



TOLL BROTHERS AT TESORO HIGHLANDS | VALENCIA, CA

SECOND QUARTER 2025 COMPANY OVERVIEW

STATEMENT OF FORWARD-LOOKING INFORMATION

Information presented herein for the second quarter ended April 30, 2025 is subject to finalization of the Company's regulatory filings, related financial and accounting reporting procedures and external auditor procedures.

This document contains or may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. 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,” “likely,” “will,” and other words or phrases of similar meaning. Such statements may include, but are not limited to, information and statements regarding: expectations regarding inflation and interest rates; the markets in which we operate or may operate; our strategic priorities; our land acquisition, land development and capital allocation priorities; market conditions; demand for our homes; anticipated operating results and guidance; home deliveries; financial resources and condition; changes in revenues; changes in profitability; changes in margins; changes in accounting treatment; cost of revenues, including expected labor and material costs; 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 entities; our ability to acquire or dispose of land and pursue real estate opportunities; our ability to gain approvals and open new communities; our ability to market, construct and sell homes and properties; our ability to deliver homes from backlog; our ability to secure materials and subcontractors; our ability to produce the liquidity and capital necessary to conduct normal business operations or to expand and take advantage of opportunities; and the outcome of legal proceedings, investigations, and claims.

Any or all of the forward-looking statements included in this release 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. The major risks and uncertainties – and assumptions that are made – that affect our business and may cause actual results to differ from these forward-looking statements include, but are not limited to:

- the effect 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 land;
- access to adequate capital on acceptable terms;
- geographic concentration of our operations;
- levels of competition;
- the price and availability of lumber, other raw materials, home components and labor;
- the effect of U.S. trade policies, including the imposition of tariffs and duties on home building products and retaliatory measures taken by other countries;
- the effects of weather and 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;
- risks related to acts of war, terrorism or outbreaks of contagious diseases, such as Covid-19;
- federal and state tax policies;
- transportation costs;
- the effect 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, indebtedness, financial condition, losses and future prospects;
- changes in accounting principles;
- risks related to unauthorized access to our computer systems, theft of our and our homebuyers' confidential information or other forms of cyber-attack; and
- other factors described in “Risk Factors” included in our Annual Report on Form 10-K for the year ended October 31, 2024 and in subsequent filings we make with the Securities and Exchange Commission (“SEC”).

Many of the factors mentioned above or in other reports or public statements made by us 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.

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.

For a further discussion of factors that we believe could cause actual results to differ materially from expected and historical results, see 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 SEC and in subsequent reports filed with the SEC. 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.

FINANCE & INVESTOR RELATIONS LEADERSHIP

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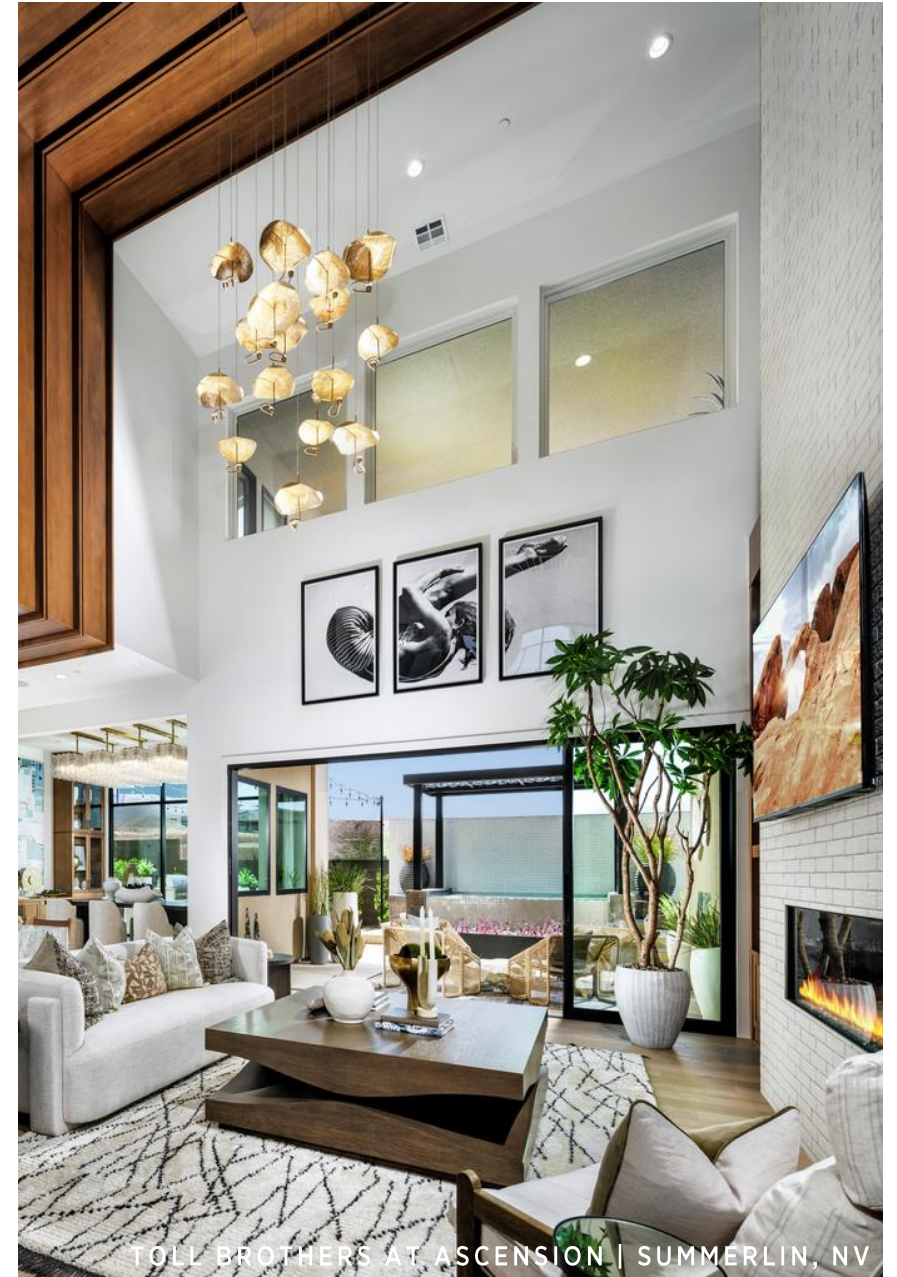
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FUNDAMENTALS SUPPORTING DEMAND

- Constrained supply of new & resale homes on the market
- Buyers have benefited from a decade of solid stock market
- Boomers making lifestyle changes
- Largest wealth transfer from Boomers to Millennials
- Millennials in prime home buying years
- Increased desire for high quality move-in ready homes
- Lower unemployment rates among college graduates
- Age & lower quality of existing stock favors new build
- New home designs allow for workplace flexibility



EVOLUTION OF THE HOMEBUILDING INDUSTRY



LARGEST PLAYERS ARE TAKING SHARE

- Public homebuilders have gone from 27% market share in 2012 to ~53% for 2024*

BETTER BUSINESS MODEL

- Greater access to capital & labor
- Higher bargaining power with suppliers

FOCUSED ON CAPITAL EFFICIENCY IN LAND ACQUISITION

- Reduces land risk
- Drives higher ROE business
- Less cyclical industry
- Less debt

