# NEVADA



#### **Forward-Looking Statements**

Statements made in this presentation that are not historical facts, including statements accompanied by words such as "anticipate," "believe," "estimate," "expect," "forecast," "intend," "likely," "may," "plan," "project," "realize," "should," "transform," "will," "would," and other statements of similar expression and other words of similar expression, are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934.

These statements are based on management's expectations, estimates, assumptions and projections as of the date of this presentation and are not guarantees of future performance. Actual results may differ materially from those expressed or implied in these statements. Factors that could cause actual results to differ materially are set forth as risk factors in our most recent Annual Report on Form 10-K and Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission. In this presentation, forward-looking statements include, but are not limited to, expectations about the performance of our Master Planned Communities segment and other current income-producing properties and future liquidity, development opportunities, development spending and management plans. We caution you not to place undue reliance on the forward-looking statements contained in this presentation and do not undertake any obligation to publicly update or revise any forward-looking statements to reflect future events, information or circumstances that arise after the date of this presentation except as required by law.

#### **Non-GAAP Financial Measures**

We define NOI as operating revenues (rental income, tenant recoveries, and other revenues) less operating expenses (real estate taxes, repairs and maintenance, marketing, and other property expenses). NOI excludes straight-line rents and amortization of tenant incentives, net; interest expense, net; ground rent amortization; demolition costs; other income (loss); depreciation and amortization; development-related marketing costs; gain on sale or disposal of real estate and other assets, net; loss on extinguishment of debt; provision for impairment; and equity in earnings from unconsolidated ventures. This amount is presented as Operating Assets NOI. Total Operating Assets NOI represents NOI as defined above with the addition of our share of NOI from unconsolidated ventures.

We believe that net operating income or NOI is a useful supplemental measure of the performance of our Operating Assets segment because it provides a performance measure that reflects the revenues and expenses directly associated with owning and operating real estate properties. We use NOI to evaluate our operating performance on a property-by-property basis because NOI allows us to evaluate the impact that property-specific factors such as rental and occupancy rates, tenant mix, and operating costs have on our operating results, gross margins, and investment returns.

Although we believe that NOI provides useful information to the investors about the performance of our segments, due to the exclusions noted above, NOI should only be used as an additional measure of the financial performance of such assets and not as an alternative to GAAP net income (loss).

We define In-Place NOI as forecasted current year NOI for all properties included in the Operating Assets segment as of the end of the current period. Estimated Stabilized NOI is initially projected prior to the development of the asset based on market assumptions and is revised over the life of the asset as market conditions evolve. On a quarterly basis, each asset's In-Place NOI is compared to its Estimated Stabilized NOI in conjunction with forecast data to determine if an adjustment is needed. Adjustments to Estimated Stabilized NOI are made when changes to the asset's long-term performance are thought to be more than likely and permanent. No reconciliation of In-Place NOI or Estimated Stabilized NOI is included in this presentation because we are unable to quantify certain forecasted amounts that would be required to be included in the GAAP measure without unreasonable efforts and we believe such reconciliations would imply a degree of precision that would be confusing or misleading to investors.

For reconciliations of NOI to the most directly comparable GAAP measure, please see the Reconciliation to Non-GAAP Measures on the Company's <u>Investor Relations website</u> in the Quarterly Results section under Financial Performance.

## Summerlin



## **Community Snapshot**

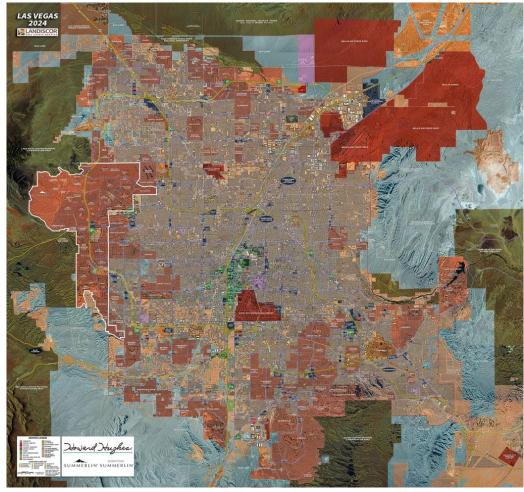
Size: 22,500 acres

Population: 127,000 residents

- Land constrained with high barriers to entry
- Land originally acquired by Howard Hughes in 1952 for \$3/acre
- 2020 MPC of The Year by National Association of Homebuilders; Top 10 selling MPC in U.S.

Demographics	Summerlin	Las Vegas MSA
Average Household Income	\$156k	\$78k
Median Home Value	\$473k	\$282k
% College Graduates	48 %	23 %

### Most Available Land in Las Vegas



Pink areas represent Las Vegas locations with land available for development.





