

Overview & History



- ▶ 2026, 2024 Fortune World's Most Admired Companies™
- ▶ 2025-2023 PEOPLE Companies That Care®
- ▶ 2026, 2025, 2024 Fortune 100 Best Companies to Work For®
- ▶ 2025-2021 Great Place to Work-Certified™ Company
- ▶ 2024 Developer of the Year
- ▶ 2017 Fortune 100 Fastest-Growing Company
- ▶ 2019, 2015 Builder of the Year

Who we are

One of the largest homebuilders in the U.S., Tri Pointe Homes is a recognized leader in customer experience, innovative design, and environmentally responsible business practices. The company builds premium homes and communities, has a presence in 13 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 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.

² 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.

³ 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.

Our divisions

GEOGRAPHIC REGION:	MARKETS:	2025 ORDERS:	2025 DELIVERIES:	2025 HS REVENUE (in thousands):	2025 ASP (in thousands):	LOTS OWNED OR CONTROLLED:
West	San Francisco Bay Area	206	223	\$203,278	\$912	1,744
	Inland Empire-San Diego	548	632	\$359,931	\$570	5,066
	Orange County-Los Angeles	267	317	\$273,492	\$863	1,555
	Sacramento	246	236	\$153,397	\$650	732
	Arizona	356	532	\$413,984	\$778	1,887
	Las Vegas	305	320	\$205,459	\$642	1,083
	Seattle Metro Area	195	246	\$277,187	\$1,127	426
	West Total	2,123	2,506	\$1,886,728	\$753	12,493
Central	Austin	285	289	\$139,373	\$482	2,096
	Dallas-Fort Worth	373	454	\$224,133	\$494	2,928
	Houston	691	817	\$485,930	\$595	6,488
	Colorado	107	111	\$72,484	\$653	1,031
	Utah	5	2	\$2,370	\$1,185	662
	Central Total	1,461	1,673	\$924,290	\$552	13,205
East	DC Metro Area	262	323	\$336,075	\$1,040	1,734
	Charlotte	231	250	\$123,439	\$494	1,911
	Coastal Carolina	-	-	-	NA	104
	Raleigh	215	195	\$93,282	\$478	1,917
	Orlando	-	-	-	NA	855
	East Total	708	768	\$552,796	\$720	6,521

2025 Orders: 4,292

2025 Deliveries: 4,947

2025 Home Sales ("HS") Revenue: \$3,363,814

2025 Average Sales Price ("ASP"): \$680

Lots Owned or Controlled: 32,219

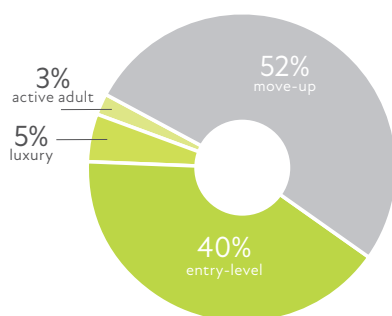
Note: \$'s in thousands. Data as of and for the year ended December 31, 2025.

Financial & operational highlights

(dollars in thousands)

KEY INCOME STATEMENT DATA	2025	2024	2023
Home Sales Revenue	\$3,363,814	\$4,386,447	\$3,654,035
Homebuilding Gross Margin %	21.0%	23.3%	22.3%
SG&A Expense as a % of Home Sales Revenue	12.6%	10.8%	11.0%
Homebuilding Income from Operations	\$284,633	\$552,584	\$413,331
Net Income Available to Common Stockholders	\$241,088	\$458,029	\$343,702
KEY BALANCE SHEET DATA	12/31/2025	12/31/2024	12/31/2023
Cash and Cash Equivalents	\$982,814	\$970,045	\$868,953
Real Estate Inventories	\$3,178,248	\$3,153,459	\$3,337,483
Total Homebuilding Debt	\$1,104,054	\$917,504	\$1,382,586
Total Stockholders' Equity	\$3,315,834	\$3,335,710	\$3,010,958
Ratio of Homebuilding Debt-to-Capital	25.0%	21.6%	31.5%
OTHER DATA	2025	2024	2023
Net New Home Orders	4,292	5,657	6,122
New Homes Delivered	4,947	6,460	5,274
Average Sales Price of Homes Delivered	\$680	\$679	\$693
Backlog of Homes at Fiscal Year End	862	1,517	2,320
Backlog Dollar Value at Fiscal Year End	\$670,138	\$1,164,602	\$1,612,114
Lots Owned or Controlled	32,219	36,490	31,960

2025 % Orders by Segment



New Homes Delivered¹



¹ For the years ended December 31, 2021 through 2025

Premium lifestyle brand

This is the lens we use to evaluate where we build, what we build, and how we craft an overall experience for our customers that creates higher perceived value, striving to enhance customers' quality of life in ways that are desirable and attainable.

- ▶ Innovative solutions for how customers want to live
- ▶ Inspired by our experience and the best lifestyle brands in the world
- ▶ Making a premium lifestyle possible across price points and life stages



KEY DIMENSIONS

1 Buyer
Insight

2 Design
Matters

3 Customer
Experience

4 Core
Culture

Everything is driven by understanding who we're building for

11 DEFINED
CUSTOMER
SEGMENTS

Our customer segment insights help us choose the right locations, design the right homes and communities, and create a compelling experience.