DEMAND FOR SPEC FAVORS LARGE PLAYERS

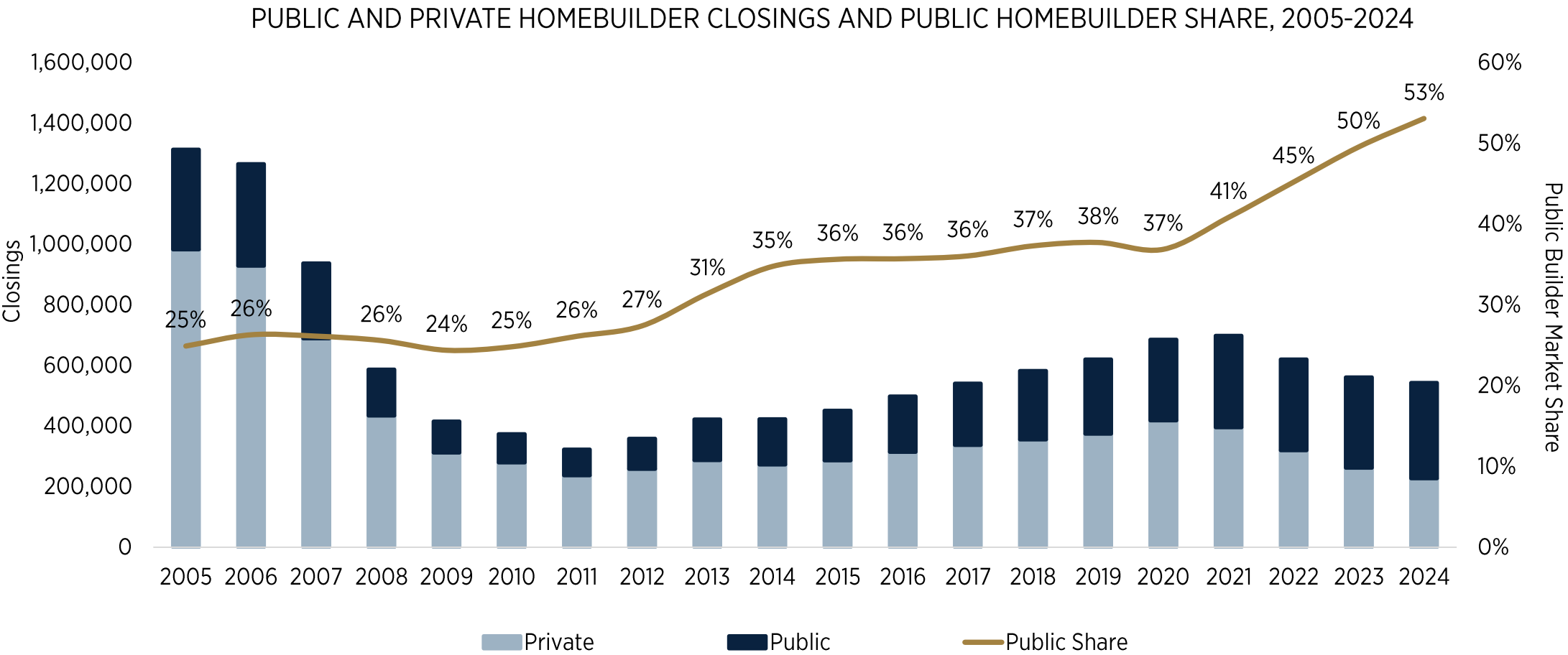
- Largest public homebuilders have greatest access to capital for their spec platforms
- Large publics can influence affordability by buying down mortgage rates

UNDervalUED

- Public homebuilders are producing structurally higher return on equity
- Consistent production & profitability
- Shareholder returns support valuation
- Long-term industry tailwinds

PUBLIC BUILDERS ARE GAINING MARKET SHARE

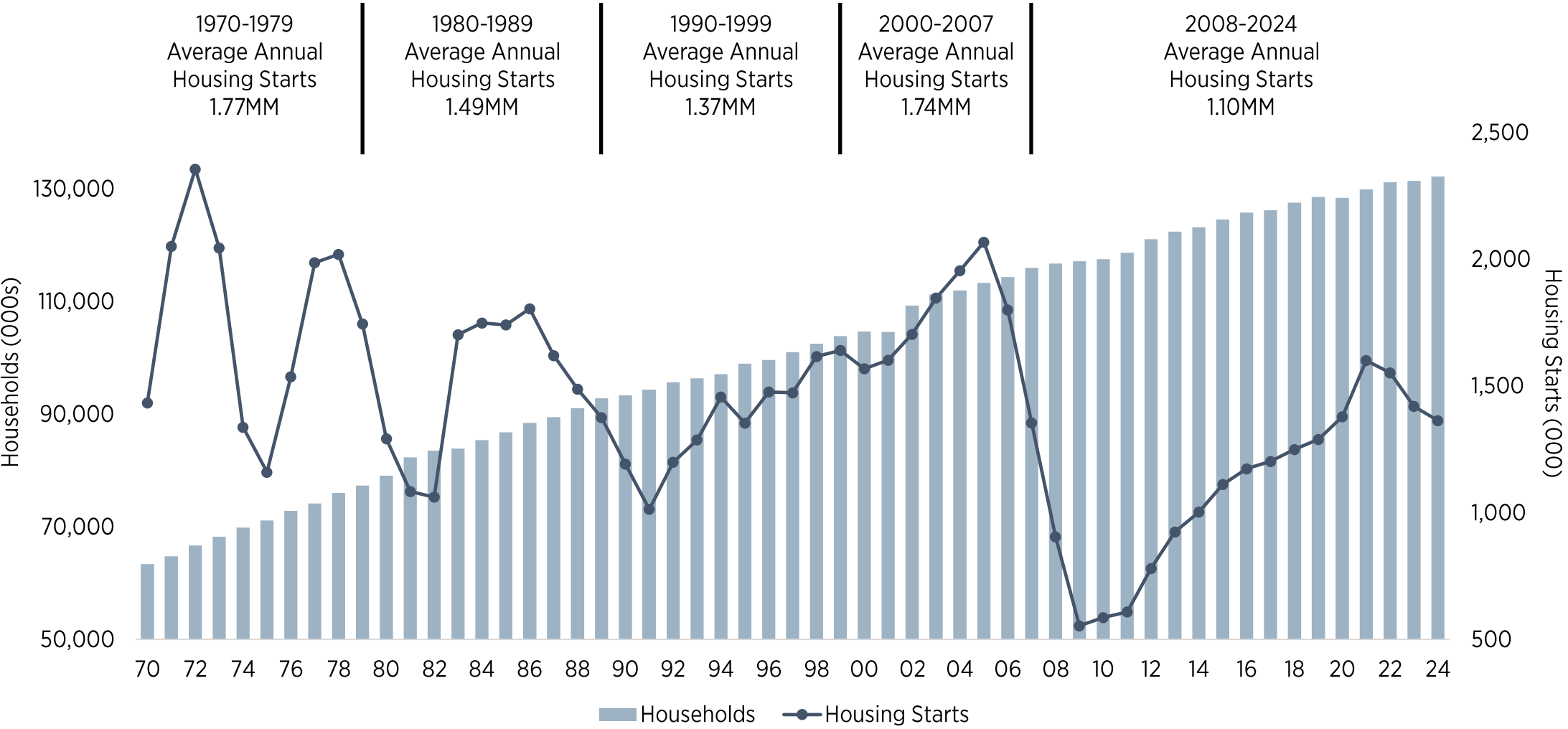
PUBLIC BUILDERS HAVE TAKEN SHARE FROM THE PRIVATE BUILDERS AND IN 2024 REPRESENTED GREATER THAN 50% OF NEW HOME SETTLEMENTS



