

Overview & History



- ▶ 2024 Fortune World's Most Admired Companies™
- ▶ 2024 Developer of the Year
- ▶ 2023-2024 PEOPLE Companies That Care®
- ▶ 2023 Fortune 100 Best Companies to Work For®
- ▶ 2021-2024 Great Place to Work-Certified™ Company
- ▶ 2017 Fortune 100 Fastest-Growing Company
- ▶ 2019 & 2015 Builder of the Year

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, home affordability, inflation, consumer sentiment, 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; 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, labor, and home components; 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 parts of the western United States; 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 disease, 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 (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, operating in 12 states and the District of Columbia, 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™.

⁹ Tri Pointe Homes was recognized in 2023 as a Fortune Best Workplaces for Women™, Construction™, Millennials™, and 100 Best Companies to Work For®.

Our divisions

GEOGRAPHIC REGION:	MARKETS:	2024 ORDERS:	2024 DELIVERIES:	2024 HS REVENUE (in thousands):	2024 ASP (in thousands):	LOTS OWNED OR CONTROLLED:
West	San Francisco Bay Area	354	434	\$420,509	\$969	1,994
	Inland Empire	643	675	\$327,160	\$485	4,315
	Orange County-Los Angeles	405	550	\$578,553	\$1,052	1,682
	Sacramento	282	327	\$221,659	\$678	958
	San Diego	201	256	\$174,647	\$682	1,342
	Arizona	562	516	\$373,146	\$723	2,099
	Las Vegas	412	482	\$297,828	\$618	1,437
	Seattle Metro Area	281	271	\$247,623	\$914	597
	West Total	3,140	3,511	\$2,641,125	\$752	14,424
Central	Austin	297	358	\$188,885	\$528	1,800
	Dallas-Fort Worth	468	601	\$312,441	\$520	4,026
	Houston	813	868	\$512,171	\$590	6,885
	Colorado	129	162	\$114,475	\$707	1,561
	Utah	-	-	-	NA	1,006
	Central Total	1,707	1,989	\$1,127,972	\$567	15,278
East	DC Metro Area	321	276	\$283,650	\$1,028	1,532
	Charlotte	309	476	\$228,338	\$480	2,627
	Coastal Carolina	-	-	-	NA	127
	Raleigh	180	208	\$105,362	\$507	2,250
	Orlando	-	-	-	NA	252
	East Total	810	960	\$617,350	\$643	6,788

2024 Orders: 5,657

2024 Deliveries: 6,460

2024 Home Sales ("HS") Revenue: \$4,386,447

2024 Average Sales Price ("ASP"): \$679

Lots Owned or Controlled: 36,490

Note: \$'s in thousands. Data as of and for the year ended December 31, 2024.

Financial & operational highlights

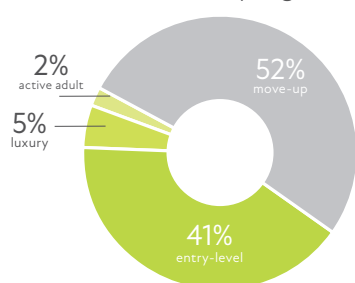
(dollars in thousands except earnings per share)

KEY INCOME STATEMENT DATA	2024	2023	2022
Home Sales Revenue	\$4,386,447	\$3,654,035	\$4,291,563
Homebuilding Gross Margin %	23.3%	22.3%	26.4%
SG&A Expense as a % of Home Sales Revenue	10.8%	11.0%	9.0%
Homebuilding Income from Operations	\$552,584	\$413,331	\$746,516
Net Income Available to Common Stockholders	\$458,029	\$343,702	\$576,060
Diluted Earnings per Share	\$4.83	\$3.45	\$5.54

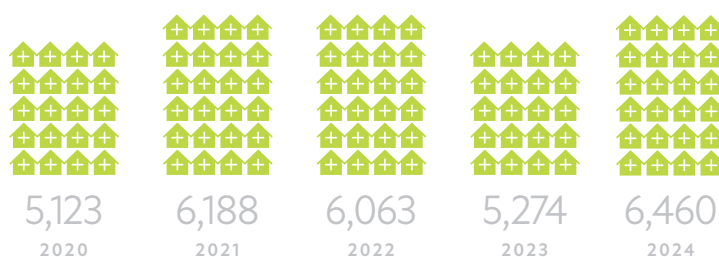
KEY BALANCE SHEET DATA	12/31/2024	12/31/2023	12/31/2022
Cash and Cash Equivalents	\$970,045	\$868,953	\$889,664
Real Estate Inventories	\$3,153,459	\$3,337,483	\$3,173,849
Total Homebuilding Debt	\$917,504	\$1,382,586	\$1,378,051
Total Stockholders' Equity	\$3,335,710	\$3,010,958	\$2,832,389
Ratio of Homebuilding Debt-to-Capital	21.6%	31.5%	32.7%

OTHER DATA	2024	2023	2022
Net New Home Orders	5,657	6,122	4,377
New Homes Delivered	6,460	5,274	6,063
Average Sales Price of Homes Delivered	\$679	\$693	\$708
Backlog of Homes at Fiscal Year End	1,517	2,320	1,472
Backlog Dollar Value at Fiscal Year End	\$1,164,602	\$1,612,114	\$1,164,678
Lots Owned or Controlled	36,490	31,960	33,794

