

# **Corporate Profile**

Q12024



Brighton Crossings Brighton, CO

## Notice to Recipient

This corporate profile contains "forward-looking statements" within the meaning of applicable Canadian securities laws and United States (U.S.) federal securities laws. Forward-looking statements can be identified by the words "may," "believe," "will," "anticipate," "expect," "planned," "intend", "estimate," "project," "future," and other expressions that are predictions of or indicate future events and trends and that do not relate to historical matters. Such statements are neither historical facts nor assurances of future performance. Instead they reflect management's current beliefs and are based on information currently available to management as of the date on which they are made. The forward-looking statements in this corporate profile may include, among others, statements with respect to the current business environment and outlook, economic and market conditions in the U.S. and Canadian housing markets and our ability respond to such conditions; the impact of actual, proposed or potential interest rate changes in the U.S. and Canada and the resulting impact on consumer confidence and the housing market; the effect of inflation; changes in consumer behavior and preferences; current trends in home prices in our various markets and affordability levels generally; the effect of seasonality on the homebuilding business; our ability to pursue homebuilding or land investments, including the timing of projects; business goals, strategy and growth plans; the impact of challenging conditions on us, including general economic conditions; factors affecting our competitive position within the homebuilding industry; the visibility of our future cash flow; economic and demographic fundamentals in our markets; and sufficiency of our access to capital resources. Reliance should not be placed on forward-looking statements because they involve known and unknown risks, uncertainties and other factors, which may cause the actual results, performance or achievements to differ materially from the anticipated future results, performance or achievements expressed or implied by such forward-looking statements and information. Factors that could cause actual results to differ materially from those set forth in the forward-looking statements include, but are not limited to changes in general economic, real estate and other conditions; changes in interest rates and foreign exchange rates; mortgage rate and availability changes; availability of suitable undeveloped land and lots at acceptable prices and having sufficient liquidity to acquire all such properties; adverse legislation or regulation, including changes to tax or privacy laws; ability to obtain necessary permits and regulatory approvals for the development of our land; availability of labour or materials or increases and/or volatility in their costs and the imposition of any tariffs; disruptions in the global supply chain adversely impacting product availability, causing delays and increasing costs; ability to develop and market our master planned communities successfully: ability to execute on our inventory backlog, the financial condition of our rental tenants; laws and regulations related to property development and to the environment that could lead to additional costs and delays, including laws and regulations that may limit municipality growth in the areas in which we operate; confidence levels of consumers; ability to raise capital on favourable terms; our debt and leverage; adverse weather conditions and natural disasters; relations with the residents of our communities; risks associated with increased insurance costs or unavailability of adequate coverage; ability to obtain surety bonds; competitive conditions in the homebuilding industry, including product and pricing pressures; relationships with our affiliates; the seasonal nature of our business and its impact on operating results; operational risks including, but not limited to home warranty claims, liabilities resulting from our role as a general contractor, workers' compensation claims and other health and safety liabilities and civil enforcement of liabilities and judgments against our assets; cyber-security risks including technology failures and data security breaches; and additional risks and uncertainties, many of which are beyond our control, referred to in this corporate profile. Except as required by law, we undertake no obligation to publicly update any forward-looking statements whether as a result of new information, future events or otherwise. However, any further disclosures made on related subjects in subsequent reports should be consulted.

Unless otherwise noted, all references to "\$" or "Dollars" are to U.S. Dollars.

In order to align our operating segments with our business model, we have changed the composition of our reportable segments of our Arizona operations from the Central and Eastern U.S. segment to Pacific U.S. for segmented reporting. Comparative figures have been reclassified to conform to the current period segment composition.

#### Brookfield Residential

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The Orchards Edmonton, AB

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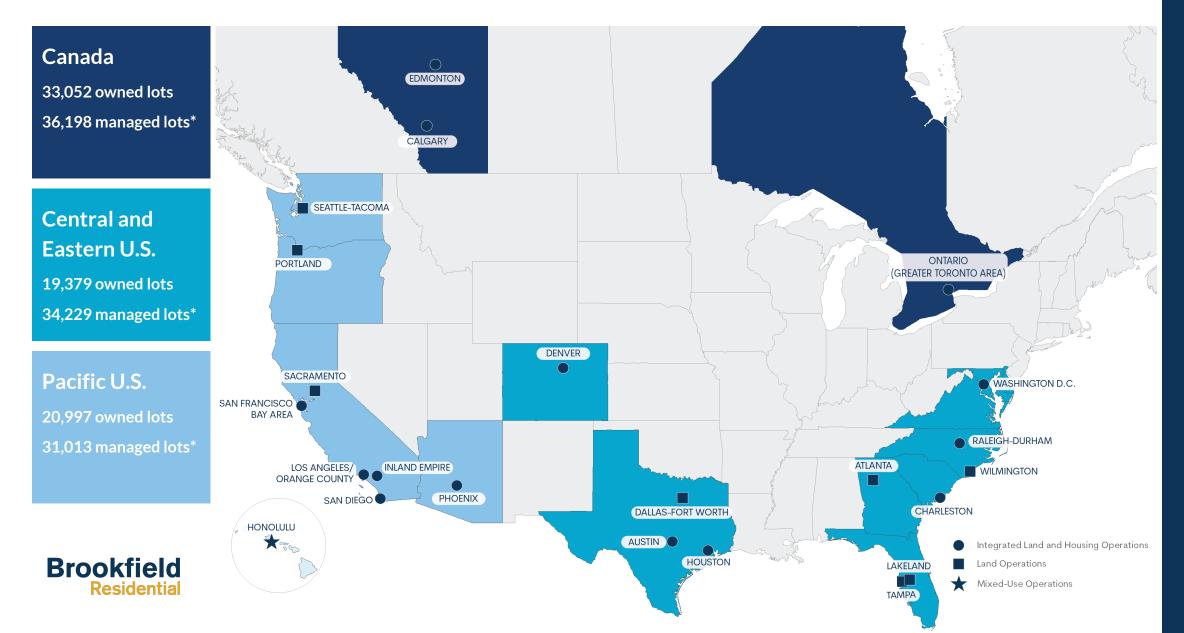
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## Our Footprint

