



MILLSTONE BY TOLL BROTHERS | CARY, NC

THIRD QUARTER 2026 COMPANY OVERVIEW

***Toll Brothers***  
AMERICA'S LUXURY HOME BUILDER®

# STATEMENT OF FORWARD-LOOKING INFORMATION

Information presented herein for the third quarter ended July 31, 2026 is subject to finalization of the Company's regulatory filings, related financial and accounting reporting procedures and external auditor procedures.

This presentation 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: market conditions; mortgage rates; inflation rates; demand for our homes; our build- to-order and quick move-in home strategy; sales paces and prices; effects of home buyer cancellations; our strategic priorities; growth and expansion; our land acquisition, land development and capital allocation priorities; anticipated operating results; home deliveries; financial resources and condition; changes in revenues, profitability, margins and returns; changes in accounting treatment; cost of revenues, including expected labor and material costs; availability of labor and materials; selling, general and administrative expenses; interest expense; inventory write-downs; home warranty and construction defect claims; unrecognized tax benefits; anticipated tax refunds; joint ventures in which we are involved; anticipated results from our investments in unconsolidated entities; our plans and expectations regarding our announced exit from the multifamily development business, including the disposition of our remaining assets; our ability to acquire 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; the outcome of legal proceedings, investigations, and claims; management succession plans; and the impact of public health or other emergencies.

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, inflation rates, interest and mortgage rates, 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, unavailability of insurance, and shortages and price increases in labor or materials associated with such natural disasters;
- risks arising from acts of war, terrorism or outbreaks of contagious diseases;
- 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;
- the effect of potential loss of key management personnel or unsuccessful management transitions;
- 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, 2025 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

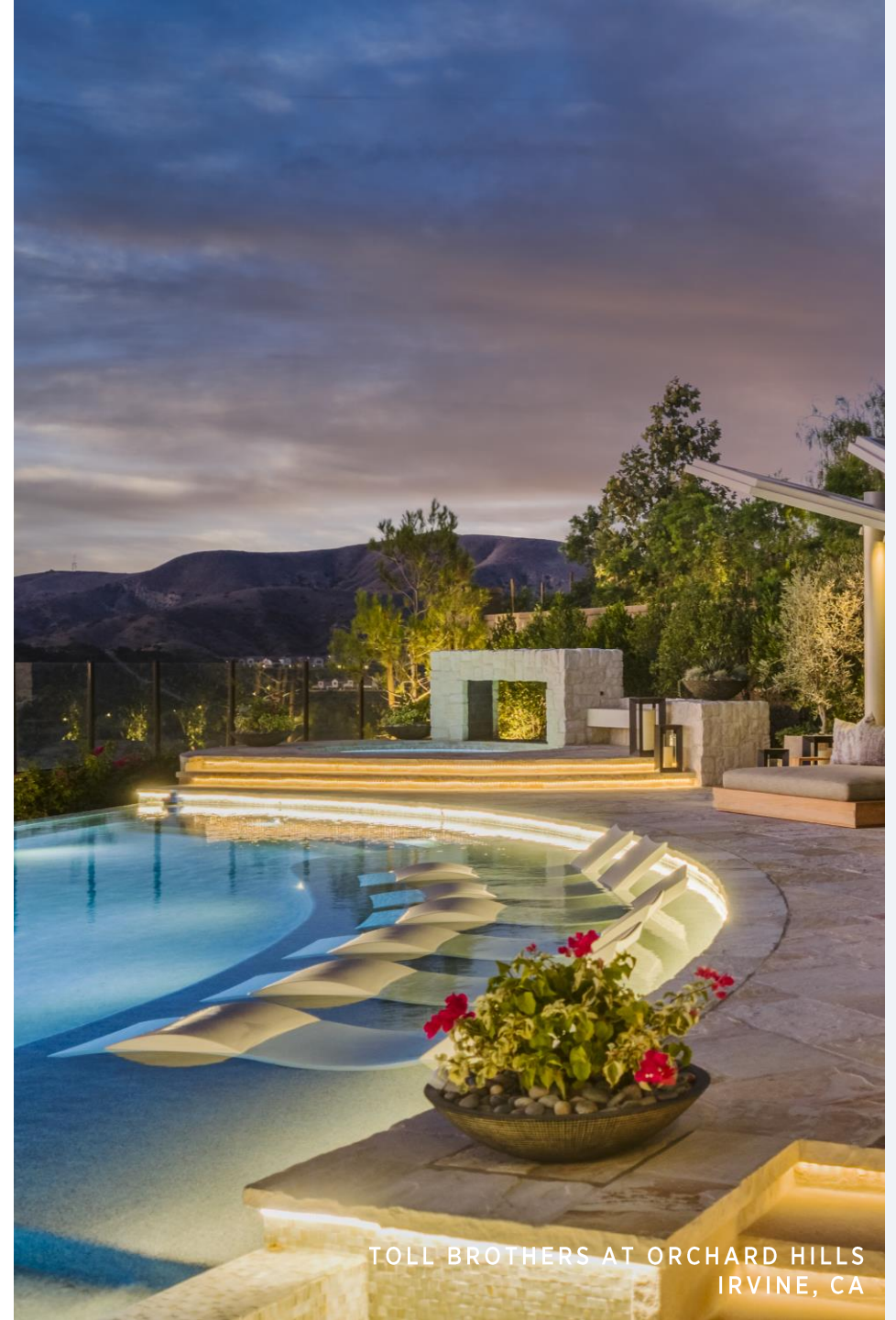
Gregg Ziegler  
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*Director, Finance*  
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# FUNDAMENTALS SUPPORTING DEMAND

- 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



TOLL BROTHERS AT ORCHARD HILLS  
IRVINE, CA

# EVOLUTION OF THE HOMEBUILDING INDUSTRY



## LARGEST PLAYERS ARE TAKING SHARE

- Public homebuilders have gone from 27% market share in 2012 to >55% for 2025\*

## 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

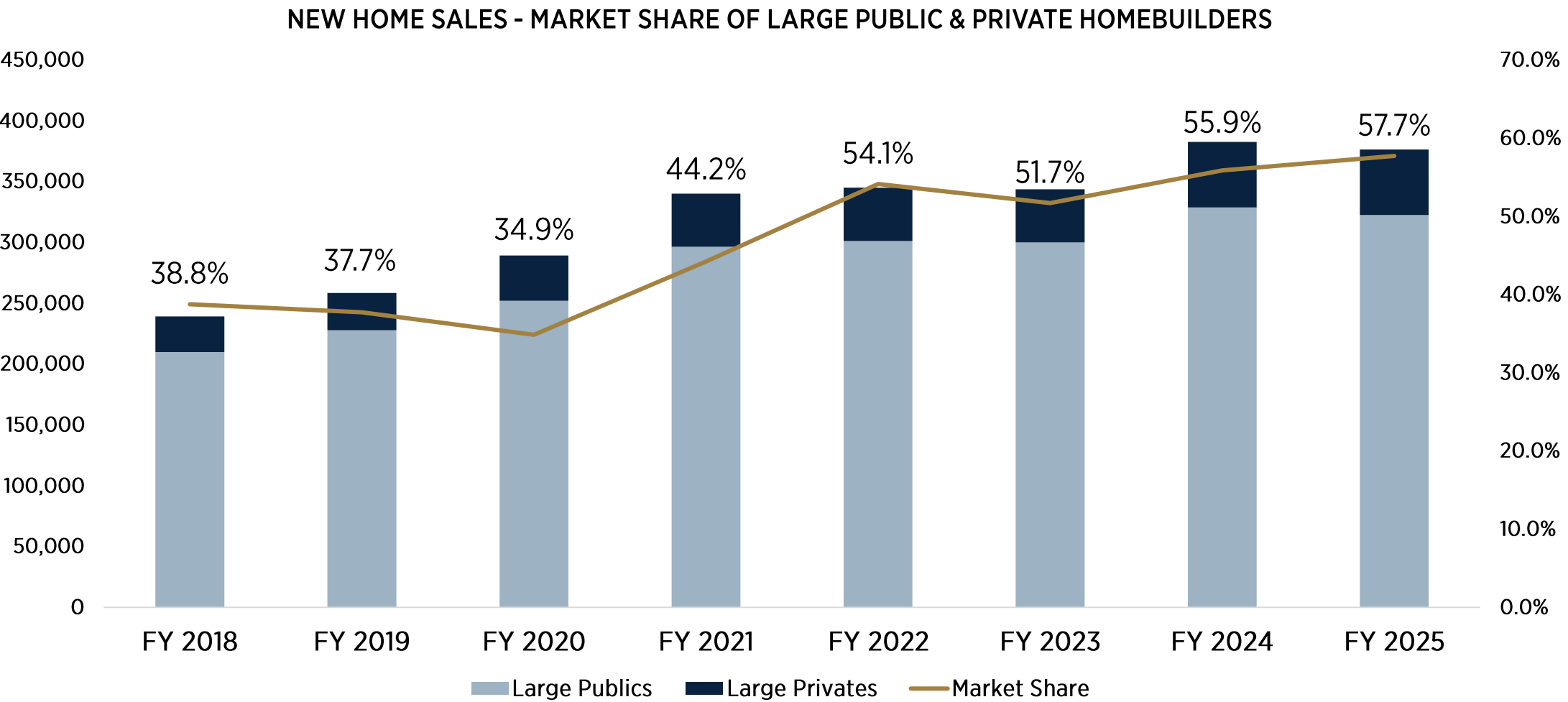
- Largest public homebuilders have greatest access to capital for their spec platforms
- Large publics can influence affordability by buying down mortgage rates