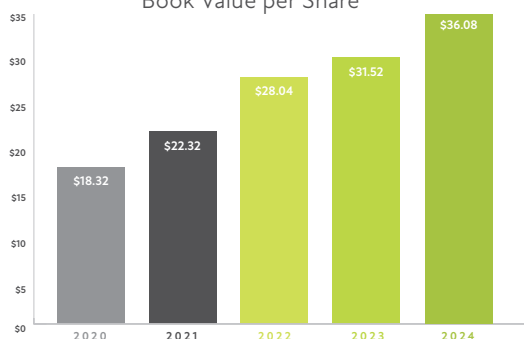
2024 % Orders by Segment



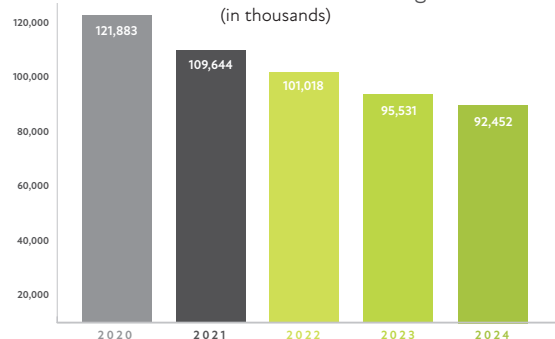
New Homes Delivered¹



Book Value per Share²



Year-End Shares Outstanding (in thousands)



¹ For the years ended December 31, 2020 through 2024

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:
20



MIKE TAYLOR
Inland Empire & San Diego

YEARS IN INDUSTRY:
29



SCOTT PASTERNAK
Orange County-Los Angeles

YEARS IN INDUSTRY:
26



PHIL BODEM
Sacramento

YEARS IN INDUSTRY:
34



JAMES ATTWOOD
Arizona

YEARS IN INDUSTRY:
19



KLIF ANDREWS
Las Vegas

YEARS IN INDUSTRY:
35



KEN KRIVANEC
Washington & Utah

YEARS IN INDUSTRY:
36



BRYAN HAVEL
Austin

YEARS IN INDUSTRY:
19



SEAN RICKS
Dallas-Fort Worth

YEARS IN INDUSTRY:
16

WEST

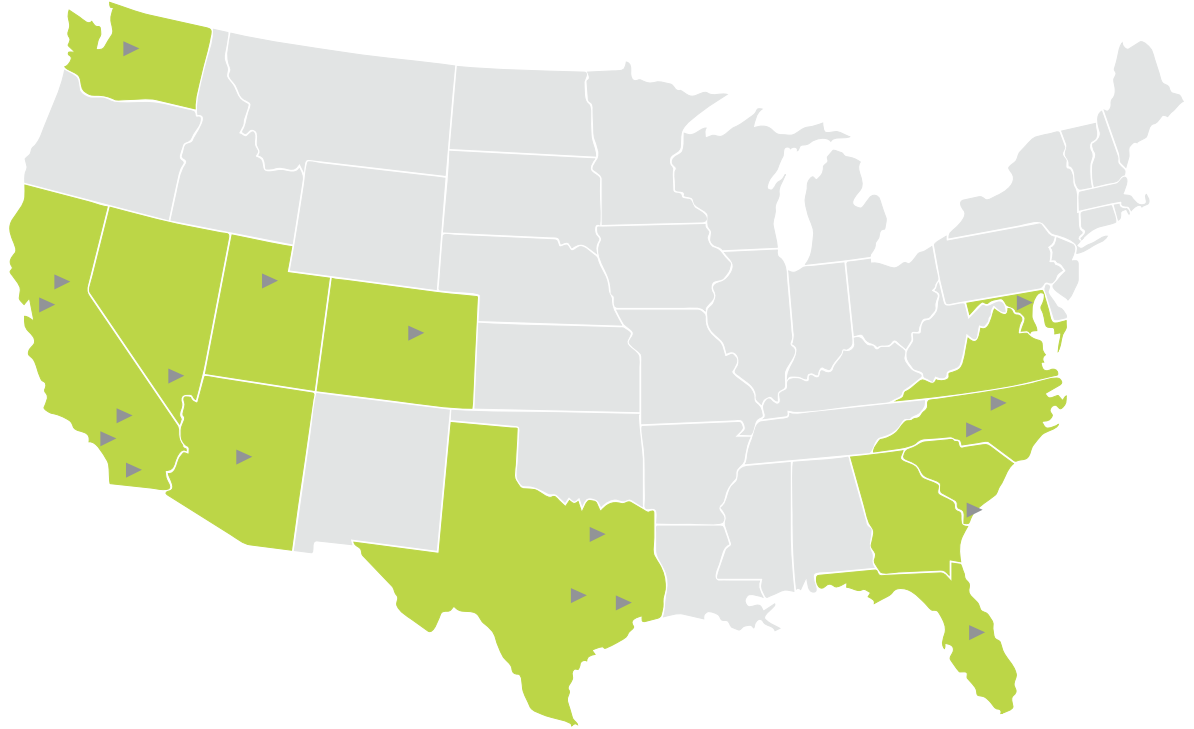
- ▶ BAY AREA
- ▶ INLAND EMPIRE
- ▶ ORANGE COUNTY-
LOS ANGELES
- ▶ SACRAMENTO
- ▶ SAN DIEGO
- ▶ ARIZONA
- ▶ LAS VEGAS
- ▶ WASHINGTON

CENTRAL

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

EAST

- ▶ DC METRO
- ▶ CHARLOTTE
- ▶ RALEIGH
- ▶ COASTAL CAROLINAS
- ▶ ORLANDO



JOE MANDOLA
Houston

YEARS IN INDUSTRY:
37



KELLY TAGA
Colorado

YEARS IN INDUSTRY:
20



BRAD BLANK
DC Metro & Charlotte

YEARS IN INDUSTRY:
11



BOB DAVENPORT
Raleigh

YEARS IN INDUSTRY:
22



JOEL UNDERWOOD
Orlando

YEARS IN INDUSTRY:
19



ROBERT NORTON
Coastal Carolinas

YEARS IN INDUSTRY:
25











Life-changing by Design™

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