Source: Zonda

INDUSTRY IS UNDERSUPPLIED AS HOUSEHOLDS INCREASE

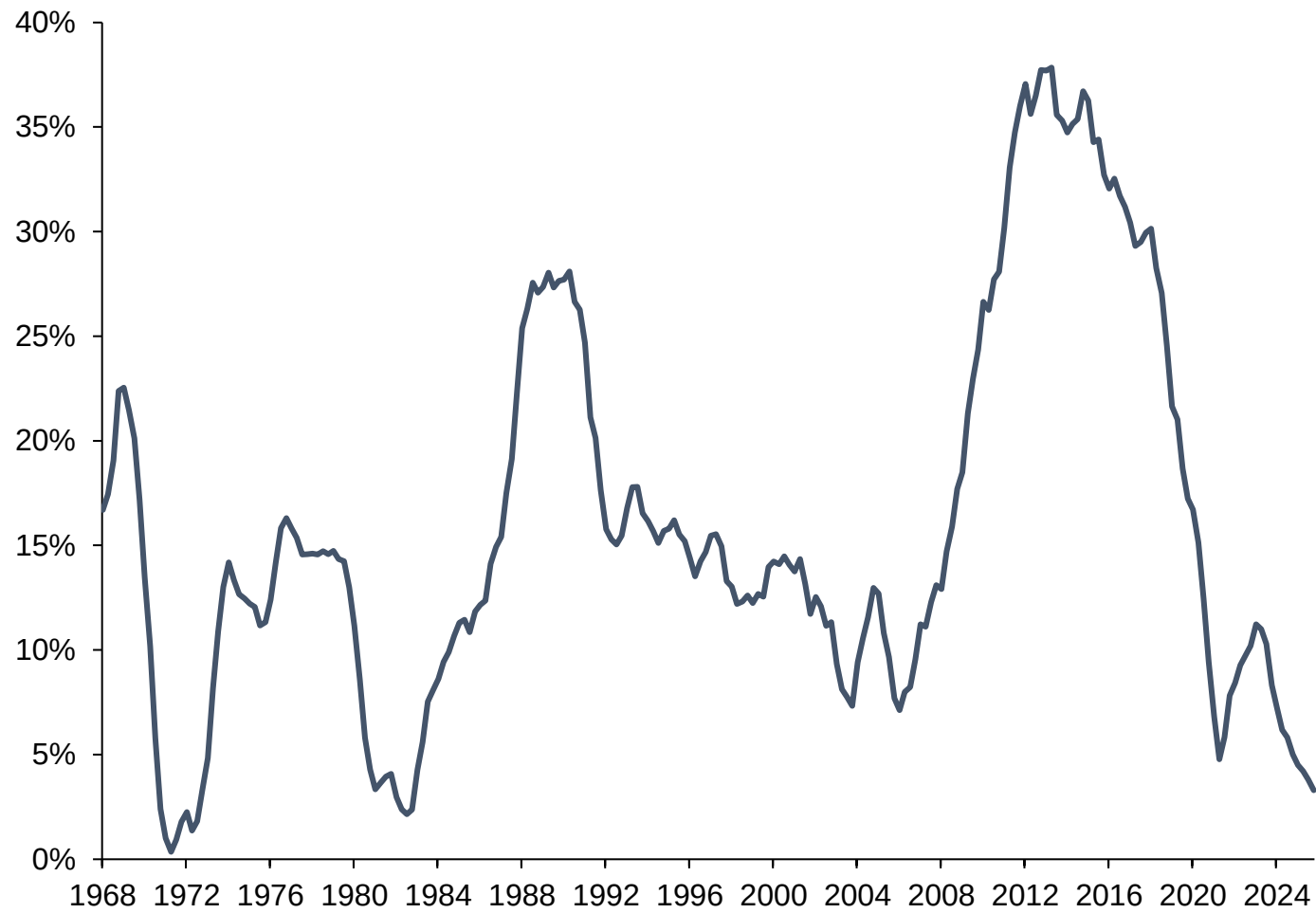
HOUSING STARTS HAVE NOT KEPT PACE WITH HOUSEHOLD GROWTH



Source: U.S. Census Bureau

NEW HOME PREMIUM

THE NEW HOME PREMIUM HAS COMPRESSED FROM HISTORICAL 17% TO 3% IN 2025, MAKING THE VALUE PROPOSITION OF A NEW HOME COMPELLING COMPARED TO A USED HOME



Source: Census Bureau and NAR

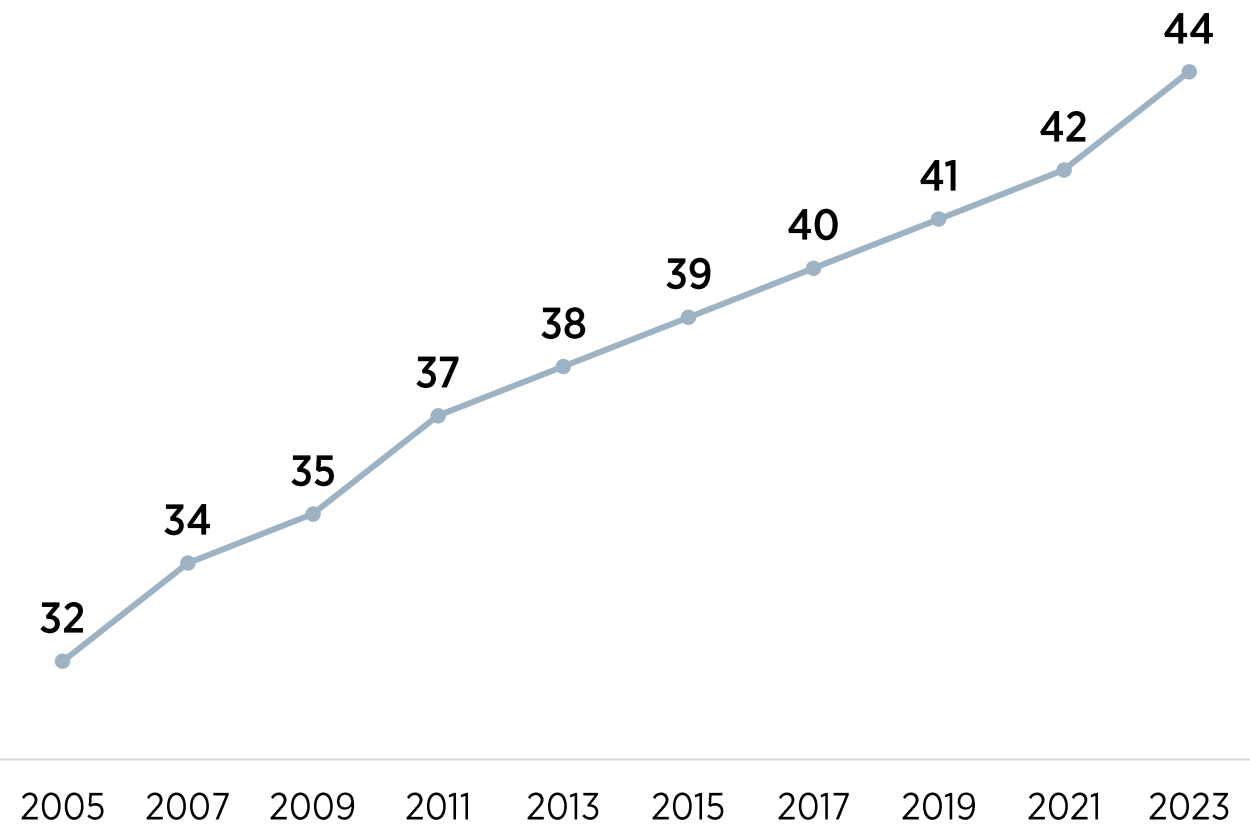


MIRADA AT DESERT COLOR | ST. GEORGE, UT

EXISTING HOUSING STOCK IS AGING

THE MEDIAN AGE OF OWNER-OCCUPIED U.S. HOMES IS OVER 40 YEARS, ACCORDING TO THE LATEST DATA, COMPARED TO A MEDIAN AGE OF 32 YEARS IN 2005.

MEDIAN AGE OF OWNER-OCCUPIED HOUSING (IN YEARS)



Source: Wolfe Research and Census Bureau



NATIONAL FOOTPRINT POSITIONS TOLL BROTHERS FOR GROWTH

24 STATES
60+ MARKETS

Pacific
13% of Communities
12% of Lots Controlled
18% of Revenue

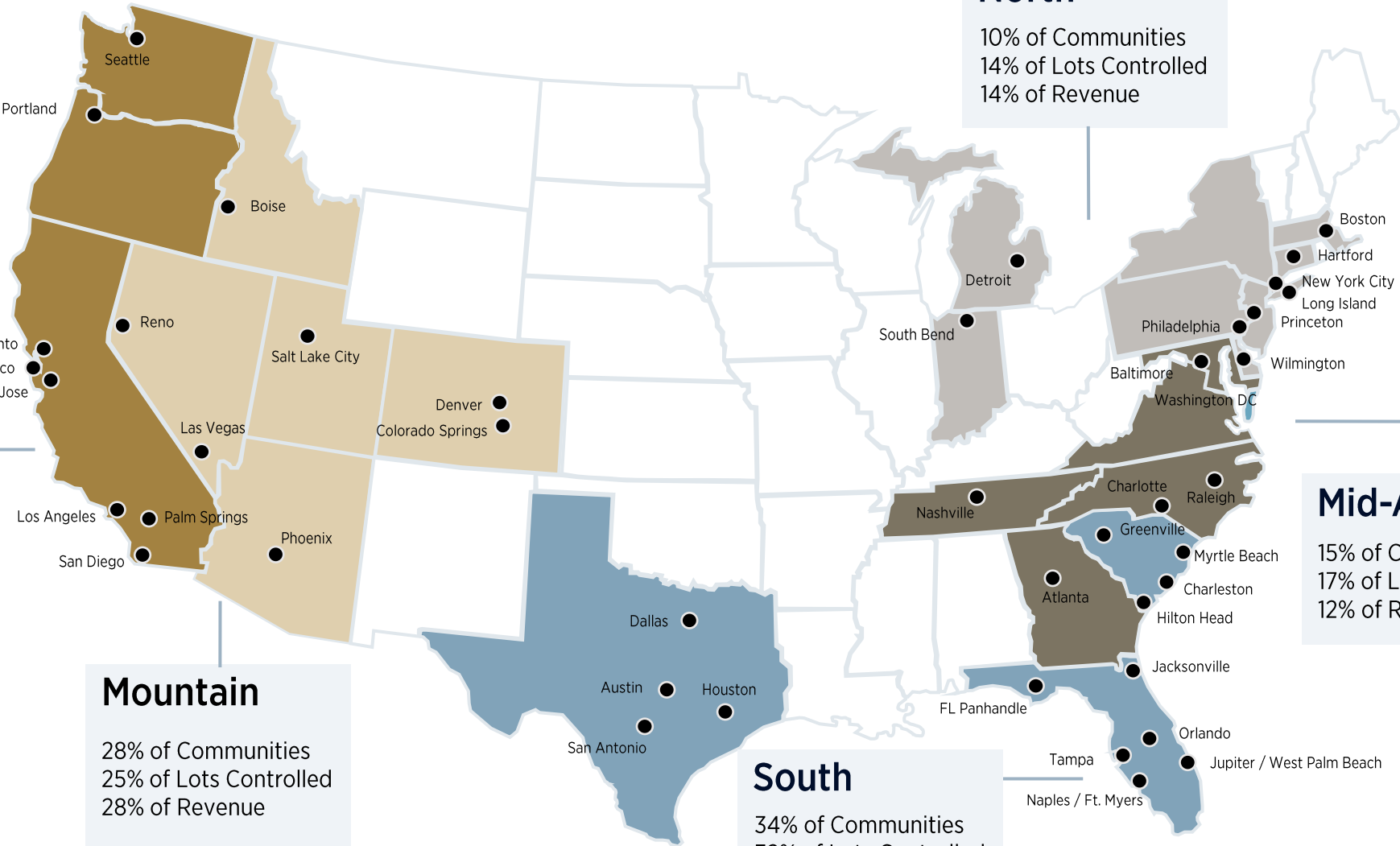
Regions	Community Count	Lot Count
North	43	11,292
Mid-Atlantic	65	13,109
South	142	25,160
Mountain	117	19,627
Pacific	54	9,418
Total	421	78,606

