

Investor Presentation

2022 Second Quarter

GREEN BRICK PARTNERS

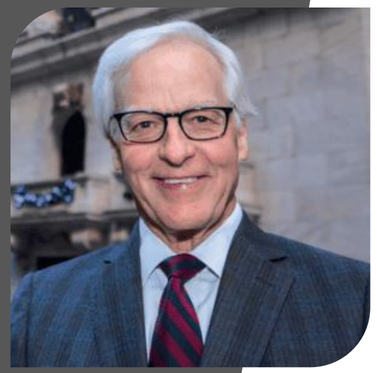


Forward Looking Statements

This presentation and our earnings call contain "forward-looking statements" within the meaning of the Private Securities Litigation Act of 1995. These statements concern expectations, beliefs, projections, plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts and typically include the words "anticipate," "believe," "consider," "estimate," "expect," "feel," "intend," "plan," "predict," "seek," "strategy," "target," "will" or other words of similar meaning. Forward-looking statements in this press release and in our earnings call include statements regarding (i) our positioning in a rising interest rate environment; (ii) our focus on delivering industry-leading risk-adjusted returns; (iii) our expectation to sustain our industry-leading margins and strong financial performance through the remainder of 2022; (iv) our belief that our land position will position us to grow our business in 2022 and beyond; (v) our belief regarding demand for single family homes and that we operate in the most advantageous markets in the U.S.; (vi) our expectation to continue to provide favorable returns on equity to our shareholders, (vii) our strategy for growth, the drivers of that growth, and the impact on our future results; and (viii) our ability to capitalize on market opportunities and the impact on our results, including trends related to the build-to-rent sector, single-family starts, and buyer preferences. These forward-looking statements reflect our current views about future events and involve estimates and assumptions which may be affected by risks and uncertainties in our business, as well as other external factors, which could cause future results to materially differ from those expressed or implied in any forward-looking statement. These risks include, but are not limited to: (1) changes in macroeconomic conditions, including increasing interest rates, inflation, and the COVID-19 pandemic that could adversely impact demand for new homes or the ability of potential buyers to qualify; (2) general economic conditions, seasonality, cyclicality and competition in the homebuilding industry; (3) shortages, delays or increased costs of raw materials and increased demand for materials, or increases in other operating costs, including costs related to labor, real estate taxes and insurance, which in each case exceed our ability to increase prices; (4) a shortage of qualified labor; (5) an inability to acquire land in our current and new markets at anticipated prices or difficulty in obtaining land-use entitlements; (6) our inability to successfully execute our strategies, including an inability to grow our operations or expand our Trophy brand; (7) our inability to implement new strategic investments; (8) a failure to recruit, retain or develop highly skilled and competent employees; (9) government regulation risks; (10) a lack of availability or volatility of mortgage financing; (11) severe weather events or natural disasters; (12) difficulty in obtaining sufficient capital to fund our growth; (13) our ability to meet our debt service obligations; (14) a decline in the value of our inventories and resulting write-downs of the carrying value of our real estate assets and; (15) changes in accounting standards that adversely affect our reported earnings or financial condition. For a more detailed discussion of these and other risks and uncertainties applicable to Green Brick please see our most recent Annual Report on Form 10-K filed with the Securities and Exchange Commission.