\*Managed lots refer to 100% of assets under management by Brookfield, including both wholly-owned and joint venture assets, irrespective of Brookfield's ownership interests.

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# **Company Overview**

## Brookfield Residential Properties ULC is a leading land developer and homebuilder in North America.

We entitle and develop large scale residential land to create master-planned communities, purchase and develop land whereby finished lots are sold to third-party builders, and conduct our own homebuilding operations. We also participate in select, strategic real estate opportunities, including infill projects, mixed-use developments, and joint ventures. We are the flagship North American residential property company of Brookfield Corporation (NYSE: BN; TSX: BN), a global alternative asset manager.

#### **Brookfield Residential Contact**

Thomas Lui Executive Vice President & CFO thomas.lui@brookfieldpropertiesdevelopment.com

Brookfield Residential's press releases, unaudited interim reports and audited annual reports can also be found on the Company's website at: <u>https://www.brookfieldresidential.com/about/investor-media-relations.</u>

For all Brookfield Residential bondholder inquiries, please call 1.855.234.8362 or email investor.relations@brookfieldrp.com.

#### Brookfield Residential

Eastmark **Mesa, AZ** 



# **Creating Value**





Riverlights Wilmington, NC

# **Business Model**

#### Land Acquisition

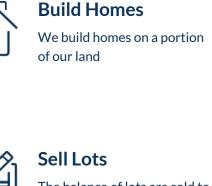
- Acquisition of raw land ideally during the low point of the cycle
- Acquisition of underutilized land or brownfield development opportunities when investment opportunities arise

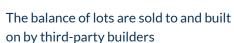
#### **Entitlement Process**

- Obtain approvals necessary to develop land for specific purposes and bring raw land to the finished lot stage by obtaining regulatory approval for a particular use
- Evaluate opportunistic monetization of re-entitled parcels, given value created at this stage

### **Develop Land**

- Install utilities, construct roads, sidewalks, parks, etc.
- Create fully serviced lots (Canada and U.S.) or graded lots (U.S. only)







#### **Commercial Zones**

We build commercial areas in select developments



Our capital structure as an integrated land and housing operator allows us to opportunistically participate in any stage of the Business Model, allowing flexibility for monetization

# **Our Land Business**

- We manage and own highly desirable land assets and are a leading land developer across diverse markets. We specialize in strategic investments in areas with limited supply and robust economic fundamentals.
- We prioritize securing raw land during market downturns or when investment prospects arise, ensuring optimal timing for long term success. Additionally, we capitalize on underutilized land and brownfield developments, leveraging our expertise to unlock their economic potential.
- We develop our land to create finished lots that are sold to third-party builders as well as provide lots to our own homebuilding operations.
- We look at every development with a long term view. We customize Master Planned Communities to meet a neighborhoods' needs and enhance quality of life throughout a community's lifecycle, including opportunities for mixed use and commercial space.

Key Metrics **											
\$486M	27%	\$91M	<b>2,950</b> <sup>(2)</sup>	<b>546</b> <sup>(2)</sup>	<b>39</b> <sup>(2)</sup>						
Total land revenue	Total land gross margin percentage	Total equity earnings	Single family lot closings	Acre closings	Active land communities						

<sup>(1)</sup>Key Metrics as stated above are calculated based on the last twelve months of available financial information. <sup>(2)</sup>Includes Brookfield's share of joint-venture single family and acre closings, as well as active communities.



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Tehaleh Community Bonney Lake, WA



## **Entitlement Process**

Securing entitlements is a complex, time consuming process involving public engagement and various studies, often taking years. Upon obtaining entitlements, we install infrastructure and either fully service or grade the lots and sell them to third-party homebuilders, or opportunistically monetize the re-entitled land.