## 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

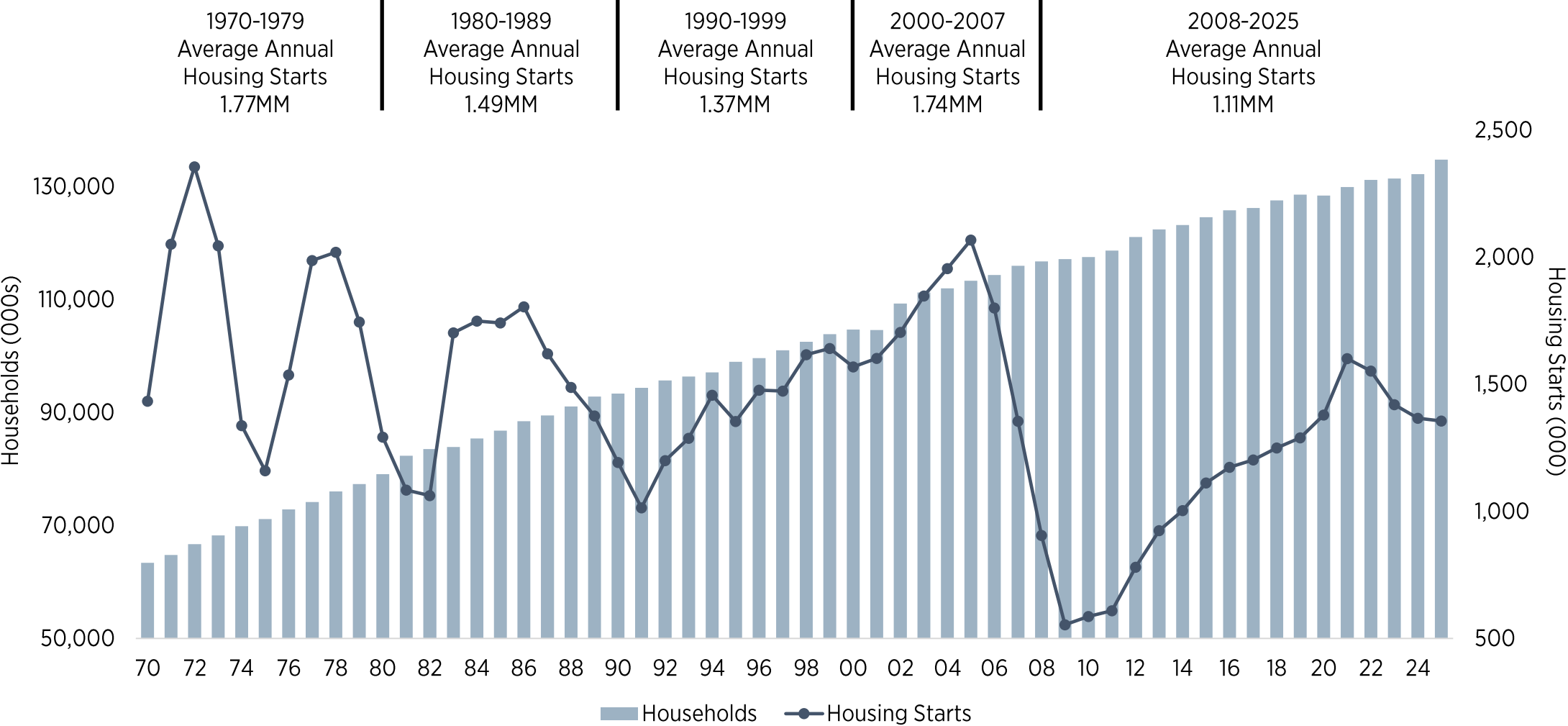
PUBLIC BUILDERS HAVE TAKEN SHARE FROM THE PRIVATE BUILDERS AND IN 2025 REPRESENTED GREATER THAN 55% OF NEW HOME SETTLEMENTS



SOURCE: Zonda

# INDUSTRY IS UNDERSUPPLIED AS HOUSEHOLDS INCREASE

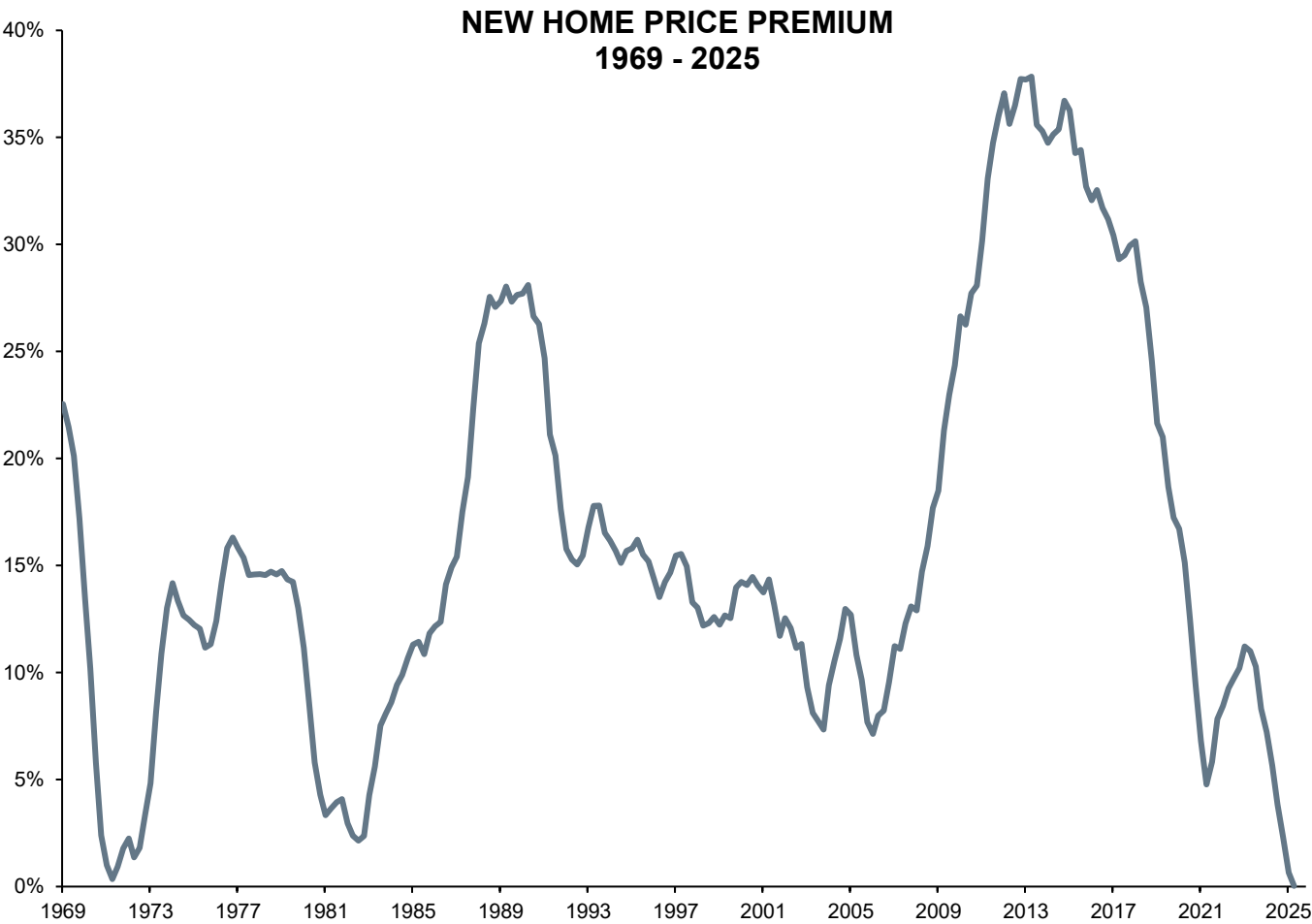
HOUSING STARTS HAVE NOT KEPT PACE WITH HOUSEHOLD GROWTH



SOURCE: U.S. Census Bureau

# NEW HOME PREMIUM

THE NEW HOME PREMIUM HAS COMPRESSED FROM HISTORICAL 17% TO 0% IN 2025, MAKING THE VALUE PROPOSITION OF A NEW HOME COMPELLING COMPARED TO A USED HOME