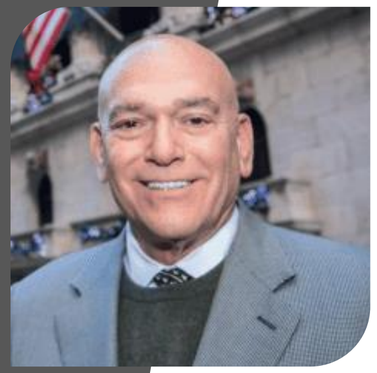
GREEN BRICK
PARTNERS

Management Presenters



Jim Brickman

Chief Executive Officer
and Co-Founder



Rick Costello

Chief Financial Officer



Jed Dolson

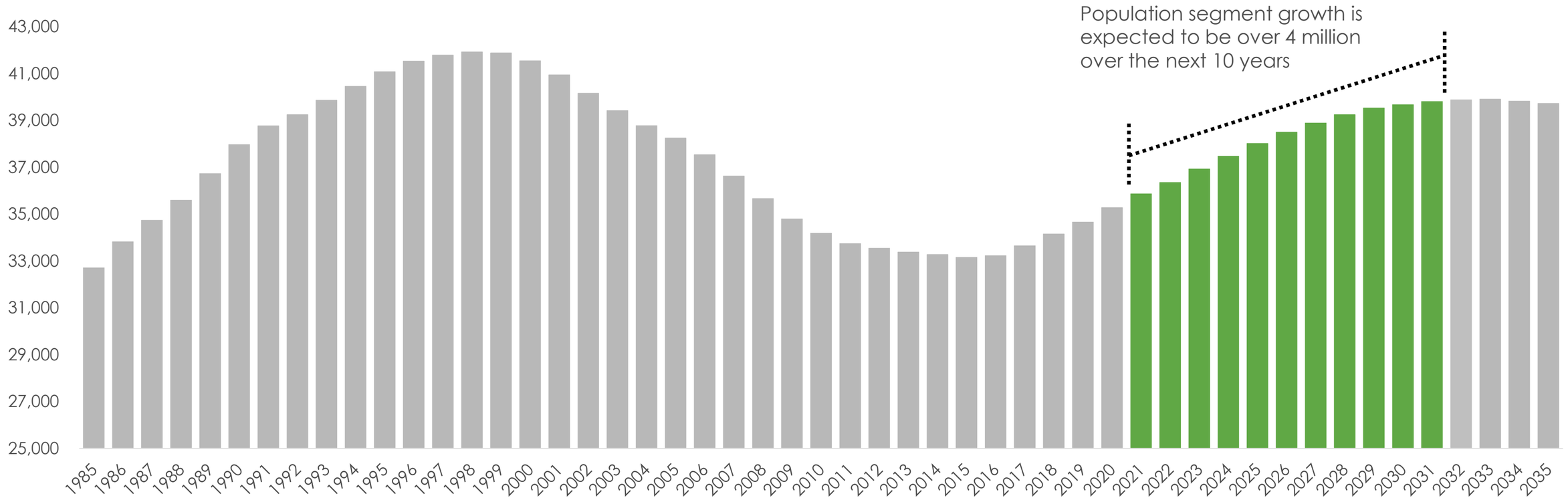
Chief Operating Officer and
Executive Vice President

GREEN BRICK
PARTNERS

Millennials Entering Prime Home Buying Age

With the 35-44 year-old demographic considered the most active homebuyer, growth of this buyer segment indicates future strong demand