#### **General Plan**

Designates land use (residential, commercial, office, etc.), school sites and significant roads





More detailed look at sequence of development, population density, transportation routes, public utilities and other items the jurisdiction would like to have studied



Land Use / Zoning / Tentative Map Plan

Designates what is allowed on a specific piece of land and once zoning is in place, no other use of the land will be allowed unless it is re-zoned





Detailed drawings outline the location and size of sewers, water and storm pipes, size and location of roads and storm water ponds





Prepared by a land surveyor so that an individual titled lot is created



# **Our Housing Business**

- Our homebuilding operations are carried out on a portion of our land and provide firsthand market insights by engaging directly with homebuyers to understand their preference and product choices
- We are distinctly positioned to provide a variety of housing products, ranging from entry-level to luxury homes, depending on the community and consumer demands. We believe building a place with different products creates a vibrant and cohesive community
- Some master-planned communities will feature a mix of uses, comprising of retail or commercial assets. We can thoughtfully design and expertly build these spaces, while adding value through leasing
- Efficient capitalization of our land business further enhances growth in housing operations, providing a clear pipeline of finished lot supply

New Haven

Ontario, CA

\$1.4B	20%	2,195	\$658,000	79							
Total housing revenue	Total housing gross margin percentage	Home closings	Average home selling price	Active housing communities							
<sup>(1)</sup> Key Metrics as stated	above are calculated base	d on the last twelve month	ns of available financial info	rmation.							

**Brookfield** 



# Inventory Profile



Wendell Falls Raleigh, NC



# Land & Housing Inventory

	Single	Single Family Housing & Land Under and Held for Development $^{(1)}$										
							Status o	of Lots				
	Housing &	Housing & Land Unconsolidated Entities Total Lots 3/31/2024		Total Acres								
	Owned	Options	Owned	Options	3/31/2024	12/31/2023	Entitled	Unentitled	3/31/2024	12/31/2023		
Calgary	9,679	_	2,711	_	12,390	12,570	9,043	3,347	39	55		
Edmonton	9,009	_	163	_	9,172	9,255	4,213	4,959	5	5		
Ontario	9,567	_	1,923	_	11,490	11,490	4,565	6,925	6	6		
Canada	28,255	_	4,797	-	33,052	33,315	17,821	15,231	50	66		
Northern California	2,917	11,042	29	-	13,988	13,996	1,898	12,090	-	8		
Southern California	2,165	_	511	_	2,676	2,758	1,421	1,255	_	_		
Arizona	3,273	_	_	_	3,273	3,504	3,273	_	_	_		
Other	—	_	1,060	_	1,060	1,066	1,060	_	1	1		
Pacific U.S.	8,355	11,042	1,600	-	20,997	21,324	7,652	13,345	1	9		
Denver	5,480	—	—	—	5,480	5,499	5,480	_	10	10		
Texas	9,248	—	225	-	9,473	9,342	9,473	_	1	_		
Washington D.C.	1,940	564	689	_	3,193	3,218	3,156	37	_	_		
Carolinas	72	_	435	_	507	167	507	_	_	_		
Other	_	_	726	_	726	971	726	_	_	_		
Central and Eastern U.S.	16,740	564	2,075	-	19,379	19,197	19,342	37	11	10		
Total	53,350	11,606	8,472	-	73,428	73,836	44,815	28,613	62	85		
Entitled lots	36,077	564	8,174	-	44,815	45,115						
Unentitled lots	17,273	11,042	298	_	28,613	28,721						
Total March 31, 2024	53,350	11,606	8,472	_	73,428							
Total December 31, 2023	53,930	11,610	8,296	—		73,836						

<sup>(1)</sup>Land held for development will include some multi-family, industrial & commercial parcels once entitled.

-	Housing	Unconsol.			Total 12	12/31/2023	
(millions, except per unit activity)	& Land	Entities	Units	\$	Units	\$	
Land held for development (lots)	1,199	226	52,471	1,425	53,273	1,400	
Land under development - single family (lots)	897	117	7,456	1,014	7,108	1,007	
Optioned (lots)	20	_	11,606	20	11,610	20	
Housing inventory (units)	550	_	1,752	550	1,690	535	
Model homes (units)	77	_	143	77	155	84	
Unconsolidated entities net liabilities	—	(2)	—	(2)	—	7	
Sub total	2,743	341	73,428	3,084	73,836	3,053	
Multi-family, industrial & commercial parcels (acres)	42	_	62	42	85	61	
Total	2,785	341		3,126		3,114	

#### Brookfield Residential

Multi-Family, Industrial

# **Financial Profile**



Rockland Park **Calgary, AB** 



## Select Financial Information – Results From Operations

	Three Months Ended Mar					
(millions, except percentages)	2024					
Results from Operations						
Total revenue	\$	375	\$	364		
Housing revenue		287		331		
Land revenue		87		33		
Housing gross margin (\$)		59		62		
Housing gross margin (%)		21 %		19 %		
Land gross margin (\$)		37		10		
Land gross margin (%)		43 %		30 %		
Total gross margin (\$)		96		72		
Total gross margin (%)		26 %		20 %		
Income before income taxes		67		24		
Income tax expense		(6)		(4)		
Consolidated net income		61		20		
Net income attributable to Brookfield Residential		41		20		