Mountain
28% of Communities
25% of Lots Controlled
28% of Revenue

North
10% of Communities
14% of Lots Controlled
14% of Revenue

Mid-Atlantic
15% of Communities
17% of Lots Controlled
12% of Revenue

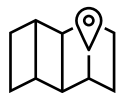
South
34% of Communities
32% of Lots Controlled
28% of Revenue



Note: Data as of April 30, 2025

TOLL BROTHERS AMERICA'S LUXURY HOMEBUILDER BRAND EXPERIENCE

PROTECTING, MAINTAINING, & GROWING THE TOLL BROTHERS
BRAND BUILT OVER 58 YEARS



PRESTIGIOUS
LOCATIONS



DISTINCTIVE
ARCHITECTURE



UNRIVALED
CHOICE



EXTRAORDINARY CUSTOMER
EXPERIENCE

STRATEGY FOCUSED ON DRIVING SHAREHOLDER RETURNS



LAND ACQUISITION

- Focus on increasing optioned land
- Using land banking, JVs, rolling takedowns, & seller financing where feasible
- Operate in some of the most difficult land approval markets in U.S. – once you get it approved; it's gold!

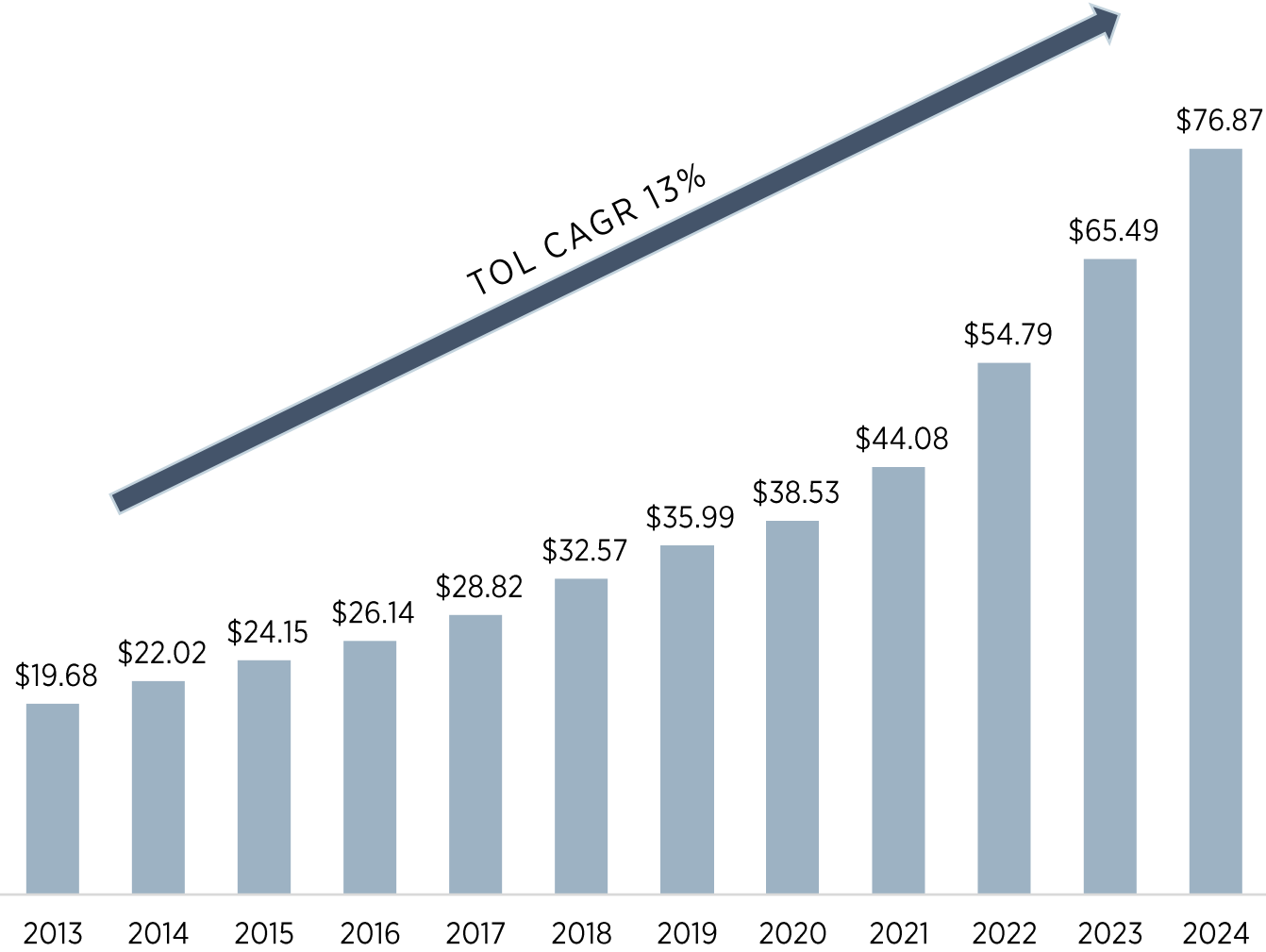
BUYBACKS & DIVIDENDS

- Consistent repurchaser of shares ~51% since 2016
- Dividend of \$1.00 annually, 5 years in a row of increased dividend