Population Of 35-44 Year-Olds In The U.S. Based On Ten-Year Trailing Birth Rates



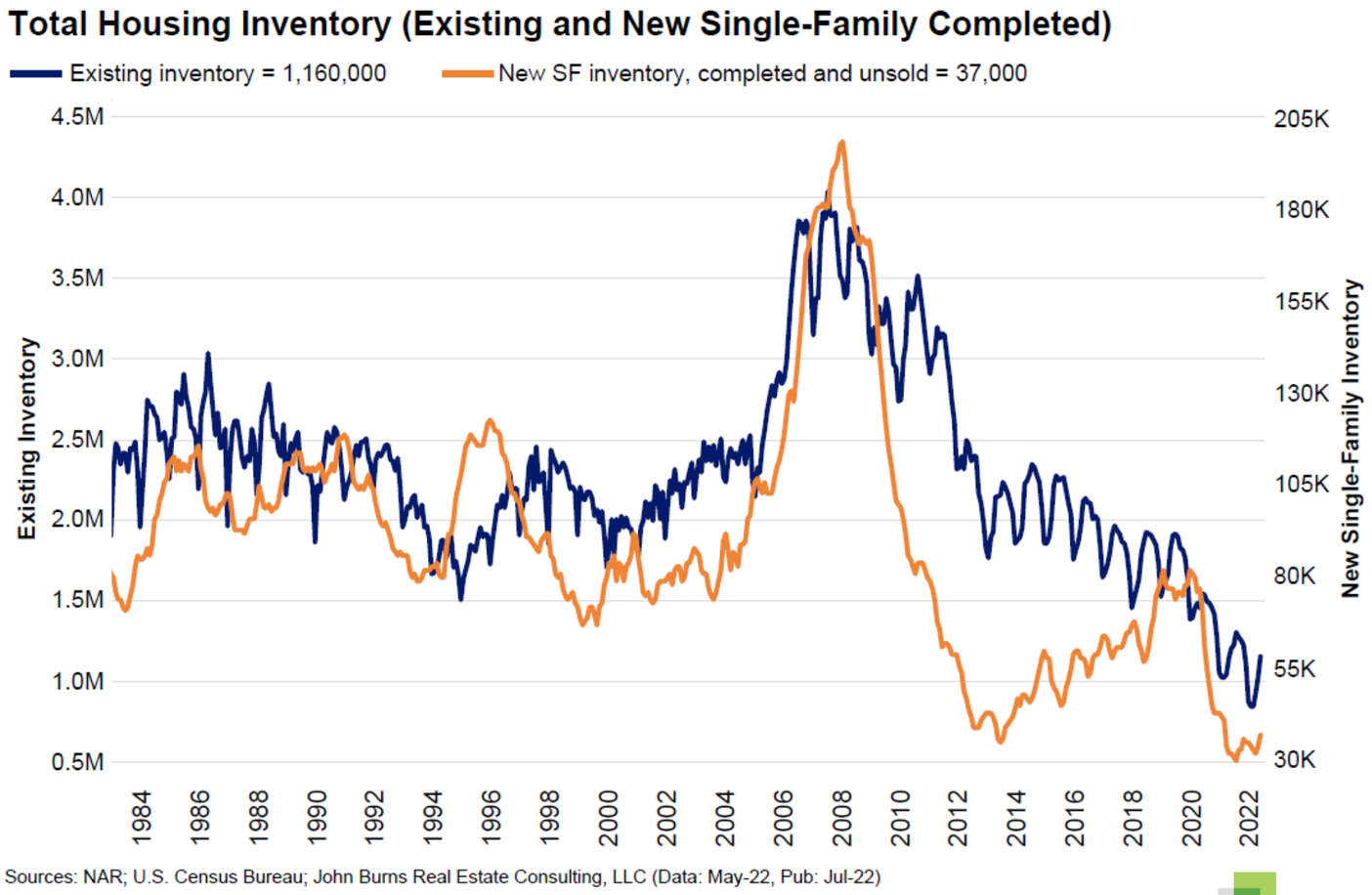
Source: United States Centers for Disease Control and Prevention, National Center for Health Statistics

GREEN BRICK PARTNERS



Single-Family Inventory Near Historical Lows

Both existing and new single-family home inventory remain near all-time lows across the country