	As at March 31	As at December 31
(millions, except percentages)	2024	2023
Balance Sheet Metrics		
Cash	37	36
Land & Housing Inventory	2,784	2,755
Investments in unconsolidated entities	342	359
Total Debt - Notes Payable, Bank Indebtedness & Other Financings	2,250	1,991
Net Debt to Capitalization	47 %	43 %



## Select Financial Information – Operating Data

	Three Months Ended March 31						
(millions, except unit activity and average selling price)		2024		2023			
Operating Data							
Home closings for Brookfield Residential (units)		452		515			
Average home selling price for Brookfield Residential (per unit)	\$	636,000	\$	643,000			
Net new home orders for Brookfield Residential (units)		629		545			
Backlog for Brookfield Residential (units)		1,218		1,156			
Backlog value for Brookfield Residential	\$	741	\$	756			
Active housing communities for Brookfield Residential		79		75			
Lot closings for Brookfield Residential (single family units)		353		272			
Lot closings for unconsolidated entities (single family units)		123		87			
Acre closings for Brookfield Residential (multi-family, industrial and commercial)		37		_			
Acre closings for unconsolidated entities (multi-family, industrial and commercial)		1		_			
Acre closings for unconsolidated entities (raw and partially finished)		1		-			
Average lot selling price for Brookfield Residential (single family units)	\$	137,000	\$	113,000			
Average lot selling price for unconsolidated entities (single family units)	\$	202,000	\$	232,000			
Average per acre selling price for Brookfield Residential (multi-family, industrial and commercial)	\$	1,054,000	\$	-			
Average per acre selling price for unconsolidated entities (multi-family, industrial and commercial)	\$	582,000	\$	-			
Average per acre selling price for unconsolidated entities (raw and partially finished)	\$	273,000	\$	-			
Active land communities for Brookfield Residential		19		16			
Active land communities for unconsolidated entities		20		16			



## **Quarterly Operating and Financial Information**

	2024		2023				2022	
(millions, except per unit activity)	 Q1	 Q4	Q3	Q2	Q1	 Q4	Q3	Q2
Home closings (units)	452	552	576	615	515	639	550	555
Lots closings (single family units)	353	1,194	407	386	272	1,058	211	220
Acre closings (multi-family, industrial and commercial)	37	30	9	7	-	26	4	9
Acre closings (raw and partially finished)	-	401	-	-	-	1	_	_
Net new home orders (units)	629	366	514	747	545	295	302	464
Backlog (units)	1,218	1,041	1,226	1,288	1,156	1,126	1,470	1,718
Backlog value	\$ 741	\$ 673 \$	833 \$	870 \$	756	\$ 736 \$	992 \$	1,162
Revenue	\$ 375	\$ 663 \$	452 \$	442 \$	364	\$ 591 \$	395 \$	367
Direct cost of sales	 (279)	(525)	(349)	(356)	(292)	(446)	(302)	(290)
Gross margin	96	138	103	86	72	145	93	77
Selling, general and administrative expense	(60)	(73)	(61)	(64)	(56)	(77)	(75)	(63)
Interest expense	(11)	(12)	(15)	(16)	(14)	(22)	(19)	(15)
Earnings from unconsolidated entities - land and housing	9	37	38	8	6	33	28	73
Earnings from unconsolidated entities - affiliate	_	-	-	-	-	15	25	18
Gain on sale of commercial properties	_	_	_	-	-	186	_	_
Other income	39	33	33	17	20	23	27	40
Lease expense and depreciation expenses	 (6)	(3)	(3)	(3)	(4)	(4)	(4)	(4)
Income before income taxes	67	120	95	28	24	299	75	126
Income tax expense	 (6)	(13)	(17)	(14)	(4)	(36)	(4)	(6)
Consolidated net income	61	107	78	14	20	263	71	119
Net income attributable to non-controlling interest - land and housing	20	9	11	(1)	-	160	2	14
Net income attributable to non-controlling interest - affiliate	 —	_	_	_	_	5	37	63
Net income attributable to Brookfield Residential	\$ 41	\$ 98 \$	67 \$	15 \$	20	\$ 98 \$	32 \$	42
Foreign currency translation	(17)	19	(17)	14	2	14	(50)	(21)
Comprehensive income / (loss)	\$ 24	\$ 117 \$	50 \$	29 \$	22	\$ 112 \$	(18) \$	21

#### Brookfield Residential

## Select Operating Information – Housing

	Three Months Ended March 31									
In millions, except for per unit activity, everage		2024				2023				
In millions, except for per unit activity, average - selling price & active communities	Home Closings	Average Selling Price	Revenue	Net New Orders	Home Closings	Average Selling Price	Revenue	Net New Orders		
Canada	173 \$	5 448,000 \$	77	288	190	\$ 418,000 \$	79	202		
Pacific U.S.	119	1,034,000	123	93	137	1,005,000	138	153		
Central and Eastern U.S.	160	543,000	87	248	188	607,000	114	190		
	452	636,000	287	629	515	643,000	331	545		
Unconsolidated entities	_	-	_	_	1	712,000	1	-		
Total	452 \$	636,000 \$	287	629	516	\$ 643,000 \$	332	545		