SOURCE: Wolfe Research and Census Bureau

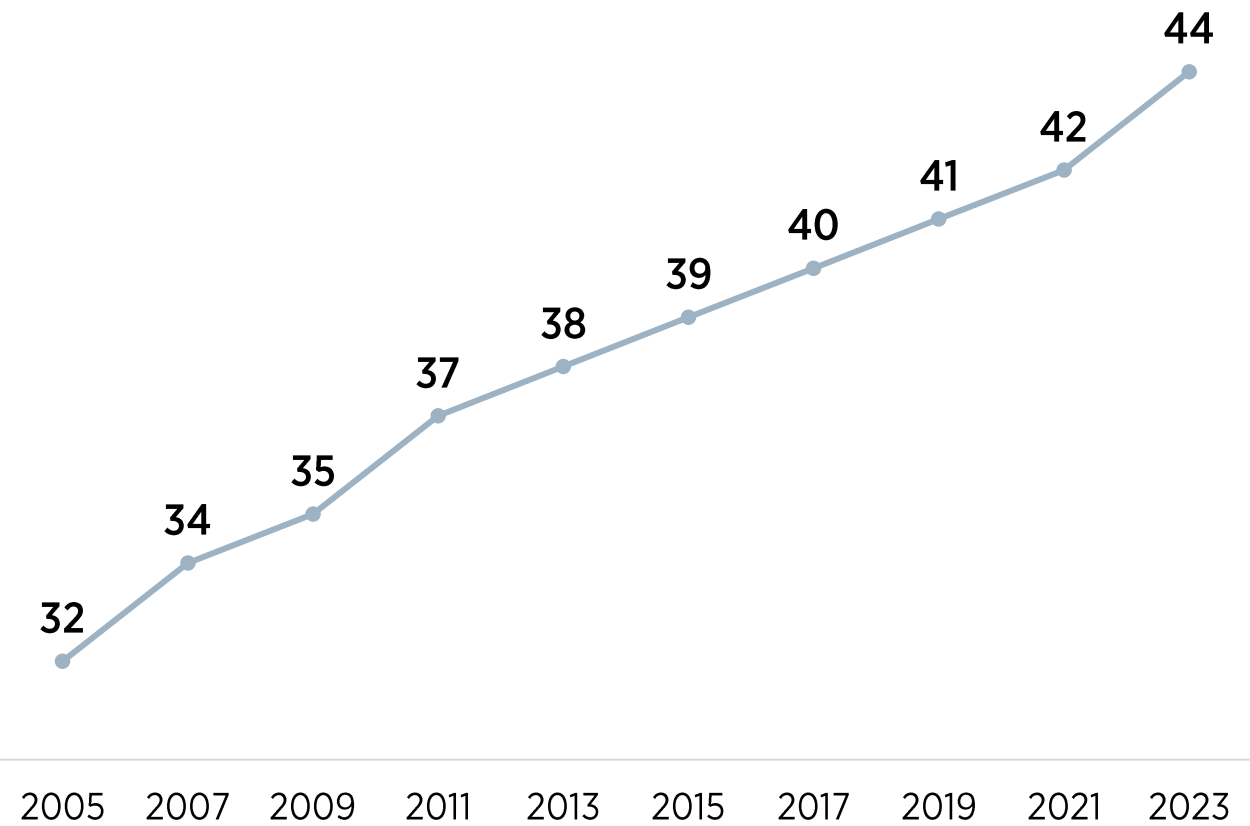


SERENO CANYON | SCOTTSDALE, AZ

# 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



TOLL BROTHERS AT SEDONA | SEDONA, AZ

# NATIONAL FOOTPRINT POSITIONS TOLL BROTHERS FOR GROWTH

**60+**  
**MARKETS**

**Pacific**  
12% of Communities  
11% of Lots Controlled  
21% of Revenue

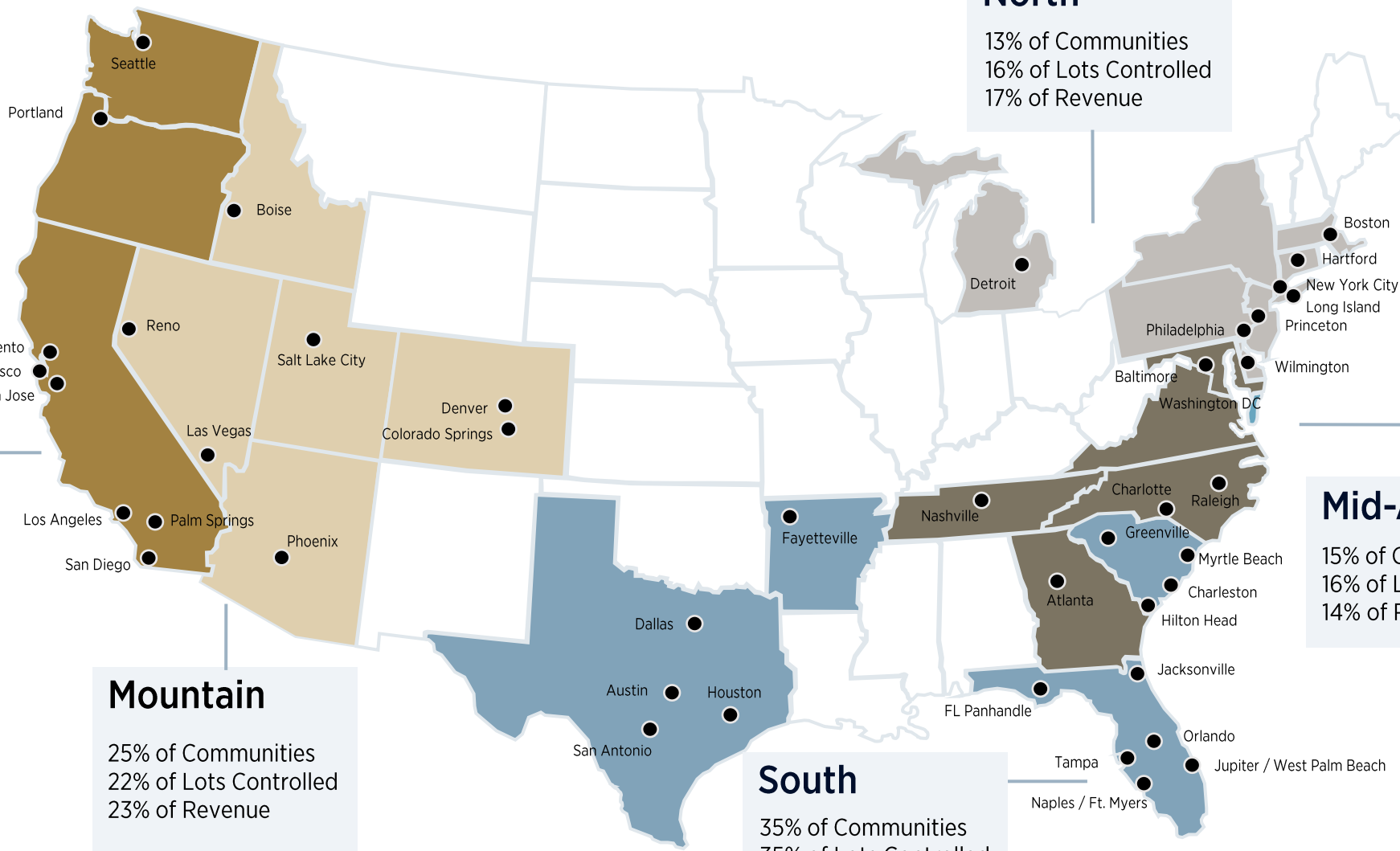
| Regions      | Community Count | Lot Count |
|--------------|-----------------|-----------|
| North        | 59              | 11,924    |
| Mid-Atlantic | 72              | 12,324    |
| South        | 163             | 26,146    |
| Mountain     | 119             | 16,797    |
| Pacific      | 58              | 8,295     |
| Total        | 471             | 75,486    |

**Mountain**  
25% of Communities  
22% of Lots Controlled  
23% of Revenue

**North**  
13% of Communities  
16% of Lots Controlled  
17% of Revenue

**Mid-Atlantic**  
15% of Communities  
16% of Lots Controlled  
14% of Revenue

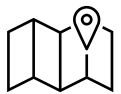
**South**  
35% of Communities  
35% of Lots Controlled  
25% of Revenue



NOTE: Data as of July 31, 2026

# TOLL BROTHERS AMERICA'S LUXURY HOMEBUILDER BRAND EXPERIENCE

PROTECTING, MAINTAINING, & GROWING THE TOLL BROTHERS  
BRAND BUILT OVER 59 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!