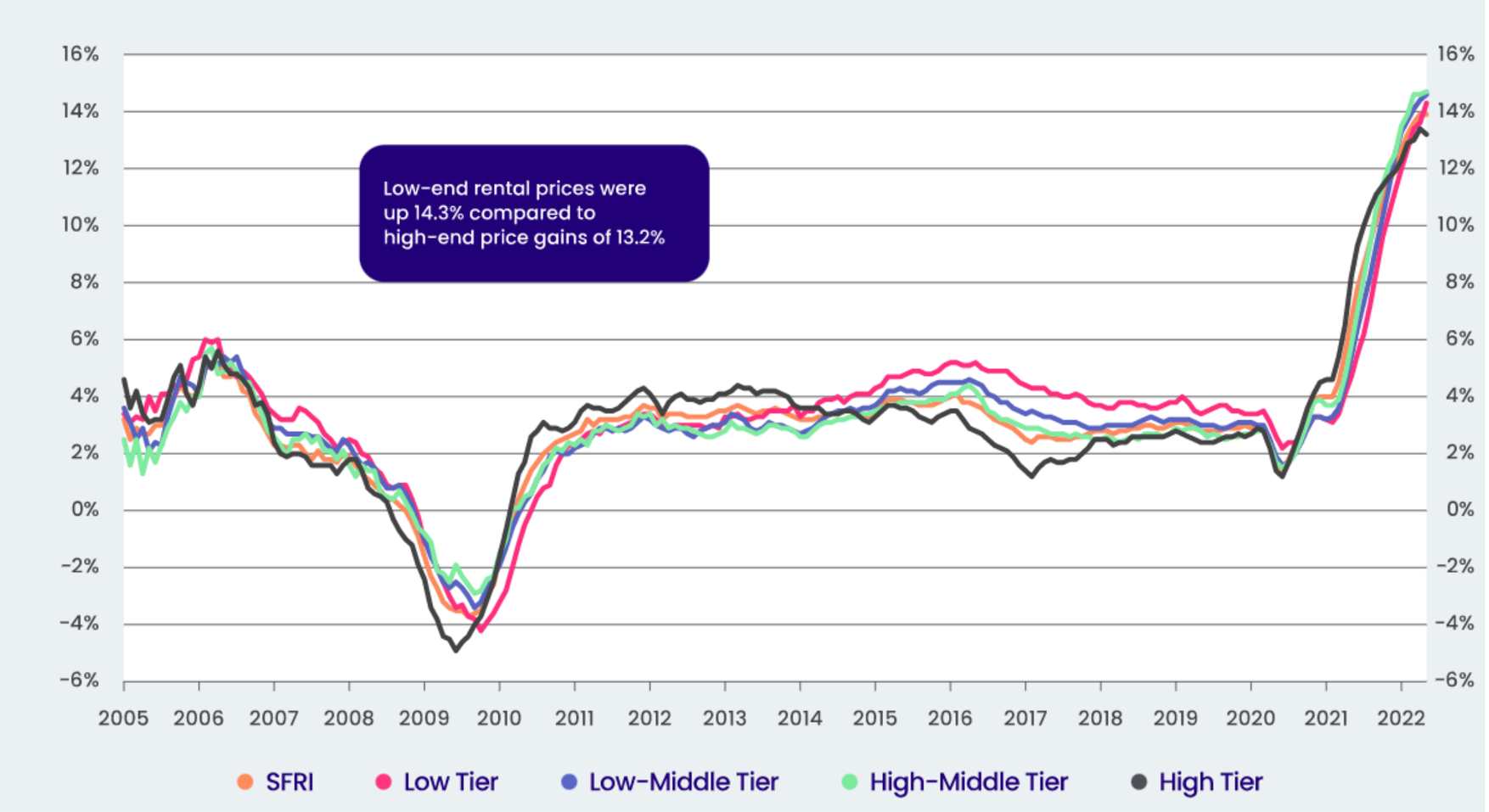


Sources: NAR; U.S. Census Bureau; John Burns Real Estate Consulting, LLC (Data: May-22, Pub: Jul-22)