#### As at March 31 Backlog Active Housing Communities Active Land Communities Units Value Units Value Canada 537 \$ 781 \$ Pacific U.S. Central and Eastern U.S. 1,218 1,156 Unconsolidated entities \_ \_ \_ \_ \_ — Total 1,218 \$ 1,156 \$



## Select Operating Information – Land

	Three Months Ended March 31									
In millions, except for per unit activity & average selling price.	2024					2023				
Single family lot closings	Closings	S	Average Selling Price		Revenue	Closings	Average Selling Price			
Canada	104	\$	5 122,000	\$	13	272	\$	113,000	\$	31
Pacific U.S.	231		142,000		33	_		_		1
Central and Eastern U.S.	18		164,000		3	_		_		1
	353		137,000		49	272		113,000		33
Unconsolidated entities	123		202,000		25	87		232,000		20
Total	476	\$	5 154,000	\$	74	359	\$	147,000	\$	53
Acre closings (multi-family, industrial and commercial) Canada Pacific U.S. Central and Eastern U.S.	13 24 —		5 1,198,000 976,000 —	\$	15 23 —		\$		\$	-
	37		1,054,000		38	-		_		_
Unconsolidated entities	1		582,000		_			_	<u> </u>	_
Total Acre closings (raw and partially finished)	37	\$	5 1,047,000	\$	38		\$		\$	
Canada				\$					\$	
Pacific U.S.	_		_	Ŧ	_	_		_	Ŧ	_
Central and Eastern U.S.	_		_		_	_		_		_
	_		_		_			_		_
Unconsolidated entities	1		273,000		_	_		_		_
Total	1	\$	5 273,000	\$	_		\$	_	\$	_
						-				



### Select Operating Information – Gross Margin

	-	Three Months B	Ended Ma	rch 31	
	 2024			2023	
(In millions, except percentages)	\$	%		\$	%
Housing gross margin					
Canada	\$ 12	16 %	\$	15	19 %
Pacific U.S.	33	27 %		25	18 %
Central and Eastern U.S.	14	16 %		22	19 %
Total	\$ 59	21 %	\$	62	19 %
Land gross margin					
Canada	\$ 14	50 %	\$	9	29 %
Pacific U.S.	21	38 %		1	100 %
Central and Eastern U.S.	2	67 %		_	- %
Total	\$ 37	43 %	\$	10	30 %
Total gross margin					
Canada	\$ 26	25 %	\$	24	22 %
Pacific U.S.	54	30 %		26	19 %
Central and Eastern U.S.	16	18 %		22	19 %
Total	\$ 96	26 %	\$	72	20 %



# Our Markets



Nexton Midtown Summerville, SC



# Calgary, Alberta

Brookfield's Share of Owned Lots **12,390**  Brookfield's Share of Owned Acres

39

Lot Equivalents **16,387** 

100% Managed Lot &

	Broo	Brookfield's Share of Owned Lots & Acres								
Projects	Total Lots	Entitled Lots	Unentitled Lots	Acres*	Managed Lots and Lot Equivalents					
Chinook Gate	127	127	_	_	301					
Cranston's Riverstone	37	37	_	—	37					
Creekstone	48	48	_	-	48					
Crown Park	66	66	_	8	237					
Livingston	4,992	3,015	1,977	6	5,652					
North Stoney	2,356	986	1,370	-	3,342					
Rockland Park	907	907	-	3	1,750					
Seton	3,695	3,695	-	22	4,745					
Silver Spruce	162	162	-	-	275					
Total:	12,390	9,043	3,347	39	16,387					

\* Multi-family, industrial and commercial parcels





# Edmonton, Alberta

**Brookfield's Share of Owned Lots** 9,172

Brookfield's Share o
Owned Acres
5

100% Managed Lot &

Lot Equivalents

9,563

	Broo	100% Managed			
Projects	Total Lots	Entitled Lots	Unentitled Lots	Acres*	Lots and Lot Equivalents
Chappelle Gardens	1,136	1,136	-	-	1,136
Edgemont	635	635	—	-	961
Ellerslie	4,959	-	4,959	-	4,959
The Orchards	2,215	2,215	—	5	2,280
Paisley	146	146	—	-	146
Parkland	18	18	—	_	18
Other	63	63	-	-	63
Total:	9,172	4,213	4,959	5	9,563

\* Multi-family, industrial and commercial parcels





## Ontario

Brookfield's Share of Owned Lots **11,490**  Brookfield's Share of Owned Acres 100% Managed Lot & Lot Equivalents **10,248** 

	Brookfield's Share of Owned Lots & Acres				
Projects	Total Lots	Entitled Lots	Unentitled Lots	Acres*	Managed Lots and Lot Equivalents
Courtice	1,350	_	1,350	_	1,350
Heartland	253	253	—	-	253
Midhurst Valley	1,150	1,150	_	-	35
Newbrook	900	330	570	-	900
New Seaton	923	923	_	-	115
Peterborough	4,560	—	4,560	-	4,560
Whitby	1,963	1,906	57	6	2,644
Other	391	3	388	-	391
Total:	11,490	4,565	6,925	6	10,248