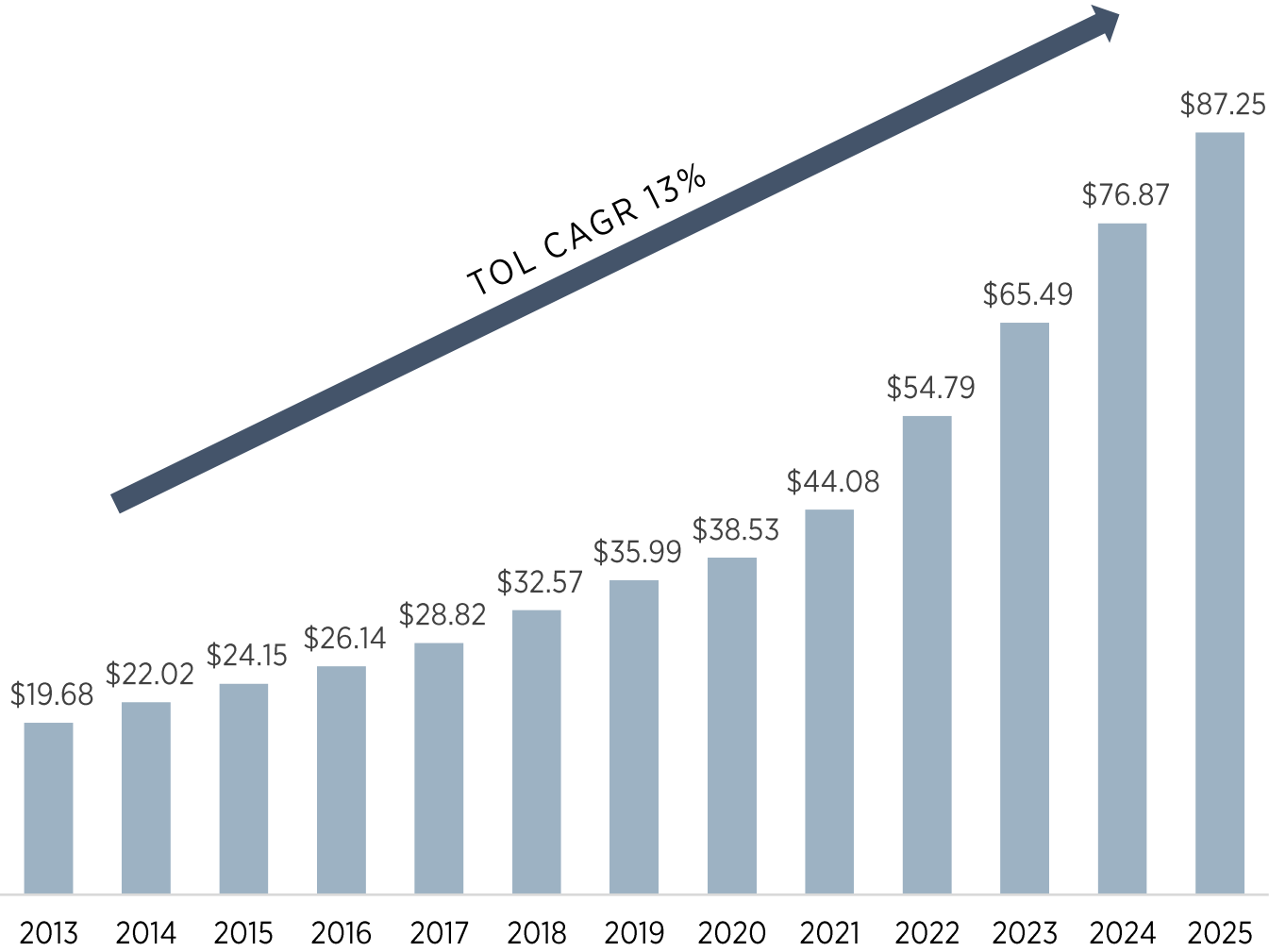
## BUYBACKS & DIVIDENDS

- Consistent repurchaser of shares ~54% since 2016
- Dividend of \$1.00 annually, 6 years in a row of increased dividend

## IMPROVED OPERATIONS

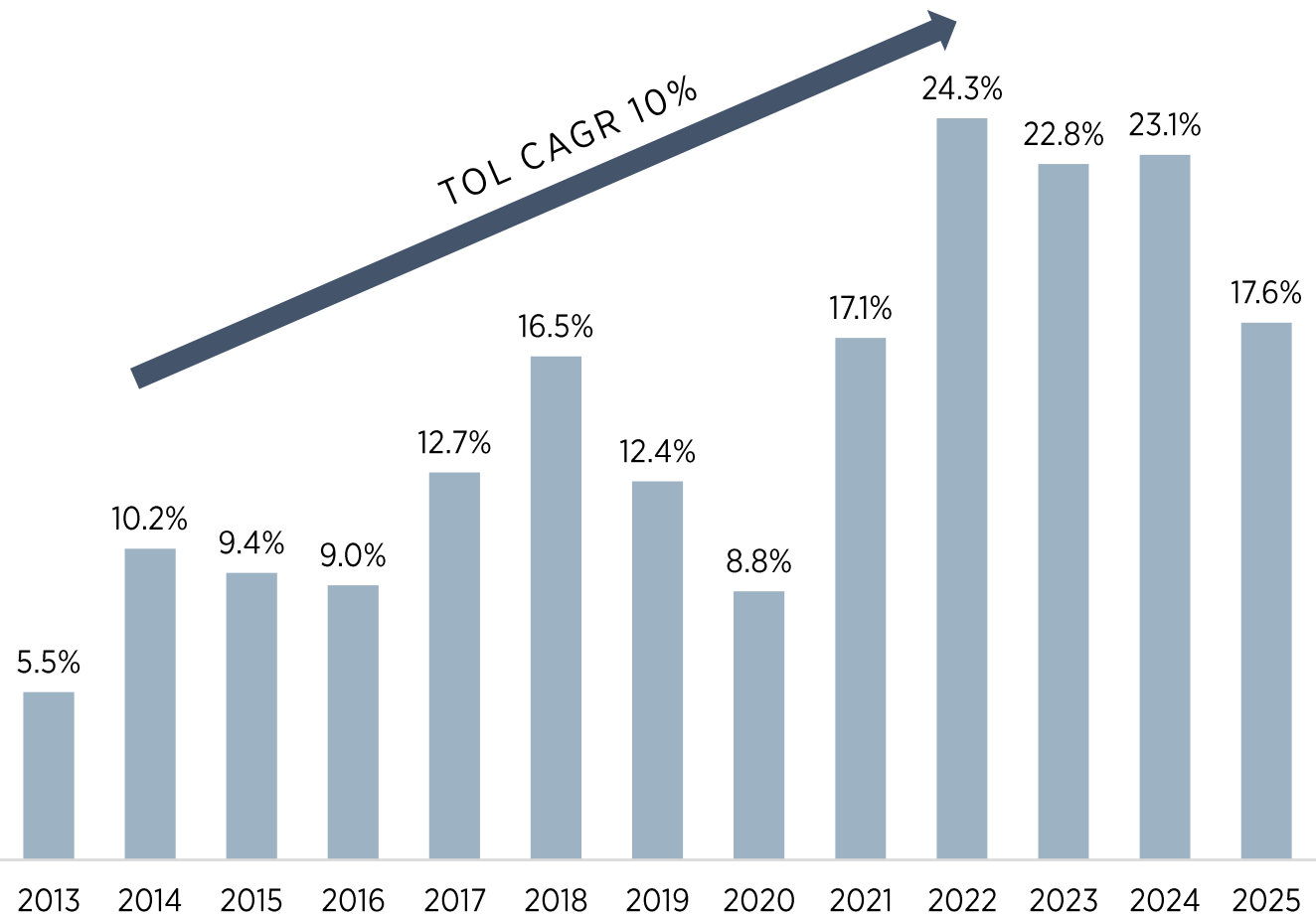
- Optimizing product
- Expanded product & price points
- Consistent cash flow
- Focus on efficiency in SG&A