# **Summerlin Awards**

2015-2023

- Ranked #4 best-selling MPC in the country in 2023
- Ranked in Top 10 on list of best-selling MPCs in the country
- Ranked #1 best-selling MPC in Nevada
- -The Robert Charles Lessor Company

2020

 Named Master-Planned Community of the Year by National Association of Homebuilders

2016-2022

Selected as Best Shopping Center/Mall by Las Vegas Review Journal

1997-2007

- For ten consecutive years, Summerlin was #1 in new home sales among MPCs nationwide
- -The Robert Charles Lessor Company

# **Summerlin Amenities and Lifestyle**

300+ NEIGHBORHOOD PARKS



200+ MILES OF TRAILS



1.3M SF OF RETAIL AND DINING



**COMMUNITY POOLS** 



**COMMUNITY ACTIVATIONS** 



ADJACENT TO RED ROCK CANYON



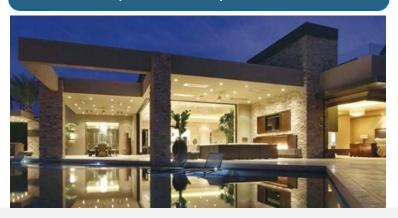
# **Summerlin Housing Options**

Several villages to choose from attracting a wide range of residents aspiring to live an active and healthy lifestyle in a beautifully master planned community

SINGLE-FAMILY HOMES \$500K TO \$3.0M



CUSTOM HOMES \$1.8M TO \$20M+



MULTI-FAMILY \$1,650 TO \$4,100/MONTH



MPC land planning, engineering, and infrastructure by Howard Hughes. Housing construction by homebuilders (both production and custom) and the Discovery Land Company joint venture.

Top national homebuilders delivering a range of products:





LENNAR







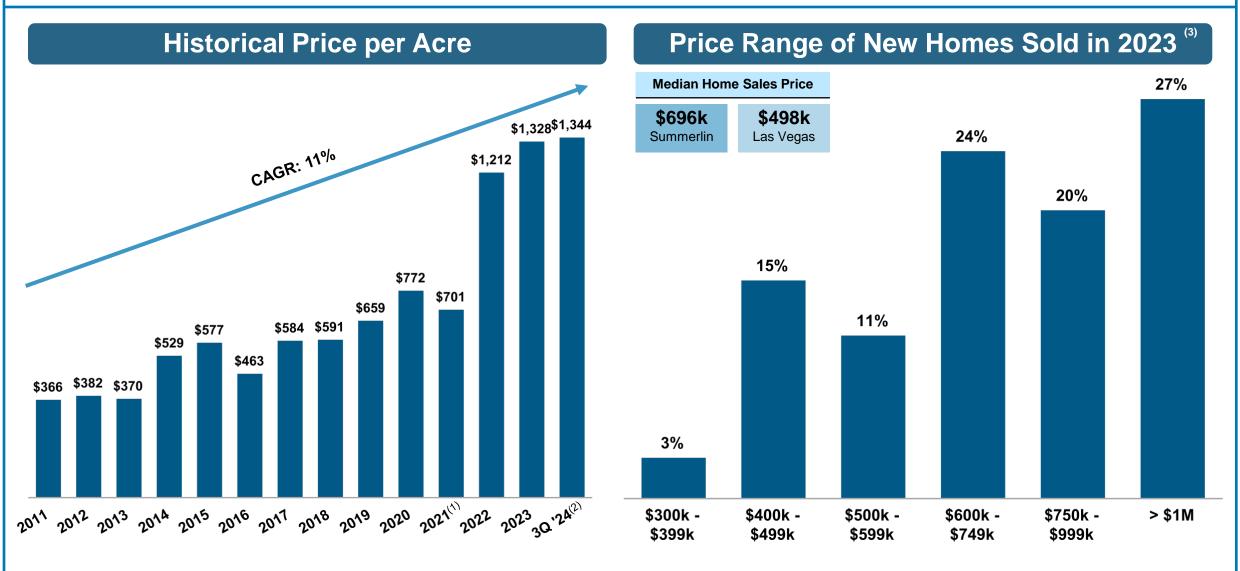








# Summerlin Land & Home Values are Appreciating



Source: Company filings and data, Applied Analysis. Note: In \$ thousands

(2) TTM calculation as of September 30, 2024.

(3) As of December 31, 2023.