\* Multi-family, industrial and commercial parcels





# Northern California

Brookfield's Share of Owned Lots **13,988**  Brookfield's Share of Owned Acres

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100% Managed Lot & Lot Equivalents **14,046** 

	Broo	100% Managed			
Projects	Total Lots	Entitled Lots	Unentitled Lots	Acres	Lots and Lot Equivalents
Boulevard (Melrose, Ivy, Abbey)	117	117	-	-	175
Chandler	39	39	_	-	39
Natomas, Sunset	12,993	1,353	11,640	-	12,993
One Lake (Horizon, Lakeside)	52	52	_	-	52
Rosewood (Moonstone, Sundance)	120	120	-	-	120
University District	653	203	450	-	653
RiverSound (Patina)	14	14	-	-	14
Total:	13,988	1,898	12,090	_	14,046





# Southern California

Brookfield's Share of Owned Lots **2,676**  Brookfield's Share of Owned Acres 100% Managed Lot &

Lot Equivalents

4,305

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	Broo	100% Managed			
Projects	Total Lots	Entitled Lots	Unentitled Lots	Acres	Lots and Lot Equivalents
Altair	54	54	-	-	1,082
Canterwood	466	466	_	-	466
The Landing (Cira, Luna, Terra)	51	51	-	_	51
La Pradera	174	174	_	-	174
Los Coyotes (Villas)	3	3	_	-	3
Magnolia	277	277	-	-	277
New Haven (Citrus, Indigo)	463	165	298	-	900
Newland Sierra	9	9	-	_	173
Willowbend	114	114	-	-	114
Other	1,065	108	957	_	1,065
Total:	2,676	1,421	1,255	_	4,305





## Arizona

Brookfield's Share of Owned lots **3,273**  Brookfield's Share of Owned acres

\_\_\_\_

Lot Equivalents **3,273** 

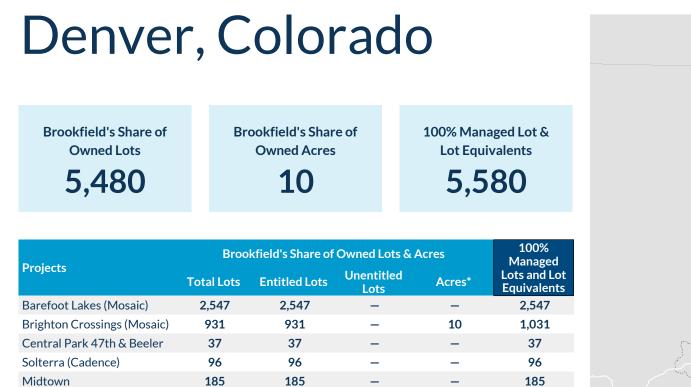
100% Managed Lot &

	Broo	100% Managed			
Projects	Total Lots	Entitled Lots	Unentitled Lots	Acres	Lots and Lot Equivalents
Alamar (Highland Ridge, Highland Sage)	2,890	2,890	_	_	2,890
Blossom Rock	383	383	_	_	383
Eastmark*	-	_	_	-	_
Total:	3,273	3,273	-	-	3,273

\* 75 Brookfield's share of undeveloped multi-family, industrial and commercial acres.







\_

1,684

5,580

\_

10

\* Multi-family, industrial and commercial parcels

Other

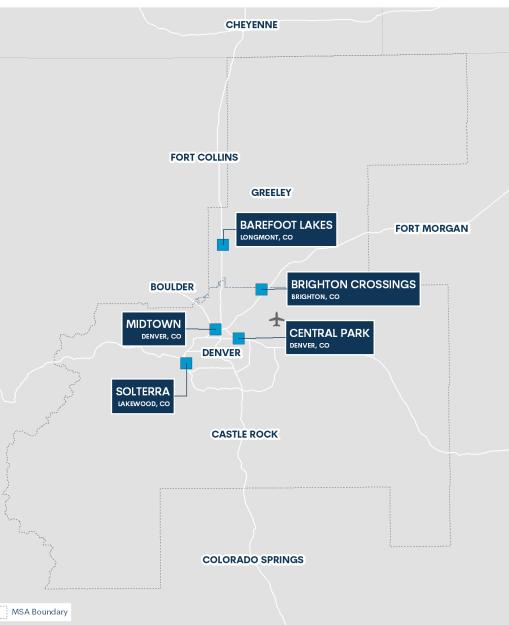
Total:

1,684

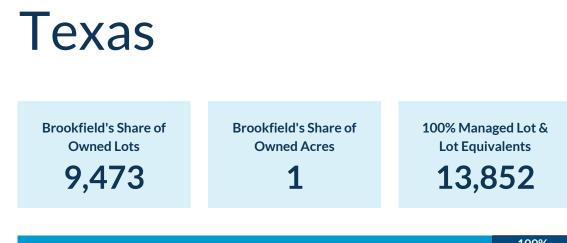
5,480

1,684

5,480



Brookfield Residential



	Broo	100% Managed			
Projects	Total Lots	Entitled Lots	Unentitled Lots	Acres*	Lots and Lot Equivalents
Addison	13	13	_	-	13
Canyon Falls <sup>(1)</sup>	—	_	_	-	99
Easton Park	7,322	7,322	_	-	7,322
Elyson	245	245	_	-	3,538
Kissing Tree (Cottage, Traditional, Villas)	1,841	1,841	-	-	1,841
The Grove Frisco	52	52	_	1	1,039
Total:	9,473	9,473	_	1	13,852