# BOOK VALUE PER SHARE



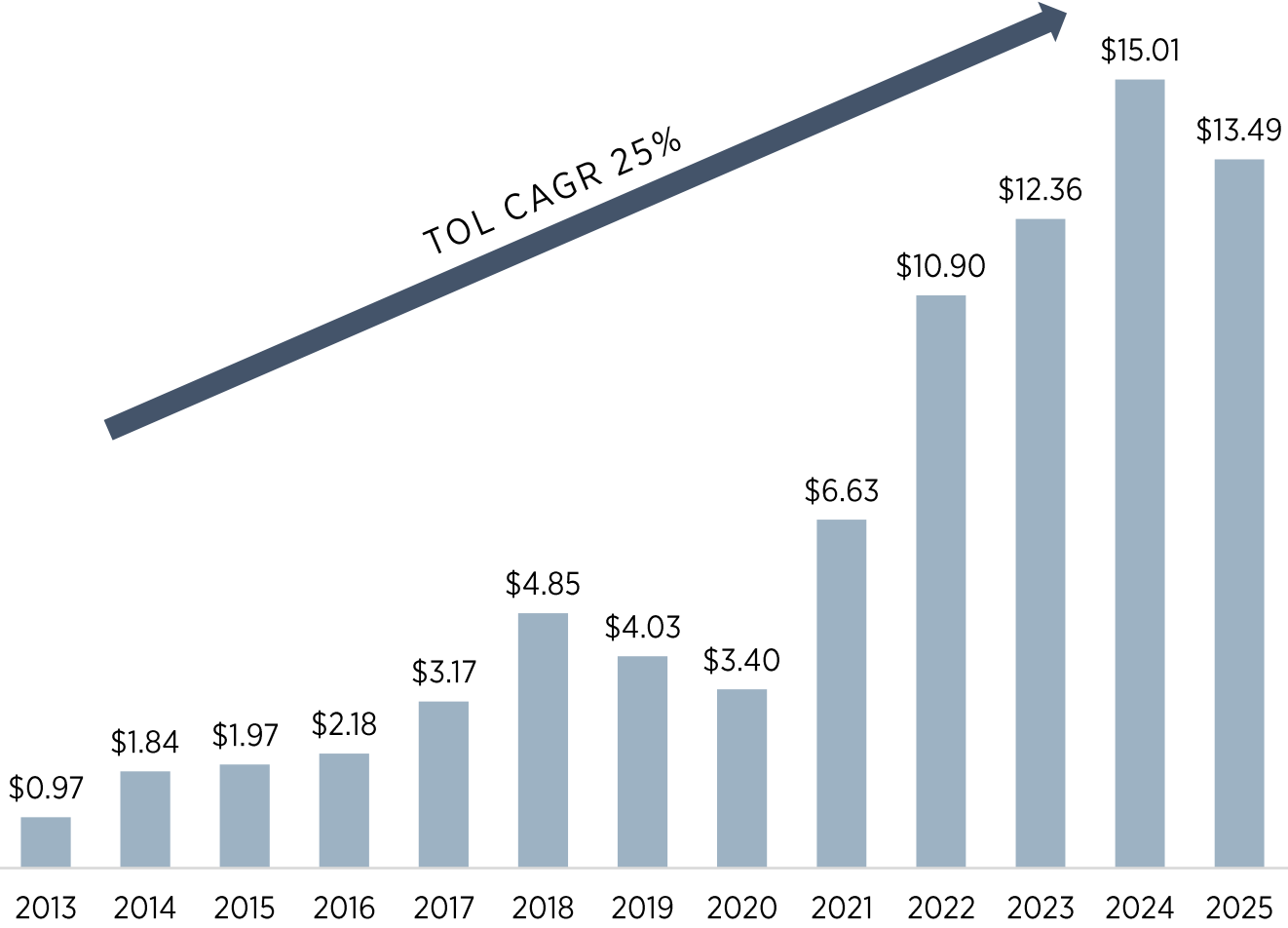
WESTLAKE VISTAS | SARATOGA SPRINGS, UT

# RETURN ON BEGINNING EQUITY



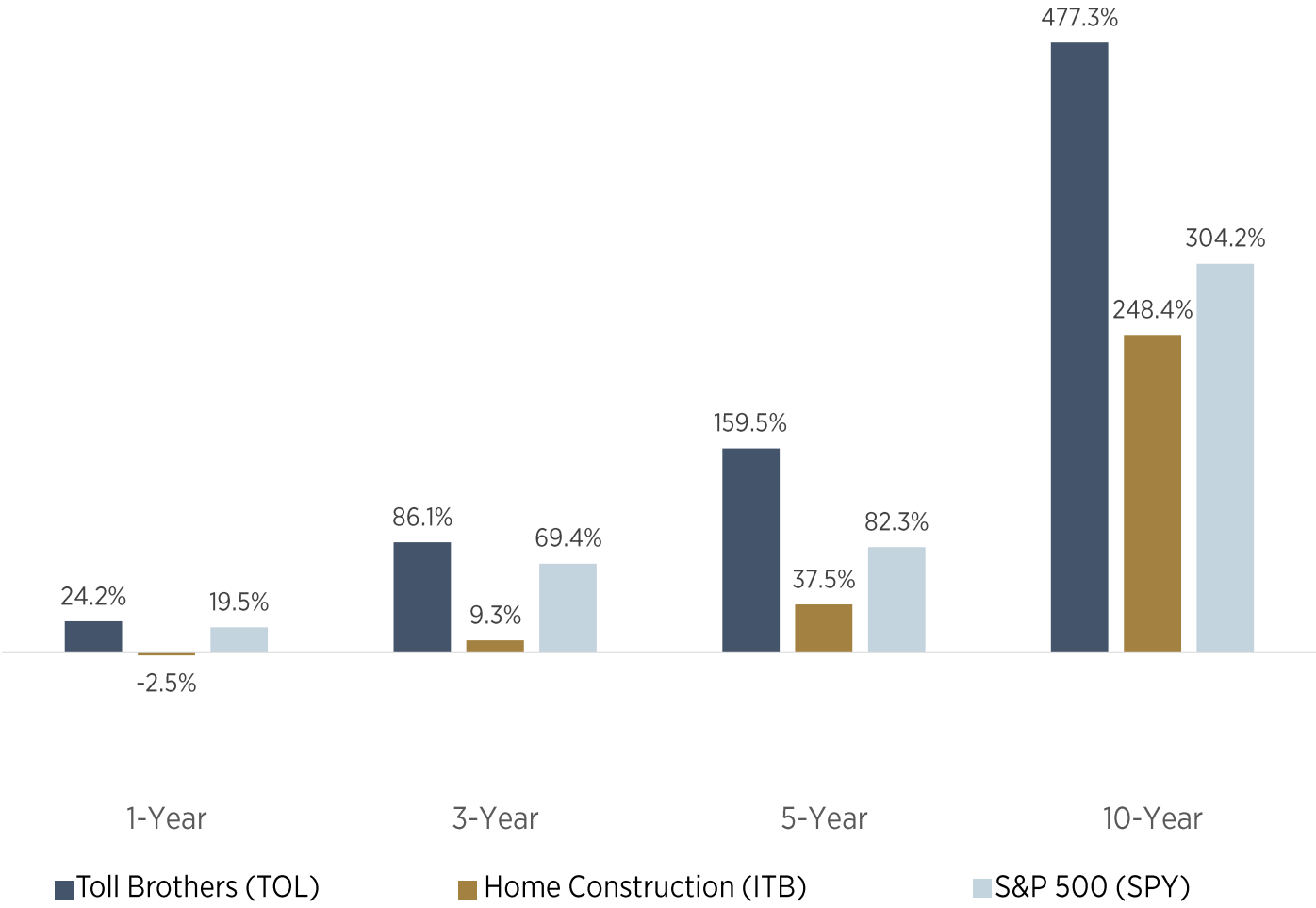
TOLL BROTHERS AT ORCHARD HILLS  
IRVINE, CA

