

Toll Brothers' 26-Year Financial Summary 1986–2011

SUMMARY CONSOLIDATED STATEMENT OF OPERATIONS DATA (Amounts in thousands, except per share data)

| Year Ended October 31, | 2011 | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 |
|-----------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Revenues | \$ 1,475,881 | \$ 1,494,771 | \$ 1,755,310 | \$ 3,148,166 | \$ 4,635,093 | \$ 6,115,280 | \$ 5,759,301 | \$ 3,839,451 | \$ 2,731,044 | \$ 2,279,261 | \$ 2,180,469 |
| (Loss) income before income taxes | \$ (29,366) | \$ (117,187) | \$ (496,465) | \$ (466,787) | \$ 70,680 | \$ 1,126,616 | \$ 1,323,128 | \$ 647,432 | \$ 411,153 | \$ 347,318 | \$ 337,889 |
| Net income (loss) | \$ 39,795 | \$ (3,374) | \$ (755,825) | \$ (297,810) | \$ 35,651 | \$ 687,213 | \$ 806,110 | \$ 409,111 | \$ 259,820 | \$ 219,887 | \$ 213,673 |
| Income (loss) per share — Basic | \$ 0.24 | \$ (0.02) | \$ (4.68) | \$ (1.88) | \$ 0.23 | \$ 4.45 | \$ 5.23 | \$ 2.75 | \$ 1.84 | \$ 1.56 | \$ 1.49 |
| Weighted-average number of shares | 167,140 | 165,666 | 161,549 | 158,730 | 155,318 | 154,300 | 154,272 | 148,646 | 141,339 | 140,945 | 143,340 |
| Income (loss) per share — Diluted | \$ 0.24 | \$ (0.02) | \$ (4.68) | \$ (1.88) | \$ 0.22 | \$ 4.17 | \$ 4.78 | \$ 2.52 | \$ 1.72 | \$ 1.46 | \$ 1.38 |
| Weighted-average number of shares | 168,381 | 165,666 | 161,549 | 158,730 | 164,166 | 164,852 | 168,552 | 162,330 | 151,083 | 150,959 | 154,734 |

SUMMARY CONSOLIDATED BALANCE SHEET DATA (Amounts in thousands, except per share data)

| At October 31, | 2011 | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Cash and marketable securities | \$ 1,139,912 | \$ 1,236,927 | \$ 1,908,894 | \$ 1,633,495 | \$ 900,337 | \$ 632,524 | \$ 689,219 | \$ 465,834 | \$ 234,489 | \$ 102,337 | \$ 182,840 |
| Inventory | \$ 3,416,723 | \$ 3,241,725 | \$ 3,183,566 | \$ 4,127,475 | \$ 5,572,655 | \$ 6,095,702 | \$ 5,068,624 | \$ 3,878,260 | \$ 3,080,349 | \$ 2,551,061 | \$ 2,183,541 |
| Total assets | \$ 5,055,246 | \$ 5,171,555 | \$ 5,634,444 | \$ 6,586,836 | \$ 7,220,316 | \$ 7,583,541 | \$ 6,343,840 | \$ 4,905,578 | \$ 3,787,391 | \$ 2,895,365 | \$ 2,532,200 |
| Debt | | | | | | | | | | | |
| Loans payable | \$ 106,556 | \$ 94,491 | \$ 472,854 | \$ 613,594 | \$ 696,814 | \$ 736,934 | \$ 250,552 | \$ 340,380 | \$ 281,697 | \$ 253,194 | \$ 362,712 |
| Senior notes | 1,490,972 | 1,544,110 | 1,587,648 | 1,143,445 | 1,142,306 | 1,141,167 | 1,140,028 | 845,665 | 546,669 | | |
| Subordinated notes | | | 47,872 | 343,000 | 350,000 | 350,000 | 350,000 | 450,000 | 620,000 | 819,663 | 669,581 |
| Mortgage warehouse line | 57,409 | 72,367 | 27,015 | 37,867 | 76,730 | 119,705 | 89,674 | 92,053 | 49,939 | 48,996 | 24,754 |
| Collateralized mortgage obligations | | | | | | | | | | | |
| Total | \$ 1,654,937 | \$ 1,710,968 | \$ 2,135,389 | \$ 2,137,906 | \$ 2,265,850 | \$ 2,347,806 | \$ 1,830,254 | \$ 1,728,098 | \$ 1,498,305 | \$ 1,121,853 | \$ 1,057,047 |
| Equity | \$ 2,592,551 | \$ 2,559,013 | \$ 2,516,482 | \$ 3,237,653 | \$ 3,535,245 | \$ 3,423,629 | \$ 2,767,511 | \$ 1,919,987 | \$ 1,476,628 | \$ 1,129,509 | \$ 912,583 |
| Number of shares outstanding | 165,729 | 166,408 | 164,725 | 160,369 | 157,008 | 153,899 | 154,943 | 149,642 | 146,644 | 140,432 | 139,112 |
| Book value per share | \$ 15.64 | \$ 15.38 | \$ 15.28 | \$ 20.19 | \$ 22.52 | \$ 22.25 | \$ 17.86 | \$ 12.83 | \$ 10.07 | \$ 8.04 | \$ 6.56 |
| Return on beginning stockholders' equity | 1.6% | (0.1%) | (23.3%) | (8.4%) | 1.0% | 24.9% | 42.0% | 27.7% | 23.0% | 24.1% | 28.7% |

