

# Toll Brothers Announces Expansion into Atlanta, Georgia Market with Acquisition of Sharp Residential

May 20, 2019

HORSHAM, Pa., May 20, 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 Atlanta, Georgia market through the acquisition of Sharp Residential, one of the largest private home building companies in Atlanta. The purchase price was paid in cash.

Sharp Residential was founded in 1991 by Tom Sharp and has delivered over 5,000 homes in the Atlanta market since inception. The Company focuses primarily on the area's northern suburbs with homes ranging from first-time to luxury at price points from the \$300,000s to the \$900,000s. At the date of acquisition, the Company had approximately \$65 million in backlog consisting of 125 homes with an average price of \$520,000.

Including the existing backlog, Toll Brothers acquired approximately 900 lots owned and controlled in the Atlanta MSA. The acquisition will increase Toll Brothers' selling community count by approximately 10 communities as of the closing date.

Douglas C. Yearley, Jr., Toll Brothers' chairman and chief executive officer, stated: "Atlanta was the largest U.S. housing market where we did not operate. We believe joining with Sharp Residential is the ideal way for us to enter and grow quickly in this robust market. As one of Atlanta's premier homebuilders, the diversity of their product lines will enable us to offer a broad range of communities to the upscale market. We are confident that their experienced management team, great land positions, reputation for fine quality homes, and long-established local relationships will be a formula for our success in the Atlanta market. Given the size, depth and demographics of this market, we are very excited with the opportunities ahead."

Tom Sharp, founder and president of Sharp Residential, stated: "Based on our nearly thirty years building homes and serving customers in the Atlanta market, we see significant opportunity for continued growth as we join the Toll Brothers family. We are confident that our knowledge of and reputation in the market, combined with Toll Brothers' great brand and resources, will enable us, together, to grow and succeed in the Atlanta market. We look forward to an exciting future."

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  
adult, and second-home buyer

of luxury homes. The Company  
6. Its common stock is listed on  
move-up, empty-nester, active-  
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 proudly supports the communities in which it builds; among other philanthropic pursuits, the Company sponsors the Toll Brothers Metropolitan Opera International Radio Network, bringing opera to neighborhoods throughout the world. For more information, visit [www.tollbrothers.com](http://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](http://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 of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. 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; the ability to acquire land and pursue real estate opportunities; the ability to sell homes and materials and subcontractors; the ability to produce the liquidity needed to complete projects; the range of opportunities; and legal proceedings, investigations and



Any or all of the forward-looking 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, as well as the factors listed below, 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 annual report on Form 10-K filed with the Securities and Exchange Commission and subsequent filings 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.

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Source: Toll Brothers, Inc.

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