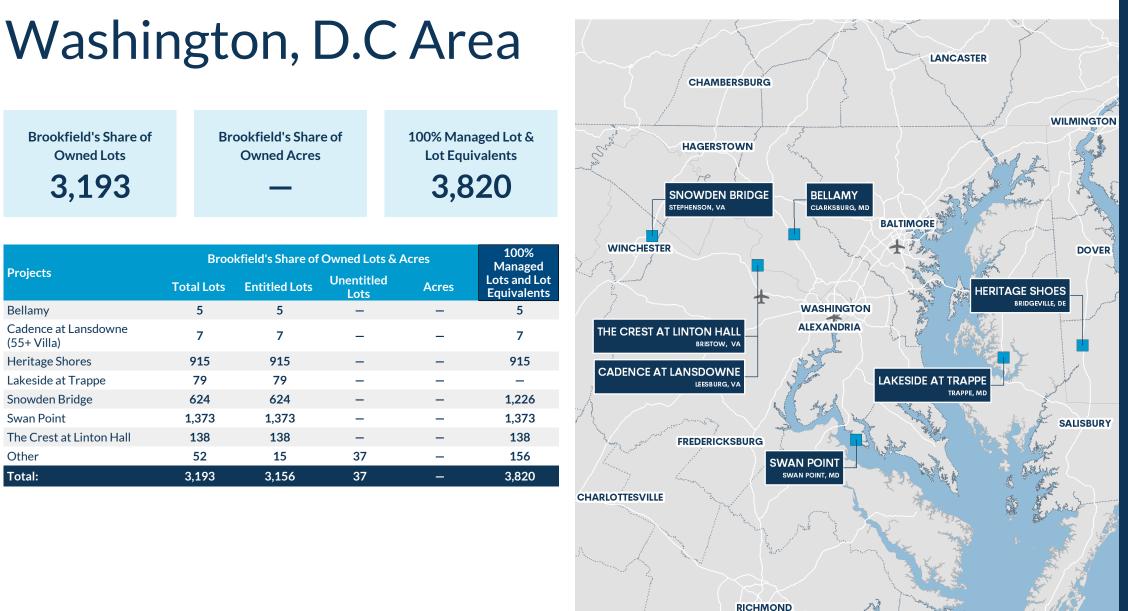
\* Multi-family, industrial and commercial parcels

<sup>(1)</sup> Managed Only



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MSA Boundary

Brookfield Residential

# Pacific Northwest

**Brookfield's Share of Owned Lots** 1,060

Brookfield's Share of **Owned Acres** 

100% Managed Lot &

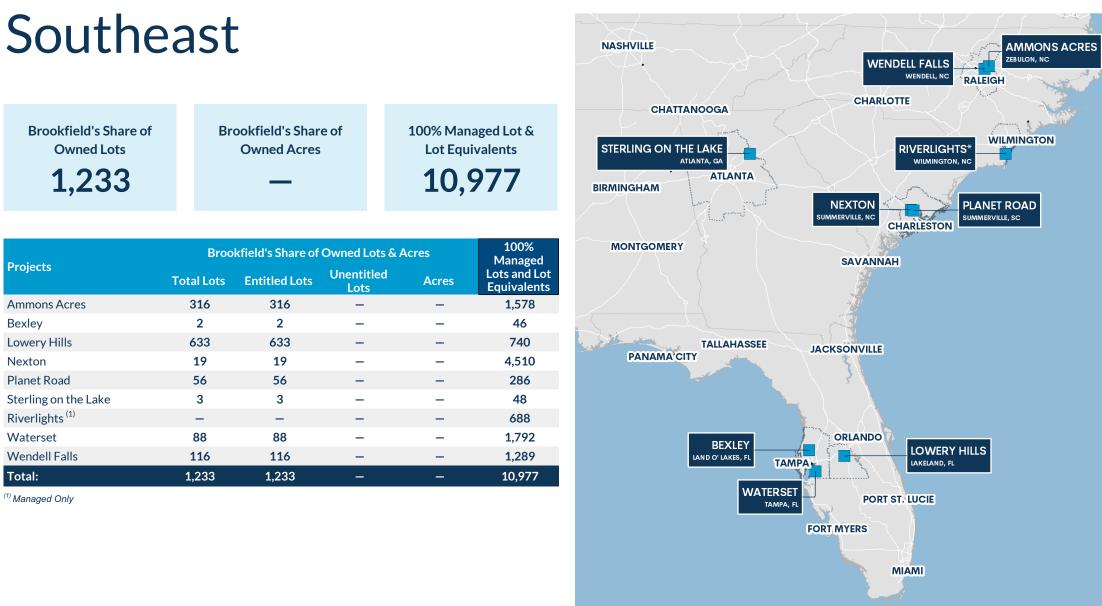
Lot Equivalents

9,389

100% **Brookfield's Share of Owned Lots & Acres** Managed Projects Lots and Lot Unentitled **Total Lots Entitled Lots** Acres Equivalents Lots LakePointe 659 659 1,317 \_ — **Reed's Crossing** 67 67 1,342 \_ \_ Tehaleh 334 334 6,730 1 \_ Total: 1,060 9,389 1,060 1