HOME DATA

| Year Ended October 31, | 2011 | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Number of homes closed ⁽¹⁾ | 2,611 | 2,642 | 2,965 | 4,743 | 6,687 | 8,601 | 8,769 | 6,627 | 4,911 | 4,430 | 4,358 |
| Sales value of homes closed (in 000s) ⁽¹⁾ | \$ 1,475,881 | \$ 1,494,771 | \$ 1,755,310 | \$ 3,106,291 | \$ 4,495,600 | \$ 5,945,169 | \$ 5,759,301 | \$ 3,839,451 | \$ 2,731,044 | \$ 2,279,261 | \$ 2,180,469 |
| Revenues — Percentage of completion (in 000s) | — | — | — | 41,873 | 139,493 | 170,111 | | | | | |
| Number of homes contracted | 2,784 | 2,605 | 2,450 | 2,927 | 4,440 | 6,164 | 10,372 | 8,684 | 6,132 | 5,070 | 4,314 |
| Sales value of homes contracted (in 000s) | \$ 1,604,827 | \$ 1,472,030 | \$ 1,304,656 | \$ 1,608,191 | \$ 3,010,013 | \$ 4,460,734 | \$ 7,152,463 | \$ 5,641,454 | \$ 3,475,992 | \$ 2,734,457 | \$ 2,158,536 |
| At October 31, | 2011 | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 |
| Number of homes in backlog | 1,667 | 1,494 | 1,531 | 2,046 | 3,950 | 6,533 | 8,805 | 6,709 | 4,652 | 3,342 | 2,702 |
| Sales value of homes in backlog (in 000s) ⁽²⁾ | \$ 981,052 | \$ 852,106 | \$ 874,837 | \$ 1,325,491 | \$ 2,854,435 | \$ 4,488,400 | \$ 6,014,648 | \$ 4,433,895 | \$ 2,631,900 | \$ 1,858,784 | \$ 1,403,588 |
| Number of selling communities | 215 | 195 | 200 | 273 | 315 | 300 | 230 | 220 | 200 | 170 | 155 |
| Home sites | | | | | | | | | | | |
| Owned | 30,199 | 28,891 | 26,872 | 32,081 | 37,139 | 41,808 | 35,838 | 29,804 | 29,081 | 25,822 | 25,981 |
| Optioned | 7,298 | 5,961 | 5,045 | 7,703 | 22,112 | 31,960 | 47,288 | 30,385 | 18,977 | 15,022 | 13,165 |
| Total | 37,497 | 34,852 | 31,917 | 39,784 | 59,251 | 73,768 | 83,126 | 60,189 | 48,058 | 40,844 | 39,146 |

(1) Excludes 88 units with an aggregate delivered value of \$86.1 million in fiscal 2008 and 336 units with an aggregate delivered value of \$263.3 million in fiscal 2007 that were accounted for using the percentage of completion accounting method.