GREEN BRICK PARTNERS

Rent Growth Remains at Record Highs

National Single-Family Rent Index Year-Over-Year Percent Change



Source: CoreLogic Single-Family Rent Index, May 2022

GREEN BRICK PARTNERS

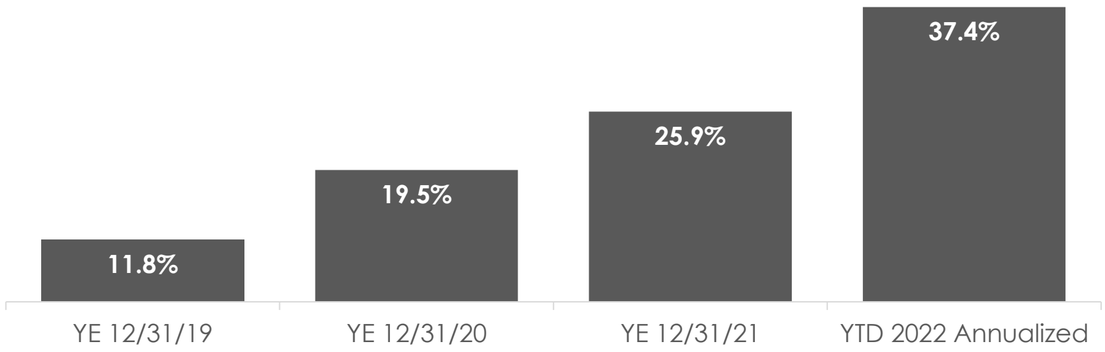
Return on Equity Driven

We believe we are well positioned to navigate in a rising interest rate environment. We are focused on delivering industry-leading risk adjusted returns on average common equity.

- **Footprint in the best markets**
  - Demographic shift and migration provide long-term tailwinds in our markets
  - Dallas, our largest market, attracted over 120 companies for office relocations and/or expansions in 2021 and 2022*
- **High exposure in in-fill submarkets**
  - Over 80% of YTD 2022 revenues were from in-fill communities
  - Limited competition due to scarcity of land
  - Deep expertise in complicated entitlement and regulatory processes
- **Strong balance sheet**
  - Ample liquidity with strong operating cash flows
  - Consistently one of the lowest debt-to-total capital ratios among peers at 28.9%
  - Low cost of debt with weighted average interest rate of 3.4% as of June 30, 2022
- **Superior lot and land position**
  - Superior lot and land position to sustain future growth and be opportunistic about growth
- **Efficient operation infrastructure**
  - Incrementally improved back office and homebuilding operations since going public

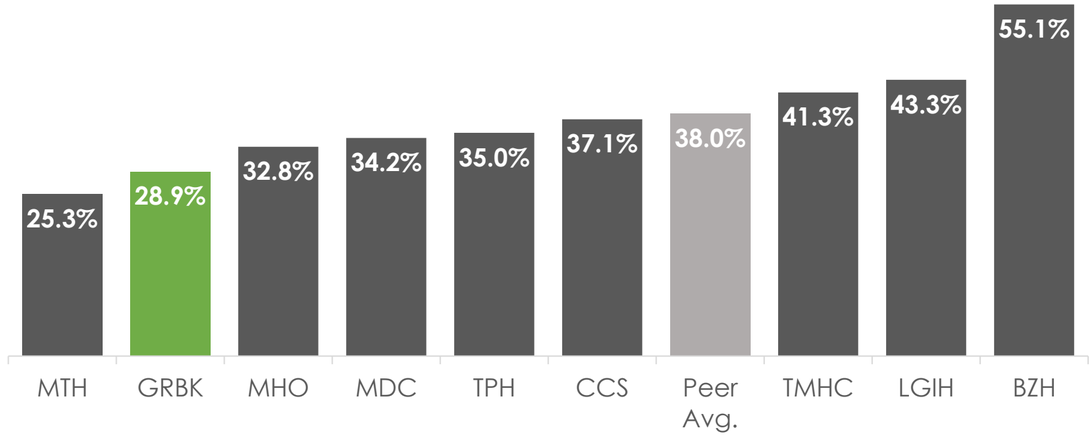
* Source: Dallas Chamber of Commerce

Net Income Return on Average Common Equity*



*Calculated as Net Income applicable to common shareholders divided by average common equity for the period. See appendix for details.