MSA Boundary

Brookfield Residential

# Appendix – Supplemental Financial Data



The Landing **Tustin, CA** 



### **Condensed Consolidated Balance Sheets**

	Mar 31	Dec 31
(thousands, except percentages)	 2024	2023
ASSETS		
Cash and cash equivalents	\$ 36,644 \$	36,414
Restricted cash	4,223	4,284
Receivables and other assets	793,279	764,862
Investment company assets	441,253	417,990
Land and housing inventory	2,784,130	2,755,029
Investments in unconsolidated entities	342,217	359,424
Held-to-maturity investments	300,000	300,000
Commercial properties	307,913	304,089
Operating and financing lease right-of-use asset	60,388	59,447
Deferred income tax assets	142,165	147,772
Goodwill	16,479	16,479
Total Assets	\$ 5,228,691 \$	5,165,790
LIABILITIES		
Notes payable	\$ 1,620,101 \$	1,623,346
Bank indebtedness and other financings	629,587	367,245
Total financings	2,249,688	1,990,591
Accounts payable and other liabilities	456,889	485,236
Operating and financing lease liability	68,308	67,227
Total liabilities	2,774,885	2,543,054
EQUITY	 2,453,806	2,622,736
Total liabilities and equity	\$ 5,228,691 \$	5,165,790
Net debt to total capitalization	47 %	43 %



### Condensed Consolidated Statements of Operations

(thousands)				
		2024		2023
Revenue				
Housing	\$	287,447	\$	331,283
Land		87,327		32,637
		374,774		363,920
Direct cost of sales				
Housing		(228,841)		(269,357)
Land		(50,411)		(22,951)
Gross margin		95,522		71,612
Selling, general and administrative expense		(59,536)		(56,074)
Interest expense		(11,445)		(13,782)
Earnings from unconsolidated entities		8,989		5,865
Other income		38,700		22,518
Lease expense		(3,038)		(3,476)
Depreciation		(2,359)		(2,441)
Income before income taxes		66,833		24,222
Current income tax expense		(359)		(688)
Deferred income tax expense		(5,225)		(3,235)
Consolidated net income		61,249		20,299
Net income attributable to non-controlling interest		20,420		(136)
Net income attributable to Brookfield Residential	\$	40,829	\$	20,435
Other comprehensive income / (loss)				
Unrealized foreign exchange gain / (loss) on:				
Translation of the net investment in Canadian subsidiaries		(20,476)		2,159
Translation of the Canadian dollar denominated debt designated as a hedge of the net investment in Canadian subsidiari	es	4,050		(400)
Comprehensive income attributable to Brookfield Residential	\$	24,403	\$	22,194



### Condensed Consolidated Statements of Cash Flows

	Three Mont	March 31	
(thousands)	2024		2023
Cash Flows (Used in) / Provided by Operating Activities			
Net income	\$ 61,249	\$	20,299
Adjustments to reconcile net income to net cash (used in) / provided by operating activities:			
Earnings from unconsolidated entities	(8,989	)	(5,865)
Deferred income tax expense	5,225		3,235
Share-based compensation expense	172		(76)
Depreciation	2,359		2,441
Right-of-use asset depreciation	1,392		2,690
Amortization of non-cash interest	1,103		1,158
Dividend income on held-to-maturity investment	(5,984	)	(5,918)
Distributions of earnings from unconsolidated entities	10,284		760
Changes in operating assets and liabilities	(98,710	)	(52,167)
Net cash used in operating activities	(31,899	)	(33,443)
Cash Flows (Used in) / Provided by Investing Activities:			
Investments in unconsolidated entities	(3,953	)	(5,539)
Distribution of capital from unconsolidated entities	10,472		22,965
Draws on loans receivable	(132,196	)	(132,557)
Repayments on loans receivable	108,612		94,458
Net cash used in investing activities	(17,065	)	(20,673)
Cash Flows (Used in) / Provided by Financing Activities:			
Drawings under project-specific and other financings	1,974		11,262
Repayments under project-specific and other financings	(13,043	)	(13,521)
Net drawings on bank indebtedness	275,208		100,423
Distributions to non-controlling interest	(2,816	)	_
Tax equivalent distributions paid	(90,937	)	_
Dividends paid to common shareholders	(120,000		_
Payments made on the principal of financing leases	(190		(143)
Net cash provided by financing activities	50,196		98,021
Effect of foreign exchange rates on cash and cash equivalents	(1,063		31
Change in cash, cash equivalents and restricted cash	169		43,936
Cash, cash equivalents and restricted cash at beginning of period	40,698		40,957
Cash, cash equivalents and restricted cash at end of period	\$ 40,867		84,893





# Thank You



Sterling on the Lake Flowery Branch, GA