# EARNINGS PER SHARE



MERAVITA AT BOCA RATON | BOCA RATON, FL

# TOTAL SHAREHOLDER RETURN

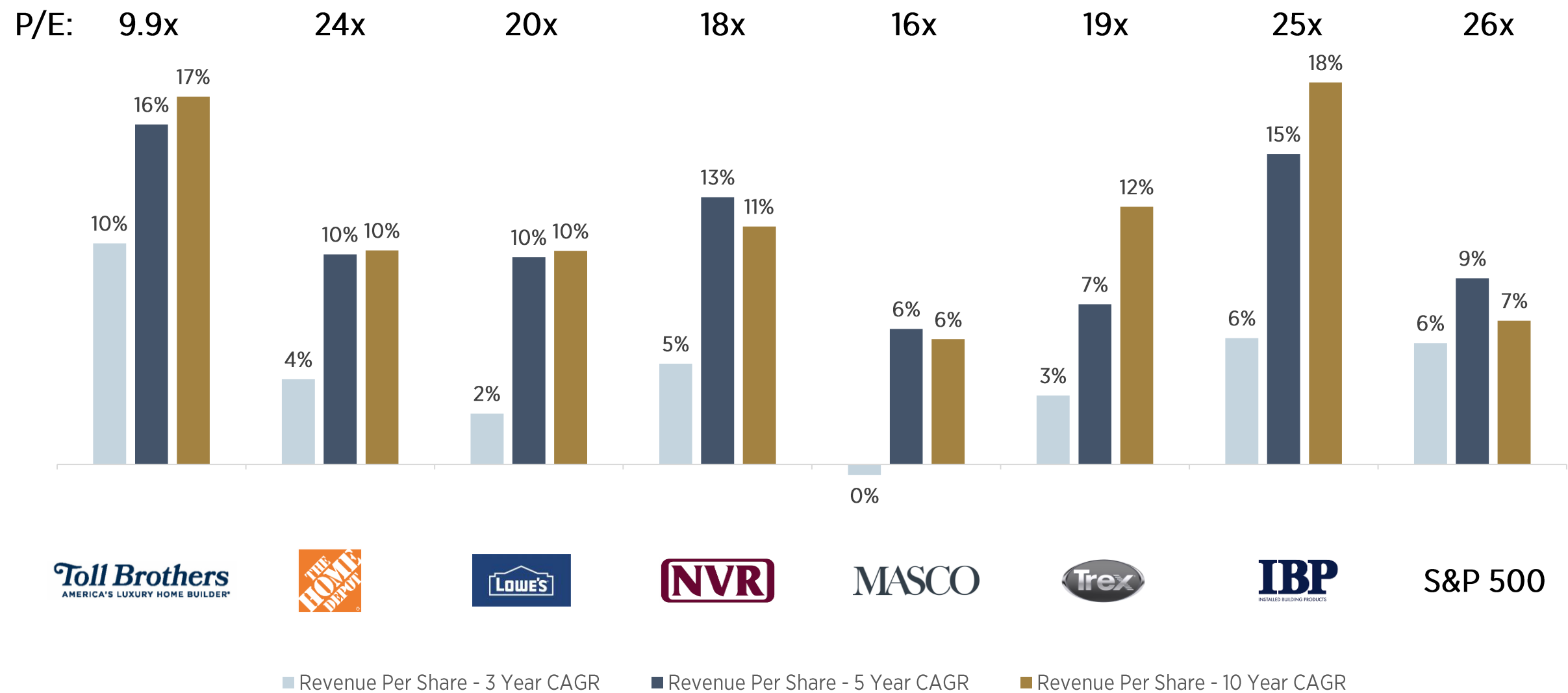


NOTE: As of July 31, 2026, rounded to the nearest whole number

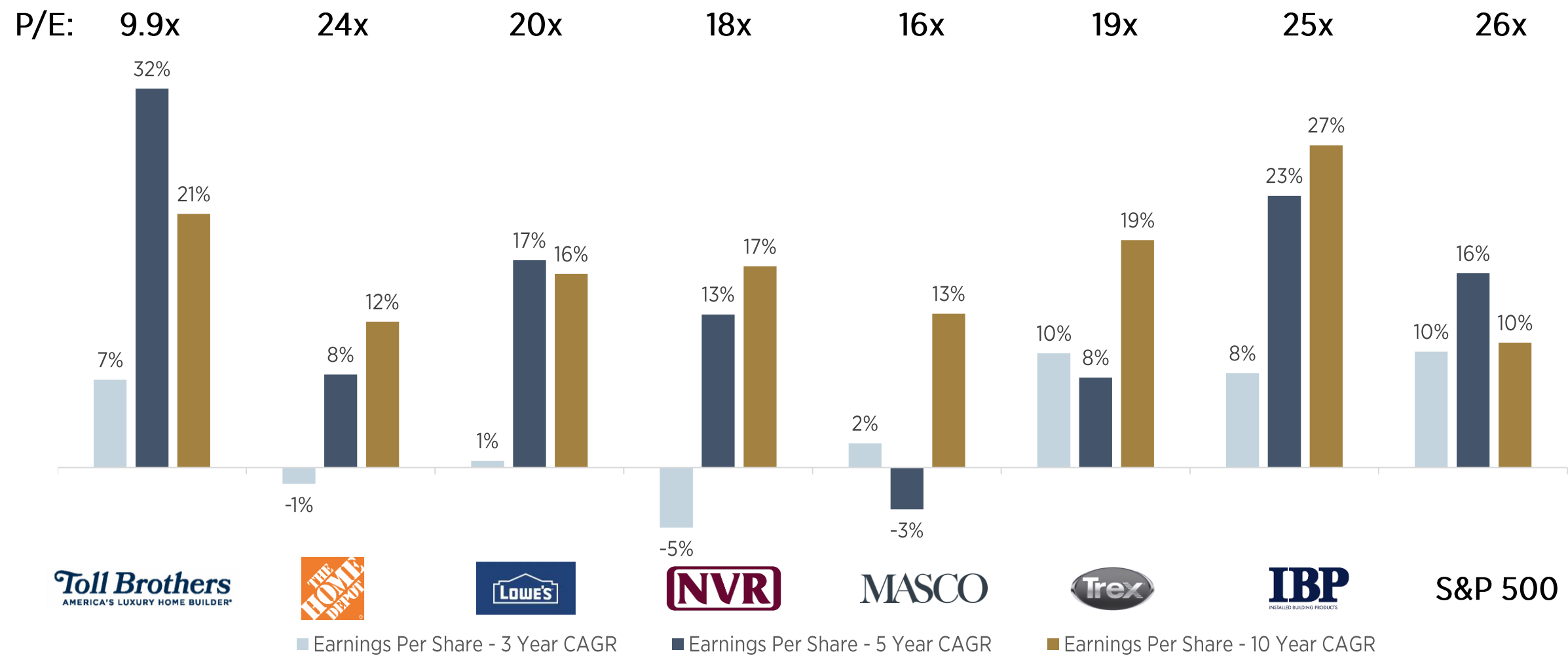


SADDLECREST AT WINDERMERE  
WINDERMERE, FL

# REVENUE PER SHARE GROWTH – A CASE FOR REVALUATION

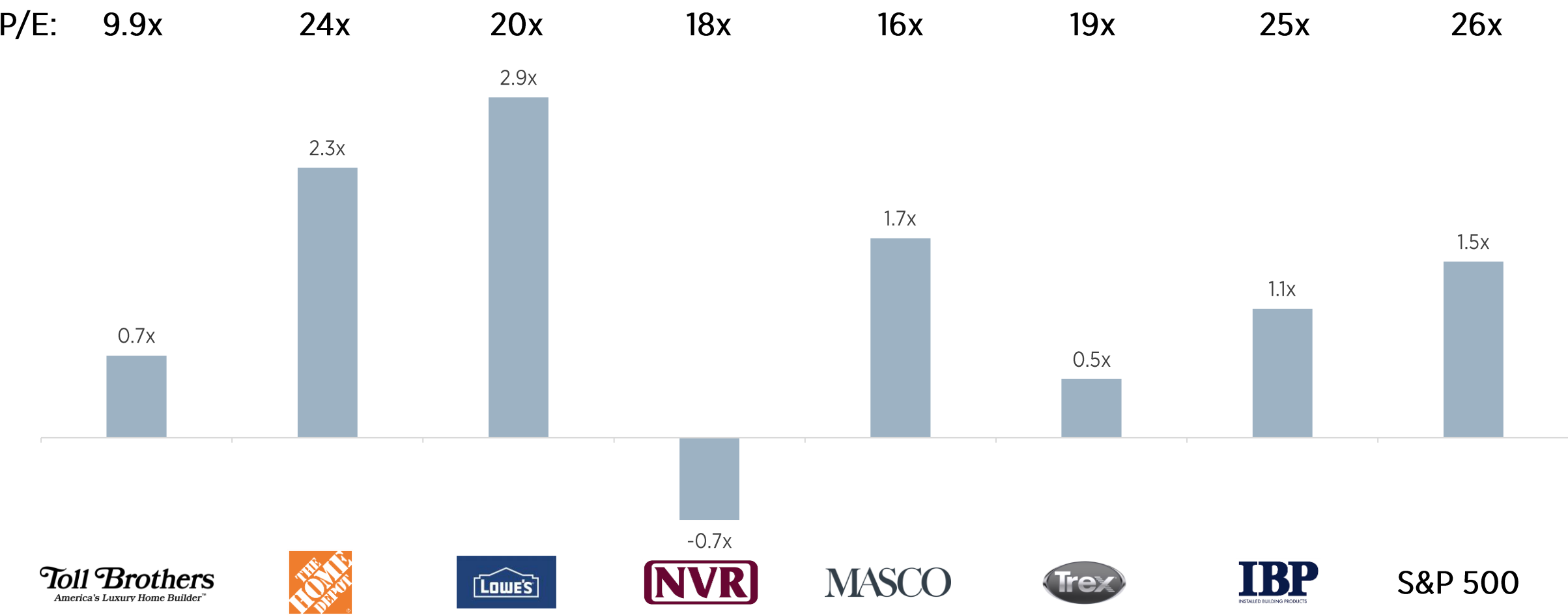


# EARNINGS PER SHARE GROWTH – A CASE FOR REVALUATION



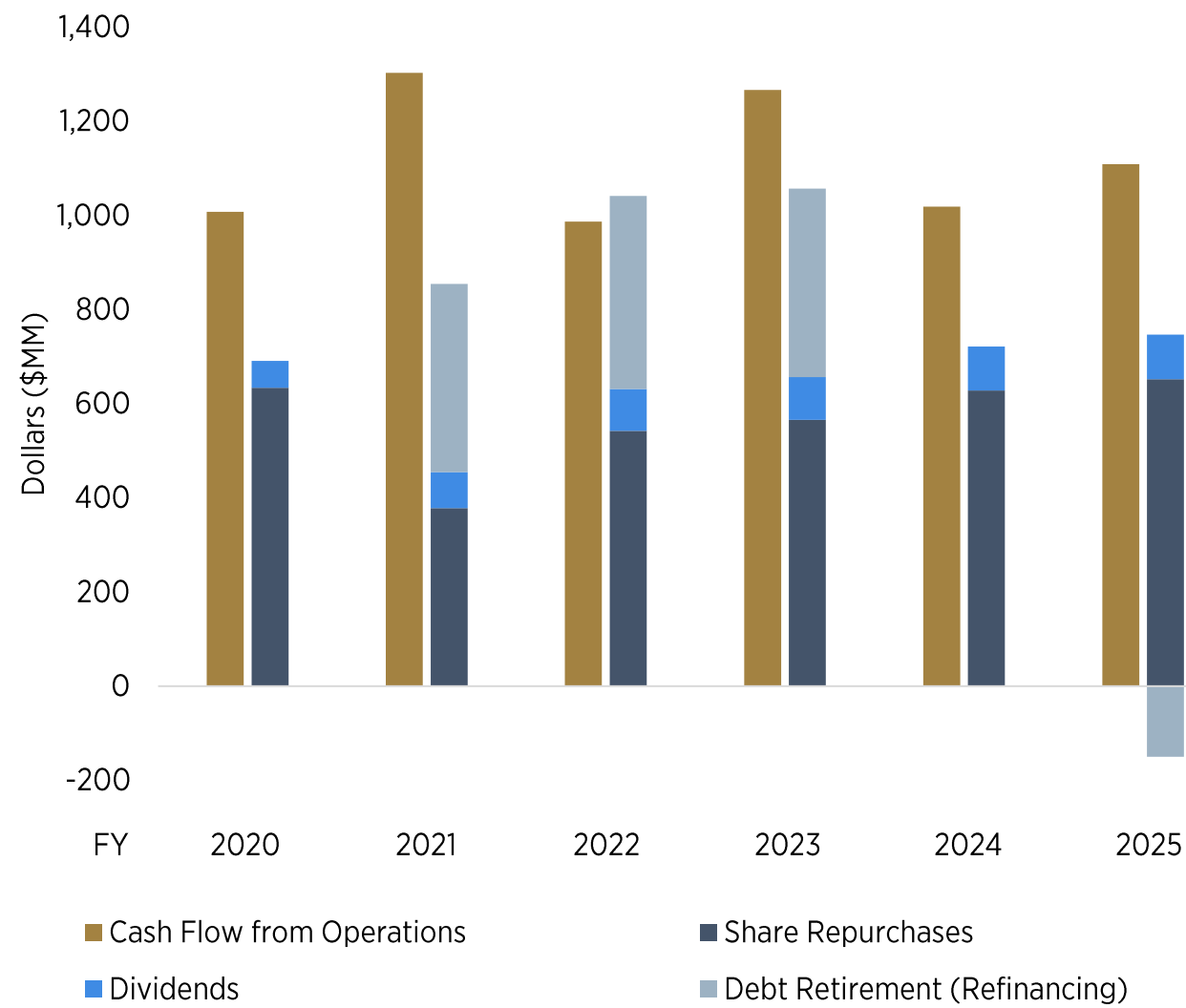
SOURCE: Bloomberg, FY 2025

# LOWER NET DEBT TO EBITDA – A CASE FOR REVALUATION



SOURCE: Bloomberg, FY 2025

# STOCK REPURCHASE / DIVIDEND SUMMARY



TOLL BROTHERS AT SEDONA | SEDONA, AZ

# CONSISTENT GROWTH & PROFITABILITY



TOLL BROTHERS AT SEDONA | SEDONA, AZ

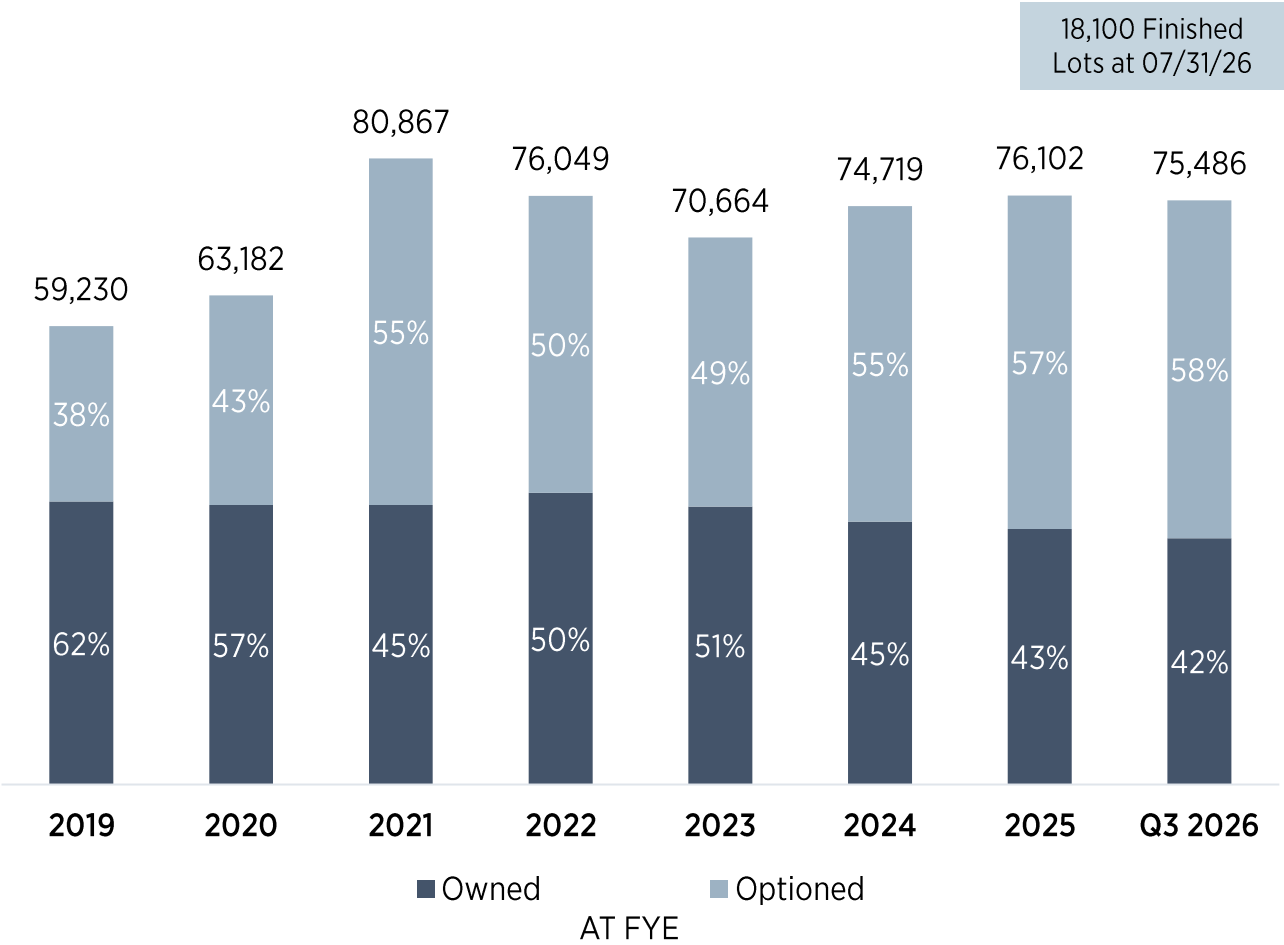
|                                                | FY 2020     | FY 2021     | FY 2022     | FY 2023     | FY 2024      | FY 2025      |
|------------------------------------------------|-------------|-------------|-------------|-------------|--------------|--------------|
| Revenue – Homes Sales (000s)                   | \$6,937,357 | \$8,431,746 | \$9,711,170 | \$9,866,026 | \$10,563,332 | \$10,842,203 |
| Pre-tax Income (000s)                          | \$586,901   | \$1,100,315 | \$1,703,726 | \$1,842,371 | \$2,085,640  | \$1,791,371  |
| Net Income (000s)                              | \$446,624   | \$833,627   | \$1,286,500 | \$1,372,071 | \$1,571,195  | \$1,346,486  |
| Diluted EPS                                    | \$3.40      | \$6.63      | \$10.90     | \$12.36     | \$15.01      | \$13.49      |
| EBITDA (000s)*                                 | \$838,032   | \$1,368,174 | \$1,951,161 | \$2,069,041 | \$2,298,945  | \$1,996,210  |