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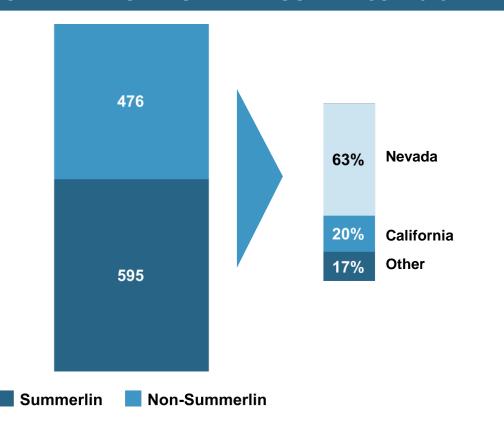
<sup>(1)</sup> Includes undeveloped 216-acre superpad sold in 4Q '21 which skews Summerlin's price per acre.

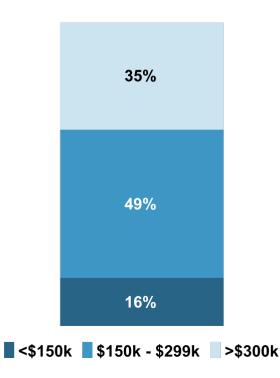
# **Strong Local Demographics**

#### SUMMERLIN ATTRACTS LOCAL AND AFFLUENT HOMEBUYERS

#### **SUMMERLIN HOMEBUYER DEMOGRAPHICS - 2023**

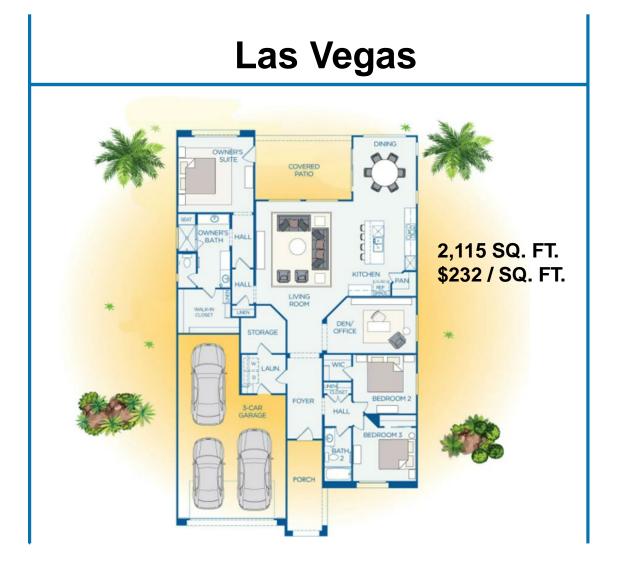
**HOUSEHOLD INCOME BREAKDOWN - 2023** 





# Housing Comparisons: \$500k Home in LA vs Las Vegas





# The Summit – Private Luxury Living in Summerlin

- Joint Venture with Discovery Land Company
- 555 acres in Summerlin
- 270 Homesites (including custom lots, built villas and Clubhouse units)
- Tom Fazio private golf course
- Phase 2 launched includes an additional 54 acres for 28 homesites
- Closed sales to date of \$1.26B