(2) Net of \$55.2 million and \$170.1 million of revenues recognized in fiscal 2007 and 2006, respectively, under the percentage of completion accounting method.

| | 2000 | 1999 | 1998 | 1997 | 1996 | 1995 | 1994 | 1993 | 1992 | 1991 | 1990 | 1989 | 1988 | 1987 | 1986 |
|--|--------------|--------------|--------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | \$ 1,762,930 | \$ 1,438,171 | \$ 1,206,290 | \$ 968,253 | \$ 759,303 | \$ 643,017 | \$ 501,822 | \$ 392,560 | \$ 279,841 | \$ 175,971 | \$ 198,336 | \$ 176,864 | \$ 197,027 | \$ 134,856 | \$ 124,641 |
| | \$ 230,966 | \$ 160,432 | \$ 132,523 | \$ 103,215 | \$ 85,793 | \$ 79,439 | \$ 56,840 | \$ 42,820 | \$ 27,493 | \$ 8,444 | \$ 16,801 | \$ 21,520 | \$ 40,803 | \$ 33,346 | \$ 23,718 |
| | \$ 145,943 | \$ 101,566 | \$ 84,704 | \$ 65,075 | \$ 53,744 | \$ 49,932 | \$ 36,177 | \$ 28,058 | \$ 16,538 | \$ 5,013 | \$ 9,988 | \$ 13,127 | \$ 24,074 | \$ 17,173 | \$ 11,861 |
| | \$ 1.01 | \$ 0.69 | \$ 0.58 | \$ 0.48 | \$ 0.40 | \$ 0.37 | \$ 0.27 | \$ 0.21 | \$ 0.13 | \$ 0.04 | \$ 0.08 | \$ 0.11 | \$ 0.20 | \$ 0.14 | \$ 0.11 |
| | 145,075 | 146,756 | 153,441 | 136,508 | 135,460 | 134,040 | 133,592 | 132,924 | 132,088 | 124,992 | 118,856 | 119,776 | 120,612 | 121,540 | 111,812 |
| | \$ 0.98 | \$ 0.68 | \$ 0.55 | \$ 0.44 | \$ 0.36 | \$ 0.34 | \$ 0.25 | \$ 0.21 | \$ 0.12 | \$ 0.04 | \$ 0.08 | \$ 0.11 | \$ 0.20 | \$ 0.14 | \$ 0.11 |
| | 149,651 | 149,744 | 153,441 | 149,049 | 147,516 | 145,440 | 142,620 | 133,868 | 132,936 | 125,648 | 118,856 | 119,880 | 120,612 | 121,540 | 111,812 |

| | 2000 | 1999 | 1998 | 1997 | 1996 | 1995 | 1994 | 1993 | 1992 | 1991 | 1990 | 1989 | 1988 | 1987 | 1986 |
|--|--------------|--------------|--------------|--------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | \$ 161,860 | \$ 96,484 | \$ 80,143 | \$ 147,575 | \$ 22,891 | \$ 27,772 | \$ 38,026 | \$ 32,329 | \$ 33,407 | \$ 31,475 | \$ 10,379 | \$ 9,160 | \$ 27,110 | \$ 18,009 | \$ 14,720 |
| | \$ 1,712,383 | \$ 1,443,282 | \$ 1,111,863 | \$ 921,595 | \$ 772,471 | \$ 623,830 | \$ 506,347 | \$ 402,515 | \$ 287,844 | \$ 222,775 | \$ 240,155 | \$ 256,934 | \$ 206,593 | \$ 143,894 | \$ 66,543 |
| | \$ 2,030,254 | \$ 1,668,062 | \$ 1,254,468 | \$ 1,118,626 | \$ 837,926 | \$ 692,457 | \$ 586,893 | \$ 475,998 | \$ 384,836 | \$ 312,424 | \$ 316,534 | \$ 348,163 | \$ 256,611 | \$ 181,765 | \$ 108,185 |
| | \$ 326,537 | \$ 213,317 | \$ 182,292 | \$ 189,579 | \$ 132,109 | \$ 59,057 | \$ 17,506 | \$ 24,779 | \$ 25,756 | \$ 49,943 | \$ 71,707 | \$ 95,508 | \$ 74,048 | \$ 55,545 | \$ 12,474 |
| | 469,499 | 469,418 | 269,296 | 319,924 | 208,415 | 221,226 | 227,969 | 174,442 | 128,854 | 55,513 | 61,474 | 69,681 | 69,635 | 29,967 | 29,963 |
| | | 1,145 | 1,384 | 2,577 | 2,816 | 3,912 | 4,686 | 10,810 | 24,403 | 39,864 | 45,988 | 52,617 | | 382 | 5,969 |
| | \$ 796,036 | \$ 683,880 | \$ 452,972 | \$ 512,080 | \$ 343,340 | \$ 284,195 | \$ 250,161 | \$ 210,031 | \$ 179,013 | \$ 145,320 | \$ 179,169 | \$ 217,806 | \$ 143,683 | \$ 85,894 | \$ 48,406 |
| | \$ 745,145 | \$ 616,334 | \$ 525,756 | \$ 385,252 | \$ 314,677 | \$ 256,659 | \$ 204,176 | \$ 167,136 | \$ 136,605 | \$ 118,195 | \$ 94,959 | \$ 85,832 | \$ 73,305 | \$ 48,842 | \$ 31,405 |
| | 143,580 | 145,814 | 147,742 | 137,102 | 135,674 | 134,552 | 133,692 | 133,276 | 132,348 | 131,248 | 118,736 | 119,652 | 120,168 | 120,268 | 119,972 |
| | \$ 5.19 | \$ 4.23 | \$ 3.56 | \$ 2.81 | \$ 2.32 | \$ 1.91 | \$ 1.53 | \$ 1.25 | \$ 1.03 | \$ 0.90 | \$ 0.80 | \$ 0.72 | \$ 0.61 | \$ 0.41 | \$ 0.26 |
| | 23.7% | 19.3% | 22.0% | 20.7% | 20.9% | 24.5% | 21.7% | 20.6% | 14.0% | 5.3% | 11.7% | 18.0% | 49.3% | 54.7% | 122.5% |