Executive Leadership Team

Tri Pointe Homes' CEO and COO have been working together for over 35 years. Tri Pointe Homes' senior management has significant experience running a large, geographically diverse, growth-oriented homebuilder. Deep managerial talent at each operating division with key local relationships supports dynamic, tailored growth strategies.



DOUGLAS F. BAUER
CHIEF EXECUTIVE OFFICER



THOMAS J. MITCHELL
PRESIDENT & COO



GLENN J. KEELER
CHIEF FINANCIAL OFFICER &
CHIEF ACCOUNTING OFFICER



DAVID C. LEE
GENERAL COUNSEL &
SECRETARY



LINDA H. MAMET
EXECUTIVE VICE PRESIDENT &
CHIEF MARKETING OFFICER



HEATHER H. BREIDENTHAL
CHIEF HUMAN
RESOURCES OFFICER

Our division presidents



JEFF FRANKEL
Bay Area

YEARS IN INDUSTRY:
21



MIKE TAYLOR
Inland Empire-San Diego

YEARS IN INDUSTRY:
30



SCOTT PASTERNAK
Orange County-Los Angeles

YEARS IN INDUSTRY:
27



PHIL BODEM
Sacramento

YEARS IN INDUSTRY:
35



JAMES ATTWOOD
Arizona

YEARS IN INDUSTRY:
20



KLIF ANDREWS
Las Vegas

YEARS IN INDUSTRY:
36



KEN KRIVANEC
Washington & Utah

YEARS IN INDUSTRY:
37



BRYAN HAVEL
Austin

YEARS IN INDUSTRY:
20



SEAN RICKS
Dallas-Fort Worth

YEARS IN INDUSTRY:
17

WEST

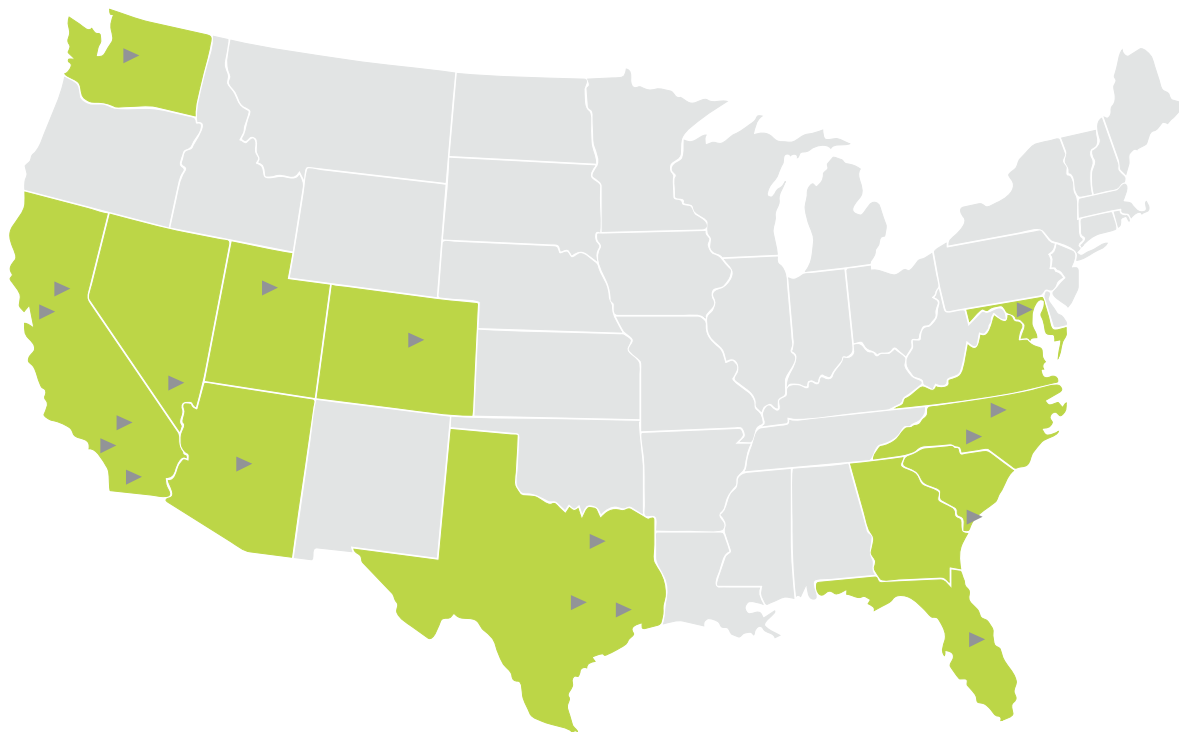
- ▶ BAY AREA
- ▶ INLAND EMPIRE-
SAN DIEGO
- ▶ ORANGE COUNTY-
LOS ANGELES
- ▶ SACRAMENTO
- ▶ ARIZONA
- ▶ LAS VEGAS
- ▶ WASHINGTON

CENTRAL

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

EAST

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



JOE MANDOLA
Houston

YEARS IN INDUSTRY:
38



KELLY TAGA
Colorado

YEARS IN INDUSTRY:
21



BRAD BLANK
DC Metro

YEARS IN INDUSTRY:
12



BOB DAVENPORT
Raleigh

YEARS IN INDUSTRY:
23



JOEL UNDERWOOD
Orlando

YEARS IN INDUSTRY:
20



ROBERT NORTON
Coastal Carolinas

YEARS IN INDUSTRY:
26



STEVE FRANCIS
Charlotte

YEARS IN INDUSTRY:
21











Life-changing by Design™

INVESTOR RELATIONS

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