Debt to Total Capital As Of 6/30/22



Source: Public filings of each peer company.

GREEN BRICK PARTNERS

2022 Q2 Highlights

- **Total revenue grew 40.5%** year-over-year in 2Q22 and **51.0%** year-to-date.
- **Average sales price was up 32.0% to $580K** and average sales price of backlog was up 25.8% to $653K.
- **SG&A** leverage improved by **200 bps** year-over-year to **8.2%**, a record low in company history.
- **Income before taxes was up 86.9%** year-over-year in 2Q22 and **102.2%** year-to-date.
- Diluted **EPS was up 103.9%** year-over-year in 2Q22 and up **73.3%** sequentially.
- **Homebuilding gross margin** improved **550 bps** year-over-year to 32.3%, a record high in company history. The sequential increase over 1Q22 was **450 bps.**

	Q2 2022	Q2 2021	% Change
New homes delivered	881	757	16.4%
Total revenues	**$525,144**	**$373,806**	**40.5%**
Net income attributable to GRBK	$101,256	$52,263	93.7%
Diluted EPS	**$2.08**	**$1.02**	**103.9%**
Average sales price of homes delivered	$579.5	$438.9	32.0%
Homebuilding gross margin	**32.3%**	**26.8%**	**550 bps**
SG&A (as a % of residential units revenue)	8.2%	10.2%	-200 bps

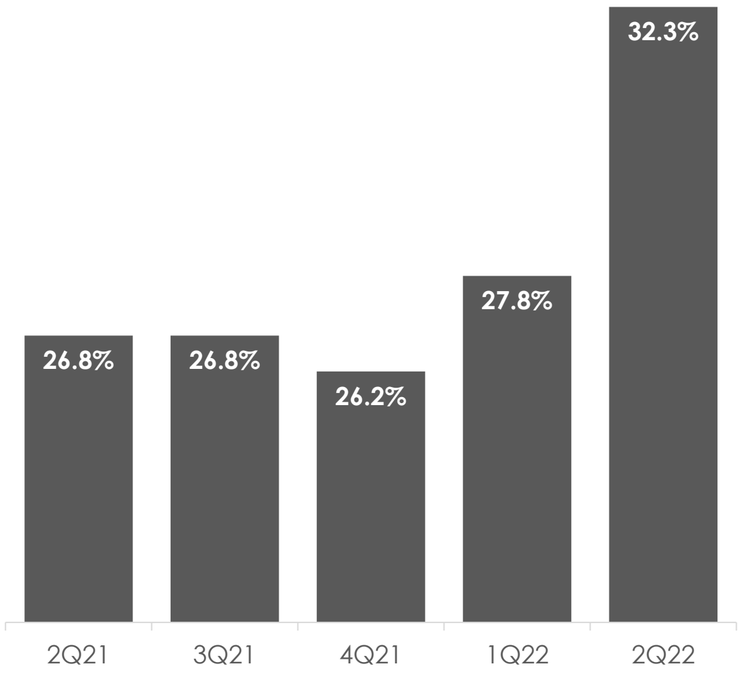
Dollars in Thousands, except EPS.

