operations	\$746,516	\$605,040
Net Income Available to Common Stockholders	\$576,060	\$469,267
Diluted Earnings per Share	\$5.54	\$4.12
KEY BALANCE SHEET DATA	12/31/2022	12/31/2021
Cash and Cash Equivalents	\$889,664	\$681,528
Real Estate Inventories	\$3,173,849	\$3,054,743
Total Debt	\$1,378,051	\$1,337,723
Total Stockholders' Equity	\$2,832,389	\$2,447,621
Ratio of Debt-to-Capital	32.7%	35.3%
OTHER DATA	2022	2021
Net New Home Orders	4,377	6,382
New Homes Delivered	6,063	6,188
Average Sales Price of Homes Delivered	\$708	\$639
Backlog of Homes at Fiscal Year End	1,472	3,158
Backlog Dollar Value at Fiscal Year End	\$1,164,678	\$2,242,159
Lots Owned or Controlled	33,794	41,675



Book Value per Share²



¹ For the years ended December 31, 2018 through 2022

² Book Value per Share for each year presented is based on total stockholders' equity as of year-end divided by common shares outstanding as of year-end.



Best-in-class executive leadership team

Tri Pointe Homes' CEO and COO have been working together for over 25 years. Tri Pointe Homes' senior management has significant experience running a large, geographically diverse, growth-oriented public homebuilder. Deep managerial talent at each operating division with key local relationships supports dynamic, tailored growth strategies.



STEVEN J. GILBERT
CHAIRMAN OF THE BOARD

Chairman of the Board of Gilbert Global Equity Partners, L.P., Former Founder, Managing General Partner of Soros Capital L.P., Former Principal Advisor to Quantum Industrial Holdings Ltd.



DOUGLAS F. BAUER
CHIEF EXECUTIVE OFFICER

Over 30 years of real estate & homebuilding experience
Former President & COO of William Lyon Homes



THOMAS J. MITCHELL
PRESIDENT & COO

Over 30 years of real estate & homebuilding experience
Former EVP & Southern California
Regional President at William Lyon Homes



GLENN J. KEELER
CHIEF FINANCIAL OFFICER &
CHIEF ACCOUNTING OFFICER

Over 10 years of real estate & homebuilding experience
Former Corporate Controller of STEC, Inc.
Former Director of Finance & Controller of Lantronix, Inc.

Board of directors



STEVEN J. GILBERT

Chairman of the Board of Tri Pointe Homes, Chairman of the Board of Gilbert Global Equity Partners, L.P., Former Founder and Managing General Partner of Soros Capital L.P., Former Principal Advisor to Quantum Industrial Holdings Ltd.



DOUGLAS F. BAUER

Chief Executive Officer of Tri Pointe Homes



LAWRENCE B. BURROWS

Former Senior Vice President of Wood Products for Weyerhaeuser, Former President and Chief Executive Officer of WRECO



R. KENT GRAHL

Former Vice Chairman of the Board of Directors and President of Resmark Equity Partners, LLC



CONSTANCE B. MOORE

Former Director, President and Chief Executive Officer of BRE Properties, Inc.



VICKI D. McWILLIAMS

Executive Vice President of Stores for Williams-Sonoma, Inc., Former Executive Vice President of Nordstrom