IMPROVED OPERATIONS

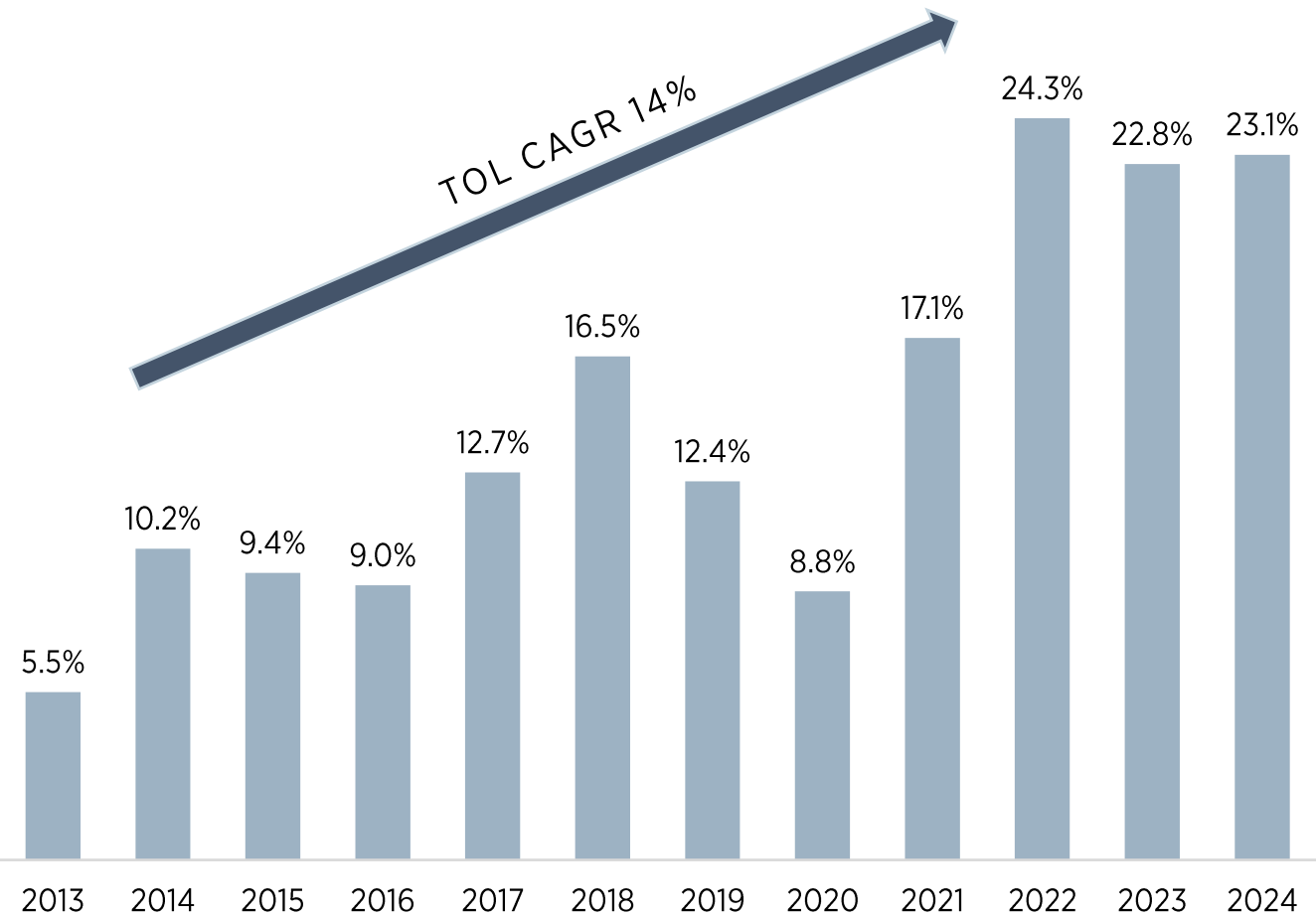
- Optimizing product
- Expanded product & price points
- Consistent cash flow
- Focus on efficiency in SG&A

BOOK VALUE PER SHARE



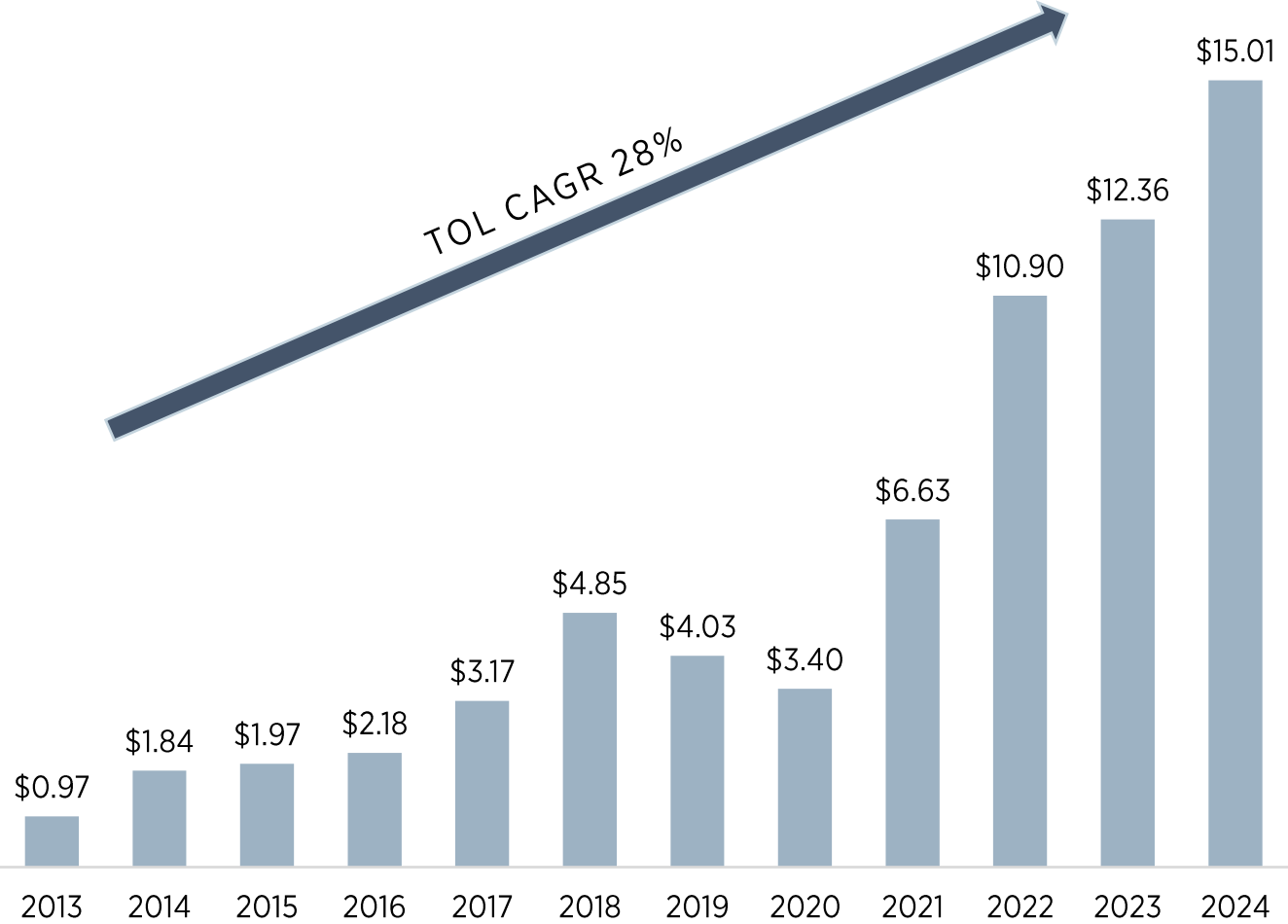
REGENCY AT TEN TRAILS | BLACK DIAMOND, WA

RETURN ON BEGINNING EQUITY



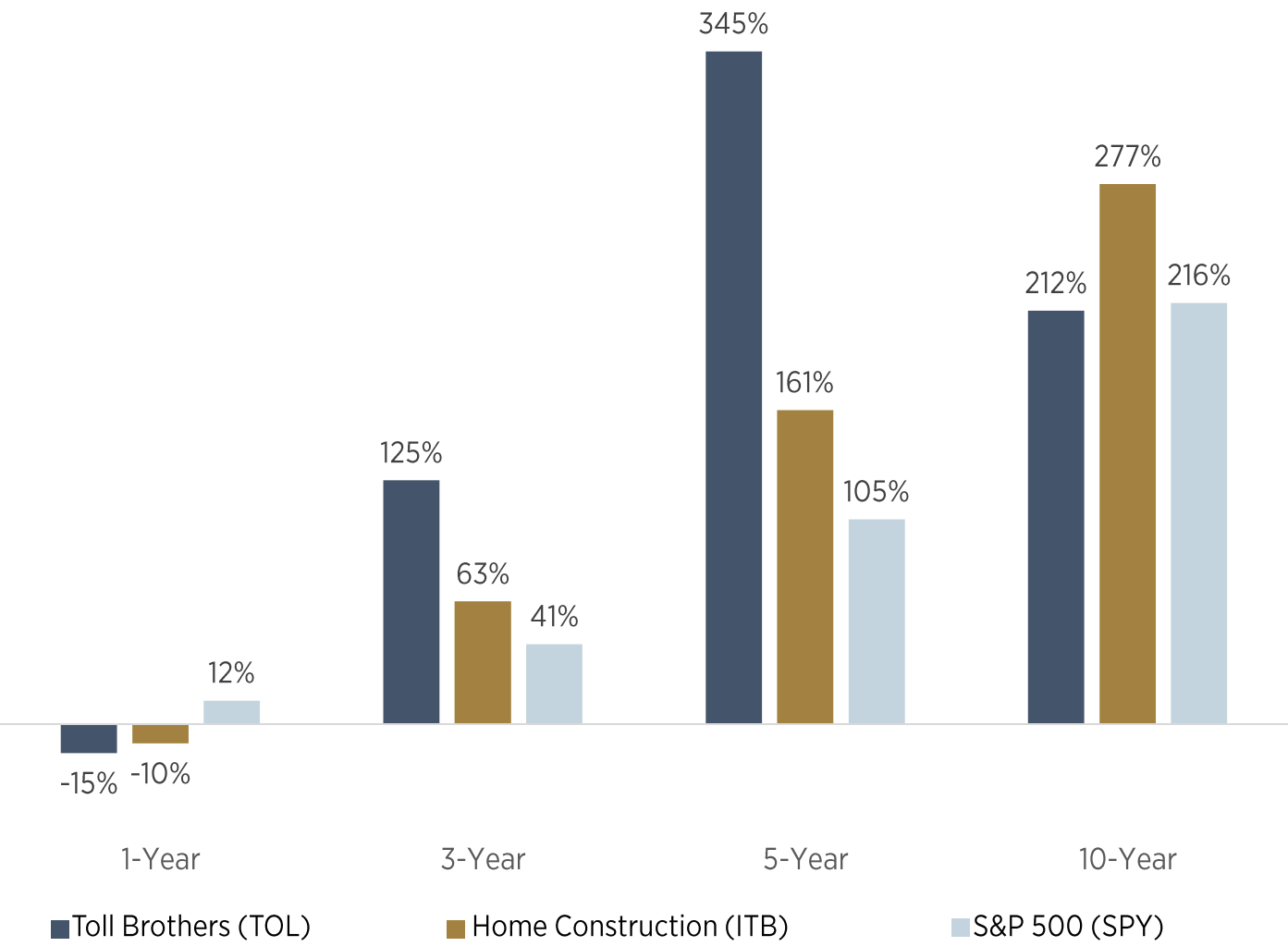
TOLL BROTHERS AT DIX HILLS | DIX HILLS, NY