GREEN BRICK PARTNERS

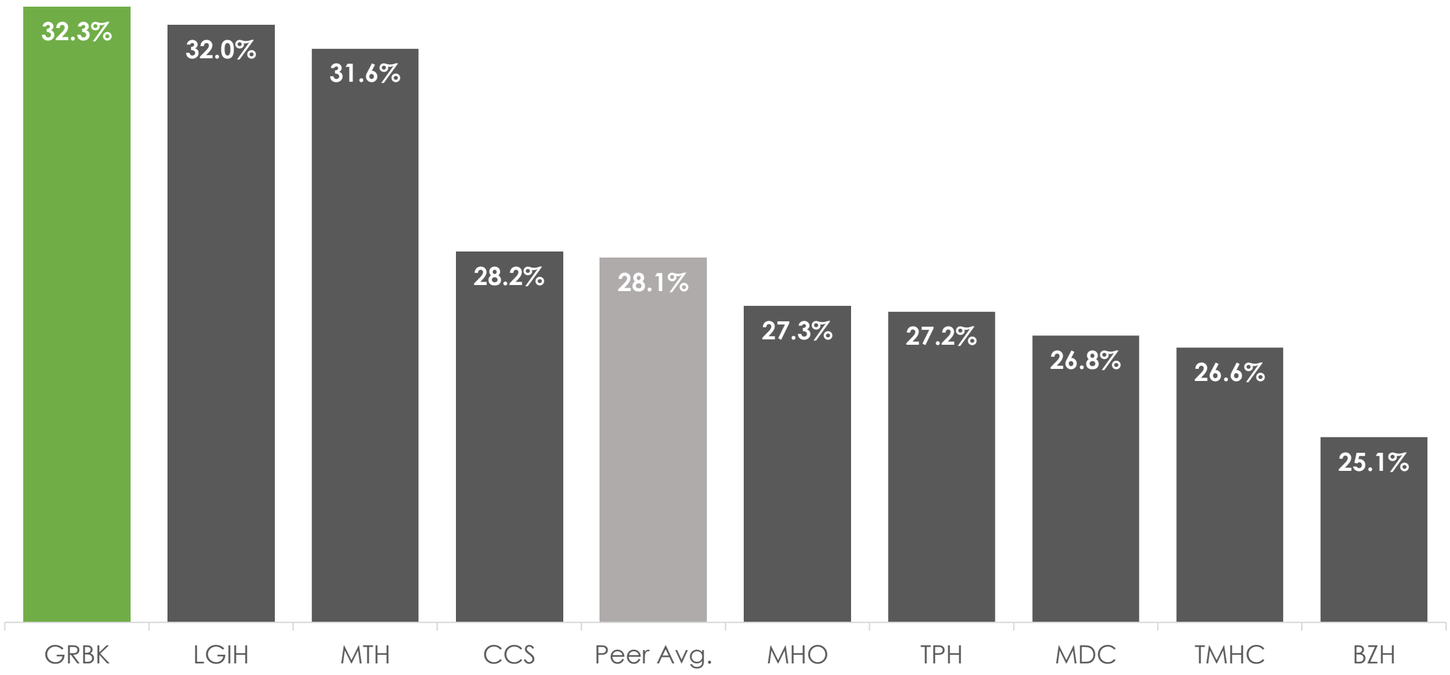
Industry Leading Gross Margins

Green Brick continues to maintain some of the best gross margins in the industry, well above most small and mid-cap peers

GRBK Homebuilder Gross Margin



Gross Margin Percentage (Most Recently Reported Quarter)



Source: Public filings of each peer company.

