

Toll Brothers Announces Expansion into Charleston, Greenville, & Myrtle Beach, South Carolina Markets with Acquisition of Sabal Homes

September 11, 2019

HORSHAM, Pa., Sept. 11, 2019 (GLOBE NEWSWIRE) -- Toll Brothers, Inc., (NYSE:TOL) (www.tollbrothers.com), the nation's leading builder of luxury homes, today announced its expansion into the Charleston, Greenville, and Myrtle Beach, South Carolina markets through the acquisition of Sabal Homes, one of the top private home building companies in South Carolina.

Sabal Homes was founded in 2005 by Matt Jones, Jason Simpson, and Todd Ussery and has built over 1,375 new homes in South Carolina since inception. The Company serves a wide range of homebuyers including first-time, move-up, and move-down buyers at price points from the high \$200,000s to over \$700,000. At the date of acquisition, the Company had approximately \$30 million in backlog consisting of 80 homes with an average price of \$380,000.

Including the existing backlog, Toll Brothers acquired approximately 1,600 lots owned and controlled throughout Charleston, Greenville, and Myrtle Beach. The acquisition will increase Toll Brothers' selling community count by approximately 11 communities as of the closing date.

Douglas C. Yearley, Jr., Toll Brothers' chairman and chief executive officer, stated: "We are thrilled to be joining with Sabal Homes, whose teams will enable us to continue to expand our operations in the Southeast. Charleston, Myrtle Beach, and Greenville are vibrant Top-50 housing markets with favorable demographics and strong population growth. Consistent with our recent acquisition of Sharp Residential in Atlanta, Sabal's diverse product mix, including homes for first-time, move-up and move-down buyers, will support our strategy of broadening the range of product lines and price points we are offering."

Matt Jones, co-founder of Sabal Homes, stated: "We are excited to join the Toll Brothers family and look forward to their support in expanding our operations in the South Carolina market. We are confident that the relationships we have built over the past 15 years, combined with Toll Brothers' financial resources, will accelerate our growth here in South Carolina."

Zelman Partners LLC acted as e

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Toll Brothers, Inc., A FORTUNE
began business over fifty years
the New York Stock Exchange

of luxury homes. The Company
6. Its common stock is listed on
move-up, empty-nester, active-
adult, and second-home buyers, as well as urban and suburban renters. It operates in 22 states: Arizona,

California, Colorado, Connecticut, Delaware, Florida, Georgia, Idaho, Illinois, Maryland, Massachusetts, Michigan, Nevada, New Jersey, New York, North Carolina, Oregon, Pennsylvania, Texas, Utah, Virginia, and Washington, as well as in the District of Columbia.

Toll Brothers builds an array of luxury residential single-family detached, attached home, master planned resort-style golf, and urban low-, mid-, and high-rise communities, principally on land it develops and improves. The Company acquires and develops rental apartment and commercial properties through Toll Brothers Apartment Living, Toll Brothers Campus Living, and the affiliated Toll Brothers Realty Trust, and develops urban low-, mid-, and high-rise for-sale condominiums through Toll Brothers City Living. The Company operates its own architectural, engineering, mortgage, title, land development and land sale, golf course development and management, and landscape subsidiaries. Toll Brothers also operates its own security company, TBI Smart Home Solutions, which also provides homeowners with home automation and technology options. The Company also operates its own lumber distribution, house component assembly, and manufacturing operations. Through its Gibraltar Real Estate Capital joint venture, the Company provides builders and developers with land banking, non-recourse debt and equity capital.

In 2019, Toll Brothers was named World’s Most Admired Home Building Company in **Fortune** magazine’s survey of the World’s Most Admired Companies, the fifth year in a row it has been so honored. Toll Brothers has won numerous other awards, including Builder of the Year from both **Professional Builder** magazine and **Builder** magazine, the first two-time recipient from **Builder** magazine. For more information, visit www.tollbrothers.com.

Toll Brothers discloses information about its business and financial performance and other matters, and provides links to its securities filings, notices of investor events, and earnings and other news releases, on the Investor Relations section of its website (investors.tollbrothers.com).

Forward-Looking Statements

This release contains or may contain forward-looking statements within the meaning of Section 27A of the Securities Act and Section 21E of the Exchange Act. One can identify these statements by the fact that they do not relate to matters of a strictly historical or factual nature and generally discuss or relate to future events. These statements contain words such as “anticipate,” “estimate,” “expect,” “project,” “intend,” “plan,” “believe,” “may,” “can,” “could,” “might,” “should” and other words or phrases of similar meaning. Such statements may include, but are not limited to, information related to market conditions; demand for our homes; anticipated operating results; home deliveries; financial resources and condition; changes in revenues; changes in profitability; changes in margins; changes in accounting treatment; cost of revenues; selling, general and administrative expenses; interest expense; inventory write-downs; home warranty and construction defect claims; unrecognized tax benefits; anticipated tax refunds; sales paces and prices; effects of home buyer cancellations; growth and expansion; joint ventures in which we are involved; anticipated results from our investments in unconsolidated e to gain approvals and open ne homes from backlog; the ability capital necessary to expand a claims.



Any or all of the forward-looki statements made by us are not guarantees of future performance and may turn out to be inaccurate. This can occur as a result of incorrect

assumptions or as a consequence of known or unknown risks and uncertainties. Many factors mentioned in our reports or public statements made by us, such as market conditions, government regulation, and the competitive environment, will be important in determining our future performance. Consequently, actual results may differ materially from those that might be anticipated from our forward-looking statements.

The factors that could cause actual results to differ from those expressed or implied by our forward-looking statements include, among others: demand fluctuations in the housing industry; adverse changes in economic conditions in markets where we conduct our operations and where prospective purchasers of our homes live; increases in cancellations of existing agreements of sale; the competitive environment in which we operate; changes in interest rates or our credit ratings; the availability of capital; uncertainties in the capital and securities markets; the ability of customers to obtain financing for the purchase of homes; the availability and cost of land for future growth; the ability of the participants in various joint ventures to honor their commitments; effects of governmental legislation and regulation; effects of increased taxes or governmental fees; weather conditions; the availability and cost of labor and building and construction materials; the cost of raw materials; the outcome of various product liability claims, litigation and warranty claims; the effect of the loss of key management personnel; changes in tax laws and their interpretation; construction delays; and the seasonal nature of our business. For a more detailed discussion of these factors, see the risk factors in the information under the captions “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in our most recent periodic reports filed on Forms 10-K and 10-Q with the SEC.

From time to time, forward-looking statements also are included in our periodic reports on Forms 10-K, 10-Q and 8-K, in press releases, in presentations, on our website and in other materials released to the public.

This discussion is provided as permitted by the Private Securities Litigation Reform Act of 1995, and all of our forward-looking statements are expressly qualified in their entirety by the cautionary statements contained or referenced in this section.

Forward-looking statements speak only as of the date they are made. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

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