EARNINGS PER SHARE



TRES LAGOS | HOUSTON, TX

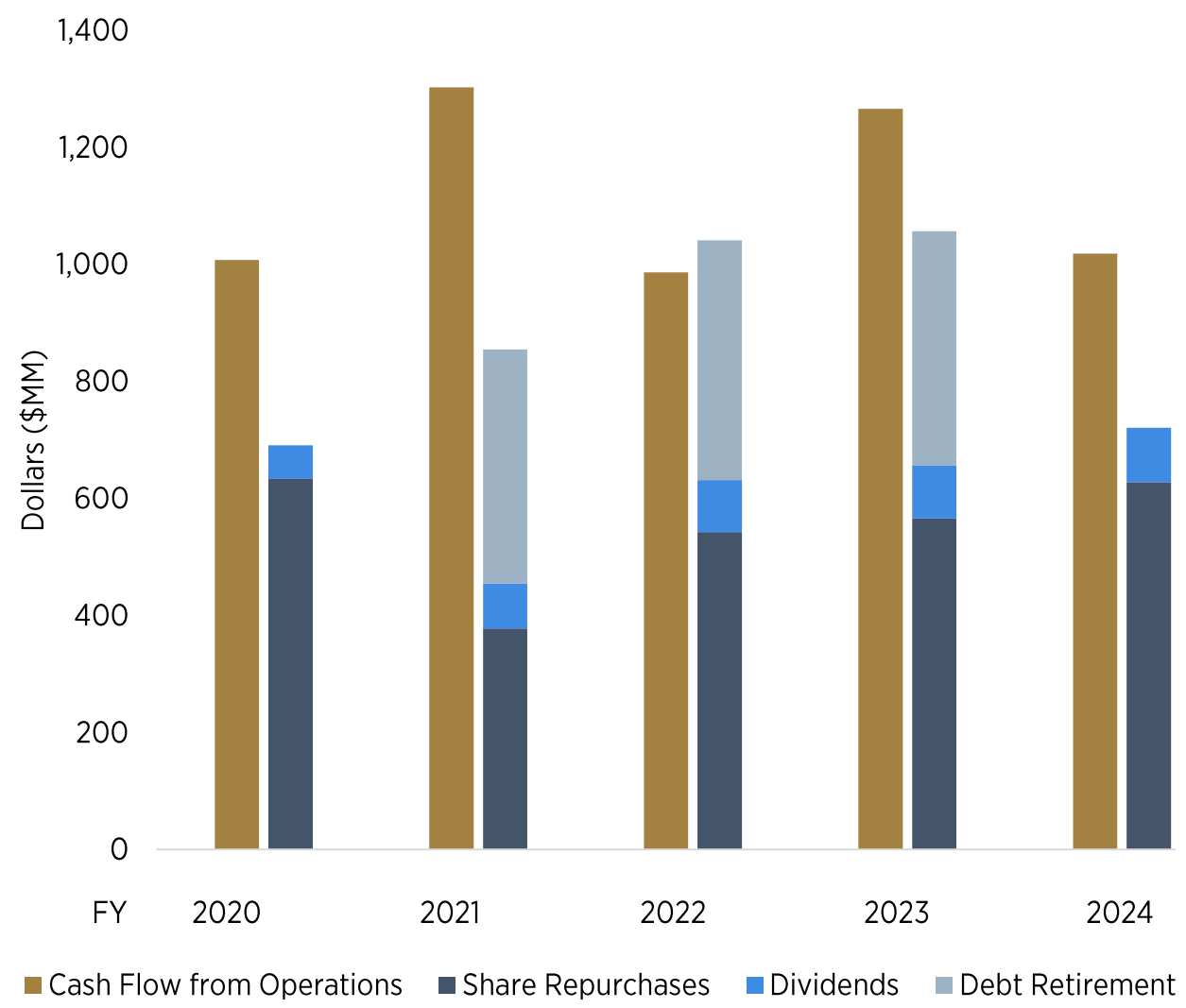
TOTAL SHAREHOLDER RETURN



NOTE: As of April 30, 2025, rounded to the nearest whole number



STOCK REPURCHASE / DIVIDEND SUMMARY



A photograph of a modern, multi-story building with large windows and a balcony, set against a twilight sky with purple and blue hues. In the foreground, there is a large, rectangular water feature with a dark, textured surface and a small waterfall on the right side. The text is overlaid on a semi-transparent white rectangle in the center of the image.

**SINCE 2016 WE HAVE REPURCHASED
~51% OF OUR SHARES WHICH IS
89 MILLION SHARES AT A \$49
AVERAGE PRICE. WE HAVE ALSO PAID
~\$620 MILLION OF DIVIDENDS.**

