### FORM 5

Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See

### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

| Washington, | D.C. | 20549 |
|-------------|------|-------|

**OWNERSHIP** 

| ANNUAL | STATEMENT | OF CHANG | ES IN BENE | <b>EFICIAL</b> |
|--------|-----------|----------|------------|----------------|

| OMB APPROVAL             |  |  |  |  |  |  |  |  |
|--------------------------|--|--|--|--|--|--|--|--|
| OMB Number: 3235-0362    |  |  |  |  |  |  |  |  |
| Estimated average burden |  |  |  |  |  |  |  |  |
| hours per response: 1.0  |  |  |  |  |  |  |  |  |

Form 3 Holdings Reported.

Instruction 1(b).

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934 or Section 30(h) of the Investment Company Act of 1940

| U Tomina manado                         | dono reporteu.        |                   | or Section 30(h) of the Investment Company Act of 1940                         |   |                                       |         |                       |  |  |
|---|-----------------------|-------------------|--|---|---------------------------------------|---------|-----------------------|--|--|
| 1. Name and Address of Reporting Ferson |                       | Person*           | 2. Issuer Name and Ticker or Trading Symbol Goosehead Insurance, Inc. [ GSHD ] | 5. Relationship of Reporting Person(s) to Issuer (Check all applicable) |                                       |         |                       |  |  |
| Jones Mark Evan                         |                       |                   |  | X   | Director                              | X       | 10% Owner             |  |  |
| (Last)                                  | ast) (First) (Middle) |                   | 3. Statement for Issuer's Fiscal Year Ended (Month/Day/Year)                   | X   | Officer (give title below)            | X       | Other (specify below) |  |  |
| C/O GOOSEHE                             | EAD INSURA            | ANCE, INC.        | 12/31/2020   | CEO / Member of 10% owner group   |                                       |         |                       |  |  |
| 1500 SOLANA BLVD., BUILDING 4, STE 4500 |                       | LDING 4, STE 4500 |  |   |                                       |         |                       |  |  |
| (Street)                                |                       |                   | 4. If Amendment, Date of Original Filed (Month/Day/Year)                       | 6. Indiv  | vidual or Joint/Group                 | iling ( | Check Applicable      |  |  |
| WESTLAKE TX 76262                       |                       | 76262             |  | X   | Form filed by One Reporting Person    |         |                       |  |  |
| , 5202                                  |                       |                   |  |   | Form filed by More than One Reporting |         |                       |  |  |
| (City)                                  | (State)               | (Zip)             |  |   | Person                                |         |                       |  |  |
|   |                       |                   |  |   |                                       |         | ·                     |  |  |

| (* 3)  | ( 17)                                      |   |                                   |   |               |                |   |  |   |  |  |
|--|--|---|-----------------------------------|---|---------------|----------------|---|--|---|--|--|
| Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned |  |   |                                   |   |               |                |   |  |   |  |  |
| 1. Title of Security (Instr. 3)  | 2. Transaction<br>Date<br>(Month/Day/Year) | 2A. Deemed<br>Execution Date,<br>if any | 3.<br>Transaction<br>Code (Instr. | 4. Securities Acq<br>(D) (Instr. 3, 4 and |               | or Disposed Of | 5. Amount of<br>Securities<br>Beneficially<br>Owned at end of | 6. Ownership<br>Form: Direct<br>(D) or<br>Indirect (I)<br>(Instr. 4) | 7. Nature of<br>Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |  |  |
|  |  | (Month/Day/Year)                        | 8)                                | Amount                                    | (A) or<br>(D) | Price          | Issuer's Fiscal<br>Year (Instr. 3 and<br>4)                   |  |   |  |  |
| Class A Common Stock   | 02/12/2020                                 |   | <b>G</b> <sup>(1)</sup>           | 5,500                                     | D             | \$0            | 286,201   | D  |   |  |  |
| Class A Common Stock   | 04/20/2020                                 |   | G <sup>(1)</sup>                  | 100                                       | D             | \$0            | 286,201   | D  |   |  |  |
| Class A Common Stock   | 06/23/2020                                 |   | G <sup>(1)</sup>                  | 27,500                                    | D             | \$0            | 286,201   | D  |   |  |  |
| Class A Common Stock   | 08/24/2020                                 |   | G <sup>(1)</sup>                  | 1,500                                     | D             | \$0            | 286,201   | D  |   |  |  |
| Class B Common Stock   | 12/29/2020                                 |   | G <sup>(2)</sup>                  | 101,351                                   | A             | \$0            | 12,723,282  | I(3)   | By Trust <sup>(4)</sup>   |  |  |
| Class B Common Stock   |  |   |                                   |   |               |                | 182,349   | D  |   |  |  |

# Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)

| 1. Title of<br>Derivative<br>Security<br>(Instr. 3)              | 2.<br>Conversion<br>or Exercise<br>Price of<br>Derivative<br>Security | 3. Transaction<br>Date<br>(Month/Day/Year) | 3A. Deemed<br>Execution Date,<br>if any<br>(Month/Day/Year) | 4.<br>Transaction<br>Code (Instr.<br>8) | Derivative |     | 6. Date Exercisable and<br>Expiration Date<br>(Month/Day/Year) |                    | 7. Title and<br>Amount of<br>Securities<br>Underlying<br>Derivative Security<br>(Instr. 3 and 4) |  | 8. Price of<br>Derivative<br>Security<br>(Instr. 5) | Reported                     | 10.<br>Ownership<br>Form:<br>Direct (D)<br>or Indirect<br>(I) (Instr. 4) | 11. Nature<br>of Indirect<br>Beneficial<br>Ownership<br>(Instr. 4) |
|--|---|--|---|---|------------|-----|--|--------------------|--|--|---|------------------------------|--|--|
|  |   |  |   |   | (A)        | (D) | Date<br>Exercisable  | Expiration<br>Date | Title  | Amount<br>or<br>Number<br>of<br>Shares |   | Transaction(s)<br>(Instr. 4) |  |  |
| LLC Units<br>in<br>Goosehead<br>Financial,<br>LLC                | \$0.0   | 12/29/2020                                 |   | G                                       | 101,351    |     | (5)  | (5)                | Class A<br>Common<br>Stock   | 101,351                                | \$0   | 12,723,282                   | I  | By Trust <sup>(4)</sup>  |
| LLC Units<br>in<br>Goosehead<br>Financial,<br>LLC <sup>(3)</sup> | \$0.0   |  |   |   |            |     | (5)  | (5)                | Class A<br>Common<br>Stock   | 182,349                                |   | 182,349                      | D  |  |

### **Explanation of Responses:**

- 1. This transaction involved a gift of securities by the reporting person. The total holdings reflected in the Forms 4 filed by the reporting person since the dates of the gifts reported hereby were previously reduced to reflect such gifts, as described in the footnotes to such Form 4s.
- 2. Camille Peterson transferred shares of Class B Common Stock as a gift for no consideration to the CP Descendants' Trust of which Mark and Robyn Jones are co-trustees.
- 3. This does not reflect shares directly held by the reporting person's spouse, who is independently a reporting person of the issuer.
- 4. Reflects shares of Class A Common Stock, shares of Class B Common Stock or LLC Units, as applicable, held in trust for which the reporting person serves as a trustee and of which immediate family members of the reporting person are beneficiaries.
- 5. Each LLC Unit, together with a share of Class B common stock, may be converted by the holder into one share of Class A common stock at any time. The LLC Units do not expire.

## Remarks:

/s/ P. Ryan Langston, as

Attorney-in-Fact for Mark

02/12/2021

Evan Jones

\*\* Signature of Reporting Person Dat

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

- \* If the form is filed by more than one reporting person, see Instruction 4 (b)(v).
- \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB Number.