| | 2000 | 1999 | 1998 | 1997 | 1996 | 1995 | 1994 | 1993 | 1992 | 1991 | 1990 | 1989 | 1988 | 1987 | 1986 |
|--|--------------|--------------|--------------|--------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | 3,945 | 3,555 | 3,099 | 2,517 | 2,109 | 1,825 | 1,583 | 1,324 | 1,019 | 676 | 727 | 676 | 778 | 674 | 802 |
| | \$ 1,762,930 | \$ 1,438,171 | \$ 1,206,290 | \$ 968,253 | \$ 759,303 | \$ 643,017 | \$ 501,822 | \$ 392,560 | \$ 279,841 | \$ 175,971 | \$ 198,336 | \$ 176,864 | \$ 197,027 | \$ 134,856 | \$ 124,641 |
| | 4,364 | 3,799 | 3,387 | 2,701 | 2,398 | 1,846 | 1,716 | 1,595 | 1,202 | 863 | 612 | 704 | 656 | 756 | 832 |
| | \$ 2,134,522 | \$ 1,627,849 | \$ 1,383,093 | \$ 1,069,279 | \$ 884,677 | \$ 660,467 | \$ 586,941 | \$ 490,883 | \$ 342,811 | \$ 230,324 | \$ 163,975 | \$ 185,255 | \$ 162,504 | \$ 190,680 | \$ 133,369 |
| | 2,746 | 2,327 | 1,892 | 1,551 | 1,367 | 1,078 | 1,025 | 892 | 621 | 438 | 251 | 366 | 338 | 460 | 378 |
| | \$ 1,425,521 | \$ 1,053,929 | \$ 814,714 | \$ 627,220 | \$ 526,194 | \$ 400,820 | \$ 370,560 | \$ 285,441 | \$ 187,118 | \$ 124,148 | \$ 69,795 | \$ 104,156 | \$ 95,765 | \$ 130,288 | \$ 74,194 |
| | 146 | 140 | 122 | 116 | 100 | 97 | 80 | 67 | 62 | 42 | 41 | 40 | 26 | 21 | 15 |
| | 22,275 | 23,163 | 15,578 | 12,820 | 12,065 | 9,542 | 6,779 | 5,744 | 5,633 | 3,974 | 4,548 | 5,075 | 4,724 | 2,147 | 1,461 |
| | 10,843 | 11,268 | 14,803 | 9,145 | 5,237 | 5,042 | 4,445 | 4,271 | 3,592 | 3,281 | 2,117 | 2,832 | 4,041 | 7,141 | 4,853 |
| | 33,118 | 34,431 | 30,381 | 21,965 | 17,302 | 14,584 | 11,224 | 10,015 | 9,225 | 7,255 | 6,665 | 7,907 | 8,765 | 9,288 | 6,314 |