CONSISTENT GROWTH & PROFITABILITY



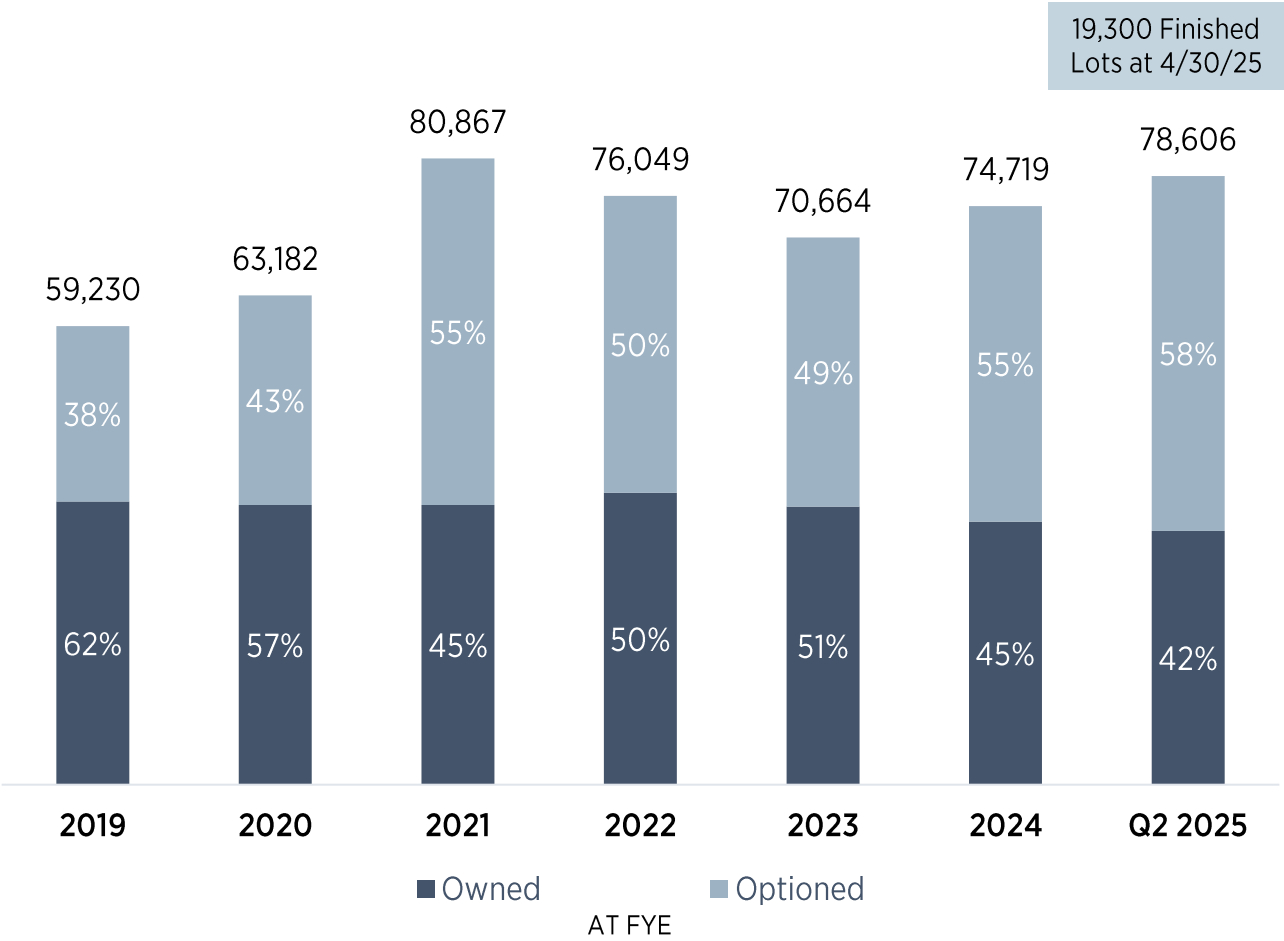
	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024
Revenue – Homes Sales (000s)	\$6,937,357	\$8,431,746	\$9,711,170	\$9,866,026	\$10,563,332
Pre-tax Income (000s)	\$586,901	\$1,100,315	\$1,703,726	\$1,842,371	\$2,085,640
Net Income (000s)	\$446,624	\$833,627	\$1,286,500	\$1,372,071	\$1,571,195
Diluted EPS	\$3.40	\$6.63	\$10.90	\$12.36	\$15.01
EBITDA (000s)*	\$838,032	\$1,368,174	\$1,951,161	\$2,069,041	\$2,298,945
Cash & Marketable Securities (000s)	\$1,370,944	\$1,638,494	\$1,346,754	\$1,300,068	\$1,303,039
Selling Community Count	317	340	348	370	408
Owned & Optioned Lots	63,182	80,867	76,049	70,664	74,719
Adjusted Gross Margin (Ex. Int. & Impair.)*	23.5%	25.0%	27.5%	28.7%	28.4%
Operating Margin	7.8%	11.6%	14.7%	17.3%	18.8%
JV & Other Income (000s)	\$36,641	\$113,678	\$195,101	\$117,616	\$45,453
Return on Beginning Stockholders' Equity	8.8%	17.1%	24.3%	22.8%	23.1%

*NOTE: Numbers are non-GAAP, see reconciliation on page 25

SOLID LAND POSITIONS US FOR GROWTH

FOCUSED ON CAPITAL EFFICIENCY

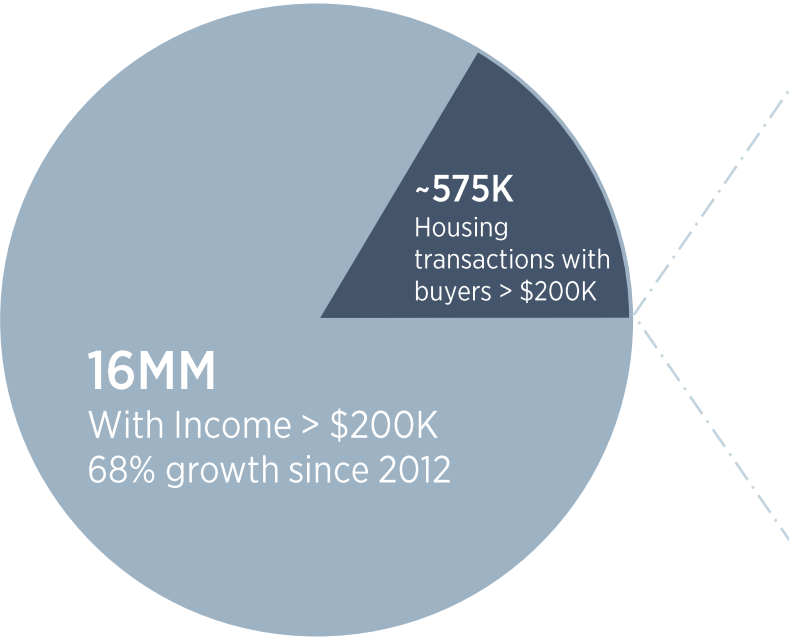
PERCENTAGE OF LOTS OPTIONED VS. OWNED



LEGACY AT SEVILLE | MESA, AZ

TOTAL ADDRESSABLE MARKET (TAM)

\$200K HOUSEHOLD INCOME



PROJECTED ANNUAL TOL HOMES	11,400
TOTAL ADDRESSABLE MARKET	575,000
TOL ANNUALLY REACHES	2.0% of TAM



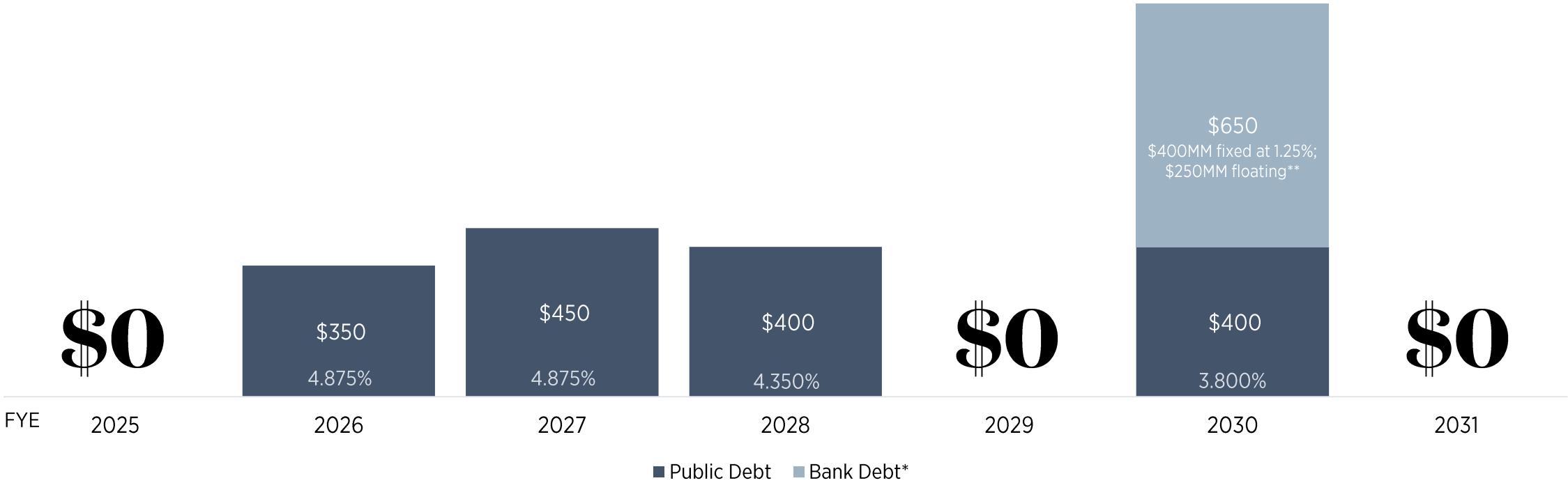
BORELLO RANCH ESTATES | MORGAN HILL, CA

DEBT MATURITY PROFILE

AS OF APRIL 30, 2025

SUPERIOR ACCESS CAPITAL MARKET Senior/Corporate Credit Ratings		
Moody's	Baa2	(Stable)
Standard & Poor's	BBB-	(Positive)
Fitch Inc.	BBB	(Positive)

Cash & Equivalents	\$0.69 BN
Revolver Availability	\$2.19 BN
TOTAL LIQUIDITY	\$2.88 BN



*NOTE: Bank debt includes our \$650MM term loan due February 2030; \$0 drawn on our \$2.35BN credit facility maturing in February 2030.