The Summit – Since Inception

**Homesites** Sold

246

Cash **Distributions** to HHH

\$194M

**Equity Earnings** to HHH

\$228M

# **Generating NOI Through Commercial Properties**





Size: 1.3M SF

Stabilized Leased %: 95%

In-Place NOI: \$22M

Stabilized NOI: \$28M

**Premier Open-Air Retail** 



#### Office

**Size:** 949k SF

Stabilized Leased %: 96%

In-Place NOI: \$19M

Stabilized NOI: \$28M

**5 Class-A Office Buildings** 



### **Multi-Family**

Size: 685 Units

Stabilized Leased %: 96%

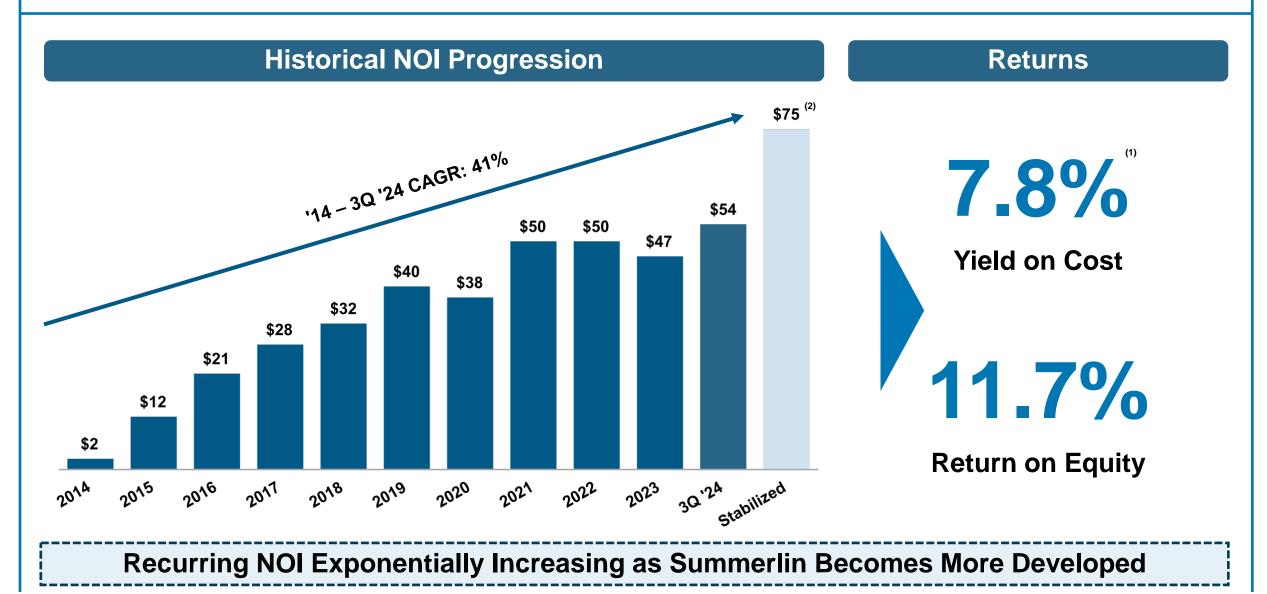
In-Place NOI: \$9M

Stabilized NOI: \$14M

3 Assets in Downtown Summerlin

\$54M of In-place NOI with \$75M Expected at Stabilization<sup>®</sup>

# **Summerlin NOI Profile**



# Las Vegas Office Demand is Robust

# **Strong Office Demand in Summerlin**



**One Summerlin** 

207k 90% Square Feet Leased

**Two Summerlin** 

147k 100%

**Square Feet** 

Leased

**Aristocrat** 

182k 100%

Square Feet Leased

### **Introducing New Class A Product**

#### 1700 Pavilion:

- **Size:** 266k SF

-Est. Stabilization: 2025

- **92%** Leased

-\$8M Stabilized NOI by 2025



#### **Meridian:**

- Size: 148k SF

- Completion: 2Q '24

- Est. Stabilization: 2027







# **Summerlin Development Runway**

**Short-Term Identified Opportunities** 

**Long-Term Opportunities** 

2.0M+ SF

**Near-Term Opportunities** 

650K SF Office

1,164 Multi-Family Units

246k SF Retail

135k SF Sports and Entertainment Facilities

5+ Years

551 Acres

**Remaining Commercial Land** 

**Excluding Land for Schools** 

20+ Years

# **Downtown Summerlin**

**Tanager Echo**294 Units Delivered in 3Q '23



Summerlin Grocery Anchored Center 67k SF to Deliver in 4Q'24





# Recently Completed Tanager Echo

Size

**294** Units

74% Leased

Development Cost

**\$87M**Total Cost

**7**% Yield on Cost

Construction Timeline

**Stabilization** 

**Projections** 

2Q '21 Commenced 3Q '23 Completion

**\$6M** Stab. NOI

**2026** Stab. Year

Studio to 2-bedroom apartments ranging from ~569 SF to ~2,632 SF



# Recently Completed Meridian

Size

148k sf 3 Story Class A Office

Development Cost

**\$55M**Total Cost

8% Yield on Cost

Construction Timeline

4Q '22

2Q '24

Commenced

Completion

**Stabilization Projections** 

**\$4M** Stab. NOI

**2027** Stab. Year

Adjacent to the Aristocrat campus and the proposed movie-studio site



# **Under Construction Summerlin Grocery Anchored Center**

Size

**67k** SF

75% Pre-leased

Development Cost

\$46M Total Cost

4% Yield on Cost

**Construction Timeline** 

3Q '23

4Q '24

Commenced

Completion

**Stabilization Projections** 

\$1.8M Stab. NOI **2027** Stab. Year

**Located in Downtown Summerlin, near Tanager and Tanager Echo Apartments** 









# Summerlin: Investment Highlights

- 1. Encompasses over 22K acres on the western side of Las Vegas
- 2. Optimally positioned (9 miles from Strip) with favorable macro trends
- 3. Large commercial entitlements
- 4. Land constrained with barriers to entry
- 5. Fundamentally de-risked with substantial return potential
- 6. Remaining residential land is the most valuable
- 7. One-of-a-kind amenities Downtown Summerlin, Las Vegas Ballpark, & City National Arena

HOWARD HUGHES Source: Company filings and data.