| Cash & Marketable Securities (000s)            | \$1,370,944 | \$1,638,494 | \$1,346,754 | \$1,300,068 | \$1,303,039  | \$1,258,997  |
| Selling Community Count                        | 317         | 340         | 348         | 370         | 408          | 446          |
| Owned & Optioned Lots                          | 63,182      | 80,867      | 76,049      | 70,664      | 74,719       | 76,102       |
| Adjusted Gross Margin<br>(Ex. Int. & Impair.)* | 23.5%       | 25.0%       | 27.5%       | 28.7%       | 28.4%        | 27.3%        |
| Operating Margin                               | 7.8%        | 11.6%       | 14.7%       | 17.3%       | 18.8%        | 15.7%        |
| JV & Other Income (000s)                       | \$36,641    | \$113,678   | \$195,101   | \$117,616   | \$45,453     | \$70,757     |
| Return on Beginning Stockholders’<br>Equity    | 8.8%        | 17.1%       | 24.3%       | 22.8%       | 23.1%        | 17.6%        |

\*NOTE: Numbers are non-GAAP, see reconciliation on page 27

# SOLID LAND POSITIONS US FOR GROWTH

FOCUSED ON CAPITAL EFFICIENCY

PERCENTAGE OF LOTS OPTIONED VS. OWNED



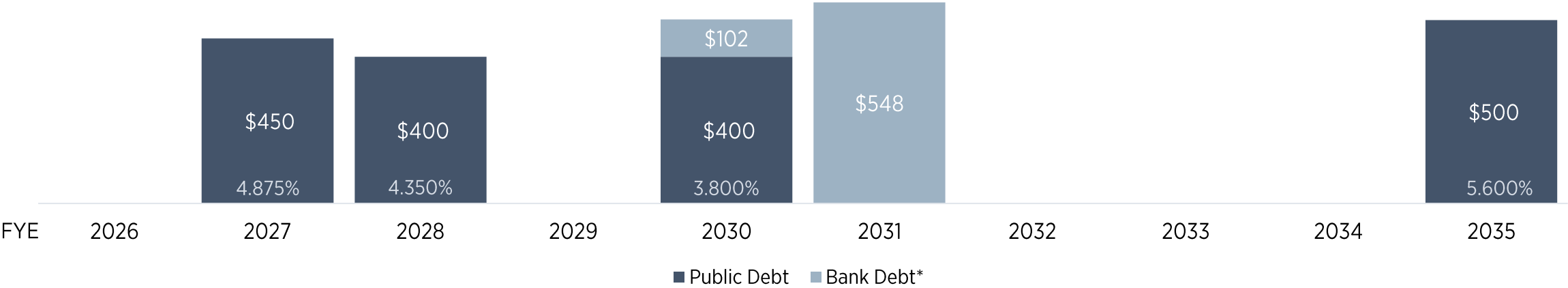
MERION GROVE | QUEEN CREEK, AZ

# DEBT MATURITY PROFILE

AS OF JULY 31, 2026

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

|                       |           |
|-----------------------|-----------|
| Cash & Equivalents    | \$1.06 BN |
| Revolver Availability | \$2.24 BN |
| TOTAL LIQUIDITY       | \$3.30 BN |



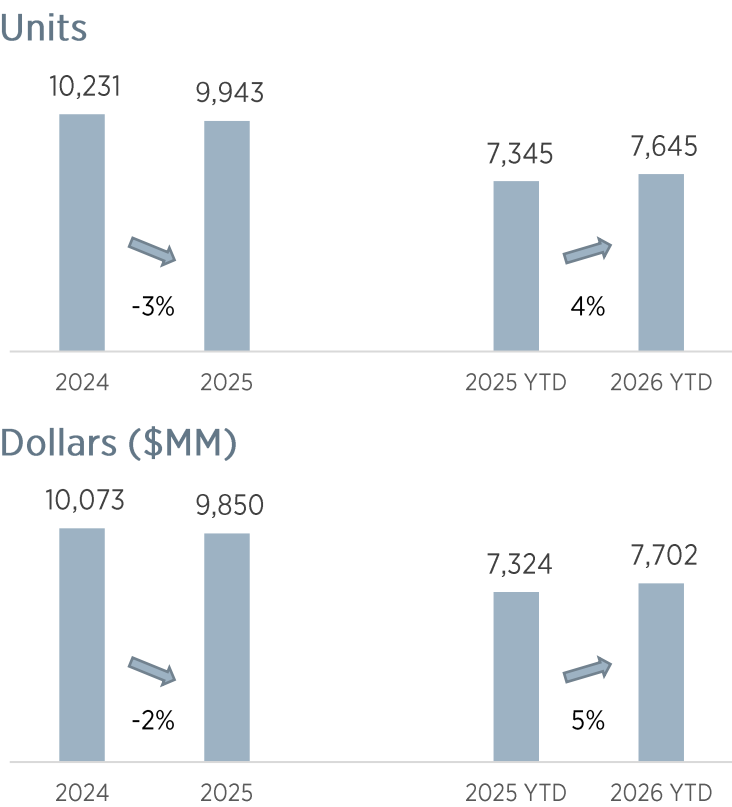
\*NOTE: Bank debt includes our term loan: \$102MM maturing February 2030 and \$548 maturing February 2031; \$2.24BN available under its \$2.375BN credit facility maturing February 2031.