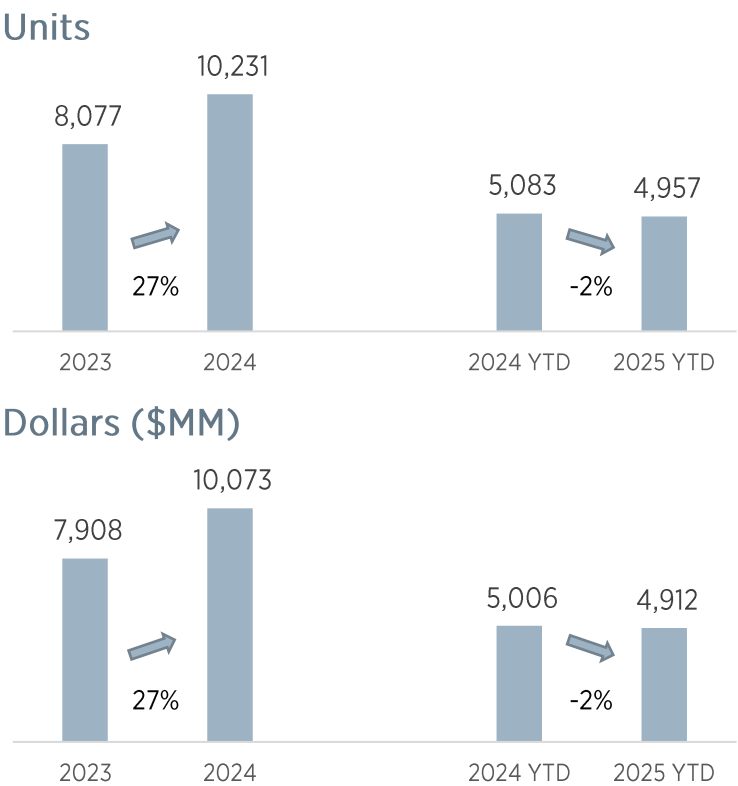
**Through 10/31/2025

A modern backyard featuring a large area of artificial green grass. In the foreground, there is a sandpit with colorful balls and a planter bed with dark mulch and red flowers. To the left, a covered patio with a black pergola structure is visible. In the background, a modern house with a flat roof and large windows is shown. The sky is overcast with soft light. The word "APPENDIX" is centered in a white semi-transparent box.

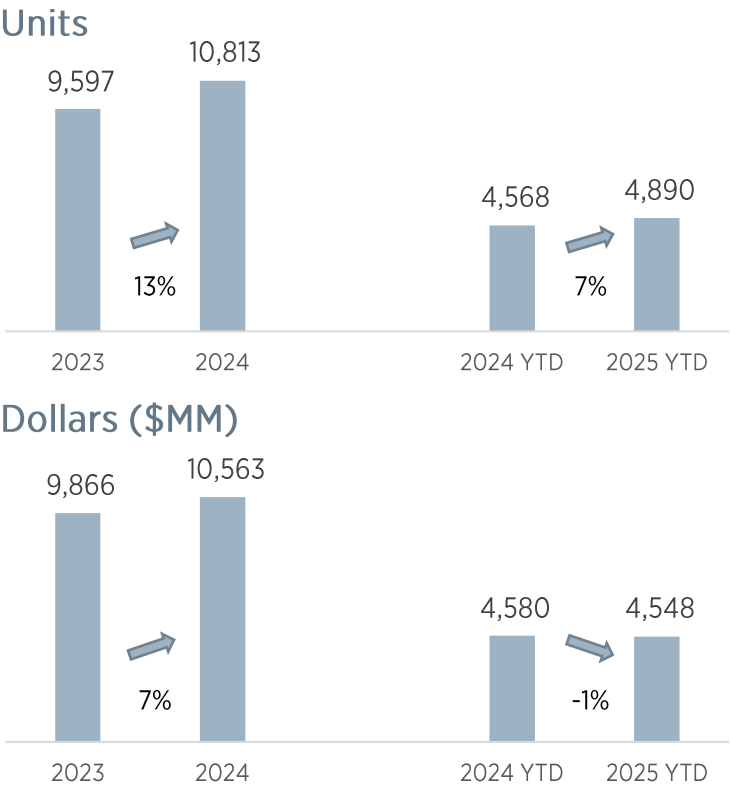
APPENDIX

TOLL BROTHERS FINANCIAL HIGHLIGHTS

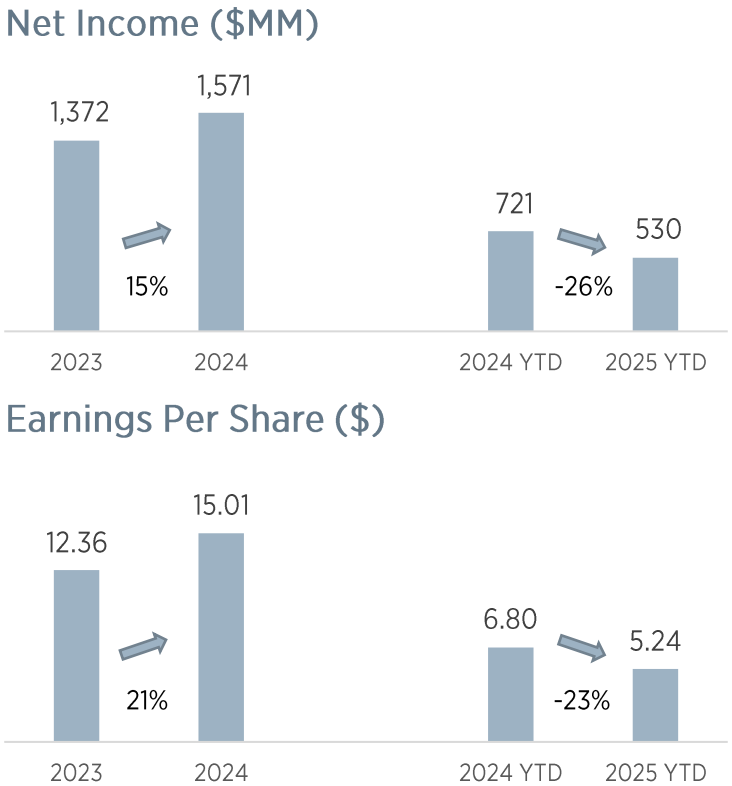
CONTRACTS



REVENUE



PROFITABILITY*



*NOTE: FY 2024 includes ~\$124 million, or \$1.19 per share, from the sale of a parcel of land to a commercial developer in Q2 2024.

HOMES UNDER CONSTRUCTION

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025
Specs:						
Completed	778	671	745	862	981	1,028
Incomplete	2,256	2,342	2,489	2,664	2,225	2,396
Total Specs	3,034	3,013	3,234	3,526	3,206	3,424
Future Homesites, Pre-Footing	1,345	1,499	1,656	1,908	2,663	1,952
Backlog:						
Pre-footing	1,555	1,416	1,314	1,546	1,412	952
Beyond Footing	5,138	5,677	5,455	4,450	4,900	5,111
Total Backlog	6,693	7,093	6,769	5,996	6,312	6,063
Homes in Process:						
Homes Under Construction	8,172	8,690	8,689	7,976	8,106	8,535
Pre-Footing (Future Homes + Backlog)	2,900	2,915	2,970	3,454	4,075	2,904
Total Homes in Process	11,072	11,605	11,659	11,430	12,181	11,439
Community Count	377	386	404	408	406	421
Completed Specs / Community	2.1	1.7	1.8	2.1	2.4	2.4
Total Specs / Community	8.0	7.8	8.0	8.6	7.9	8.1

NOTE: Homes under construction are specs & backlog beyond footing

NON-GAAP RECONCILIATION

ADJUSTED GROSS MARGIN & EBITDA

	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	YTD FY 2025
Revenues – home sales	6,937,357	8,431,746	9,711,170	9,866,026	10,563,332	4,547,229
Cost of Revenues	5,534,103	6,538,454	7,237,409	7,207,279	7,753,351	3,383,698
Gross Margin	1,403,254	1,893,292	2,473,761	2,658,747	2,809,981	1,163,531
Add: Interest Recognized in cost of sales	174,375	187,237	164,831	139,410	128,962	50,387
Inventory write-downs	55,883	26,535	32,741	30,706	59,441	26,216
Adjusted Gross Margin	1,633,412	2,107,064	2,671,333	2,828,863	2,998,384	1,240,134
Gross Margin as a % of revenue	20.2%	22.5%	25.5%	26.9%	26.6%	25.6%
Adjusted Gross Margin as a % of revenue	23.5%	25.0%	27.5%	28.7%	28.4%	27.3%
Pretax Income	586,901	1,100,315	1,703,726	1,842,371	2,085,640	698,885
Add: Interest expense	182,258	191,609	170,619	150,197	132,104	51,025
Depreciation & Amortization	68,873	76,250	76,816	76,473	81,201	37,940
EBITDA	838,032	1,368,174	1,951,161	2,069,041	2,298,945	787,850

NOTE: Amounts in thousands, except percentages