Our division presidents



JEFF FRANKEL
Bay Area

YEARS IN INDUSTRY:
18



MIKE TAYLOR
Inland Empire

YEARS IN INDUSTRY:
27



TOM GRABLE
Orange County-Los Angeles

YEARS IN INDUSTRY:
37



PHIL BODEM
Sacramento

YEARS IN INDUSTRY:
32



JIMMY AYALA
San Diego

YEARS IN INDUSTRY:
20



JAMES ATTWOOD
Arizona

YEARS IN INDUSTRY:
17



KLIF ANDREWS
Las Vegas

YEARS IN INDUSTRY:
33



KEN KRIVANEC
Washington

YEARS IN INDUSTRY:
34



BRYAN HAVEL
Austin

YEARS IN INDUSTRY:
17

WEST

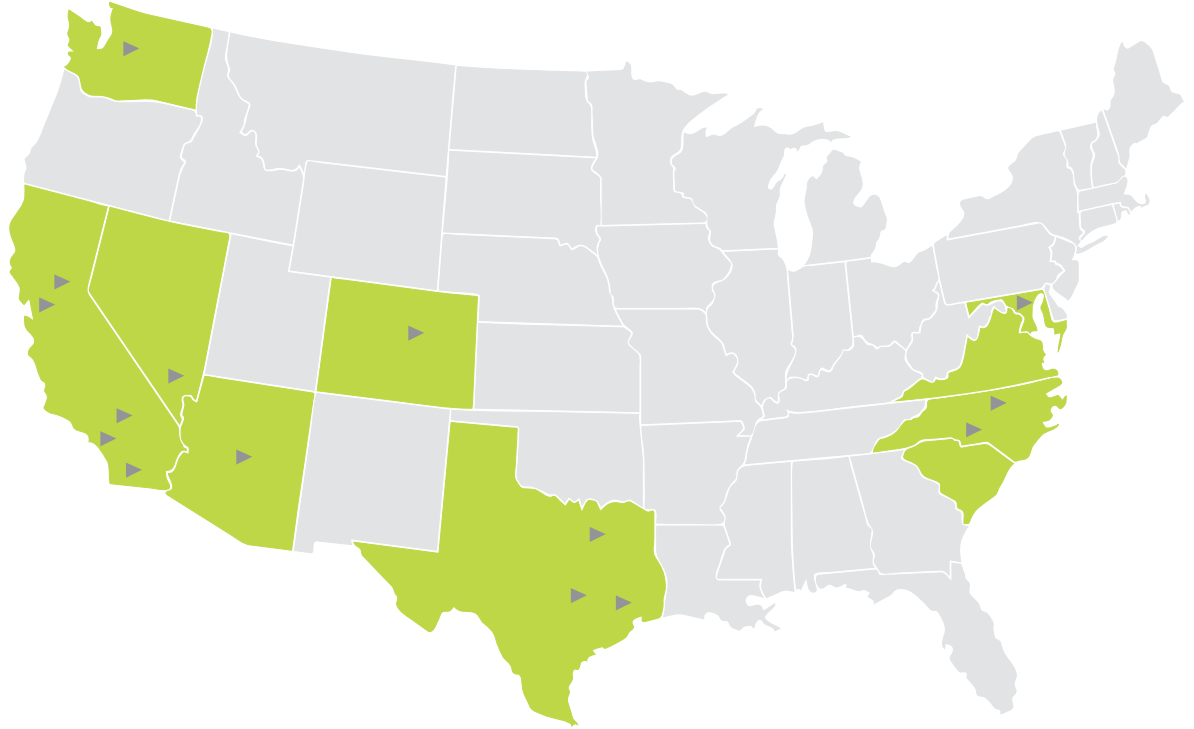
- ▶ BAY AREA
- ▶ INLAND EMPIRE
- ▶ ORANGE COUNTY-
LOS ANGELES
- ▶ SACRAMENTO
- ▶ SAN DIEGO
- ▶ ARIZONA
- ▶ LAS VEGAS
- ▶ WASHINGTON

CENTRAL

- ▶ AUSTIN
- ▶ DALLAS-
FORT WORTH
- ▶ HOUSTON
- ▶ COLORADO

EAST

- ▶ DC METRO
- ▶ CHARLOTTE
- ▶ RALEIGH



SEAN RICKS
Dallas-Fort Worth

YEARS IN INDUSTRY:
14



JOE MANDOLA
Houston

YEARS IN INDUSTRY:
35



KELLY TAGA
Colorado

YEARS IN INDUSTRY:
18



BRAD BLANK
DC Metro

YEARS IN INDUSTRY:
9



GRAY SHELL
Charlotte

YEARS IN INDUSTRY:
21



BOB DAVENPORT
Raleigh

YEARS IN INDUSTRY:
20











Life-changing by Design

INVESTOR RELATIONS

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