GREEN BRICK PARTNERS

Business Priorities

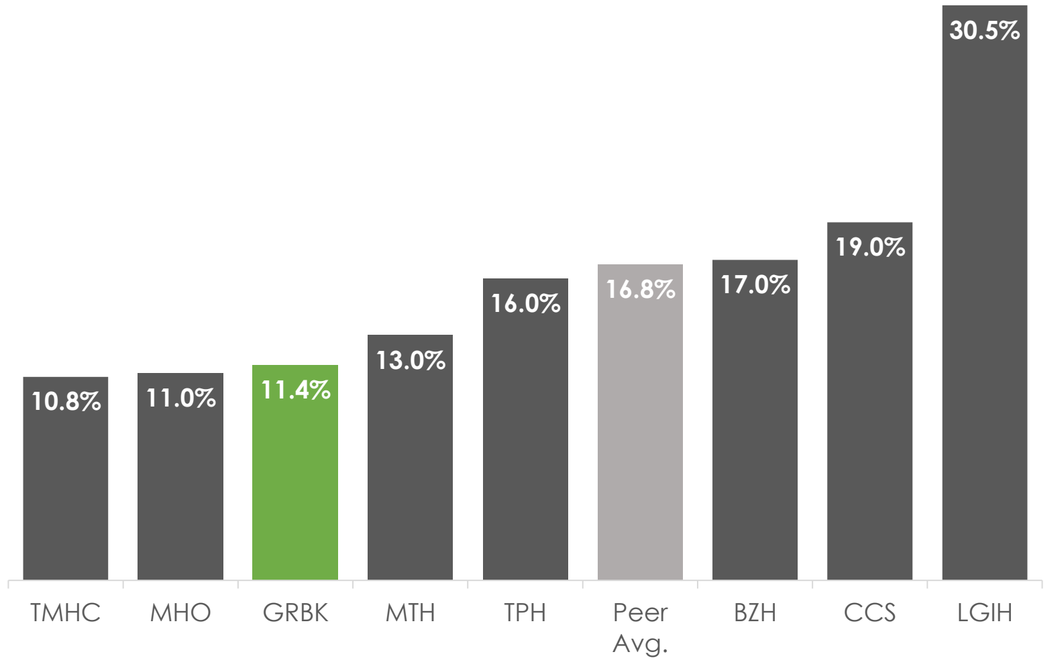
- **Manage closings in current backlog**
  - Healthy backlog with high quality buyers.
  - Actively working with buyers at all stages to secure financing.
  - Rate locks and buydowns available when necessary.
  - Lower cancellation rate relative to peers.

- **Manage sales pace and starts**
  - Incentives such as price discounts, closing cost credits, and rate buy downs are being offered on a community-by-community basis to counter slower traffic.
  - Record high margin provides flexibility for more aggressive incentives.
  - Manage match between paces of starts, new orders and deliveries.

- **Manage capital allocation prudently**
  - Superior lot and land position to support future growth.
  - Rigorous land underwriting and prudent development primarily focused on in-fill locations.
  - Remain opportunistic on share repurchases. Repurchased almost 10% of outstanding common stock without increasing debt-to-total capital ratio.

- **Further strengthen balance sheet**
  - Maintain a low debt-to-total capital ratio to provide the Company more financial flexibility in a volatile environment.

Cancellation Rate (Most Recently Reported Quarter)



GREEN BRICK PARTNERS



Green Brick Partners

ESG



Governance & Oversight Updates

- Expanded scope of Governance and Sustainability Committee to guide ESG efforts
- Board committees are comprised of only independent directors
- Board diversity among independent directors: **50%** gender diversity and **2 of 3** of board committees chaired by women
- Our updated governance scores have improved strongly with large gains in Shareholder Rights, which included adding proxy rights that allow shareholders to nominate directors

Community Partnerships & Involvement

North Texas Food Bank

Habitat for Humanity

Operation Finally Home — Honoring Heroes With Homes

The Humane Society of the United States

first tee

Texas Association of Builders

GREEN BRICK PARTNERS



Green Brick Partners

Appendix

Appendix: Net Income Return on Average Common Equity

	YTD 2022 Annualized	2021	2020	2019
Net Income Applicable To Common Shareholders	$322,790[1]	$190,210	$113,693	$58,656
GRBK Common Equity Beginning	$826,852	$640,242	$523,168	$468,351
GRBK Common Equity Ending	$899,695	$826,852	$640,242	$523,168
GRBK Common Equity Average	$863,274	$733,547	$581,705	$495,760
Net Income Return on Avg GAAP Common Equity	37.4%[2]	25.9%	19.5%	11.8%

1. Reflects Net Income Applicable to Common Shareholders of $161,395 for the six months ended June 30, 2022, on an annualized basis. For more information, see Note 11 to our condensed consolidated financial statements included in our Quarterly Report on Form 10-Q.
2. Annualized

GREEN BRICK PARTNERS