A modern two-story house with large glass windows and doors, illuminated from within. The house features a balcony with a black railing and a potted plant. In the foreground, a large, rectangular swimming pool with a dark interior is lit with blue lights. To the left of the pool is an outdoor seating area with a grey sofa and blue cushions. In the background, a covered outdoor dining area with a wooden table and chairs is visible. The scene is set against a dark blue sky and a rocky hillside.

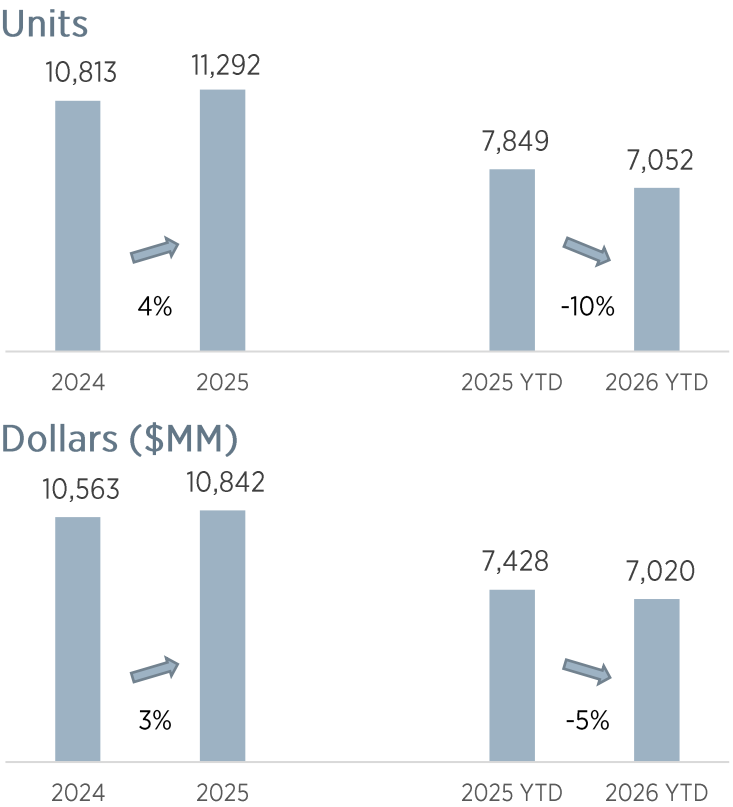
# APPENDIX

# TOLL BROTHERS FINANCIAL HIGHLIGHTS

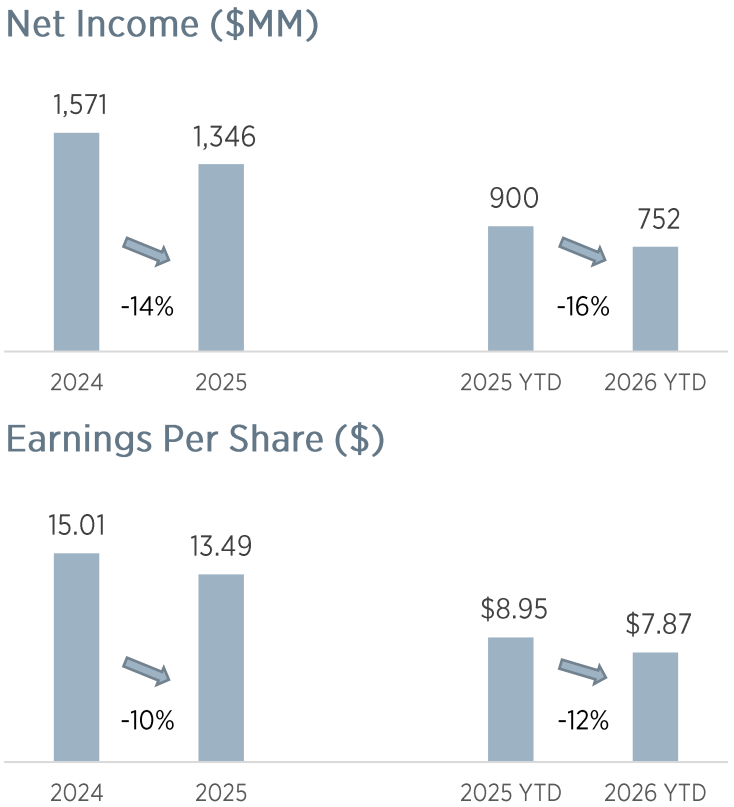
## CONTRACTS



## 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 Q3 2024.

# HOMES UNDER CONSTRUCTION

|                                      | Q1 2024 | Q2 2024 | Q3 2024 | Q4 2024 | Q1 2025 | Q2 2025 | Q3 2025 | Q4 2025 | Q1 2026 | Q2 2026 | Q3 2026 |
|--------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Specs:                               |         |         |         |         |         |         |         |         |         |         |         |
| Completed                            | 778     | 671     | 745     | 862     | 981     | 1,028   | 1,088   | 1,260   | 1,120   | 933     | 895     |
| Incomplete                           | 2,256   | 2,342   | 2,489   | 2,664   | 2,225   | 2,396   | 2,127   | 1,783   | 2,251   | 2,614   | 2,344   |
| Total Specs                          | 3,034   | 3,013   | 3,234   | 3,526   | 3,206   | 3,424   | 3,215   | 3,043   | 3,371   | 3,547   | 3,239   |
|                                      |         |         |         |         |         |         |         |         |         |         |         |
| Future Homesites, Pre-Footing        | 1,345   | 1,499   | 1,656   | 1,908   | 2,663   | 1,952   | 1,830   | 2,242   | 1,587   | 1,670   | 1,719   |
|                                      |         |         |         |         |         |         |         |         |         |         |         |
| Backlog:                             |         |         |         |         |         |         |         |         |         |         |         |
| Pre-Footing                          | 1,555   | 1,416   | 1,314   | 1,546   | 1,412   | 952     | 1,175   | 692     | 1,414   | 1,539   | 1,175   |
| Beyond Footing                       | 5,138   | 5,677   | 5,455   | 4,450   | 4,900   | 5,111   | 4,317   | 3,955   | 3,637   | 3,855   | 4,137   |
| Total Backlog                        | 6,693   | 7,093   | 6,769   | 5,996   | 6,312   | 6,063   | 5,492   | 4,647   | 5,051   | 5,394   | 5,312   |
|                                      |         |         |         |         |         |         |         |         |         |         |         |
| Homes in Process:                    |         |         |         |         |         |         |         |         |         |         |         |
| Homes Under Construction             | 8,172   | 8,690   | 8,689   | 7,976   | 8,106   | 8,535   | 7,532   | 6,998   | 7,008   | 7,402   | 7,376   |
| Pre-Footing (Future Homes + Backlog) | 2,900   | 2,915   | 2,970   | 3,454   | 4,075   | 2,904   | 3,005   | 2,934   | 3,001   | 3,209   | 2,894   |
| Total Homes in Process               | 11,072  | 11,605  | 11,659  | 11,430  | 12,181  | 11,439  | 10,537  | 9,932   | 10,009  | 10,611  | 10,270  |
|                                      |         |         |         |         |         |         |         |         |         |         |         |
| Community Count                      | 377     | 386     | 404     | 408     | 406     | 421     | 420     | 446     | 445     | 459     | 471     |
|                                      |         |         |         |         |         |         |         |         |         |         |         |
| Completed Specs / Community          | 2.1     | 1.7     | 1.8     | 2.1     | 2.4     | 2.4     | 2.6     | 2.8     | 2.5     | 2.0     | 1.9     |
| Total Specs / Community              | 8.0     | 7.8     | 8.0     | 8.6     | 7.9     | 8.1     | 7.7     | 6.8     | 7.6     | 7.7     | 6.9     |

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    | FY 2025    | YTD FY 2026 |
|-------------------------------------------|-----------|-----------|-----------|-----------|------------|------------|-------------|
| Revenues – home sales                     | 6,937,357 | 8,431,746 | 9,711,170 | 9,866,026 | 10,563,332 | 10,842,203 | 7,019,925   |
| Cost of Revenues                          | 5,534,103 | 6,538,454 | 7,237,409 | 7,207,279 | 7,753,351  | 8,069,742  | 5,326,197   |
| Gross Margin                              | 1,403,254 | 1,893,292 | 2,473,761 | 2,658,747 | 2,809,981  | 2,772,461  | 1,693,728   |
| Add: Interest Recognized in cost of sales | 174,375   | 187,237   | 164,831   | 139,410   | 128,962    | 118,085    | 75,244      |
| Inventory write-downs                     | 55,883    | 26,535    | 32,741    | 30,706    | 59,441     | 65,914     | 61,808      |
| Adjusted Gross Margin                     | 1,633,412 | 2,107,064 | 2,671,333 | 2,828,863 | 2,998,384  | 2,956,460  | 1,830,780   |
| Gross Margin as a % of revenue            | 20.2%     | 22.5%     | 25.5%     | 26.9%     | 26.6%      | 25.6%      | 24.1%       |
| Adjusted Gross Margin as a % of revenue   | 23.5%     | 25.0%     | 27.5%     | 28.7%     | 28.4%      | 27.3%      | 26.1%       |
| Pretax Income                             | 586,901   | 1,100,315 | 1,703,726 | 1,842,371 | 2,085,640  | 1,791,371  | 998,720     |
| Add: Interest expense                     | 182,258   | 191,609   | 170,619   | 150,197   | 132,104    | 122,754    | 81,370      |
| Depreciation & Amortization               | 68,873    | 76,250    | 76,816    | 76,473    | 81,201     | 82,085     | 54,427      |
| EBITDA                                    | 838,032   | 1,368,174 | 1,951,161 | 2,069,041 | 2,298,945  | 1,996,210  | 1,134,517   |

NOTE: Amounts in thousands, except percentages