JTW Advises on Breland Homes Sale to Lennar

BRELAND HOMES LENNAR

JTW Mandate: **M&A Advisory - Served Both Parties in Transaction**

Client A: **Breland Homes**
Client A Type: **Private Company**

Client B: **Lennar [NYSE: LEN]**
Counterparty Type: **Public Company**

Industry: **Homebuilding**
MSA: **Alabama + Florida Panhandle**

Deal Type: **Asset Sale**
Deal Size: **Confidential**
Date Closed: **December 2021**
Included: **Homebuilding Operation, WIP, Owned & Controlled Future Lots**

> "We are honored both parties trusted JTW to fairly, objectively, and confidentially represent them in this transaction."
>
> **Chris Jasinski**
> CEO of JTW Advisors

CLIENT PROFILE

JTW Advisors served both parties in this transaction. Breland Homes, a private company, was the seller. Lennar, a publicly traded homebuilder, was the buyer.

OBJECTIVES

Breland Homes' owners wanted to sell their company for estate planning purposes. Breland desired a discreet transaction and did not want to market the company broadly. In fact, they asked JTW to facilitate a transaction with the single counterparty best suited to purchase the company. Meanwhile, JTW was in discussions with Lennar's executive team about their desire to enter the Florida Panhandle, Lower Alabama, and Huntsville markets.

PROCESS

JTW made the introduction while maintaining utmost confidentiality. JTW remained involved as the parties negotiated mutually acceptable terms and completed diligence.

OUTCOME

Lennar acquired Breland's entire homebuilding operation and assets, marketing their initial entrance into the Gulf Coast. This was done discreetly. There was no press release.